

Jackson Returns To The Top

Superstar **Alan Jackson** returns to a familiar place — No. 1 on the **R&R** Country chart — with "Remember When" (Arista). The song follows Jackson's No. 1 duet with Jimmy Buffett, "It's Five O'Clock Somewhere." Both songs come from Jackson's *Greatest Hits Volume 2* collection.



The Road Ahead In Rock

What's on the musical horizon at Active Rock and Rock? **R&R** has a first-quarter snapshot of up-and-comers who are ready to rock! In addition, this week's R&R Focus delves into the philosophy of new music and how much is right for Active Rock. Read all about it, beginning on the next page.

YOU DON'T KNOW JACK

(the format)

	12+ Adults		25-54 Adults	
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	Fall 02	Fall 03	Fall 02	Fall 03
JACKFM Vancouver	4.3	13.4	5.7	20.4
JACKFM Calgary	4.8	17.0	2.3	23.4
JACKFM Toronto	—	Launched!	—	Launched!



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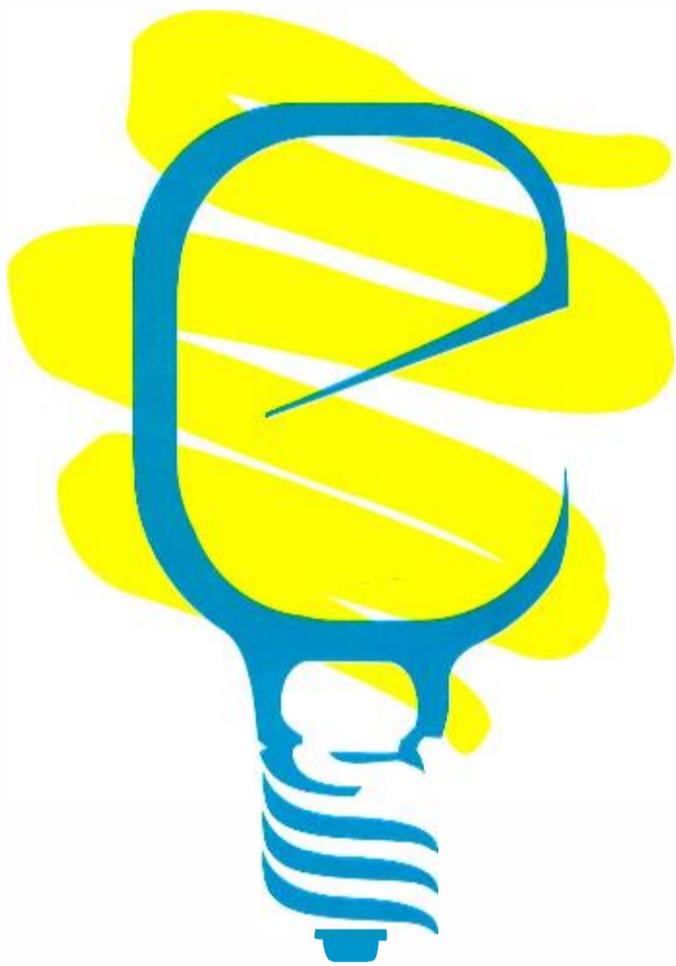
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For more information about
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SELL YOUR STAFF ON YOUR BRAND

In a *Harvard Business Review* abstract, Anthony DiBenedetto explains several practical ways to get your employees excited about your company brand, which can make it come alive for your customers. Also in this week's Management/Marketing/Sales section: **Irwin Pollack's** 16-point checklist for top salespeople, Interep's lifestyle analysis of the rapidly growing Hispanic audience, **Mark Ramsey** on the importance of preserving a marketing budget, plus **Roy Williams**, **Jeffrey Hedquist's** 60-Second Copywriter and February's Promotion Calendar.

Pages 7-9

WSKQ RISES TO NO. 2 IN NEW YORK

The SBS Tropical powerhouse shot up to a 5.8 in the fall '03 book, and this week R&R Latin Formats Editor **Jackie Madrigal** speaks with WSKQ PD Jorge Mier. Mier discusses the station's musical nuances, as well as the marketing strategies that led to the impressive ratings increase.

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R&R NUMBER ONES

- CHR/POP**
 - **OUTKAST** Hey Ya! (Arista)
- CHR/RHYTHMIC**
 - **TWISTA...** Slow Jamz (Atlantic)
- URBAN**
 - **TWISTA...** Slow Jamz (Atlantic)
- URBAN AC**
 - **ALICIA KEYS** You Don't Know My Name (J)
- COUNTRY**
 - **ALAN JACKSON** Remember When (Arista)
- AC**
 - **TRAIN** Calling All Angels (Columbia)
- HOT AC**
 - **3 DOORS DOWN** Here Without You (Republic/Universal)
- SMOOTH JAZZ**
 - **JAZZMASTERS** Puerto Banus (Trippin 'N' Rhythm)
- ROCK**
 - **NICKELBACK** Figured You Out (Roadrunner/IDJMG)
- ACTIVE ROCK**
 - **LINKIN PARK** Mumb (Warner Bros.)
- ALTERNATIVE**
 - **LINKIN PARK** Mumb (Warner Bros.)
- TRIPLE A**
 - **COUNTING CROWS** She Don't Want Nobody Near (Geffen)
- CHRISTIAN AC**
 - **MARK SCHULTZ** You Are A Child Of Mine (Word/Curb/WB)
- CHRISTIAN CHR**
 - **JARS OF CLAY** Show You Love (Essential/PLG)
- CHRISTIAN ROCK**
 - **SANCTUS REAL** Beautiful Day (Sparrow)
- CHRISTIAN INSPO**
 - **STEVEN C. CHAPMAN** Moment Made For... (Sparrow)
- SPANISH CONTEMPORARY**
 - **SIN BANDERA** Mientes Tan Bien (Sony Discos)
- TEJANO**
 - **INTOCABLE** Sey Un Novato (EMI Latin)
- REGIONAL MEXICAN**
 - **MONTEZ DE DURANGO** Lagrimas De Cristal (Disa)
- TROPICAL**
 - **TOROS BAND** Loco Conmigo (Universal)



Cohen To Lead WMG's U.S. Unit

By Frank Correia
R&R Music Editor
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Lyor Cohen, Chairman/CEO of Universal Music Group's Island Def Jam Music Group, will become Chairman/CEO of Warner Music Group's U.S. recorded music division once the purchase of WMG by an investor group led by Seagram heir Edgar Bronfman Jr. and investment firm Thomas H. Lee Partners closes. Cohen will be responsible for all aspects of WMG's recorded-music operations in the U.S.



Cohen

The deal includes an equity stake in Warner for Cohen, and sources say that he turned down a \$50 million offer to remain at Universal because Universal couldn't provide him

COHEN ▶ See Page 15

Clear Channel Hit With \$755k Indecency Fine

FCC's Copps wants license-revocation hearing

By Adam Jacobson
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The FCC on Tuesday issued its biggest-ever notice of apparent liability, fining **Clear Channel** a whopping \$755,000 for allegedly airing indecent material on the syndicated *Bubba The Love Sponge* program.



Bubba The Love Sponge

The proposed fine reflects the commission's statutory maximum penalty of \$27,500 for each of 26 apparent indecency violations made on the program, hosted by Bubba The Love Sponge Clem.

Specifically, the FCC cited Clear Channel for the airing of "graphic and explicit sexual and/or excretory material" that was designed "to

pander to, titillate and shock listeners." The proposed fine also includes \$40,000 for the company's apparent failure to maintain required documents in the public-inspection files of the stations involved in the airing of the allegedly indecent material.

The *Bubba The Love Sponge* morning show originates from Clear Channel's WXTB (98 Rock)/Tampa and presently airs live on affiliates in Orlando; Jacksonville; Ft. Myers; Wichita; and Macon, GA. The show can also be heard on XM Satellite Radio channel 152.

At the time of the alleged violations, the program aired on WRLR (now WCKT)/Ft. Myers, WPLA/Jacksonville, WRLX/West Palm Beach and

FCC ▶ See Page 15

Bill Seeks To Raise Penalties For Obscenities

A bipartisan coalition of 26 members of the House of Representatives last week introduced proposed legislation that seeks to raise to as much as \$3 million the FCC's financial penalties for indecent, obscene or profane language used in radio or TV broadcasts.

The bill, introduced Jan. 21 by House Telecommunications Subcommittee Chairman Fred Upton, would raise the maximum per-violation fine from \$27,500 to \$275,000 and give the FCC the authority to seek forfeitures of up to \$3 million for continuing violations. H.R. 3717 is currently in the hands of the House Commerce Committee.

"This legislation will significantly strengthen the FCC's hand in punishing those who peddle indecent and obscene material over our airwaves," Upton said. "Current FCC

BILL ▶ See Page 15

Rivers To Top Programming Post At Infinity

By Keith Berman
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Infinity Sr. VP/Programming Steve Rivers has assumed the duties formerly held by President/Programming **Andy Schuon**, who exited the company on Tuesday.



Rivers

"I want to thank Andy for his contributions and wish him the best in his next venture," Infinity Chairman/CEO **John Sykes** said. "Effective immediately, Steve Rivers will assume Andy's responsibilities and report directly to [Infinity President/COO] **Joel Hollander**. Sr. VP/Programming Development **Greg Drebin** and Programming Coordinator **Chris Oliviero** will report directly to Steve."

RIVERS ▶ See Page 15

Meyer Manages Entravision/L.A.

By Jackie Madrigal
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Entravision Radio has appointed **Karl Alonso Meyer** GM of its Los Angeles cluster, which comprises Spanish Contemporary **KSSC**, **KSSD** & **KSSE** (**Super Estrella 107.1**); Tropical **KLYY** (**¡Oye! 97.5**); and Alternative **KDLD** & **KDLE** (**Indie 103.1**). Meyer is currently Sr. VP/Sales for Radio Unica and will replace **David Haymore**, who is now VP/GM for Spanish Broadcasting System's L.A. cluster.

During his five years with Radio Unica, Meyer has guided the company to its best revenue performance to date. He is also credited with creating and managing Radio Unica's sales strategies for programs and major sporting events, as well as radio promotions and proprietary initiatives for nontraditional

MEYER ▶ See Page 15



The Road Ahead

Preparing for new music with a final look at the pros and cons of the tunes of '03

By Cyndee Maxwell
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As we begin to drive down the road of 2004, a quick look in the rearview mirror at 2003 is in order. Every year there are opposing viewpoints on whether the current music is stupendous or just stupid, and last year was no different. I asked a random sample of Active Rock programmers to weigh in on the matter. Was there plenty of great music to choose from in 2003, or was the year a piece of crap?



Walker

WQBK & **WQBJ**/Albany, NY PD **Chili Walker** is a

staunch supporter of the format's musical choices. "I would say, without hesitation, that 2003 was an amazing year for rock music," he says. "We had it all, including new bands that broke onto the scene and should be around for a while, such as **Shinedown**, **Three Days Grace** and **Smile Empty Soul**."

"How about those bands that made a true emergence, like **Audioslave**, **Trapt**, **Seether** and **Chevelle**? Or the bands we have been waiting to break out who put out stellar new albums, like

See Page 60

Robold Rises To GM At Universal Music Nashville

By Chuck Aly
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Universal Music Nashville has elevated **Ken Robold** to GM. Robold previously served as Exec. VP/CFO for the division, which includes the **MCA Nashville**, **Mercury** and **Lost Highway** record labels. He will continue to oversee the group's financial and production activities and add responsibilities for the sales, marketing and distribution departments.



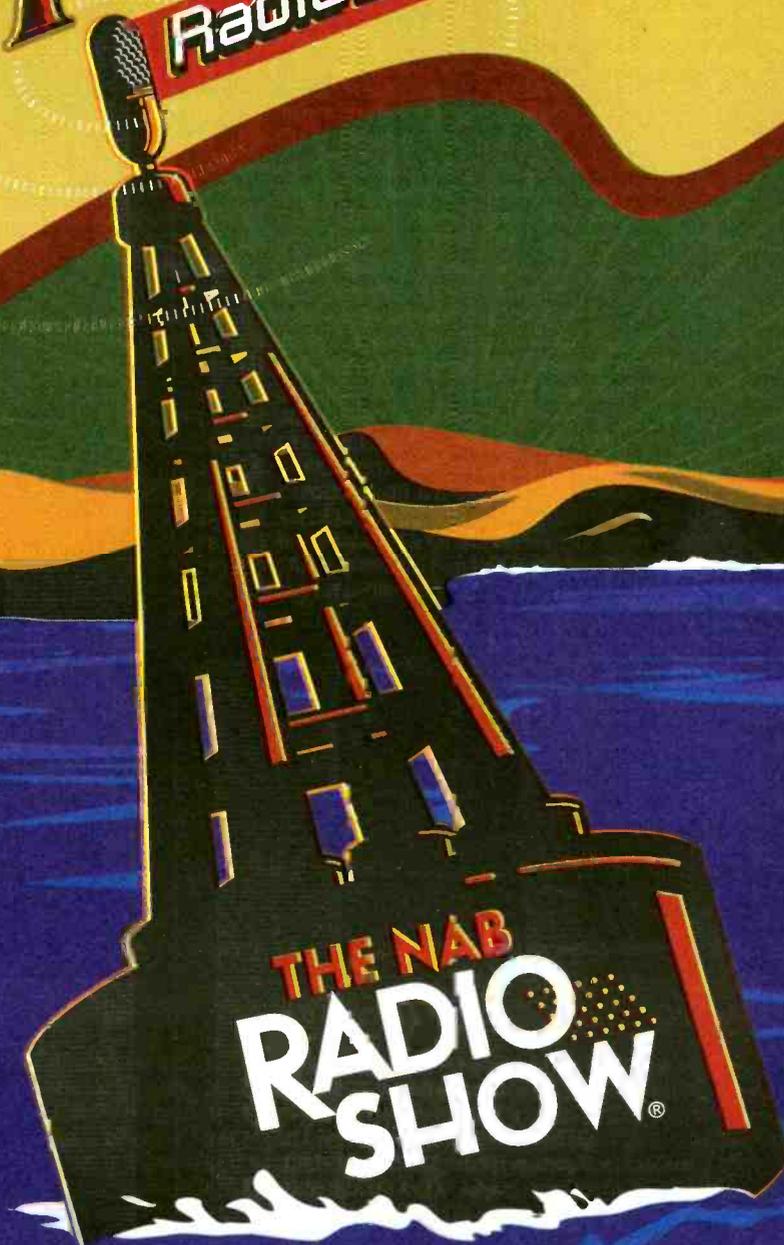
Robold

"Ken's promotion recognizes the job he has already been performing," Universal Music Nashville Chairman/CEO **Luke**

ROBOLD ▶ See Page 15

Charting

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LATEST EARNINGS

Arbitron Profits Top Forecasts

By Joe Howard

R&R Washington Bureau
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Arbitron on Tuesday beat Wall Street forecasts as Q4 net income climbed from \$6.5 million (21 cents per share) to \$8.7 million (28 cents). Analysts polled by Thomson First Call had expected EPS of 27 cents. The boost came as Q4 net revenue grew 13%, to \$65.4 million, while EBIT improved 14%, to \$16.1 million.

Arbitron also topped analysts' full-year EPS forecasts by a penny as 2003 net income rose from \$42.8 million (\$1.42 per share) to \$49.9 million (\$1.63). 2003 revenue grew nearly 10%, to \$273.6 million, while EBIT increased 8%, to \$92.7 million.

Noting that its 2004 forecast is consistent with the company's history, CEO Steve Morris said during a conference call with investors that Arbitron expects revenue to grow

7%-9% this year and net income to improve 12.5%-14.5%. The company predicts EPS will range from \$1.75 to \$1.79, marking growth of 7.5%-10%.

For Q1, Arbitron expects revenue will grow 6.5%-8.5% and net income will grow 11%-13%, resulting in EPS of 57 cents-58 cents. "It should be an exciting year," Morris said, "and, hopefully, a real milestone in the transformation of the company into what our mission statement calls a 'global leader in media information.'"

While the company has been tight-lipped about where it built its second call center — which started operations last year — Morris slipped up during the conference call and revealed that the call center

ARBITRON ▶ See Page 11

Norman Named VH1 President

Christina Norman has been promoted to President of VH1. Based in New York, she continues to report to MTV Networks Group President Judy McGrath and to partner with Entertainment President Brian Graden in overseeing the content and business of VH1 and its digital services.

Norman joined MTV Networks in 1991 as a Production Manager. She's held a succession of positions at MTV, including her most recent role as Sr. VP/Marketing, Advertising & On-Air Promotion, in which she was responsible for the on- and off-air marketing, branding and positioning of MTV, MTV2 and MTV.com.



Norman

"Christina and her team have reinvigorated everything about VH1, and the results are nothing short of amazing," said McGrath. "The new on-air look and expanded programming slate have taken the network to a new level, as evidenced by the reaction from viewers. VH1 has experienced its most watched, most profitable year ever, and 2004 is off to a very strong start. Christina is one of the most talented people in the industry, and we are so lucky to have her in this leadership role."

Since Norman joined the network in April 2002, VH1 has scored

NORMAN ▶ See Page 12

WW1 Ups Michael To SVP/Sports Castleberry to VP/Sports Prog.; Deneroff promoted

Westwood One's sports programming division has upped Exec. Producer/Sports Larry Michael to Sr. VP/Sports. At the same time, Chris Castleberry has been promoted to VP/Sports Programming and Howard Deneroff to Manager/Sports Operations.

Michael, who was named All America Football Foundation's 2003 Radio Sports Executive of the Year, will continue to direct the sports broadcast-rights agreements for the NFL, the Olympic Games, the NCAA Tournament, Masters Golf, the U.S. Open, the NHL, Notre Dame and NCAA Football and to work with such featured talent as John Madden, Howie Long and Mike Francesa. Michael reports directly to WW1 CEO Shane Coppola.



Michael

Michael, joined WW1 in 1985 as producer of *The Larry King Show*. He was later elevated to producer for Notre Dame football, the Olympics and other sports programming. In his new position Castleberry will be responsible for the coordination of all Westwood One Sports game broadcasts and play-by-play talent, as well as for daily production in WW1's sports broadcast center.

Deneroff, who also reports to Michael, has been with WW1 for 13 years. His primary responsibility will be to coordinate sports operations from CBS Broadcast Center in New York. As a producer, Deneroff has broadcast the Olympics, the NFL in English and Spanish and the NCAA Men's Basketball Tournament. He has served as Coordinating Producer for Sports Programming for the past five years.

Butrum Appointed President, Bayliss Broadcast Foundation

Carl Butrum has been appointed to the newly created position of President of the John Bayliss Broadcast Foundation. Butrum was most recently Hispanic Broadcasting's Exec. VP/Director of Sales and before that served as Sr. VP/Corporate for Katz Media Group.

Bayliss Foundation President and RAB President/CEO Gary Fries said, "Carl's appointment reflects the commitment of the Bayliss board of directors in 2004 to take the foundation to the next level of development. The board, with Carl's drive and energy, plans to increase its outreach into the radio community, identify new funding sources and promote the Bayliss radio scholarship program to those people in the field who can help pinpoint potential recipients."

Butrum said, "Our medium must devote time and resources to attracting today's brightest broadcasting students, and that takes a commitment from our current industry leaders. The work of the Bayliss Foundation helps ensure the future growth of radio, and I am honored that the board has chosen me to lend my efforts to accomplishing such a worthy goal."

BUTRUM ▶ See Page 11

Davis Becomes KHKS/Dallas PD

Patrick Davis has been named PD of Clear Channel CHR/Pop KHKS (106.1 Kiss FM)/Dallas. Davis, who has been with Kiss for the past two years as OM of the Premiere-syndicated, KHKS-based *Kidd Kraddick in the Morning*, replaces Brian Bridgman, who exited last week.



Davis

"I remember when I had my initial conversation about the job with [returning Regional VP/Market Manager] Brenda Adriance, my first words were, 'I'm up for the challenge,'" Davis told R&R. "It wasn't until I was on the way home that it finally hit me: 'Oh, my God — this is Dallas!' I remember calling my wife

and saying, 'Honey, I'm the new PD of Kiss!' and she said, 'Whatever...' I told her, 'I'm serious!' Everything has happened so quickly; I'm still coming to grips with the enormity of the situation."

"I really can't say enough about Kidd Kraddick, who is a pleasure to work with. I couldn't imagine going into this new venture without his full support."

Davis previously went by the name Flash Phillips and, before coming to Dallas, spent three years programming WFME/Baton Rouge. He also spent nine years at KWTX/Waco, TX — the last four as PD — and worked part-time at KHFI/Austin.

WCHH/Charlotte Goes Urban AC Joyner morning show moves from crosstown WBAV

Radio One on Jan. 22 flipped CHR/Rhythmic WCHH (Hot 92.7)/Charlotte to Urban AC "Q92.7"; new call letters are expected soon. The company has also made a major move by stealing the Reach Media-syndicated *Tom Joyner Morning Show* from Infinity's crosstown Urban AC WBAV, where it aired for almost 10 years.

WCHH PD Boogie D remains in place but sheds his on-air duties. The station's flip to Urban AC results in the departure of MD Baby Boy Stu and night hosts/mixers K-Nyce and DJ Polo.

"We'll run the station jockless, except for the Joyner show, for the time being," Boogie D told R&R. "His show will set the tone for the station and instill the brand in the market for the new Q92.7." WCHH previously aired the Radio One-syndicated *Russ Parr Morning Show*.

KWNR/Vegas Taps O'Brian As PD

Country KWNR/Las Vegas MD/morning co-host Brooks O'Brian has been promoted to PD. She will succeed John Marks, who will exit on Jan. 31 to become PD of KKAT/Salt Lake City.

"We had many qualified applicants for this position," Clear Channel/Las Vegas Market Manager Kelly Kibler said. "But Brooks has definitely proven her abilities at KWNR every day for the past four years and deserves the opportunity to take over for Mr. Marks."

Clear Channel Regional VP/Programming Alan Sledge said, "We had some very qualified candidates, but I'm delighted to be able to promote from within our organization and give Brooks this opportunity."

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Schmidt Set As G105/Raleigh PD

Rick Schmidt, who formerly programmed Clear Channel's Active Rock WXTB (98Rock) and then-Hot AC WSSR in Tampa, has been named PD of co-owned CHR/Pop WDCG (G105)/Raleigh, effective Feb. 2. Schmidt replaces Chris Shebel, who exited Dec. 30, 2003 for a position to be announced.



Schmidt

Clear Channel Regional VP/Programming Jon Robbins said, "The level of program directors we spoke to about this gig was A-plus, but Rick took on the extra-credit question and provided the answer we were looking for. G105 is a big-time heritage station with big-dog ratings and one of America's best morning shows in Bob & Madison. We are certain that Rick's vision, passion and experience will be powerful weapons and that he is absolutely the right match for G105 and the programming rat pack we are assembling here at Clear Channel/Raleigh."

A 15-year programming vet whose previous PD experience includes Alternatives WPLA/Jacksonville and WXSX/Tallahassee, FL,

SCHMIDT ▶ See Page 12

Senators Still On FCC-Rules Warpath

McCain vows to once again seek rules veto

By Joe Howard
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Two of the most outspoken Senate critics of the FCC's media-ownership rules have vowed to keep fighting the regulations, unfazed by Congress' Jan. 21 passage of legislation ratcheting the national TV-reach cap down to 39% from the 45% limit set by the FCC.

The 39% figure was reached through a compromise between congressional Republicans and the White House, but many in both houses of Congress have cried foul over the deal.

One of those complaining is Senate Commerce Committee Chairman John McCain, who plans to jumpstart the effort that began in the Senate last year to overturn all of the FCC's June 2003 media-ownership

rules through a congressional veto.

"This issue isn't going away," McCain said. While he's particularly concerned with the 39% cap, he has also vowed to follow up the media-industry hearings he held last year with more such hearings in 2004. Several of the 2003 sessions focused exclusively on radio.

McCain also criticized the FCC and his fellow legislators for what he perceived as their giving in to

the NAB's demands to abolish the old media cross-ownership limits. "The National Association of Broadcasters didn't want the cross-ownership prohibition in [the new FCC rules], and it wasn't in there," McCain said. "That's what we should be debating."

For its part, the NAB—which supported retaining the 35% ownership cap—expressed satisfaction with the 39% compromise. "We're pleased the national television-ownership cap issue appears to be resolved," NAB President/CEO Eddie Fritts said. "We salute all broadcasters who

SENATORS See Page 6

Report: Female GMs Still Rare In Radio

According to this year's edition of a study conducted annually by the Most Influential Women in Radio, only 13.7% of the 10,634 radio stations in the U.S. are managed by women.

While the average percentage of female GMs within groups owning 12 or more stations has grown from 17.4% in 2002 to 17.7% last year, MIW spokeswoman Joan Gerberding said more must be done. "While we're glad to see any increase, there is still a huge imbalance," she said. "Only a few companies are showing significant progress."

Leading the list is ABC Radio: Eighteen of its 50 GMs, or 36%, are

women. ABC is followed by Regent and Entravision (both at 32%), NextMedia (23%), Radio One (22%), Cox Radio (21%) and Clear Channel (20%). Interestingly, while Clear Channel has reduced its total GMs by 15 in the last year, it has added four female GMs.

Landing below the average are Citadel (17%), Saga (16%), Cumulus (15%), Infinity (12%), Waitt

Radio (9%) and Salem (3%). The MIW also noted that there 40 group owners with more than 12 stations that have no female GMs, among them Journal Broadcasting, Jefferson-Pilot and New Northwest.

"High-achieving radio women need to take an active role to break down the barriers impeding women's advancement in this industry," Gerberding said. "Only when every radio company truly promotes on the basis of merit can we ignore gender in the workplace."

— Joe Howard

BUSINESS BRIEFS

NAB Debates Fate Of Radio Show; Martin Joins NAB2004

The NAB Radio Board voted last week to return the NAB Radio Show to Philadelphia in 2005 as a standalone event, but the board also decided that discussions will begin in earnest about possible partnership opportunities for the show, beginning in 2006. This year's show is being held in San Diego from Oct. 6-8.

During the NAB Radio Board meeting in Key Biscayne, FL last week, NAB Exec. VP/Radio John David reported that station membership in the organization has reached an all-time high, while board member and Entercom President/CEO David Field told the board that progress is being made in the NAB's initiative to combat negative perceptions of radio in the marketplace.

The Radio Board also voted unanimously to endorse the recommendations of the NAB Digital Radio Committee regarding AM IBOC operations, finding that the benefits of digital operation in the AM band outweigh interference concerns. The board recommended that the FCC authorize AM IBOC on an interim basis and address any interference issues as they arise.

In other news, FCC Commissioner Kevin Martin will join colleagues Kathleen Abernathy, Jonathan Adelstein and Michael Capps at the "Regulatory Face-Off" at NAB2004. The commissioners are set to discuss the ongoing media-ownership debate and the issues faced by television and radio as they make the transition to digital.

Meanwhile, the Career Fair will be back on the agenda at NAB2004, in conjunction with the annual Broadcast Education Association and Radio-Television News Directors Association conventions. Representatives from radio and television stations looking for new employees will be on hand to accept resumes and discuss opportunities within their companies. The Career Fair is set for April 18 from noon-5pm at the Las Vegas Convention Center. Admission to the fair is free for job seekers and registrants of NAB2004, BEA2004 and RTNDA@NAB. NAB2004 is set for April 17-22.

Tauzin Declines Top MPAJ Job

House Commerce Committee Chairman Billy Tauzin has opted to take himself off the list of candidates seeking to succeed Jack Valenti as President/CEO of the Motion Picture Association of

Continued on Page 6

R&R Stock Index

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

	1/23/03	1/16/04	1/23/04	Change Since 1/23/03	Change Since 1/16/04-1/23/04
R&R Index	214.26	226.48	232.26	+8%	+3%
Dow Industrials	8,131.01	10,600.51	10,568.29	+30%	-0.3%
S&P 500	861.40	1,139.82	1,141.55	+32.5%	+0.2%

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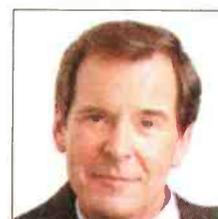


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BUSINESS BRIEFS

Continued from Page 4

America. Many considered Tauzin to be the leading candidate for the position, but Tauzin spokesman Ken Johnson told the *Hollywood Reporter* that the congressman is now contemplating a 13th term in the House of Representatives. Tauzin is also mulling an offer from Pharmaceutical Research and Manufacturers of America. Should Tauzin take the post at the pharmaceutical lobbying organization, leadership of the Commerce Committee — which oversees the FCC's regulatory efforts — could go to Texas Republican Joe Barton.

Saga Buys Minnesota Info Networks

For \$3.25 million, **Saga Communications** is purchasing the assets of the Minnesota News Network, the Minnesota Farm Network and related operations from **Greenspring Co.**, a for-profit affiliate of Minnesota Public Radio. Saga already owns the Illinois Radio Network, the Michigan Radio Network and the Michigan Farm Radio Network. It expects to close on the Greenspring purchases during Q1.

Florida Broadcasters Seek New Anti-Piracy Laws

The **Florida Association of Broadcasters** has asked state lawmakers to take aim at the pirate radio operators that pepper the South Florida radio landscape by passing state laws prohibiting the illegal broadcasts. While FCC regulations prohibit pirate broadcasting, the *Palm Beach Post* reported that Florida broadcasters feel hamstrung by cumbersome FCC regulations that oblige the commission to seek the help of outside law enforcement and that require that a pirate operator be caught actually transmitting. "I believe it's better to use a Mack truck than a flyswatter," FAB President C. Patrick Roberts told the paper.

Analyst Upgrades Clear Channel

SunTrust Robinson Humphrey analyst Stuart Kagel last week raised his rating on **Clear Channel's** stock based on his belief that the company's radio and outdoor divisions will generate better-than-expected results this year, and that could trickle down to benefit investors. "As a result of significant debt paydown and refinancing, Clear Channel has strengthened its balance sheet," Kagel said. "We expect that the benefits of future free-cash-flow growth will disproportionately accrue to equity stakeholders through share repurchases and dividends." He also noted that, since the prices of radio stocks have pulled back by about 6.5% in January, current levels offer "an attractive entry point" at which to buy in.

WHUR/Washington Flips The Digital Switch

Howard University-owned Urban AC **WHUR/Washington** last week became the first commercial station in the nation's capital to begin broadcasting in HD Radio. WHUR threw a party at its northwest Washington transmitter site to celebrate the occasion, and a representative from DC Mayor Anthony Williams' office was on hand to present WHUR GM Jim Watkins with a plaque designating "WHUR HD Radio Day" in the District. FCC Commissioner Jonathan Adelstein and iBiquity CEO Bob Struble were also in attendance, and Struble joined Watkins in flipping an oversized switch to turn on the digital signal.

Watkins told **R&R** that WHUR was due for a new transmitter and said the economics of adopting HD Radio made sense. He noted that while the station spent about \$100,000 on digital equipment, it has spent a little less than \$500,000 in overall upgrades that include a new main-studio console, automation system and four new transmitters. "Today is just the beginning," he said. "This will allow WHUR to provide greater service to our listeners and our advertisers."

Sirius Strikes Deals With Penske, UnitedAuto

Sirius this week announced a five-year agreement with specialty retailer **UnitedAuto Group** to install Sirius receivers, pre-activated to provide three free months of programming on 16 channels, in vehicles UAG sells and leases at its 138 franchises nationwide. The deal also includes joint marketing efforts through direct mail and at UAG locations. Sirius also entered into a similar five-year deal with **Penske Automotive Group**, which operates six new- and used-auto dealerships in California. PAG will order its new vehicles with factory-installed Sirius radios and the same three-month programming package UAG is offering. Sirius also entered into a partnership with Penske's truck-leasing division through which Penske will offer Sirius receivers and trial subscriptions in four classes of trucks in its commercial and consumer rental and lease fleets. Both Penske deals also call for joint marketing activities, including direct mailings to Penske customers and Sirius signs at Penske locations.

XM Prices Stock Offering

XM Satellite Radio has priced at \$26.50 per share its previously announced offering of 20 million shares of class A common stock, comprising 7 million new shares and 13 million shares being sold by select institutional investors. One of the sellers has agreed to grant an additional 3 million shares for over-allotments. The transaction was expected to close on or about Jan. 28.

DG Systems Files To Sell 7 Million Shares

DG Systems, which provides digital networking for the advertising industry, has filed with the U.S. Securities and Exchange Commission to sell 7 million shares of common stock. DG said it intends to use the proceeds of the sale for general corporate purposes that may include capital spending, debt repayment, acquisitions, investments and repurchasing of capital stock.

Fledgling Company Eyes AM Radio

International Broadcasting Corp. said last week that it is interested in buying AM radio stations or possibly merging with private station-group owners in an effort to expand its 24-hour talk network. The company — which also has news and film-distribution divisions — also said it is set to abandon projects that are expensive or that offer "minimal profit potential" and added that it has a plan to eliminate a large part of its existing debt. IBC will release details of its radio plans in the next few weeks. IBC President Daryn Fleming said, "In 2003 we had a lot of proposals for funding. However, we turned them all down, because they were not shareholder-friendly. Early this year we will make our balance sheet more attractive, refine our strategies and continue to look for funding so that we can properly execute our business plan."

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TRANSACTIONS AT A GLANCE

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

- **KEJC-FM/Modesto, CA** \$5.9 million
- **WSEZ-AM & WUME-FM/Paoli, IN** \$331,000
- **WRVG-FM/Georgetown (Lexington-Fayette), KY** \$1.7 million
- **WKHZ-AM/Ocean City (Salisbury), MD** \$140,000
- **WEMJ-AM & WLNH-FM/Laconia and WBHG-FM/Meredith, NH** \$5 million
- **KIMY-FM/Watonga, OK** \$163,000
- **WJXB-AM/Knoxville, TN** \$550,000

Full transaction listings, posted daily, can be found at www.radioandrecords.com.

DEAL OF THE WEEK

- **WMNN-AM/Minneapolis**
PRICE: \$6.75 million
TERMS: Asset sale for cash
BUYER: Starboard Media Foundation, headed by Chairman/CEO Mark Follett. Phone: 920-469-3021. It owns 14 other stations, including KSMM-AM/Minneapolis
SELLER: Minnesota Public Radio, headed by President William Kling. Phone: 651-290-1500

2004 DEALS TO DATE

Dollars to Date:	\$91,003,006 (Last Year: \$2,451,406,767)
Dollars This Quarter:	\$91,003,006 (Last Year: \$321,441,930)
Stations Traded This Year:	60 (Last Year: 914)
Stations Traded This Quarter:	60 (Last Year: 134)

Senate

Continued from Page 4
 worked with Congress to reach this compromise that recognizes the enduring value of free, local television stations."

Meanwhile, Sen. Byron Dorgan — who spearheaded the original congressional-veto effort — described as "deeply flawed" the negotiations that led to the 39% cap and their outcome. Like McCain, Dorgan said after the bill passed that he will work even harder to restore the 35% limit.

Dorgan also said he plans to immediately look for other ways to re-

store not just the lower cap, but the FCC's old cross-ownership rules. "My intention remains to repeal the action the FCC took on June 3, 2003," Dorgan said. "I don't intend to back off that goal one step. If anyone thinks we're going to fold our tent and go home, they can think again."

A federal court has delayed the implementation of the FCC's new rules until it comes to a decision on their legality. Oral arguments on the issue are set for Feb. 11.

Additional reporting by Adam Jacobson.

FCC ACTIONS

Adelstein Likens HD Radio Transition To TV Milestone

In a speech given Jan. 21 at the WHUR/Washington HD Radio transition reception FCC Commissioner **Jonathan Adelstein** said, "It's like moving television from black and white to color. Digital brings the biggest change to radio since FM. It's a whole new world." Adelstein also noted that while he and more than 1 million others currently subscribe to satellite radio services, HD Radio offers stations the chance to level the playing field by offering some of XM's and Sirius' top features. "I've got a satellite radio at home, and I just love the sound quality it gives and the information you can get," Adelstein said. "But those of us who benefit from satellite radio have to pay for it. The whole idea of over-the-air radio and the licenses the government provides to broadcasters is that this should be free. Citizens have a right to have this quality free and over the air."

Continued on Page 12



JEFF GREEN, CRMC
jgreen@radioandrecords.com

Sell Your Brand On The Inside

You have to sway your customers — and your employees

Internal marketing, or “selling” the brand to employees, is ignored in many businesses. This is unfortunate, considering that employees who have a greater emotional connection to a company’s products and services can really make the brand come alive for customers.

Lacking that emotional connection, employees may even unwittingly undermine company advertising because they don’t comprehend what has been promised to the customer. Worse yet, an employee’s hostile attitude toward the company can carry over into contact with customers. On the other hand, employees who believe in the brand are more likely to work harder and feel a sense of purpose.

Why is internal marketing so often ignored? Perhaps because senior management takes the power of the brand for granted and doesn’t realize that employees may need to be persuaded. Compounding the problem is the fact that internal memos and newsletters are often just informational. They tell employees what’s going on but don’t really sell them on the ideas.

Here are three principles of internal marketing and a list of guidelines for creating useful internal communications materials.

1. Choose Your Moment

Internal branding can often be successfully tied to a key turning point — a moment when the company is undergoing a fundamental change, such as a merger or a new CEO. At such a time, an internal branding

Successful internal branding helps employees develop an emotional connection with the company.

campaign can help ensure that there’s a sense of positive energy among the employees. In fact, internal branding without the momentum of a turning point often fails.

During its merger with Amoco and ARCO, British Petroleum rebranded itself as “BP,” made over its logo and began promotional efforts (externally for customers and internally for employees) stating that BP goes “beyond petroleum.” By all measures, the internal campaign was a success: Ninety percent of BP employees felt the company was headed in the right direction.

As a corollary, managers must know when it’s time to pull back.

Don’t overwhelm and confuse employees with too much marketing.

2. Link Internal & External Marketing

It is important to make sure employees hear the same message that’s being communicated to customers. It sounds obvious, but mismatches do happen. In one notable instance, a health insurance company was telling its customers that its top priority was patient welfare while telling employees that its top goal was to increase the value of their stock options.

A United Airlines consumer advertising campaign that was based on consumers’ perceptions of poor service and United’s promise to do better failed internally because employees found the message discouraging.

In contrast, IBM successfully used two-way branding when it focused a consumer promotion around the importance of online business while internally marketing the Internet as the future of technology. In another familiar example, Ford’s “Quality Is Job 1” campaign succeeded in motivating employees to try to catch up with the Japanese in car quality.

3. Bring The Brand Alive

Successful internal branding helps employees develop an emotional connection with the company so they’ll approach their jobs in a more positive way. With every decision

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A Seller’s 16-Point Checklist For 2004

By Irwin Pollack

There’s a list out there — a list of the things top sellers do to get ahead. As you look around your office and see how some sellers achieve more than others, don’t become envious if some sellers have passed you by, just realize that they’ve put the magic formulas to work, and you haven’t.

Instead of pondering what it would take to turn your own sales success around, put these 16 strategies to work:

1. Commit to excellence. Make the decision — today — to become the best at your station, in your cluster or, as the RAB might like, in your field.
2. Act as if it were impossible to fail. Do the thing you fear and the death of fear is certain. Figure out what’s holding you back, and tackle it.
3. Put your whole heart into selling. Make a 100% commitment to the profession. Stop merely putting your toe in the water. Jump in, and, as my 11-year-old would say, “even put your head underwater.”
4. Prepare yourself thoroughly for every sales call. Do your homework before you see a customer for the first time. Do even the smallest things that will show you’ve done some homework.
5. Dedicate yourself to continuous learning. Learn something about sales or management every day.
6. Accept complete responsibility for results, and never blame others. See yourself as the president of your own sales corporation, totally in charge.
7. Become brilliant on the basics. Practice, drill and rehearse the fundamentals of the radio sales process.
8. Build long-term relationships and long-term orders, and work the annuity. This is the smart way to sell. Let your work pay off over the long term.
9. Use educational selling with every customer. Take time to learn how you can really help your customer, then teach the client how to get the most benefit and return on what you sell.
10. Handle objections effectively. Learn how to resolve customer concerns and overcome hesitation in the sales conversation. Be prepared with well thought-out answers to every question. Memorize standard comebacks to overcome every objection.
11. Deal with price objections professionally. Be proud of your prices. Concentrate on showing your prospect that what you have to sell is valuable and worth every penny you’re asking.



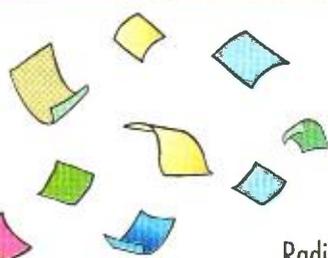
Irwin Pollack

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The Coming Hispanic Boom

Interop says U.S.'s fastest-growing group has considerable clout

Some demographers call it "the browning of America," and it's no wonder. According to studies compiled by Interop, the number of U.S. Hispanics has grown by 73% since 1990, more than any other ethnic or racial group. The American Hispanic population now totals 38.8 million, or 13% of the total census, as Hispanics surpass African Americans as the nation's largest minority group. And the acceleration is expected to continue: By 2020, one in every five Americans will be of Hispanic descent.

Within the top five markets, 28% of 18-49 adults are now Hispanic, and U.S. Hispanics now represent the fifth-largest Spanish-speaking population in the world.

U.S. Hispanic Population

Year	Pop. in millions	% Of Pop.
1970	10.5	5
1980	14.6	6
1990	22.4	9
2000	38.8	13

Hispanics' Financial Firepower

Along with the population explosion for U.S. Hispanics, over the past 13 years their buying power has nearly tripled, to \$653 billion, and that figure is expected to soar to over \$1 trillion by 2008. This economic growth rate is far faster than even the impressive 191% growth rate for Asian Americans and the 116% rise for African Americans over the same period. Hispanics now have a financial leverage within 5.1% of that of the African-American population, and 90% more than U.S. Asians.

The median Hispanic household income has climbed to \$33,447, an increase of almost \$5,000 since 1990. Over 1.8 million Hispanic households now report annual income of over \$50,000.

Language Proficiency

One of the primary factors that differentiates U.S. Hispanics from other Americans is language usage. Half the market speaks only or mostly Spanish, and nearly nine out of 10 speak Spanish at least some of the time. Another differentiating factor is culture — most U.S. Hispanics feel strong ties to their heritage. Nearly all Hispanic-dominant and bicultural Hispanic Americans say they identify with being Hispanic as much as or more than being an American.

Language Spoken At Home (%)

Speaks Spanish only or mostly with some English	50
Speaks English mostly with some Spanish	21



Speaks Spanish and English equally well 17

Speaks only English 12

Hispanics are not a homogeneous group. An individual's country of origin influences his or her preferences in food, politics, music and many other aspects of life. Here's the composition of national origins within the U.S. Spanish-speaking community:

Nation	% of U.S. Spanish Speakers
Mexico	66.9
Central & South America	14.3
Puerto Rico	8.6
Other	6.5
Cuba	3.7

The Strength Of Spanish Radio

Spanish-language radio received 24% of the \$2.5 billion spent on Spanish-language media in 2000, about three times radio's overall share of ad dollars overall. According to consultant Walter Sabo, one reason for the disproportion is the lack of major Spanish-language daily newspapers. Interop says that another reason is that Hispanics are among the heaviest radio users in the country, spending, on average, three more hours listening each week than the average adult.

The number of Spanish-language radio stations has increased dramatically in the past two decades, skyrocketing from 67 in 1980 to nearly 700 in 2002. Arbitron reports that Spanish-language formats collectively rank third among radio formats in total share of listening.

Not surprisingly, commercials in Spanish are 61% more effective at increasing awareness than spots in English. That's according to Roslow Research Group, which also reports that Spanish spots are 57% more likely to be recalled, and the spots are 4.5 times more persuasive than

Different Strokes For Different Folks

Understand the four customer groups

Ever wonder how some people can love an ad that you hate with a purple passion? Even the best ads will miss the mark by a mile with at least half their target audience. Ads are like music — a distinctive style and message that repels some listeners will attract others like bees to honey. These are the ads that work wonders. Worthless ads are the ones crafted so as not to offend anyone.

But "making sure no one is offended" is how the typical business owner will critique ads that are presented to him for review. "Gosh, this could offend single females, don't you think?" "This ad makes us sound overconfident, and people hate arrogance." "I don't like this slang phrase you used. Remember when we said 'ain't' on the radio and that English teacher wrote us that nasty letter about how we were contributing to the decline of civilization and that she would never shop with us again and that she was going to tell all her friends not to shop with us anymore?" (That last one really happened. I'm not making it up.)

Herein lies the frustration of every ad writer: "Do I write ads that will move the customer, or do I write ads that my client will approve?" The fundamental problem is that different people prefer different things. And that's just as true of business owners as it is of their customers. But does it make sense for clients to communicate only to peo-

ple who are wired like they are? Of course it doesn't! But that's precisely what most owner-operators are doing. And in so doing, they miss at least half their potential customer base.

Around 400 B.C., Hippocrates observed that there are essentially four different types of people. He called them Sanguine, Phlegmatic, Choleric and Melancholic in his famous book *Air, Water and Places*. For the purpose of today's discussion, we'll call the four groups Spontaneous, Humanistic, Competitive and Methodical. Take a glance at their descriptions below and you'll see how the best possible ad for one of these can be a complete loser ad in the ears of another.

Spontaneous: Lives an undisciplined and fast-paced life. Hates words like *calculated* and *reasonable*.

Humanistic: Connected, warm, interactive, "All for one, and one for all." Tends to love testimonial ads.

Competitive: Independent, goal-oriented, "What can you do for me?" Tends to hate testimonial ads.

By Roy Williams

Methodical: Lives a disciplined, detail-oriented life. Loves words like *calculated* and *reasonable*.

Wait a second. I can hear your thoughts: "But is there a way to write an ad so that it appeals equally to each of the preferences?" Yeah. Sure. Right. Uh-huh. Just like we can make a movie that appeals equally to fans of horror flicks, romantic comedies, action films and documentaries.

The answer is to write different ads for each of these different types of customers, then rotate them in a long-term campaign. In a great ad series, the business owner will love half the ads and hate the other half, and his customers will feel the same way.

Honey is good and we like it. Bees sting us and we hate it. But you can't have one without the other.

Roy Williams is President of Wizard of Ads, a teaching organization with offices in the U.S., Canada and Australia. The company offers partner services, marketing strategies, message development and media planning. Wizard Business Seminars and The Free Monday Morning Memo. Reach Roy Williams at 800-425-4769 or via www.wizardacademy.com.

those in English. Santiago Solutions Group President/CEO Carlos Santiago says, "Building an entire Hispanic-customer experience that is welcoming of and integrates languages, their current generation experience and cultural insights before, during and after the sale becomes key in differentiating brands."

Where Hispanics Live

More than eight of 10 U.S. Hispanics (82%) live in only 10 states, and the top five are home to 70% of the American Spanish-speaking population. Here's the percentage breakout:

California	30.8
Texas	18.9
New York	7.9
Florida	7.8
Illinois	4.3
Arizona	4.8
New Jersey	3.1
Colorado	2.1
New Mexico	2.1
Georgia	1.3

Source: U.S. Census Bureau

16-Point Checklist

Continued from Page 7

12. Know how to close the sale. There aren't any tricks to closing, but the future belongs to the askers, not the closers. We're in the "ask" business, not the "closing" business.

13. Make every minute count. Your time is your most precious resource; it's all you really have to sell. Work all the time you work. Idle chatter or low-return activities need to be cut out of your sales diet.

14. Keep your sales funnel full. Everything you do needs to revolve around prospecting, presenting and following up.

15. Make clear income and sales goals. Decide exactly how much you want to earn per hour in 2004 and how much you will have to sell to earn that amount. Never do *anything* during the workday that does not pay you your desired hourly rate.

16. Manage your territory and account list well. Cluster your calls, theme your days, and make more time for face-to-face meetings with the people who can buy.

New England-based sales and management trainer Irwin Pollack provides hands-on, results-oriented seminars and in-house consulting on sales and management. He can be reached toll-free at 888-723-4650 or via www.irwinpollack.com.

Radio Promo Calendar

February is...	1-7 Children's Authors & Illustrators Week	6 Pay a Compliment Day
Age-Related Macular Degeneration/Low-Vision Awareness Month	2-6 National School Counseling Week	8 World Marriage Day
American Heart Month	8-14 Cardiac Rehabilitation Week	8 Boy Scouts of America founded (1910)
Bake for Family Fun Month	8-14 International Table Manners Week	8 46th annual Grammy Awards
Black History Month	9-14 Freelance Writers' Appreciation Week	8 Man Day
International Boost Self-Esteem Month	9-15 Celebration of Love Week	8 Laugh and Get Rich Day
International Expect Success Month	9-15 International Flirting Week	11 National Shut-In Visitation Day
Library Lovers Month	13-16 Great Backyard Bird Count	11 Satisfied Staying Single Day
Marfan Syndrome Month	14-21 National Condom Week	12 Abraham Lincoln's Birthday
National Bird Feeding Month	15-21 Heart Failure Awareness Week	12 Lost Penny Day
National Cherry Month	16-22 Live to Give Week	12 Safetypup's Birthday (Child Safety Awareness)
National Children's Dental Health Month	21-28 National Future Farmers of America Week	13 International Sceptics Day
National Hot Breakfast Month	22-28 International Friendship Week	13 Blame Someone Else Day
National Parent Leadership Month	22-28 National Engineers Week	14 Valentine's Day
National Time Management Month	22-28 National Pancake Week	14 Race Relations Day
National Weddings Month	22-29 National Eating Disorders Awareness	14 National Have a Heart Day
Plant the Seeds of Greatness Month	1 Freedom Day	14 Congenital Heart Defect Awareness Day
Relationship Wellness Month	1 Women's Heart Health Day	15 Susan B. Anthony Day
Return Shopping Carts to Supermarket Month	1 Super Bowl XXXVIII	15 I Want Butterscotch Day
Spiritual Teachers Month	2 Groundhog Day	16 Presidents Day
Wise Health Care Consumer Month	2 Candlemas	17 World Human Spirit Day
Youth Leadership Month	3 Dump Your Significant Jerk Day	17 My Way Day
1-7 Women's Heart Week	4 USO Birthday	20-22 Second Honeymoon Weekend
1-7 International Coaching Week	4 National Girls and Women in Sports Day	22 George Washington's Birthday
	5 Halfway point of winter	22 Islamic New Year
	5 Weatherpersons Day	23-24 Carnival
		24 Mardi Gras
		24 Spa Day U.S.A.
		28 Floral Design Day

Source: RAB 2004

Umm ... Anyone Seen The Marketing Budget?

By Mark Ramsey

Everyone talks about how tight marketing budgets are. Sometimes the subject of how we're going to market a station is greeted with a silence so profound you can hear crickets sing outside the conference-room window. If good business is about doing things that make money and avoiding things that don't, does this mean we believe marketing our stations is a waste of money? Do we really think marketing doesn't work?

It's the dirtiest little secret in all of radio: The less money we spend advertising and marketing our stations, the more we're saying marketing doesn't work. If it worked, we'd spend more money on it, right? Hey, if it worked, we'd throw money at it!

Not everyone feels that way, of course. Some folks feel that advertising and marketing, done well, can make more money than they cost. Those people are our clients, and God bless every one.

I recently spoke with a broadcaster who credited a direct-mail campaign for the ratings growth his station enjoyed for one quarter. But the campaign ran only one month, and after it was over, the ratings went flat again. Since it was working, I had to ask why the station didn't continue the campaign. Why not do it always? You know the answer: no budget.

I know what you're thinking. "We can't spend too much money, whether it works or not, because it's outside our budget." But how can you set a marketing budget before you define your marketing goals? In order to achieve our goals, we need to budget accordingly. If you slash my marketing budget, you'd better slash my goals too.

It's a deadly recipe: Lofty ratings goals mixed with scarce marketing resources. Bake at 400 degrees for one quarter-hour and surrender your fate to the fluky and whimsical swings of Arbitron. The value in marketing your station is that you gain control over those fluctuations and empower yourself to swing them in your station's direction.

The issue should really not be about whether to market, but about marketing smart. To do that, you must keep track of what works and what doesn't. The bottom line should be not only to spend money on marketing, but to hold your marketing accountable, just as you hold sales accountable. Spend, but spend smart. Your market ranking will thank you.

(Editor's note: For more about assessing promotion effectiveness, see Michelle England's article in this section, 1/31/03).

Mark Ramsey is President of radio-perceptual specialist Mercury Radio Research. He can be reached at 858-566-0220, ramsey@mercradio.com or via www.mercradio.com.

60-Second Copywriter

Turn Over Your Idea Compost Heap

By Jeffrey Hedquist

Have you run out of ideas for that spot you're trying to write? Just go to your idea file. You know, the place where you store those discarded concepts, parts of campaigns, spec spots that never aired, random thoughts, tangents you went off on while writing for other clients. Wait a minute.... You do have an idea file, don't you?

It's amazing how fresh those recycled stories can become when you dust them off again. With your increased experience, and in a different context, they may be exactly what you're looking for. Some will be worse for the aging, but think of your idea file as a compost heap, where seeds unexpectedly sprout into healthy plants. Dig around a little and see what you can find.

Once you've unearthed a nearly forgotten treasure, don't just force it into a spot or situation where it doesn't fit. Adapt it. That idea for the conversation between the driver and the mechanic might make a good premise for a computer owner and a software consultant. Mesh that exploding-goldfish story with that adventure about the fast-food drive-up into a spot about an over-stuffed burrito.

Above all, don't file away this idea about the idea file. Start one.

In fact, this very article is the result of turning over the ol' compost pile of radio thoughts moldering away in the back lot at Hedquist Productions. P.O. Box 1475, Fairfield, IA 52556. 641-472-6708; fax: 641-472-7400; or jeffrey@hedquist.com.

Sell Your Brand

Continued from Page 7

they make, employees should be considering how they are supporting the brand vision. Tools commonly used for conducting consumer marketing research (focus groups, interviews, surveys) can also be used to support internal branding.

For example, internal research at Miller Brewing found that employees took pride in the company's brewing tradition. An internal campaign focusing on employees' passion for great beer included books, T-shirts and large posters of employees as "company heroes." External customer advertising was also built on the "craftsmanship" theme.

If you take this approach, it must be handled in creative, eye-catching, surprising ways that will charm the audience (no groan-inspiring coffee mugs covered with "inspiring" jargon).

Communications Guidelines

1. Senior management shouldn't preach. Have employees articulate their own hopes for the company and the brand.

2. Emphasize beliefs, not intentions. Beliefs are more inspiring.

3. Make the medium part of the message. The same old memos will neither surprise nor intrigue employees.

4. Design materials to fit the purpose. A big document may communicate the vastness of the company's vision and inspire confidence, but a short pamphlet is more likely to be used.

5. Have fun! The Volkswagen "Drivers Wanted" consumer ad campaign was accompanied by an internal film that showed two young folks running errands on a Saturday morning. It was a huge hit with VW employees.

This article was furnished by Product Development Management Association (www.pdma.org) Abstracts Editor Anthony DiBenedetto, who is based at Temple University. Originally published in The Journal of Product Innovation Management Abstracts, it is based on an original work by Colin Mitchell of The Harvard Business Review.

The Hunt For John Doe

Deprived of a critical weapon, the RIAA stalks on

On Dec. 19, 2003, a U.S. appeals court shocked the recording industry by ruling that the expedited Digital Millennium Copyright Act subpoena process the RIAA had been relying on to obtain the names of suspected copyright infringers without filing suit doesn't apply to peer-to-peer infringement. And on Jan. 21, 2004, the RIAA shocked hardly anybody by filing "John Doe" suits, which don't rely on information from DMCA subpoenas, against 532 suspected P2P infringers.

The Subpoenas

For those of you who haven't been following the play-by-play, here's what the DMCA-subpoena thing was all about: "A copyright owner or a person authorized to act on the owner's behalf may request the clerk of any United States district court to issue a subpoena to a service provider for identification of an alleged infringer in accordance with this subsection."

That provision of the DMCA means copyright holders can subpoena identifying information on suspected infringers without filing suit or getting the approval of a judge. P2Ps didn't exist when the DMCA was passed in 1998 (though FTP trading was a problem), but most rights owners assumed the subpoena rules would apply to the new style of piracy. Just the same, the record labels — which within a year after the DMCA's passage had become perhaps the most beleaguered copyright holders in history — didn't rush to try it out, preferring to sue P2Ps instead.

But the RIAA finally used the DMCA subpoena for the first time in July 2002, demanding identifying information on a Verizon customer

it believed was stealing hundreds of songs a day through KaZaa. Verizon appealed twice, lost twice and was twice ordered by the court to hand over the names of what was by that time a pair of suspected infringers.

So the RIAA figured it had a legal approach that would let it get file-traders' information without filing suit and, incidentally, a way to warn targeted P2P users and give them a chance to settle. But in December of last year the appeals court said to the RIAA, "You thought wrong." The court agreed with Verizon's contention that because the infringing material traded on P2Ps never sits on Verizon's servers, the ISP doesn't qualify as a "service provider" as defined by the DMCA.

The usual P2P suspects and their minions at such forums as Boycott-RIAA.com (whose users tend to define *boycott* as "steal from") and the Electronic Frontier Foundation were delighted, but nobody with any sense figured this meant the RIAA would stop filing lawsuits. The status of the 800-plus suits it filed in the last few months of 2003 based on DMCA subpoenas is now in doubt, but the real goal of the legal campaign is being met: Online music theft is down and legal downloads

By Brida Connolly
Associate Managing Editor

are up. Meanwhile, contrary to practically everybody's predictions, record sales have not suffered.

One would have to be insane or a P2P true believer (there is some overlap here) to think the RIAA is going to give this up. Hence the John Doe actions, in the course of which, with a judge's approval, the RIAA will subpoena info on suspected infringers by way of Internet Protocol addresses.

IFPI To RIAA: 'Thank You Kindly'

Meanwhile, the International Federation for the Phonographic Industry released a report saying the RIAA lawsuits and the surrounding publicity have also slowed online music theft internationally. The IFPI said, "The music industry's Internet strategy is turning the corner, with new legal online music sites spreading fast and the campaign against illegal file-swapping making a clear impact across the world."

Most of the credit for that campaign can go to the RIAA, whose barrage of lawsuits has brought press coverage worldwide. That much of that coverage has portrayed the RIAA as a mob of ruthless lawyers and has inaccurately reported that downloaders are being targeted has only helped.

In December 2003 the IFPI surveyed consumers in France, Germany, the U.K. and Denmark and found that 66% of respondents were aware that unauthorized online music-swapping is illegal — even better than the 64% reported in similar U.S. surveys. Fifty-four percent of respondents said they support the recording industry's legal campaign against online infringers, and almost a quarter said they're keeping an open mind about the issue.

The IFPI also reported that traffic on outlaw peer-to-peers, known to be down among U.S. Internet users, appears to be off in Europe as well, basing its conjecture on large traffic dips during hours that were formerly peak times for European file traders.

And, there's a better sign: The IFPI said the number of songs available on the major P2Ps has fallen about 20% since April 2003 — when the RIAA began a highly publicized campaign of sending warning messages through the instant messaging offered by KaZaa and Grokster — from approximately 1 billion to

The iTunes Music Store Top 10

Apple's iTunes Music Store is the leading non-subscription digital-music service in the U.S., offering a catalog of more than 500,000 songs from all five major label groups and dozens of independents. Here's a snapshot of the top-selling downloads on Tuesday, Jan. 27, 2004.

Top 10 Songs

1. BRITNEY SPEARS Toxic
2. MAROON 5 This Love
3. OUTKAST Hey Ya!
4. WHITE STRIPES Seven Nation Army
5. NORAH JONES Sunrise
6. DEEP BLUE SOMETHING Breakfast At Tiffany's
7. OUTKAST #SLEEPY BROWN The Way You Move
8. DIDO White Flag
9. NO DOUBT It's My Life
10. ISRAEL KAMAKAWIWO'OLE Somewhere Over The Rainbow

Top 10 Albums

1. THE CARS Complete Greatest Hits
2. MAROON 5 Songs About Jane
3. WHITE STRIPES Elephant
4. CRYSTAL METHOD Legion Of Boom
5. NORAH JONES Sunrise (single)
6. HOWARD SHORE Lord Of The Rings: Return Of The King
7. CHINGY Holiday In (single)
8. NORAH JONES & THE PETER MALICK GROUP New York City
9. SWEDISH RADIO SYMPHONY ORCHESTRA Credo
10. ANI DI FRANCO Educated Guess



If you play digital music or CDs on an Internet-connected computer or other device*, you're probably using Gracenote CDDB, the industry standard for music recognition. Gracenote provides artist and track information to millions of online music listeners every day. Statistics from those users are collected and anonymously aggregated to determine popularity ratings for Gracenote's digital charts.

Gracenote Top 15 Country Currents

1. GARY ALLAN Tough Little Boys
2. TOBY KEITH American Soldier
3. DIERKS BENTLEY What Was I Thinkin'
4. TOBY KEITH I Love This Bar
5. SARA EVANS Perfect
6. SARA EVANS Backseat Of A Greyhound Bus
7. GARY ALLAN Songs About Rain
8. REBA McENTIRE I'm Gonna Take That Mountain
9. ALAN JACKSON & JIMMY BUFFETT It's Five O'Clock Somewhere
10. TOBY KEITH Whiskey Girl
11. TOBY KEITH Taliban Song
12. TOBY KEITH Weed With Willie
13. TOBY KEITH If I Was Jesus
14. TOBY KEITH Sweet

Data for the week of Jan. 12-18, 2004.

This chart rotates among four music genres: rock, country, urban and pop. Please visit www.gracenote.com for more detailed chart information or contact charts@gracenote.com for access to customized reports.

*For a list of Gracenote-enabled products, visit www.gracenote.com/partners.

Live365 is the largest Internet radio network, with thousands of stations in a wide variety of formats. Programmed by true music tastemakers from around the globe, Live365 offers an enthusiastic audience for established and up-and-coming artists alike. In a world of consolidated playlists, Live365 charts the tastes and preferences of today's most vibrant music community. Tracks with the most plays during the seven days ended Jan. 22, 2004 are listed below.

Top Latin/World

CRISTIAN Te Llame
AZUL AZUL Apretaito
SIN BANDERA Mientes Tan Bien
CAFE TACUBA Eres
LUIS FONSI Quien Te Dijo Eso?
ALEJANDRO SANZ Regalame La Silla
Donde Te Espere
CHAYANNE Cuidarte El Alma
CELIA CRUZ Rie Y Llora
CELIA CRUZ Ella Tiene Fuego
NOELIA Enamorada



Travis Storch • 866-365-HITS

Top Urban

KELIS Milkshake
CHINGY Right Thurr
JAY-Z Change Clothes
FABOLOUS Into You
MONICA Knock Knock

about 800 million. That means P2P users are shutting down their shared folders and making less material available from their own computers. If users don't share, the whole P2P system collapses.

Also, about half a million Europeans are signed up for the more than 30 legal music sites now available in the European Union, and the IFPI expects the figure to rise as the services improve their visibility. That

parallels gains in U.S. legal services, several of which hope to expand their operations into Europe this year.

It hasn't been pleasant, and, in this volatile area, things could still swing back the other way at any time, but the RIAA lawsuits appear to have been the first thing to make any dent at all in the wildly popular practice of stealing copyrighted music on the Internet, and they will certainly continue.

Arbitron

Continued from Page 3

is located in Houston. "Yeah, he let the cat out of the bag," Arbitron VP/ Communications Thom Mocarisky told R&R with a laugh on Tuesday.

Mocarisky said Houston was selected in part due to its sizable Hispanic population, which will help the company's efforts to improve Spanish-language audience measurement. "We needed a large bilingual population," said Mocarisky, who noted that Houston is 26.8% Hispanic. He added that the company's decision to open a call center in Houston and its consideration of Houston as the next PPM test market are "an absolute coincidence."

Harris B'cast Revenue Off

While Harris Corp.'s Broadcast Communications division saw revenue decline 29%, to \$66.4 million, during the company's fiscal Q2 2004, its Q2 2003 result was boosted by a large radio order in Romania and robust sales of digital TV equipment. On a sequential basis, broadcast-division revenue was up 14%, thanks to growth in the segment's studio products and systems businesses. However, operating income slipped 57%, to \$2.6 million.

Harris said that in fiscal Q2 2004 it received equipment orders for full-power digital upgrades by Tribune, Hearst-Argyle and Quincy Newspapers, along with additional orders for digital-radio transmission equipment. Harris said it was further encouraged by the launch of several digital-radio receivers at the International Consumer Electronics Show that was held earlier this month in Las Vegas.

Overall, the company's net income increased from \$16.3 million (25 cents per share) to \$33.1 million (50 cents).

NYT B'cast Sees Declines

Q4 revenue in the New York Times Co.'s broadcast division declined 15%, to \$40.4 million, while operating profit decreased 31%, to \$13.1 million. The company attributed the slide primarily to lower political-ad revenue, which slipped from \$13.2 million in Q4 2002 to \$3.2 million in Q4 2003.

For the company overall, Q4 net income improved from \$107.5 million (69 cents per share) to \$110.9 million (73 cents). Total revenue rose 5%, to \$882.3 million, and EBITDA increased 2%, to \$230.9 million. For Q1, the company expects total company ad revenue to grow in the mid-single-digit range.

Butrum

Continued from Page 3

Butrum will be based in New York and will assist in the planning of the 18th annual Bayliss Radio Roast. The subject of this year's roast, set for March 11, is Cumulus President/CEO Lew Dickey.

Holiday Promoted At Jones Radio Nets

Jones Radio Networks has promoted veteran Jon Holiday to Sr. Director/Programming, Contemporary Formats & Promotions. Holiday has been heavily involved with JRN's 24-hour-format programming for over a decade.

JRN VP/GM Phil Barry said, "Jon will soon be celebrating his 10th anniversary with JRN and has done an outstanding job this past year overseeing five of our 10 24-hour formats while laying the groundwork for his sixth, Classic Hits. Jon also coordinates the on-air promotions with Jones MediaAmerica for all 10 formats."

Prior to joining JRN Holiday worked at now-defunct WUSA (W101)/Tampa and was PD at WXLO/Worcester, MA. He has also had airshifts at stations in Boston; Miami; Denver; Providence; Hartford; and New Haven, CT.

EXECUTIVE ACTION

Cristi Set As Clear Channel/Tulsa Dir./Ops

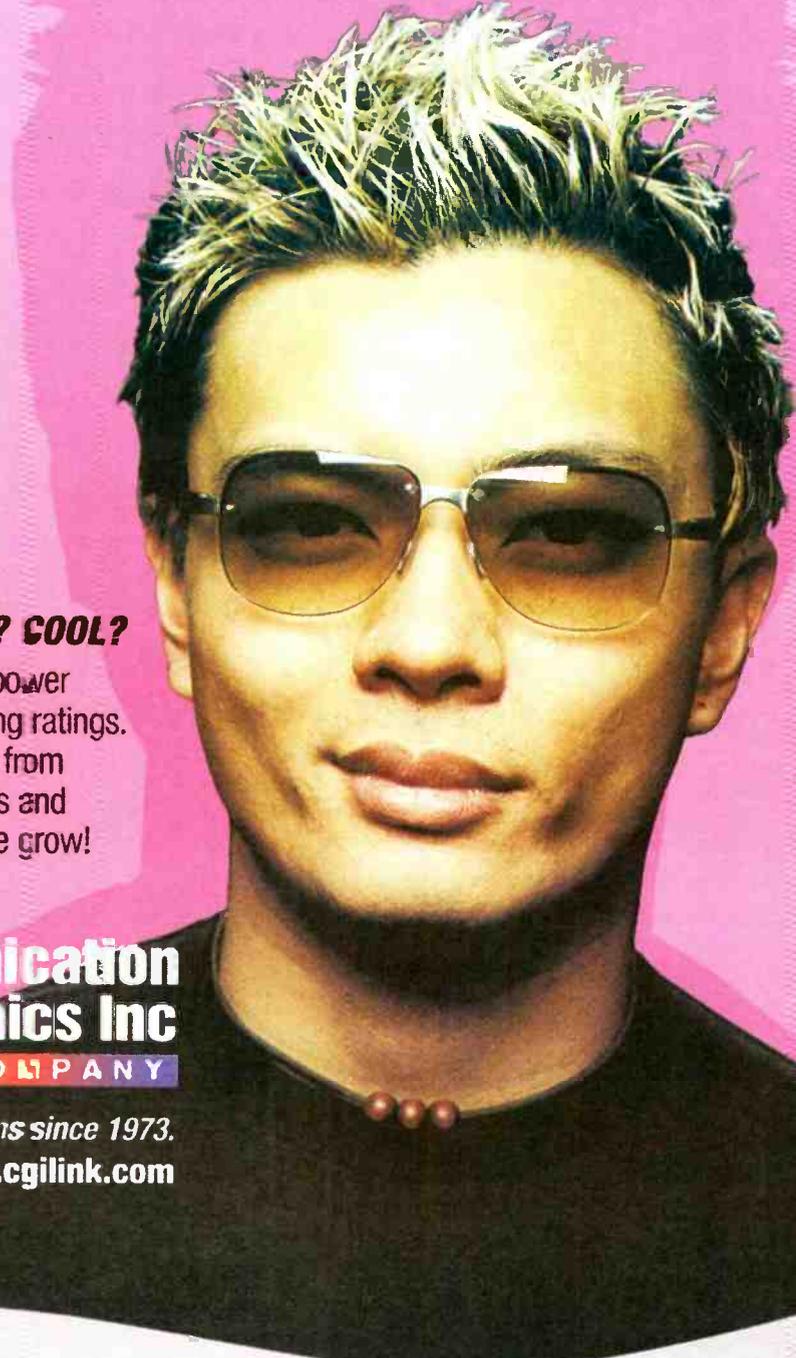
Clear Channel/Bakersfield Director/Operations Don Cristi will be transferring to the company's Hot AC KIZS, Rock KMOD, Oldies KGLL, CHR/Rhythmic KTBT and Sports KTBS-AM in Tulsa for similar duties. His last day in Bakersfield will be Feb. 13, and he expects to start in his new position on Feb. 23.

Cristi has spent 2 1/2 years in Bakersfield and was previously Operations Director for StarSystem, Clear Channel's voicetracking and collective-contesting facility in Austin, where he stayed for five years. He began his career as a morning host and programmer in Fayetteville, AR before heading to Little Rock for a similar position.

"I know people say it all the time, but it was an incredibly hard decision [to accept my new job]," Cristi told R&R. "These guys [in Bakersfield] are really turning the corner with this cluster here and had some really good ratings successes."

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Radio



El-Amin

• **QADREE EL-AMIN** takes over as COO of CMX Entertainment. He also launches CMX Records and CMX Music Publishing. He will continue to manage high-profile gospel and R&B acts, as well as actor Eddie Griffin.

• **MIKA EL-BAZ** is announced as Sr. VP/Publicity for RCA Music Group.

CHRONICLE

BIRTHS

Axis Artist Management proprietors **Jeff and Nelly Neben**, daughter Daniela Grace, Jan. 5.

CONDOLENCES

Honolulu Star-Bulletin columnist **Dave Donnelly**, 66, Jan. 25.

New York radio personality **Harry Fleetwood**, 86, Jan. 18.

She was most recently co-head of the press department at Interscope/Geffen/A&M.

Industry

• **ELLEN KARDASHIAN** is appointed President of Movie Tunes. She assumes the role after the passing of her husband, Movie Tunes founder and Chairman Robert Kardashian. She was formerly VP of J.M. Pearson & Associates.

Changes

Records: Glenn Schwartz has been named VP/Licensing & Administration at Warner Strategic Marketing ... **Ed Razzano** assumes the role of Sr. Director/Film & TV Music at BMG.

UPDATE

Mirsky Made WAQY & WLZX/Springfield, MA PD

Neal Mirsky has been named PD of Saga Communications' Classic Rock **WAQY (Rock 102)** and Active Rock **WLZX (Lazer 99.3)** in Springfield, MA. He replaces Scott Laudani, who left to program WHJY/Providence. Mirsky's programming experience includes KQRC/Kansas City, WYSP/Philadelphia, WZTA/Miami and WDIZ/Orlando.

"Two words I never imagined I would hear myself utter are 'Go Patriots,'" Mirsky quipped to **R&R**. "I am absolutely thrilled to be joining Saga, a company I have admired for many years. Working with [Saga/Springfield VP/GM] Larry Goldberg and the talented staffs at Rock 102 and Lazer 99.3 is going to be exciting, challenging and fun. I'm also looking forward to working with and learning from [Saga Exec. VP/Group PD] Steve Goldstein.

"My first order of business — after learning everybody's names — will be to fill the afternoon drive vacancy on Rock 102. I expect a ton of packages — and no phone messages — from interested parties."



Mirsky

BUSINESS BRIEFS

Continued from Page 6

Pawbell Package Lets Stations Stream Via DSL

Broadcast-software developer **Pawbell** has released Intolocal, a software package that lets a station stream its signal on the Internet by using only a DSL-type line. The package, said Pawbell, can support an unlimited number of simultaneous listeners and includes a customizable player on which advertising can be displayed. Pawbell earlier debuted an encoding method that, the company said, lets broadcasters legally stream their signals without paying webcast performance royalties to copyright owners. For more information, visit www.pawbell.com.

Gracie Award Nominations Hit All-Time High

The **American Women in Radio & Television**, which presents the annual Gracie Awards for achievement in many areas of media, said this year that it has received the most nominations in the awards' 30-year history. The Gracie Awards will be presented at an AWRT gala set for June 22 in New York.

Heiges To Head Clear Channel/Little Rock

Gordon Heiges has been promoted from Director/Sales to VP/Market Manager for Clear Channel's Little Rock cluster, made up of Alternative **KDJE**, Country **KHKN**, Rock **KMJX**, AC **KMSX** and Country **KSSN**. The 25-year market veteran succeeds Dale Daniels, who left earlier this month for the VP/Market Manager role at Citadel's Birmingham cluster, and reports to Sr. VP/Delta-Ozarks Region Bruce Demps.

"I feel very rewarded that the company had the faith in me to give me this opportunity," Heiges told **R&R**. "I think this marks the pinnacle of my career."

Heiges joined Clear Channel in August 2003 after serving as GM of Equity Broadcasting's two Little Rock TV stations. Prior to that he served as VP/COO of Equity's radio division. The company sold its radio stations in March 2003. He began his career in Little Rock in 1979 and spent 15 years in management at KIPR/Little Rock. Heiges has also worked at Citadel's Little Rock station group.

FCC ACTIONS

Continued from Page 6

Activist Group Honors Copps

Common Sense Media is presenting FCC Commissioner **Michael Copps** with its Outstanding Contribution to Kids' and Family Media Award for his outspoken efforts against broadcast indecency and his concern for children. The group is also honoring *Sesame Street*'s Elmo character with a Lifetime Achievement Award and recognizing Walden Media, which produced the teen movie *Holes*, with its Kids' and Family Media Producer of the Year honor. "Elmo, Michael Copps and the team at Walden Media share a common vision: to help our kids learn, develop and reach their full potential through quality media," said Common Sense Media President Jim Steyer. "Parents across the country are grateful, and we are delighted to give them the honors they deserve."

FCC Upholds Fine Against NC Broadcaster

Media Broadcasting Corp. has been ordered to pay a \$6,000 fine for failing to exhibit red obstruction lighting on its tower during nighttime hours and for not posting its antenna-structure registration number. The FCC dismissed a petition for reconsideration of the penalty in which Media argued that financial hardship and the "expeditious dismantling" of WAAA-AM/Winston-Salem, NC's tower warranted a further review of the case. The commission ruled that Media's arguments were moot because the company did not file its petition until one week after the deadline, adding that had Media not missed the deadline, its petition still would have been rejected, as the arguments were without merit. The commission in June 2002 issued a \$12,000 notice of apparent liability to Media and in December 2002 followed through with the issuance of a fine, though it lowered the financial penalty to \$6,000. Media now has 30 days to pay the penalty.

Norman

Continued from Page 3

six consecutive quarters of double-digit primetime growth in the 18-49 demo. Q1 2003 saw VH1 post its highest-rated day, weekend and week and its most watched month, and Q3 2003 was VH1's most watched quarter ever, making 2003 the network's most watched year in both primetime and total day.

Schmidt

Continued from Page 3

Schmidt said, "G105 is a premier station with dominant ratings, an unbelievable signal and the very successful *Bob & Madison Showgram*. G105 is such a great radio station that a monkey could program it. Fortunately, the monkey wasn't available, so here I am. I'm thrilled to join Jon Robbins and the new programming team in Raleigh."

POINT A

POINT B

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NICK CANNON /R. KELLY Gigolo
CHINGY /J. WEAV One Call Away
SARAH CONNOR Bounce
DEBORAH COX Something Happened...
DARKNESS I Believe In A Thing Called Love
FEFE DOBSON Everything
HILARY DUFF Come Clean
HOOBASTANK The Reason
MAROON 5 This Love
JOHN MAYER Clarity
MYA Fallen
OFFSPRING Hit That
PINK Catch Me While I'm Sleeping
KID ROCK Cold And Empty
ROONEY I'm Shakin'
KATY ROSE Overdrive
THREE DAYS GRACE (I Hate) Everything About You

SOFT ROCK

Seth Neiman
MICHAEL BUBLÉ Sway
MARTINA MCBRIDE This One's For The Girls
SIMPLY RED You Make Me Feel Brand New

R&B & HIP HOP

Damon Williams
SLEEPY BROWN /OUTKAST I Can't Wait For You
GEMINI /MC MAGIC Crazy
J-KWON Topsy
CHRISTINA MILIAN /FABOLOUS Dip It Low
T.I. Rubber Band Man
TONY TOUCH /SEAN PAUL Ay Ay Ay

RAP

DJ Mecca
BRAVEHEARTS /NAS Twilight
DON BLAS /JADAKISS My Clinye
CAM'RON Hey Lady
LIL FLIP Game Dver (Flip)
LIL JON /LIL SCRAPPY What You Gonna Do
LIL SCRAPPY Head Bussa
MURS /SHOCK G Risky Business
THREE 6 MAFIA Ridin' Spinners...
TWISTA Slow Jamz

ROCK

Adam Neiman
DAMAGEPLAN Save Me
SLOTH Dead Generation
TESLA Caught In A Dream

ALTERNATIVE

Adam Neiman
FORMAT The First Single (You Know Me)
HOOBASTANK The Reason

TODAY'S COUNTRY

Liz Opoka
KEITH URBAN You'll Think Of Me

PROGRESSIVE

Liz Opoka
AIR Cherry Blossom Girl
ANI DIFRANCO Bliss Like This
MAVERICKS Air That I Breathe
TEARS FOR FEARS Closest Thing To Heaven

AMERICANA

Liz Opoka
WAYNE HANCOCK Highway 54
ROBERT EARL KEEN Gone On
SHELBY LYNNE Buttons And Beaus
PO' GIRL Shameless
KATE RUSBY Lat Me Be
MARTY STUART Wishful Thinkin'

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SIRIUS RADIO

Steve Blatter

Planet Dance

Swedish Egil
ROBERT RANDOLPH... I Need More Love...
KYLIE MINOGUE Slow (Chemical Brothers Remix)
FERRY CORSTEN Rock Your Body, Rock...
BASEMENT JAXX Plug It In
HOLLOWAY & EASTWICK... Downtime

U.S. 1

Kid Kelly
KIMBERLEY LOCKE 8th World Wonder
THREE DAYS GRACE (I Hate) Everything About You
FEFE DOBSON Everything

Hot Jamz

Geronimo
JAY-Z Dirt Off Your Shoulder
SLEEPY BROWN /OUTKAST I Can't Wait
SEAN PAUL /SASHA I'm Still In Love With You
MARIO WINANS I Don't Wanna Know
ALICIA KEYS If I Ain't Got You

Hip-Hop Nation

Geronimo
G UNIT Poppin' Them Things
LUDACRIS Blow It Out
LIFESAVAS It's Over
DEAD PREZ Comin' Df Age

New Country

Al Skop
JOHN MICHAEL MONTGOMERY Letters From Home
DAVID LEE MURPHY Loco
AMY DALLEY Men Don't Change
SHEDAISY Passenger Seat

Octane

Jose Mangin
SLOTH Dead Generation
DAMAGEPLAN Save Me
THOUSAND FOOT KRUTCH RawFist

The Beat

Geronimo
DIDO White Flag (Scumfrog Remix)
N & K VS. DENIS THE MENACE /ALEX PRINCE Cruising

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Kelly Peck

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NELLY FURTAO Powerless...
MELISSA ETHERIOGE Breathe
STING Send Your Love
CLAY AIKEN Invisible
ASHANTI Rock Wit You
RACHEL STEVENS Funky Dory
SEAL Waiting For You
ANNIE LENNOX Wonderful
SHAKEDOWN Drowsy With Hope
BASEMENT JAXX Plug It In

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

CHR/POP

Jack Patterson
OFFSPRING Hit That
USHER /LIL JON & LUDACRIS Yeah!

CHR/RHYTHMIC

Mark Shands
KANYE WEST Through The Wire

URBAN

Jack Patterson
MONICA U Should've Known Better
JAY-Z Dirt Off Your Shoulder

ROCK

Stephanie Mondello
LO-PRO Sunday
TESLA Caught In A Dream
SEVENDUST Broken Down

ADULT ALTERNATIVE

Stephanie Mondello

RYAN ADAMS Burning Photographs
JONATHA BROOKE Better After All
JEN CHAPIN Me Be Me

ADULT CONTEMPORARY

Jason Schiff
KID ROCK Cold & Empty
BARENAKED LADIES Testing 1, 2, 3
FEFE DOBSON Everything
TOBY LIGHTMAN Devils And Angels

INTERNATIONAL HITS

Mark Shands
MICHELLE MCMANUS All This Time
TRAGEDIE Sexy Pour Moi
NO DOUBT It's My Life
SUGABABES Too Lost In You

COUNTRY

Leanne Flask
GEORGE STRAIT Desperately
EMERSON DRIVE Last One Standing
SHEDAISY Passenger Seat

RHYTHMIC DANCE

Danielle Ruysschaert
STEREO LAB Margerine Melody
VOODOO CHILD Light Is In Your Eyes

RAP/HIP-HOP

Mark Shands
JUVENILE In My Life
JAY-Z Dirt Off Your Shoulder
YING YANG TWINS Salt Shaker

AOL Radio@Network

Top Alternative

Cameo
HOOBASTANK The Reason
3 DOORS DOWN Away From The Sun
P.O.D. Change The World
START The 1234

Top Country

Lawrence Kay
KEITH URBAN You'll Think Of Me
JOHN MICHAEL MONTGOMERY Letters From Home
REBA McENTIRE Somebody

Top Jams

Davey D
T.I. Rubber Band Man
MAHOGANY Take A Look At Me Now
WESTSIDE CONNECTION So Many Rappers In Love



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Alternative

Steve Young/Kristopher Jones
TRAPT Echo
JET Cold Hard Bitch
APARTMENT 26 Give Me More
STROKES Reptilia
KORN Y'all Want A Single

Active Rock

Steve Young/Kristopher Jones
SEVENDUST Broken Down
LO-PRO Sunday

Heritage Rock

Steve Young/Kristopher Jones
TANTRIC Hey Now

Hot AC

John Fowlkes
JOHN MAYER Clarity
OUTKAST Hey Ya!
LIZ PHAIR Extraordinary

CHR

Steve Young/Josh Hosler/John Fowlkes
HILARY DUFF Come Clean
SWITCHFOOT Meant To Live
MAROON 5 This Love
KYLIE MINOGUE Slow
BLACK EYED PEAS Hey Mama
JC CHASEZ /DIRTY MCGRIT Some Girls (Dance With Women)
NICK CANNON /R. KELLY Gigolo
USHER /LUDACRIS & LIL JON Yeah
TWISTA /KANYE WEST Slow Jamz

Rhythmic CHR

Steve Young/Josh Hosler/John Fowlkes
MISSY ELLIOTT I'm Really Hot
G UNIT Wanna Get To Know You
BRITNEY SPEARS Toxic
2PAC /EMINEM One Day At A Time
MARIO WINANS I Don't Wanna Know
YOUNG GUNZ No Better Love
SLEEPY BROWN /OUTKAST I Can't Wait

Soft AC

Mike Bettelli/Teresa Cook
TIM MCGRAW Tiny Dancer

Mainstream Country

Ray Randall/Hank Aaron
TRACY LAWRENCE Paint Me A Birmingham
JOHN MICHAEL MONTGOMERY Letters From Home
GEORGE STRAIT Desperately

New Country

Hank Aaron
BRIAN MCOMAS You're In My Head
SHEDAISY Passenger Seat

Lia

Ken Moultrie/Hank Aaron
RASCAL FLATTS Mayberry
GEORGE STRAIT Desperately
CLINT BLACK Spend My Time

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Adult Hit Radio

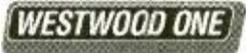
Jon Holiday
MAROON 5 This Love
JOHN MAYER Clarity

U.S. Country

Penny Mitchell
BILLY CURRINGTON I Got A Feelin'
RHONDA VINCENT If Heartaches Had Wings

GREAT AMERICAN COUNTRY

Jim Murphy • 303-784-8700
CLAY WALKER I Can't Sleep
HOMETOWN NEWS Revitalize



Charlie Cook • 661-294-9000

Soft AC

Andy Fuller
FIVE FOR FIGHTING 100 Years
MICHAEL MCDONALD Ain't No Mountain High Enough

Mainstream Country

David Felker
K. CHESNEY /U. KRACKER When The Sun Goes Down
GARY ALLAN Songs About Rain

Hot Country

Jim Hays
PATTY LOVELESS On Your Way Home
GEORGE STRAIT Desperately

Young & Verna

David Felker
K. CHESNEY /U. KRACKER When The Sun Goes Down
SHEDAISY Passenger Seat



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Sam Thompson
BIG & RICH Wild West Show



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Nightly Tesh Show

SHERYL CROW The First Cut is The Deepest
JOSH GROBAN You Raise Me Up
CLAY AIKEN Invisible

Weekend Tesh Show

DIDO White Flag
CLAY AIKEN Invisible



Jay Frank • 310-526-4247

Audio

AIR Cherry Blossom Girl
BRAVEHEARTS Quick To Back Own
MASTER P Them Jeans
MISSY ELLIOTT I'm Really Hot
SHEDAISY Passenger Seat
T.I. Rubber Band Man

Video

AVANT Don't Take Your Love Away
EMERSON DRIVE Last One Standing
P.O.D. Change The World
T.I. Rubber Band Man

MUSICSNIPPET.COM

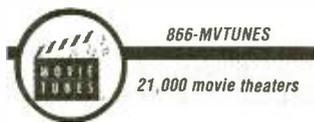
Tony Lamptey • 866-552-9118

Hip Hop

BAD BOY'S DA BANO Tonight
GRAFF Bang Out
YOUNG BLOODZ Lean Low

R&B

No Adds



TOP MOST REQUESTED

1. HILARY DUFF Come Clean
2. ALICIA KEYS You Don't Know My Name
3. TYNISHA KELI Conversation With God
4. JEWEL Intuition
5. 3T Party Tonight

MIDWEST

1. ALICIA KEYS You Don't Know My Name
2. HILARY DUFF Come Clean
3. 3T Party Tonight
4. TYNISHA KELI Conversation With God
5. NATURAL What If

SOUTHWEST

1. HILARY DUFF Come Clean
2. SARAH McLACHLAN Fallen
3. ALICIA KEYS You Don't Know My Name
4. JEWEL Intuition
5. 3T Party Tonight

NORTHEAST

1. ALICIA KEYS You Don't Know My Name
2. HILARY DUFF Come Clean
3. 3T Party Tonight
4. TYNISHA KELI Conversation With God
5. JOSH KELLEY Amazing

SOUTHEAST

1. ALICIA KEYS You Don't Know My Name
2. JEWEL Intuition
3. HILARY DUFF Come Clean
4. TYNISHA KELI Conversation With God
5. 3T Party Tonight



Artist/Title Total Plays

HILARY DUFF So Yesterday	76
CHEETAH GIRLS Cinderella	76
D-TENT BOYS Dig It	73
JESSE MCCARTNEY Beautiful Soul	72
HILARY DUFF Why Not	72
LINDSAY LOHAN Ultimate	72
RAVEN Superstition	70
HAMPTON Hampsterdance 2	68
LIZZIE MCGUIRE What Dreams Are Made Of	52
HILARY DUFF Come Clean	48
CLAY AIKEN Invisible	37
RON STOPPABLE & RUFUS Naked Mole ...	32
AVRIL LAVIGNE Sk8er Boi	32
STACIE ORRICO (There's Gotta Be) More ...	32
JUMPS Do Ya	31
AVRIL LAVIGNE Complicated	31
AARON CARTER I Want Candy	30
KELLY CLARKSON Miss Independent	30
PINK Get The Party Started	30
ALL-AMERICAN REJECTS Swing, Swing	29



Playlist for the week of Jan. 20-26.

72 million households

Plays

TWISTA /KANYE WEST... Slow Jamz	28
BRITNEY SPEARS Toxic	27
OUTKAST... The Way You Move	24
NO DOUBT It's My Life	23
JAY-Z... Change Clothes	23
KELIS Milkshake	23
GOOD CHARLOTTE Hold On	23
JESSICA SIMPSON With You	23
ALICIA KEYS You Don't Know My Name	22
CHRISTINA AGUILERA The Voice Within	22
KANYE WEST Through The Wire	15
BEYONCÉ Me, Myself & I	13
MURPHY LEE /J. DUPRI Wat Da Hook Gon' Be	13
OUTKAST Hey Ya!	13
DARKNESS I Believe In A Thing Called Love	13
G UNIT Poppin' Them Thangs	11
CHINGY One Call Away	10
HILARY DUFF Come Clean	10
BLINK-182 Feeling This	9
PINK God Is A DJ	9

Video playlist for the week of Jan. 20-26.

David Cohn
General Manager

2

KANYE WEST Through The Wire	32
KELIS Milkshake	27
TWISTA /KANYE WEST... Slow Jamz	26
LINKIN PARK Numb	23
ALICIA KEYS You Don't Know My Name	23
JAY-Z... Change Clothes	21
DARKNESS I Believe In A Thing Called Love	20
JET Are You Gonna Be My Girl	20
POLYPHONIC SPREE Light And Day	20
MARY J. BLIGE /EVE Not Today	19
OUTKAST Hey Ya!	18
SEAN PAUL I'm Still In Love With You	17
OUTKAST... The Way You Move	16
RYAN ADAMS So Alive	14
BLINK-182 Feeling This	14
SHINS So Says I	14
DIZZEE RASCAL Fix Up, Look Sharp	14
INCUBUS Megalomaniac	13
MURPHY LEE /J. DUPRI Wat Da Hook Gon' Be	13
HOOBASTANK Out Of Control	12

Video playlist for the week of Jan. 20-26.

75 million households

Paul Marszalek
VP/Music Programming

1

ADDS

MELISSA ETHERIDGE Breathe	
NORAH JONES Sunrise	
SEAL Love's Divine	
JOSS STONE Fell In Love With A Boy	

Plays

NO DOUBT It's My Life	28
OUTKAST... The Way You Move	26
SHERYL CROW The First Cut Is The Deepest	25
NICKELBACK Someday	25
JET Are You Gonna Be My Girl	22
ALICIA KEYS You Don't Know My Name	22
BRITNEY SPEARS Toxic	22
GOOD CHARLOTTE Hold On	20
JESSICA SIMPSON With You	20
PINK God Is A DJ	20
MAROON 5 This Love	19
BEYONCÉ Me, Myself & I	18
EVANESCENCE My Immortal	16
FIVE FOR FIGHTING 100 Years	15
TRAIN When I Look To The Sky	15
WIDELIFE All Things Just Keep Getting Better	15
CHRISTINA AGUILERA The Voice Within	13
DARKNESS I Believe In A Thing Called Love	13
FUEL Falls On Me	13
JAY-Z... Change Clothes	11
KELIS Milkshake	9
KID ROCK Feel Like Makin' Love	9
JACK JOHNSON Taylor	8
JASON MRAZ You And I Both	8
DIDO White Flag	7
STAIN'D So Far Away	7
KELLY CLARKSON The Trouble With Love	6
DAVE MATTHEWS Save Me	6
SARAH MCLACHLAN Fallen	6
JOSH GROBAN You Raise Me Up	3
KYLIE MINOGUE Slow	3
MARY J. BLIGE /EVE Not Today	2
R. KELLY Step In The Name Of Love	2
MUSIC Fortnight	2
RUBEN STUDDARD Sorry 2004	2
TRUMAN Girl With A Pearl	2

Video playlist for the week of Jan. 20-26.

Lori Parkerson
202-380-4425

20on20 (XM20)

Kane

ALICIA KEYS You Don't Know My Name
JC CHASEZ... Some Girls (Dance With Women)

BPM (XM81)

Blake Lawrence

MORJAC Stars
LINUS LOVES Stand Back
SEAL Love's Divine

SQUIZZ (XM48)

Charlie Logan

LOSTPROPHETS Last Train Home
DROPBOX Wishbone
AUTOMATIC BLACK Go Your Way
LO-PRO Not Me

U-POP (XM29)

Ted Kelly

KYLIE MINOGUE Red Blooded Woman
KINGS OF LEON California Waiting
PEACHES /IGGY POP Kick It
CLARKSVILLE Spinning
WILL YOUNG Love Is A Matter Of Distance

THE LOFT (XM50)

Mike Marrone

JOSH ROUSE 1972
JOSH ROUSE Come Back (Light Therapy)
JOSH ROUSE Under Your Charms
LUCY KAPLANSKY Land Of The Living
LUCY KAPLANSKY Line In The Sand
LUCY KAPLANSKY I Had Something
NORAH JONES Sunrise

X COUNTRY (XM12)

Jessie Scott

FLATLANDERS See The Way
DOUG MORELANO Everybody Knows My Name
MARK ERELLI Brand New Baby

XM CAFÉ (XM45)

Bill Evans

PEARL JAM Big Fish Soundtrack
TEARS FOR FEARS Everybody Loves A Happy...
SHANE NICHOLSON It's A Movie
FINLEY QUAYE Much More Than Much Love
MINDY SMITH One Moment More

WATERCOLORS (XM71)

Trinity

A. RAY FULLER Spanish Flyer
ALEX BUNGNON Cascade
CHRIS BOTTI Indian Summer
DAN SIEGEL In Your Eyes
DAVE KOZ Honey-Dipped
DAVID BENOIT Third Encounter
DAVID SANBORN Isn't She Lovely
DOWN TO THE BONE Cellar Funk
MARC ANTOINE Lady
NAJEE Eye 2 Eye
PAMELA WILLIAMS Afterglow
PETER WHITE Talkin' Bout Love
PRAFUL Teardrop Butterfly
RICHARD ELLIOT Sly
RICK BRAUN Latinesque
TWIST OF MOTOWN Inner City Blues
YULARA City Of Joy

36 million households

Cindy Mahmoud,
VP/Music Programming
& Entertainment

VIDEO PLAYLIST

R. KELLY Step In The Name Of Love
KANYE WEST Through The Wire
JAGGED EDGE Walked Outta Heaven
RUBEN STUDDARD Sorry 2004
JAY-Z... Change Clothes
OUTKAST... The Way You Move
BEYONCÉ Me, Myself & I
YING YANG TWINS /LIL JON... Salt Shaker
AVANT Read Your Mind
G UNIT Stunt 101

RAP CITY TOP 10

CHINGY One Call Away
LUDACRIS Splash Waterfalls
CASSIDY /R. KELLY Hotel
YING YANG TWINS /LIL JON... Salt Shaker
JUVENILE /MANNIE FRESH In My Life
KANYE WEST Through The Wire
JAY-Z Encore
T.I. Rubber Band Man
TWISTA /KANYE WEST... Slow Jamz
OUTKAST... The Way You Move

Video playlist for the week of Jan. 19-25.

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

ADDS

KELLIE COFFEY Texas Plates

TOP 20

	TW	LW
ALAN JACKSON Remember When	30	31
SHANIA TWAIN She's Not Just A Pretty Face	30	29
BROOKS & DUNN You Can't Take The...	28	30
KENNY CHESNEY There Goes My Life	28	30
TOBY KEITH American Soldier	27	40
JOSH TURNER Long Black Train	26	25
BRAD PAISLEY Little Moments	25	28
BUDDY JEWELL Sweet Southern Comfort	25	26
SHERYL CROW The First Cut Is The Deepest	24	31
TRACE ADKINS Hot Mama	24	27
SARA EVANS Perfect	24	27
BILLY CURRINGTON I Got A Feelin'	24	3
GARY ALLAN Songs About Rain	23	28
JIMMY WAYNE I Love You This Much	21	14
JOE NICHOLS Cool To Be A Fool	15	16
DIERKS BENTLEY My Last Name	15	14
TERRI CLARK I Wanna Do It All	13	11
DEL McCOURY BAND My Love Will Change Not	13	9
CLINT BLACK Spend My Time	12	14
ROBINELLA THE CC STRING BAND Man...	12	12

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

Jim Murphy, VP/Programming
19 million households

ADDS

CLAY WALKER I Can't Sleep
HOMETOWN NEWS Revitalize

TOP 20

KENNY CHESNEY There Goes My Life
TOBY KEITH American Soldier
ALAN JACKSON Remember When
BRAD PAISLEY Little Moments
JOSH TURNER Long Black Train
BROOKS & DUNN You Can't Take The Honky Tonk...
SARA EVANS Perfect
JOE NICHOLS Cool To Be A Fool
DIERKS BENTLEY My Last Name
RODNEY ATKINS Honesty (Write Me A List)
GARY ALLAN Songs About Rain
SHANIA TWAIN She's Not Just A Pretty Face
BUDDY JEWELL Sweet Southern Comfort
BILLY RAY CYRUS Always Sixteen
TRACE ADKINS Hot Mama
WYNONNA Heaven Help Me
RHONDA VINCENT It Hurts To Have A Heart
BLUE COUNTY Good Little Girls
PATTY LOVELESS On Your Way Home
CRAIG MORGAN Every Friday Afternoon

Information current as of Jan 30.

CONCERT PULSE

Pos.	Artist	Avg. Gross (in 000s)
1	SIMON & GARFUNKEL	\$2,371.9
2	SHANIA TWAIN	\$1,023.2
3	AEROSMITH & KISS	\$970.3
4	CHER	\$945.6
5	LUIS MIGUEL	\$735.1
6	TOBY KEITH	\$409.8
7	MANNHEIM STEAMROLLER	\$368.6
8	ALAN JACKSON	\$325.4
9	AMY GRANT/VINCE GILL	\$311.7
10	WIDESPREAD PANIC	\$299.6
11	JOHN MAYER	\$268.1
12	TONY HAWK'S BOOM BOOM HUCKJAM	\$260.5
13	TRANS-SIBERIAN ORCHESTRA	\$222.7
14	HARRY CONNICK JR.	\$221.7
15	MARTINA MCBRIDE	\$217.8

Among this week's new tours:

311
CRYSTAL METHOD
DREAM THEATER
JULIAN MARLEY & UPRISING BAND
SKELETON KEY

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

TELEVISION

TOP TEN SHOWS

Total Audience (105.5 million households)

	Jan. 19-25
1	American Idol (Wednesday)
2	American Idol (Premiere Special)
3	American Idol (Tuesday)
4	Golden Globe Awards
5	Friends
6	CSI
7	Friends (Thursday, 8:30pm)
8	My Big Fat Obnoxious Fiance
9	CSI: Miami
10	60 Minutes

Source: Nielsen Media Research

COMING NEXT WEEK

Tube Tops

CBS's coverage of Super Bowl XXXVIII in Houston is slated to include *CBS Sports Presents: MTV's TRL @ the Super Bowl* with Jessica Simpson, followed by an NFL Tailgate Party performance by Duran Duran; an on-field pre-game concert with Aerosmith, Toby Keith, Willie Nelson and Walter Suhr & Mango Punch; a salute, led by Josh Groban, to NASA and to the space shuttle Columbia crew members lost on Feb. 1, 2003; the national anthem sung by Beyoncé; and halftime performances by Janet Jackson, P. Diddy, Nelly and Kid Rock (Sunday, 2/1. Coverage begins at noon ET/9am PT).

Friday, 1/30

- Fefe Dobson, *The Ellen DeGeneres Show* (check local listings for time and channel).
- Ruben Studdard, *Late Show With David Letterman* (CBS, check local listings for time).
- The Brian Setzer Orchestra, *Late Night With Conan O'Brien* (NBC, check local listings for time).
- Travis, *Late Late Show With Craig Kilborn* (CBS, check local listings for time).
- Juvenile and Fun Lovin' Criminals, *Last Call With Carson Daly* (NBC, check local listings for time).

Saturday, 1/31

- Missy Elliott, *Saturday Night Live* (NBC, 11:30pm ET/PT).

Sunday, 2/1

- Chris Isaak portrays Roy Orbison on NBC's *American Dreams* (8pm ET/PT).

Monday, 2/2

- LeAnn Rimes, *Ellen DeGeneres*.
- Ice Cube, *The Daily Show With Jon Stewart* (Comedy Central, 11pm ET/PT).
- Melissa Etheridge, *The Tonight Show With Jay Leno* (NBC, check local listings for time).
- Michelle Branch, *Conan O'Brien*.
- Ice Cube is interviewed and The Star Spangles perform on *Carson Daly*.

Tuesday, 2/3

- Brian McKnight, *Ellen DeGeneres*.
- Five For Fighting, *Jay Leno*.
- Mindy Smith, *Conan O'Brien*.
- Big Tymers, *Carson Daly*.

Wednesday, 2/4

- Buddy Guy sits in with the house band on *Jimmy Kimmel Live* (ABC, check local listings for time).
- Candy Butchers, *Carson Daly*.

Thursday, 2/5

- Queen Latifah is interviewed and Annie Lennox performs on *Jay Leno*.
- Harry Connick Jr., *Conan O'Brien*.
- Ying Yang Twins /Lil Jon, *Carson Daly*.

— Julie Gidlow

FILMS

BOX OFFICE TOTALS

Jan. 23-25

Title	Distributor	\$ Weekend	\$ To Date
1	<i>The Butterfly Effect</i> (New Line)*	\$17.06	\$17.06
2	<i>Along Came Polly</i> (Universal)	\$16.35	\$53.26
3	<i>Win A Date With Tad Hamilton</i> (DreamWorks)*	\$7.32	\$7.32
4	<i>Big Fish</i> (Sony)	\$7.11	\$48.93
5	<i>Lord Of The Rings: Return...</i> (New Line)	\$6.78	\$337.81
6	<i>Cheaper By The Dozen</i> (Fox)	\$6.38	\$122.53
7	<i>Cold Mountain</i> (Miramax)	\$5.00	\$72.57
8	<i>Torque</i> (WB)	\$4.49	\$17.27
9	<i>Something's Gotta Give</i> (Sony)	\$4.10	\$107.13
10	<i>Mystic River</i> (WB)	\$3.36	\$58.76

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

COMING ATTRACTIONS: This week's openers include *You Got Served*, starring B2K's Raz B, Lil Fizz, J-Boog and Omarion; IMX's *Marques Houston*; and recording act Lil Kim — all of whom are featured on the film's Epic soundtrack, which also contains contributions from Fabolous, Jhene, O'Ryan, Rufus Blaq, ALT, XSO Drive, Red Cafe, M.O.P., Funkmaster Flex and Baby D. The movie, which is directed by artist manager Chris Stokes, showcases radio personality Steve Harvey in a supporting role. Also opening this week is *The Big Bounce*, starring Owen Wilson. Look sharp for recording artist Willie Nelson in a supporting role.

— Julie Gidlow



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A Perry Capital Corporation

FCC

Continued from Page 1

WXTB. WRLX dropped the show in December 2002, and WRLR ceased airing the program in July 2003; Bubba's program now airs on WRQC/Ft. Myers, which is not involved in the current matter.

Although the FCC did not officially state when the broadcasts in question occurred, Commissioner Jonathan Adelstein said they aired in 2001.

Adelstein did not elaborate, but it is believed that the commission is belatedly fining Clear Channel for a February 2001 broadcast in which a wild boar was castrated and subsequently killed. Clem was suspended for several weeks following the incident, although he was not directly involved, and Florida State Attorney Mark Ober later filed animal-cruelty

charges against the radio host, morning show producer Brent Hatley and two listeners who carried out the on-air slaughter. A Tampa jury in February 2002 found the four not guilty of the charges.

FCC Commissioner Michael Copps blasted his colleagues for being too lenient by proposing a "mere" \$27,500 fine for each incident cited. In a dissenting opinion, Copps said, "Such a fine will be easily absorbed as a 'cost of doing business' and fails to send a message that the commission is serious about enforcing the nation's indecency laws." He added that the FCC should instead have set a license-revocation hearing for WCKT, WPLA, WRLX and WXTB.

In a statement, FCC Chairman Michael Powell revealed that the agency will soon begin considering fines for each separate utterance

found indecent in a broadcast — a long-held desire of Commissioner Kevin Martin. In his own statement, Martin said that, in this case, "it appears there were at least 49 indecency violations, for a total forfeiture exceeding \$1 million."

Clear Channel quickly responded to the FCC's proposed fine by calling on the commission to create a "Local Values Task Force" to develop consistent indecency guidelines for all media. "We believe the time has come for every sector of the media to join together and develop consistent standards that are in tune with local community values," said Clear Channel President/COO Mark Mays. "Our audiences deserve nothing less."

The proposal asks that the FCC direct the task force, but Mays says the industry must also take responsibility for addressing the problem.

Bill

Continued from Page 1

fines for indecency are not much of a deterrent."

The bill's appearance follows a recent FCC staff decision that U2 frontman Bono did not violate the commission's indecency rules when, upon accepting an award during a live broadcast of the 2003 Golden Globe Awards, he called the honor "fucking brilliant." The FCC ruling stated that Bono's use of the swear word was not indecent in the context.

The Upton bill received backing from FCC Commissioner Kevin Martin, who said he supports efforts to increase the fines the FCC can levy for indecent broadcasts. In an interview with R&R, Martin said he will continue to try to convince his colleagues to expand their current basis for fining stations for allegedly indecent broadcasts.

"I continue to encourage my colleagues to use the full extent of

our existing fining authority by, for example, issuing a fine for each indecent utterance, rather than issuing one fine for an entire program that may contain dozens of indecency violations," he said. Martin's efforts were realized this week as FCC Chairman Michael Powell said the commission will soon issue fines for each indecent utterance (see related story, Page 1).

Meanwhile, a Kentucky state representative on Jan. 23 successfully urged the state's House to pass dual resolutions urging Congress and the FCC to seek "tighter regulations" on allegedly indecent radio and TV broadcasts. Speaking of Bono's appearance at the Golden Globes and Nicole Richie's appearance at the December 2003 Billboard Music Awards, during which Richie uttered several obscenities, State Rep. J.R. Gray told AP the federal government should "keep this indecent, vulgar language off television and off radio."

— Adam Jacobson

Robold

Continued from Page 1

Lewis said. "Since joining Universal he has displayed uncommon leadership, a keen sense of strategy in a broad range of situations and an unwavering commitment to our artists. We are confident that he will continue to be instrumental in helping to take our company to new heights in an increasingly demanding marketplace."

Robold said, "This promotion is

a tremendous opportunity to continue building one of the industry's most dynamic music companies, and I am truly grateful to Luke for his leadership, vision and support. Our focus remains the same: empowering our artists and utilizing the very best people behind them."

Prior to joining Universal/Nashville Robold worked for Mercury Records and served in various capacities for PolyGram Records and PolyGram Group Distribution.

Cohen

Continued from Page 1

with a stake in the company. Cohen will be based in New York City, and, while a company memo stated that a chain of command has yet to be determined, sources say Cohen will report directly to Bronfman.

"Lyor Cohen's role in revolutionizing, transforming and challenging the music industry over the past two decades cannot be overestimated, and I am very pleased that

he will be joining [WGM chief] Roger Ames and me at Warner Music Group to lead the company's recorded-music operations in the U.S.," Bronfman said.

"As one of the most respected executives in the business, Lyor's in-depth experience and proven track record will play an invaluable role in WGM's efforts to become the world's greatest independent music company, and we are excited about the opportunities that lie ahead for all of us with this great team."

Rivers

Continued from Page 1

Rivers, who is based out of KROQ/Los Angeles, is best known for his programming stints at WXKS/Boston, KMEL/San Francisco and KIIS/Los Angeles. He also formerly served as Chief Programming Officer for AMFM.

A former KROQ PD, Schuon re-joined Infinity in July 2002 after serving as President/CEO of legal-download service pressplay. He's also been Exec. VP/GM of Warner Bros. Records and Exec. VP/Programming for MTV and VH1.

Meyer

Continued from Page 1

revenue. Prior to joining Radio Unica, Meyer served as GSM of Telemundo's KVEA-TV/L.A.

"We are excited to welcome Karl to Entravision Radio as we work toward maximizing the value of our Los Angeles radio assets," Entravision Radio President Jeffrey Liberman said. "His experience in media management and sales is proof of his strength as a leader and strategist. His accomplishments and acute knowledge of the broadcasting industry will be an integral part of helping Entravision Radio meet its objectives of increasing market share and driving ratings growth across our Los Angeles stations."

The Bronfman deal is expected to be finalized within 10 days, and reports say that WGM is preparing cost-cutting measures to the tune of \$250 million-\$300 million. Cohen's hiring also raises speculation as to the future of Ames and whether former IDJMG colleagues Kevin Liles and Julie Greenwald will follow Cohen to WGM. Bronfman's tapping of Cohen also leaves many wondering if free agent Antonio "L.A." Reid will replace Cohen at IDJMG.



R&R Talk Radio Seminar Preview

Events and people you won't want to miss at TRS 2004

In less than a month News/Talk executives, programmers, air talents and industry leaders from across the country will gather in Washington, DC for the ninth annual R&R Talk Radio Seminar.

With time running out for you to register for News/Talk radio's largest annual gathering, this week's pages are a shameless attempt to get you to do just that, as we take a look at some of the people, events and learning sessions scheduled for TRS 2004 that you won't want to miss.

You'll note from this summary of our agenda that TRS 2004 continues the tradition of gathering some of the best and brightest minds in the News/Talk radio business. They have graciously agreed to share their time, experience and knowledge with their peers. In addition, TRS 2004 will offer special guest speakers who will inform and inspire you in the intimate, up-close-and-personal atmosphere that's become a hallmark of R&R's Talk Radio Seminar.

Honoring A Legendary Broadcaster

This year's recipient of R&R's

News/Talk Radio Lifetime Achievement Award is legendary CBS News correspondent and newsman Mike Wallace. He'll be feted at our annual TRS awards luncheon on Saturday, Feb. 28.



Peter Jennings

While certainly well known for his years on television's hugely successful *60 Minutes*, Wallace began his broadcasting career and developed much of his now-familiar style working in radio at stations including WOOD/Grand Rapids, WXYZ/Detroit and WMAQ/Chicago.

"There is no one more deserving of this honor than Mike," said CBS News VP/Radio Harvey Nagler when told that Wallace had been selected as R&R's 2004 honoree. "His journalistic triumphs read like a who's who of American history. Even though Mike made the transition to television from radio years ago, he has never forgotten his roots in radio, and to this day he continues to be a prolific contributor to CBS Radio News."

Also at Saturday's luncheon we'll learn the winners of the 2004 R&R News/Talk Industry Achievement Awards in six categories. This year's nominees (see accompanying box) represent some of the very best that News/Talk radio has to offer, and when you are included in this group, it truly is an honor just to be nominated. R&R congratulates each and every one of this year's nominees.

Exclusive Live Interview Events

On Friday, Feb. 27, ABC *World News Tonight* Senior Editor and anchor Peter Jennings will host a live one-on-one conversation with a special guest newsmaker (to be announced) in an event exclusively for TRS attendees.

Recognized around the world from his more than four decades on television, Jennings is also a frequent contributor to ABC News Radio, and he continues to anchor a daily primetime newscast on the ABC Information Radio Network.

With 2004 being a presidential election year and Washington, DC being the center of the political universe, Fox News anchor and commentator Tony Snow has joined the TRS lineup and

Continued on Page 16

2004 R&R News/Talk Industry Achievement Award Nominees

The ballots are in, and accountants are tallying the votes to see who will take home the 2004 trophies during our awards luncheon at the R&R Talk Radio Seminar next month in Washington, DC.

2004 N/T EXECUTIVE OF THE YEAR

Edward Atsinger III, Salem Communications
John Hare, ABC Radio
Joel Hollander, Infinity Broadcasting
John Hogan, Clear Channel Radio
Traug Keller, ABC Radio Networks
Kraig Kitchin, Premiere Radio Networks

2004 N/T STATION OF THE YEAR

KFI/Los Angeles
KGO/San Francisco
WABC/New York
WBEN/Buffalo
WDBO/Orlando
WINS/New York

2004 N/T PD OF THE YEAR

Robin Bertolucci, KFI/Los Angeles
Phil Boyce, WABC/New York
Steve Butler, KYW/Philadelphia
Ken Charles, KTRH/Houston
Jim Farley, WTOP/Washington
Kipper McGee, WDBO/Orlando

2004 N/T GM OF THE YEAR

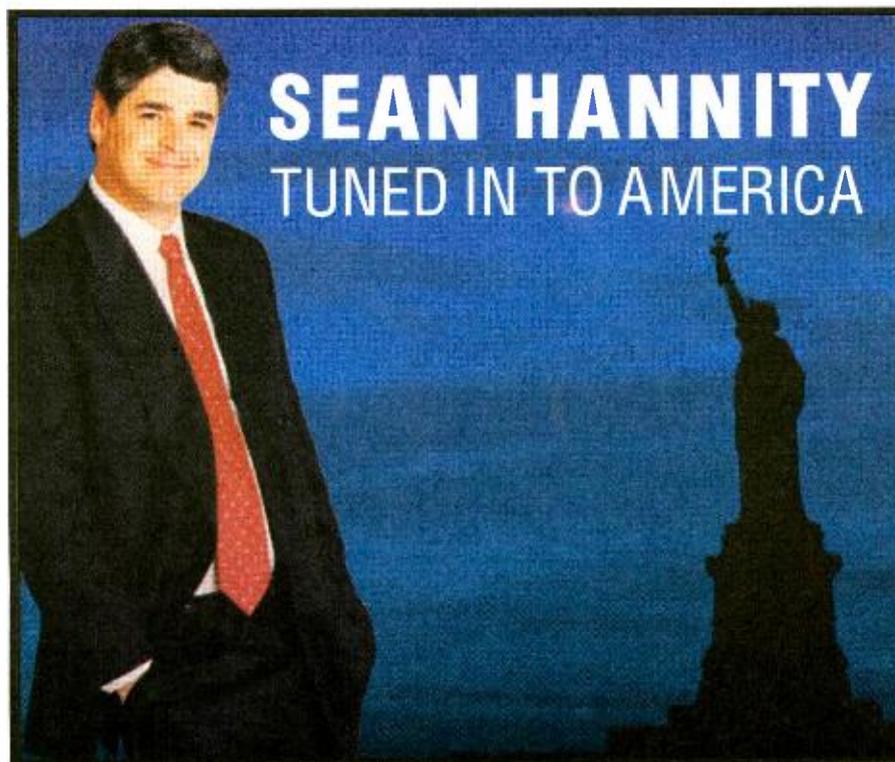
Greg Ashlock, KFI/Los Angeles
Bob Bruno, WOR/New York
Todd Fisher, KSTP/Minneapolis
Ed Kiernan, WBAL/Baltimore
Tim McCarthy, WABC/New York
David Meszaros, WSB/Atlanta

2004 N/T NATIONAL PERSONALITY OF THE YEAR

Glenn Beck, Premiere Radio Networks
Dr. Joy Browne, WOR Radio Network
Sean Hannity, ABC Radio Networks
Rush Limbaugh, Premiere Radio Networks
Dave Ramsey, The Lampo Group
Michael Savage, Talk Radio Network

2004 N/T LOCAL PERSONALITY OF THE YEAR

Curtis & Kuby, WABC/New York
Chris Baker, KPRC/Houston
Bill Handel, KFI/Los Angeles
Fred Honsberger, KDKA/Pittsburgh
Dave Ross, KIRO/Seattle
Jay Severin, WTKK/Boston



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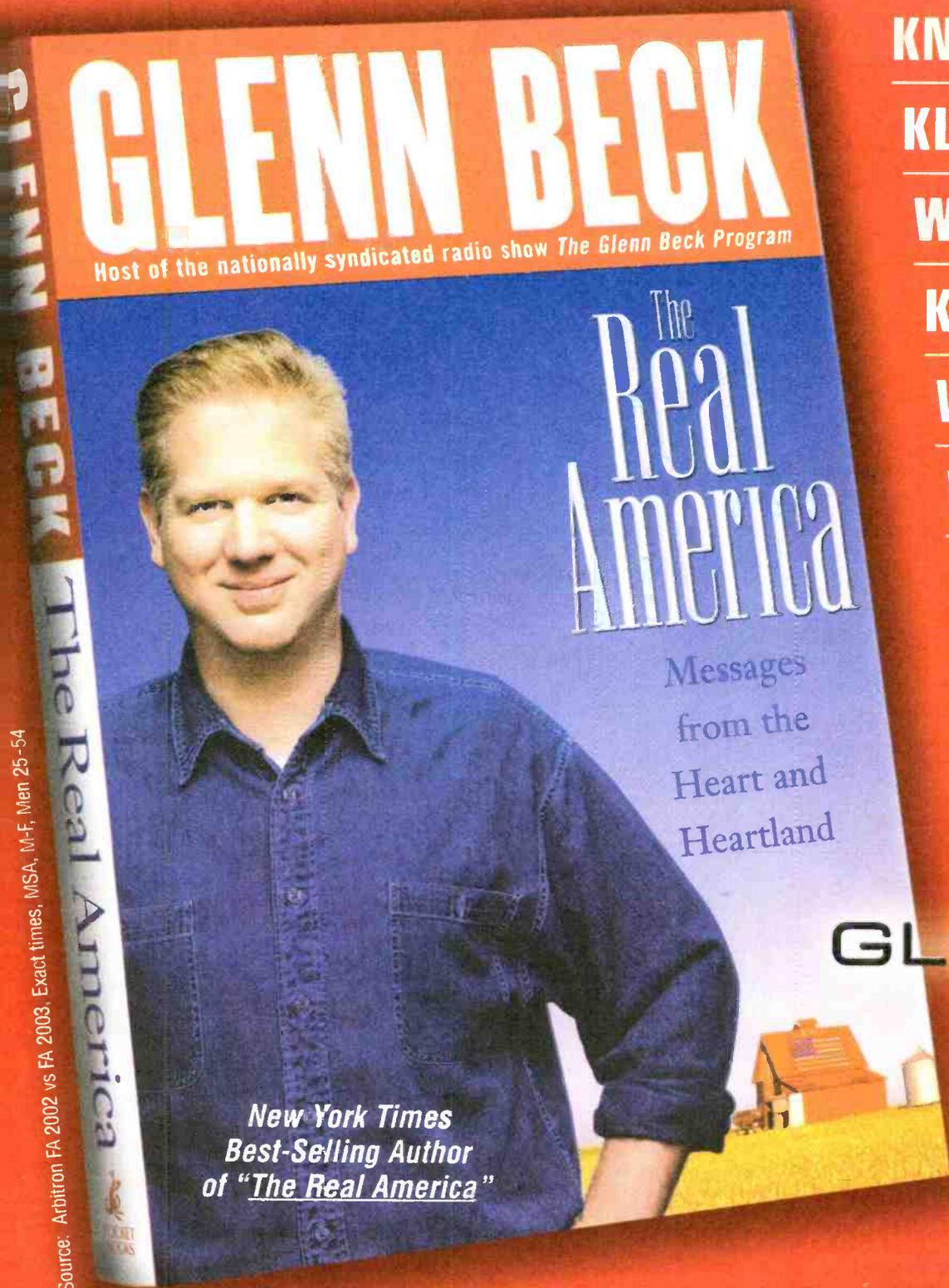
Nominated For R&R News/Talk Personality Of The Year

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Even MORE Ratings Increases

Fall To Fall AQH Listeners: Men 25-54



KNEW <i>San Francisco</i> (First Book)	+766%
KLIF <i>Dallas</i>	+150%
WTNT <i>Washington, D.C.</i>	+71%
KRPC <i>Houston</i>	+13%
WFLF <i>Orlando</i>	+328%
WXNT <i>Indianapolis</i>	+175%
WJNO <i>West Palm Beach</i>	+43%

And More!



PREMIERE
RADIO NETWORKS

212.445.3935

PREMIERE TALK

Source: Arbitron FA 2002 vs FA 2003, Exact times, MSA, M-F, Men 25-54

R&R Talk Radio Seminar....

Continued from Page 16

will keynote a special Friday-morning general session.

Snow, who will launch his new Fox News Radio syndicated show in March, will offer attendees a view of the presidential contest and other current events from his unique perspective as someone who has worked both inside and outside the White House.

The annual TRS Roundtable — a session that veteran attendees know is always a standing-room-only event — will kick off this year's seminar with a fair and balanced look at the hottest issues of the day from both the left and the right.

Moderated by veteran radio and television newsman and commentator Mort Crim, our charged-and-ready-to-go panel will feature nationally syndicated Talk hosts Glenn Beck, Neal Boortz, Hugh Hewitt and Laura Ingraham on the right, and Alan Colmes, Lionel, Randi Rhodes and Ed Schultz on the left. Expect some fireworks and a few once-in-a-lifetime candid moments from this group during TRS 2004's opening session on Thursday, Jan. 26 at 3:30pm.

Format-Focused Agenda

While great speakers and news-making events are always a big part of the R&R Talk Radio Seminar, what has made this annual event unique among industry gatherings is its single-minded focus on spoken-word radio. Don't let the name Talk Radio Seminar fool you. Our agenda includes plenty of valuable content to help you improve your station's ratings and revenue in the year ahead, whether your station is all-News, all-Talk or a News/Talk combo.

Two of Friday morning's sessions offer a great example of the diversity of topics scheduled for TRS 2004. "Don't Just Bend the Rules, Break 'Em" will feature a dais full of creative

thinkers and innovators who have all ignored their critics and defied conventional wisdom in pursuit of success in the competitive world of Talk radio. The session will be moderated by Sabo Media CEO Walter Sabo, and you're sure to be inspired by the success stories you'll hear from these panelists.

Veteran News radio manager and programmer Roger Nadel will moderate the "Radio News Summit" panel, a gathering of leaders from all of America's major radio news organizations. They'll discuss and debate the issues, challenges and opportunities for radio newsrooms facing tighter budgets and fewer resources in a world where listeners demand instant information 24/7.

Participating network news VPs include ABC News Radio's Steve Jones, CBS Radio News' Harvey Nagler, CNNRadio's Robert Garcia, Fox News Radio's Bob Finnerty, NBC Radio News' Bart Tessler and Associated Press Radio's Thom Callahan.

Thinking Outside The Box

Today's broadcasters know that now more than ever thinking beyond the traditional way of doing things is imperative in order for your station to grow and prosper. Friday afternoon will feature two sessions that will help you to think outside the box by offering ideas and insights to better the relationship between programming and sales at your station and providing tips from other formats on how to maximize your ratings.

"Sales Eye for the Programming Guy" is a session that will teach you ways to help sales and programming work together more closely in today's competitive radio business. Clear Channel/Denver's Elizabeth Estes-Cooper will head up a panel designed

to show you how to achieve great programming while adding additional revenue to your station's bottom line.

McVay Media's Holland Cooke has assembled a panel of experts for this year's TRS to find out "What News/Talk Can Learn From Other Formats." Featuring a group of participants from both inside and outside the News/Talk format, this session will help you find out if you really do know everything that the competition knows when it comes to maximizing listenership and scoring ratings points.

Also on deck for Friday afternoon is a special showcase session, "Finding Talk Radio's Rising Stars." Moderated by WABC programmer Phil Boyce, the panel will feature some of the best ears in the business tackling the issue of finding and nurturing tomorrow's Talk radio stars today. Also, talents from across the nation will submit airchecks to be judged by panelists and the audience. The best will have a shot at hosting a one-hour live tryout on WABC/New York.

You'll want to be sure to take pen and paper or your laptop to our final Friday session, because we guarantee you'll be taking lots of notes. The "News/Talk Marketing and Promotions Smackdown" will be jam-packed with actionable ideas and winning strategies that you can use to maximize your station's promotional and marketing muscle without busting the bottom line and drawing the wrath of your CFO.

Moderated by Clear Channel/Houston programmer Ken Charles, it will be another can't-miss session at TRS 2004.

Don't Sleep Late Saturday

Regular attendees of R&R's Talk Radio Seminar know that sleeping late on Saturday morning is never a good idea, because you are bound to miss some terrific presentations and

Broadcast Free From TRS 2004

For those looking to broadcast their local radio show live from Washington, DC while attending next month's R&R Talk Radio Seminar, here's some good news: Comrex has announced that it will be on hand at TRS 2004 and will supply phone and ISDN lines and remote broadcast equipment free of charge. For more info, contact Kris Bobo at kris@comrex.com or 978-784-1784.

Register now for TRS 2004, Feb. 26-28 at the Renaissance Washington, DC Hotel by logging on to www.radioandrecords.com and clicking on "Conventions/Seminars" at the top of our homepage. Or fill out the registration form you'll find on Page 5 of this issue of R&R.

**Tony Snow****Mike Wallace**

session at TRS 2004.

guests. This year's Saturday-morning program will be no exception, as we present a special Arbitron/Edison Media Research co-presentation, "News/Talk: Fighting for the Front Seat."

Perhaps no format has more invested in in-car listening than News/Talk. That's why we've asked Arbitron's Bob Michaels and Edison's Larry Rosin to present this exclusive look at a new study of the commuting listener.

You'll gain insights into News/Talk's power with commuters in this never-before-available detailed examination of the News/Talk in-car media audience and learn hard facts about their exposure to outdoor advertising, radio and other audio technologies.

Following the Arbitron/Edison session, we'll present "News/Talk Radio's 10 Most Important People, Part Two." This East Coast encore of one of the most popular sessions at last year's TRS in Los Angeles will feature a live focus group of real local News/Talk radio listeners conducted by Coleman President Jon Coleman.

Find out what listeners love and loathe about News/Talk radio and what they really think about some of

the national personalities your station carries. This one will be eye-opening live research that you won't want to miss.

So what are you waiting for? With a jam-packed agenda, a lineup of outstanding guest speakers and panelists from many of News/Talk radio's leading stations across the industry, this year's R&R Talk Radio Seminar is one you won't want to miss.

Hurry, rooms at the Renaissance Washington, DC Hotel at our special TRS 2004 rates are nearly sold out, so if you have not already done so, be sure to register today. Full registration information is available at www.radioandrecords.com. We look forward to hosting you in our nation's capital next month at the R&R Talk Radio Seminar.

TALK BACK TO R&R!

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

Call me at 858-486-7559
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Philly Phone Phreak Captured

William J. Passarella Jr., who was wanted in connection with the recent hijacking of the request lines of Clear Channel's **WIOQ/Philadelphia** (and possibly crosstown **WLDW**) and the subsequent sexual assault of a 17-year-old girl, was finally apprehended on Saturday, Jan. 24. Local police, working with U.S. Marshals, apprehended the 23-year-old suspect Saturday night while he slept in his car. Passarella, who has a previous criminal history, including credit card and identity theft charges, now faces a bunch of serious new charges, including kidnapping, indecent assault and corrupting the morals of a minor.



William Passarella

KHKS Goes Back To The Future

ST has learned that **Steve Perun** has been brought back to consult Clear Channel CHR/Pop **KHKS (106.1 Kiss FM)/Dallas**. Perun's return marks a homecoming — he first consulted Kiss back in 1993, then continued working with the station as National PD of then-owner Gannett while he was PD of sister **KISS/Los Angeles**. Perun continued to consult Kiss until 2000, leaving when the station was top three 12+. Coupled with the recent return of original Kiss GM **Brenda Adriance**, Perun's hire marks the second major move made by Clear Channel in as many weeks to help restore the station's original luster.

The Programming Dept.

- **ST** hears that OM/morning guy **Paul Barsky** most likely won't be returning to Beasley CHR/Rhythmic **WLDW** (The Station Formerly Known as W**d)/Philadelphia. While staffers were unable to comment, GM Dave Donahue was more forthcoming with the *Philadelphia Daily News*, telling it that Barsky was "still under contract but is no longer with the station." **ST** hears that the deal is in the hands of lawyers as we speak. Rocco The Janitor is currently doing mornings.
- Longtime **WKQX (Q101)/Chicago** Asst. PD/MD **Mary Shuminas** exits, along with midday talent **Nikki**. Former **KPNT/St. Louis** Asst. PD/afternoon maniac **Woody Fife** and partner **Whipping Boy** are inked for afternoons, and afternoon guy **Sludge** moves to middays.

- **Tommy Frank**, last seen as PD of **WKRQ/Cincinnati**, is named PD of **CHR/Rhythmic WJFX/Ft. Wayne, IN**. Former PD **Weasel** remains aboard as Asst. PD/MD/wacky morning guy.

- **WEQX/Albany, NY** PD **Tim Bronson** relinquishes his programming stripes but will continue to do middays as the station looks for a new PD.

- Entravision Alternative **KDLD & KDLE/Los Angeles** names **Mark Sovel MD**. Sovel, who has worked at several L.A.-area stations, including the now-defunct **Y107** trimulcast (**KLYY/Arcadia, CA**; **KSYY/Fallbrook, CA**; and **KVYY/Ventura, CA**), will also do an airshift.

- Veteran programmer/air talent **Wayne Coy** announces the formation of **Radio Talent Coach**, offering aircheck critiques, show prep ideas, career assessment, resume and cover-letter review and placement services. For more info, reach out to Coy at 251-625-2623 or go to www.radiotalentcoach.com.

- **Galaxy Communications** flips **WKRQ/Albany, NY** from Alternative to Classic Country as, what else, "93-7 The Eagle." PD **Kevin Baker** is no longer overseeing the station, although he remains PD of Classic Rock clusterbuddy **WRCZ**.

- **WNFZ/Knoxville MD/night** guy **Dustin "Smasher" Matthews** is named MD/afternoon jock at Cox Alternative **WDYL/Richmond**. **WNFZ** PD **Anthony "Roach" Proffitt** says, "We wish Dustin the best, although he still has unpaid traffic citations here in Knoxville. Until he comes back to pay them, his car still has the boot."

Quick Hits

- **Chuck Morgan** is named GM of Univision's Albuquerque cluster: **KAJZ, KIOT, KJFA, KKSS & KWVE**. He replaces former GM **Jim Ray**.

- **KMXV/Kansas City** welcomes **KQKQ/Omaha** PD **Lucas** for nights, replacing **Mathew Blades**, who moves to middays/Music Coordinator. **Blades**, in turn, replaces **Doug Miller**, who moves to weekends and remains Imaging Director of cluster sister **KSRC**. Mix Asst. MD **Holly Clark** is upped to "Regular" MD, and overnigher **Greg Sage** segues to promotions. Mix Production & Imaging Director **Shoe** exits.

- The ridiculous exploits of **KXJM (Jammin' 95.5)/Portland,**

Continued on Page 20

R&R Timeline

1 YEAR AGO

- **Karen Carroll** abruptly exits **KMOX/St. Louis**.
- **Hilary Rosen** announces she will exit the RIAA at the end of 2003.
- **Infinity** names **Scott Herman, Dave Siebert** and **Reid Reker Sr.** VP/Market Managers.

5 YEARS AGO

- **Jack Lameier** elevated to Sr. VP/Country Promotion at **Epic/Nashville**.
- **Clancy Woods** named Market Manager/Phoenix for **Chancellor Media**.



Jack Lameier

10 YEARS AGO

- **Les Garland** promoted to Executive VP of Video Jukebox Network/**The Box**.
- **Lori Holder-Anderson** becomes VP/CHR Promotion at **A&M Records**.
- **David Foster** named Sr. VP of **Atlantic Records**.



Lori Holder-Anderson

15 YEARS AGO

- **Marko Babineau** elevated to Director/Promotion at **Geffen Records**.
- **Gary Berkowitz** joins **WCZY** as VP/Programming.
- **Randy Kabrich** joins **KIQQ/Los Angeles** as OM.



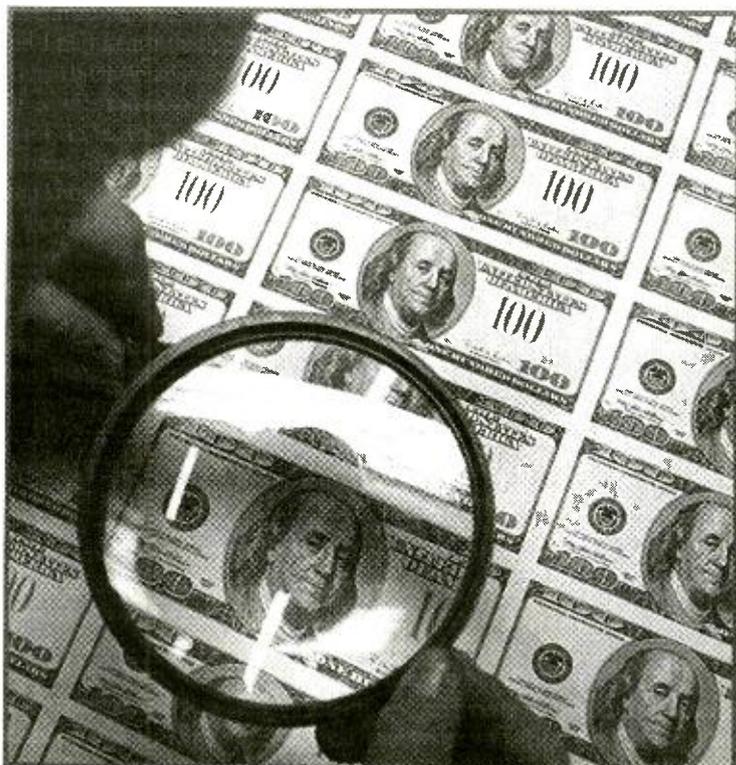
Gary Berkowitz

20 YEARS AGO

- **Pete Schulte** promoted to Sr. VP for **Harte-Hanks Radioc**.
- **Jim Zippo** named PD of **WKOS/Murfreesboro-Nashville**.

25 YEARS AGO

- **Larry King** named VP/Promotion at **MCA Records**.



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Continued from Page 19



The Playhouse: Be afraid; be very afraid.

OR's infamous morning *Playhouse* can now be heard on its first affiliate, **WKPO (Hot 105.9)/Madison.**

• **Rocko** exits nights at Infinity Active Rock **KUFO/Portland, OR** after just three months. He is perhaps best known for his somewhat longer tenure at **WAAF/Boston.**

• **Mac Payne** joins Entercom CHR/Rhythmic **KDGS/Wichita** for nights from **KBFB/Dallas**, where he was producer of *The Steve Harvey Morning Show* and Street Marketing/Promotions Coordinator. He replaces MD/night jock **Jojo Collins**, who exits.

• **Bruce Bond**, best known for the two decades he spent at **WNNK/Harrisburg**, and sidekick **Matthew "Stretch" Raback** exit mornings at **WRKZ (Z-102.3)** in nearby **Carlisle, PA**, where they had been working since last June.

• Market vet **Dave Starkey** teams up with **Shawn Ireland** for mornings on new Clear Channel AC **WFCB (93.3 Lite-FM)/Columbus, OH.**

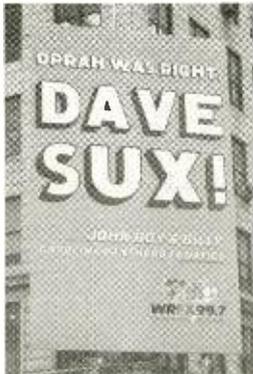
• **Pat Largo** exits middays at Cox Alternative **WSUN (97X)/Tampa.** Night jock **Kate Murphy** will move to middays or afternoons.

• At the 11th hour, **Chris Ruh's** deal to join Superadio's affiliate relations department in Boston is no longer in effect. That means Ruh, former programmer and longtime *Hitmakers* Editor in Chief, is now re-available. Seek him out at 503-243-7928 or chrisruh2@yahoo.com.

• **KHOP/Modesto, CA PD Chase Murphy** adds three new members to his already engorged staff: **Just Joe** is named producer of *The Geno & Jordan Morning Show*. Mr. Joe is inbound from mornings at the bovine-themed **WMOO/Derby, VT.** New to swing is **Ray Hall**, who crosses the street from archrival **KOSO.** Also new to weekends at **KHOP** is **Max Miller**, who just happens to share the name of **KOSO's PD.** A shocked Murphy claims he had no idea there was already another Max Miller in the market and promises to launch a full investigation.

• Chili Walker, PD of Regent Active Rocker **WQBJ & WQBK/Albany, NY** shares these earth-shattering changes: "Night guy **Mike 'The Enforcer' Spain** exits; our local Howard Stern host, **Jeff Levack**, takes over nights; and part-timer **Flounder** takes over the Stern gig."

On a recent *Late Show*, **David Letterman** commented,



Bitch all you want; the Pats are going to win....

"There is no such thing as a diehard Carolina Panthers fan." In response, the syndicated **John Boy & Billy** and Clear Channel Classic Rocker **WRFX/Charlotte** erected this billboard just half a block from Letterman's Ed Sullivan Theater. "We won a free billboard campaign at the company Christmas party and decided to cash it in on behalf of diehard Panther fans everywhere," the guys said. "We spelled 'sux' with an 'x' to better our street cred."

Image Is Everything

• Imaging Director **David Jay** extends his six-year run at Clear Channel's **KOST & KBIG/Los Angeles** with a new two-year deal.

• **KPLX (The Wolf)/Dallas** imaging/creative guy **Humble Billy Hayes** recently slid over to Susquehanna Classic Rock clusterbuddy **KDBN (The Bone)** for mornings. That means **PD Paul Williams** is now casting his net wide for a replacement. Here's Paul himself to tell us more: "I'm looking at any and all formats for a 'sonic architect' who would like to be the next Production Guru and work with the best station voice in world: Barry Corbin!" Rush some kickass samples of your work and resume to: Paul Williams, 995 The Wolf, 3500 Maple Ave., Suite 1600, Dallas, TX 75219.

Talk Topics

• At press time, **ST** learned that Clear Channel VP/News, Talk and Sports Programming **Gabe Hobbs** was hospitalized in Florida. While additional details were unavailable, **CC/Tampa Market Manager Dave Reinhart** told **ST** that on Jan. 27 he'd spoken to Hobbs, who told him he was "feeling better" and that he'd "probably be released in a day or so."

• Comedian, author and soon-to-be-talk host **Al Franken** body-slammed a demonstrator at a Howard Dean campaign rally in New Hampshire on Jan. 26. The *New York Post* reports that several demonstrators in the crowd began



Franken can bench-press your sorry ass.

ST Shot O' The Week



The famed **Blue Man Group** will be basking in grid-iron glory this Sunday as **Monster.com** has selected their song "I Feel Love" for use in its Super Bowl spots, which will be seen by several thousand people, we're guessing. Pictured here with the blue dudes during a recent dress rehearsal are **WHYI (Y-100.7)/Miami MD Michael Yo (I)** and **PD Rob Roberts.**

shouting accusations at Dean. Franken suddenly charged one man from behind and slammed him to the floor. Franken, who broke his glasses in the incident, told the paper that he wasn't backing Dean but acted because he wanted to protect the right of people to speak freely. "I was a wrestler, so I used a wrestling move," he told the *Post*. In a related, er, move, Minnesota Public Radio personality **Katherine Lanpher** has been named co-host of Franken's new radio show.

• When **WABC/New York** morning co-host **Curtis Sliwa** was invited to travel to Cuba on a mission with a Greek Orthodox church group, **OM/PD Phil Boyce** decided to tag along with. Sliwa and Boyce — who were *not* registered as visiting journalists to the communist island nation — managed to broadcast a number of live "stealth" reports back to **WABC** via satellite phone. "When we first tried to set up and talk to people in the square outside the hotel, security police appeared almost immediately," Boyce told **ST**. "They were very concerned and shut us down right away. After that we did our reports in secret from our hotel room."

Condolences

Hawaii media icon **Dave Donnelly**, who worked at **KPOI/Honolulu** from 1961-68, was a columnist for the *Honolulu Star-Bulletin* and also co-starred in a show on **KGMB-TV/Honolulu**, died Jan. 24. He was 66.

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A Tale Of Two Todds

Josh Todd looks to new business plan to re-enter rock spotlight

Ask Joshua Todd about his tattoos, and the lanky singer will gladly take the shirt off his back to show you the massive design there. A gigantic King of Hearts (a.k.a. "the suicide king") stares out, above its head the word *Love* and in the small of Todd's back *Desire*. If you hadn't guessed "rock star," you might think Todd was a gambling man. You'd be right on both counts.

As the singer of Buckcherry, Todd hit big in 1999 with the raunchy blues rocker "Lit Up," which spent three weeks atop the Active Rock chart and helped propel the Los Angeles five-piece's eponymous debut to gold success in the U.S. *Time Bomb*, the group's 2001 followup, didn't fare as well, and Buckcherry began to fray at the seams, eventually breaking up.

From there, Todd nearly landed a dream gig after ex-Guns N' Roses axeman Slash phoned ex-Buckcherry guitarist Keith Nelson about performing at a benefit for the family of late drummer Randy Castillo (Ozzy Osbourne, Motley Crue). Nelson and Todd hit the stage with Slash and ex-Gunners Duff McKagan and Matt Sorum to perform "Lit Up," The Sex Pistols' "God Save the Queen" and GN'R classics like "Paradise City" and "It's So Easy."

"The vibe that night was explosive, and there was a big buzz around the show," Todd tells R&R. "After going back to our rehearsal room, Keith and I remarked to one another how good it felt to be in a band situation again. At the same time, the others were saying the same thing about us. So we got a band together and rehearsed for about a month and came up with nine songs."

"It was really going great, and all of a sudden Slash pulled the plug on the whole thing. He said there was no real reason. I was pretty upset because I had spend that much time. At that point I really had to sit back and reflect. It was my sign that I needed to go about it my own way, because I wanted to be happy again musically."

A Dickey Prospect

For his next band, Todd decided to roll the dice on a group of unknowns. He cold called an ad in a local classified section from a band looking for a singer. "The ad said their influences were The Deftones and At The Drive-In," Todd recalls. "I thought, 'Fuck, that's a great combination. If I can get that kind of music and then bring my experience to that, how cool would it be?'"

After leaving a message, Todd got a call back from bassist Mark John,

who grilled the singer on his dedication. "It was actually kind of fun to have that conversation, because I knew what was going to happen once we got together," Todd says.

"I almost didn't show up, because I thought, 'You know, maybe this is stupid.' I called my producer friend Chris Johnson and told him I cold called an ad. He said it was fucking brilliant and that I had to show up."

"They had a singer in there they were auditioning. I listened to the music. If they'd sucked, I'd have been gone. I don't have time to try to get guys to play great. They were great, and on top of it all, they're great people. They're very loving, very kind and hard-working."

"I avoid drama like the plague, and I can't stand dudes who are all about themselves. So many musicians here are here for the wrong reasons. It's not to make music, it's like, 'What can you do for me?'"

During the rehearsal it dawned on guitarist Jesse Logan that he was jamming with the singer from Buckcherry. As the practice went on, Todd realized that he had found his new band — a group of transplants from Salt Lake City consisting of John, Logan, guitarist Mike Hewitt and drummer Kent Ross.

"I wanted it to be heavier and fresh; that's why I wanted young guys," Todd says. "I wanted a more modern sound. That's what I wanted the third Buckcherry record to be. I didn't want it to be blues-oriented rock; I was over that."

The New Deal

Given Todd's status in the industry, you'd figure a label deal would be a given. "Surprisingly not," he says. "I was still tied to DreamWorks at the time, and they had an option to sign us. They passed, but it was very early on. We didn't even have a lot of the better songs. I was almost happy, because that situation wasn't a good situation anymore, as far as the relationship."

Todd decided to gamble on a

whole new business plan by teaming up with venture capitalist Todd Meagher, a former songwriter for Warner Chappell who made a small fortune through online financial services. The duo formed Todd Entertainment, which owns and manages the production and licensing of all Josh Todd intellectual property and is responsible for the business affairs of the group, also called Josh Todd.

The privately held company is a co-equity partnership between itself and the band and has provided the initial funding for development, recording, manufacturing, marketing and distribution of all Josh Todd products, as well as an executive management and legal team who assist the band in partnership negotiations, business development and daily operations.

"I wanted to do something differ-



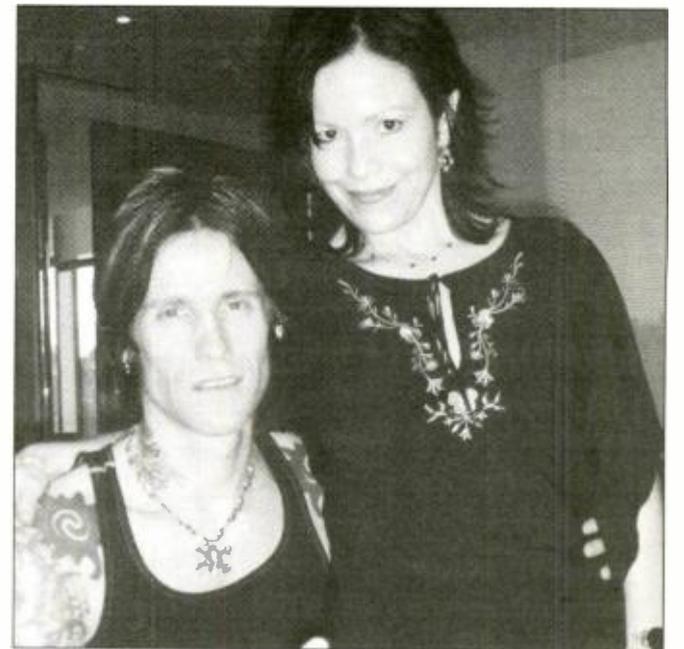
Josh Todd

ent," Todd says. "When you're part of the big machine, there are so many hands in the pot, and it really fucks with the creativity. I wanted to make sure I could put myself in the position where I can have a lot of the control, and that's why I went with this situation."

"So many bands are doing it. With the Internet and the way people can access music now, it's a different game. You don't have to be part of a major label to do things, you need to have money. That's really what a major label is: It's money."

Star Search

Meagher says, "When I started with this, I kept hearing the same thing from everybody: That guy's a rock star. If he's a rock star, why is the guy not on top of the biggest stage in the country right now? What are the politics that are holding this guy down? What is the lack of funding that's holding this guy down? Why hasn't anybody stepped up to the plate with this guy?"



ROCK STARS Josh Todd with R&R Rock Editor Cyndee Maxwell.

"I miss rock stars — we don't have any. I've taken a substantial economic risk here, but the real driving force behind it is not the potential of gains, it's that I miss the music the way I used to see it when I was younger. I would get pumped up four hours before the concert, trying to figure out what I was going to wear and how I was going to get as close as I could to the stage. We'd party in the parking lot before the show and after. It was an event."

"I miss the good times of a big rock show with an iconic singer who steps out on the stage and makes you say,

"Oh, my god, there's that dude!"

Josh is probably one of the most supernatural guys I've ever met. He works out every day. He sings every day. His discipline is beyond what I could fathom. I've seen him do shows with very few people in the room, and he plays it like he's got 50,000 there. He never short-changes a show."

Todd can't say enough about his new business partner.

"He's got an amazing business mind and is one hard-working motherfucker and very passionate about music," he says of Meagher.

"When you have somebody working on your behalf who has their money involved, it's a much different game than guys who don't have any money involved and you're trying to get them to work your record."

"It's such a huge group of people. Your manager, your A&R guy, your label and all these people have got to jibe for your record to really make it. And you've got to have the song, of course, and the timing's got to be right. It's a lot of pieces. Todd's kind of taken on all those hats, and he's doing it really well. We're the only band the company has, so it's really a great relationship."

The Partnership Paradigm

While it's very much a band effort, the group took on the Josh Todd name at the suggestion of Meagher and other friends. "The band was originally called Shotsfired," Todd explains. "I really wasn't open to [naming the band after myself]. I'm very much about the team, so I talked to the band,

because they've got to go out there and represent this. They were really cool about it, but I made sure everyone involved was OK with it before we moved forward."

Todd believes that the new business paradigm the band is using will be an increasingly popular option. "The record label takes a lot of your record sales, and that's how they give you the shot," he says.

"If you're going to take the risk, you have to get something in return — I understand that. But once you learn the game, it's time to step up. As much as musicians don't like to put on the business hat, you've got to do it, or you're fucking yourself. I learned a lot of it doing it the wrong way."

"They say artists aren't business-oriented," Meagher says. "Well, you've got to be. The first thing I said to Josh is, 'If this is going to work for you and me, all I need you to do is think backward. I don't want you to think about fame and fortune, I want you to think about fortune and fame.'"

All Bets Are Down

Todd Entertainment has distribution in place for the group's debut, *You Made Me*, and recently shot a great-looking but cost-effective video for the single "Shine" with filmmaker Rob Hall, who's worked with Marilyn Manson and done special effects for the TV show *Angel*.

Besides Todd's personal interaction with fans via a website (www.joshtodd.com), the group is offering incentives to fans with a program called Earn Not Burn. "We're encouraging our fans to get their friends, if they like the music, to go buy our record," says Todd. Basically, if you get a friend to buy the Josh Todd record, Todd Entertainment gives you a \$2 refund.

"Everybody is saying great things, even about our business model," Meagher says. Time will tell if the endeavor pays off, but the Todd two-some have placed their bets on a new system in an ever-shifting game.

"Hopefully, the new regime that comes out of all of this is no regime at all," Meagher says. "It will be partnerships and people thinking wisely and working together to make successful business out of music."

THE INDUSTRY'S NO. 1 RETAIL CHART January 30, 2004

LW	TW	ARTIST	ALBUM	LABEL	POWERINDEX	CHANGE
1	1	OUTKAST	Speakerboxxx/The Love Below	Arista	85,729	-9%
2	2	SHERYL CROW	Very Best Of	A&M/Interscope	79,776	+6%
9	3	EVANESCENCE	Fallen	Wind-up	68,392	+10%
6	4	VARIOUS	Now That's What I Call...Vol. 14	Columbia	64,257	0%
-	5	VARIOUS	2004 Grammy Nominees	BMG	61,376	-
8	6	RUBEN STUDDARD	Soulful	J	60,340	-3%
3	7	NO DOUBT	The Singles 1992-2003	Interscope	60,304	-14%
5	8	JOSH GROBAN	Closer	143/Reprise	59,500	-10%
7	9	TOBY KEITH	Shock'n Y'all	DreamWorks	59,134	-6%
4	10	ALICIA KEYS	The Diary Of Alicia Keys	J	59,032	-15%
13	11	BRITNEY SPEARS	In The Zone	Jive	55,771	+13%
11	12	ALAN JACKSON	Greatest Hits Vol.2	Arista	52,742	+5%
15	13	G UNIT	Beg For Mercy	G Unit/Interscope	47,615	+13%
16	14	NICKELBACK	Long Road	Roadrunner/IDJMG	46,639	+18%
10	15	JAY-Z	The Black Album	Roc-A-Fella/IDJMG	46,556	-11%
22	16	CHINGY	Jackpot	Dtp/Capitol	41,893	+23%
21	17	JESSICA SIMPSON	In This Skin	Columbia	41,150	+21%
17	18	LINKIN PARK	Meteora	Warner Bros.	37,950	-1%
20	19	BEYONCE	Dangerously In Love	Columbia	35,877	+3%
19	20	HILARY DUFF	Metamorphosis	Buena Vista/Hollywood	35,128	0%
18	21	WESTSIDE CONNECTION	Terrorist Threats	Hoo-Bangin'/Capitol	34,762	-7%
34	22	MAROON 5	Songs About Jane	Octone/J	33,528	+21%
35	23	JUVENILE	Juve The Great	Cash Money/Universal	32,589	+21%
24	24	LUDACRIS	Chicken & Beer	Def Jam South/IDJMG	32,276	-2%
14	25	SARAH MCLACHLAN	Afterglow	Arista	31,154	-28%
12	26	VARIOUS	Wwe Originals	Columbia	30,397	-39%
25	27	DIDO	Life For Rent	Arista	30,274	-7%
27	28	ROD STEWART	Great American Songbook 2	J	30,020	+1%
41	29	JET	Get Born	Elektra/EEG	29,977	+32%
23	30	BLINK-182	Blink-182	Geffen	29,954	-11%
29	31	3 DOORS DOWN	Away From The Sun	Republic/Universal	28,404	-3%
26	32	RED HOT CHILI PEPPERS	Greatest Hits	Warner Bros.	27,605	-15%
31	33	KEITH SWEAT	The Best Of Keith Sweat: Make...	Elektra/WSM	25,965	-8%
36	34	SIMPLE PLAN	No Pads, No Helmets... Just Balls	Lava	25,775	-3%
45	35	MICHAEL MCDONALD	Motown	Motown/Universal	24,729	+11%
-	36	CLAY AIKEN	Measure Of A Man	RCA	24,505	-
28	37	COLDPLAY	Rush Of Blood To The Head	Capitol	24,381	-17%
33	38	EAGLES	The Very Best Of	Elektra/EEG	23,925	-14%
42	39	KELIS	Tasty	Star Trak/Arista	23,603	+4%
-	40	FEFE DOBSON	Fefe Dobson	Island/IDJMG	22,806	-
-	41	MUSIQ	Soulstar	Def Soul/IDJMG	22,556	-
49	42	KID ROCK	Kid Rock	Atlantic	22,046	+2%
50	43	GOOD CHARLOTTE	Young & Hopeless	Daylight/Epic	22,013	+2%
44	44	AUDIOSLAVE	Audioslave	Epic/Interscope	21,918	-2%
-	45	AVANT	Private Room	Geffen	21,866	-
37	46	NELLY	Da Derry Versions-Reinvention	Fo' Reel/Universal	21,398	-16%
30	47	NORAH JONES	Come Away With Me	Blue Note/EMC	21,263	-27%
-	48	CHEETAH GIRLS	Soundtrack	Walt Disney	21,000	-
47	49	DARKNESS	Permission To Land	Atlantic	20,908	-6%
-	50	SHANIA TWAIN	Up!	Mercury/IDJMG	20,850	-

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ON ALBUMS

Kast Away!

The top of this week's chart is the same as it ever was.

That means Arista's OutKast are once again the winners, besting A&M/Interscope's Sheryl Crow. Though, for the second consecutive week, no album tops 100,000 —



Jet

the first time that's happened since 1994.

BMG Entertainment's 2004 Grammy Nominees album is the top newcomer, at No. 5, finishing behind Wind-up's Evanescence (No. 3) and Columbia's Now Vol. 14 (No. 4).

The rest of the top 10 includes J's Ruben Studdard (No. 6), Interscope's No Doubt (No. 7), 143/Reprise's Josh Groban (No. 8), DreamWorks Nash-



OutKast

ville's Toby Keith (No. 9) and J's Alicia Keys (No. 10).

Double-digit sales gains are registered by Evanescence (+10%), Jive's Britney Spears (No. 11, +13%), G-Unit/Interscope's G-Unit (No. 13, +13%), Roadrunner/IDJMG's Nickelback (No. 14, +18%), DTP/Capitol's Chingy (No. 16, +23%), Columbia's Jessica Simpson (No. 17, +21%), Octone/J's Maroon 5 (34-22, +21%), Cash Money/Universal's Juvenile (35-23, +21%), Elektra/EEG's Jet (41-29, +32%) and Motown's Michael McDonald (45-35, +11%).

Also debuting is Island/IDJMG's



Evanescence

Fefe Dobson (No. 40).

Next week: The big news will be Atlantic rapper Twista, who is showing surprising strength in the marketplace and is set to debut at No. 1. Also, Blue Note chanteuse Norah Jones readies her eagerly anticipated sophomore effort, *Feels Like Home*, for Feb. 10, two days after the Grammys.



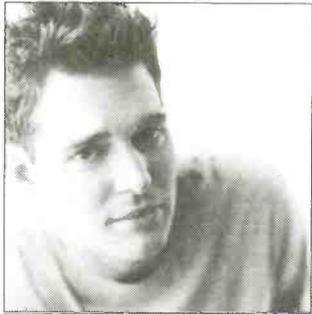
MIKE TRIAS

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The New Old School

It's gonna be a good showdown at AC radio next week as the young stars of today sing classic melodies the old jazzy way in a battle for supremacy at the format.

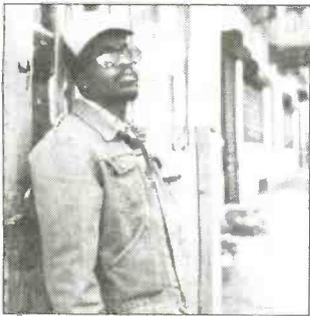
Michael Bublé, who used to be a fisherman, among other things, enters the AC fray with "Sway," the latest single from his self-titled gold debut album. "Sway" is a standard, the most popular version of which was recorded by Dean Martin. As for Bublé himself, the Canadian-born crooner, who was featured as a karaoke singer in the Gwyneth Paltrow film *Duets*, made his mark in the entertainment business last year, even appearing as himself in the soap opera *Days of Our Lives*.



Michael Bublé

Harry Connick Jr. arrives at AC with his version of the standard "For Once in My Life." The song is the lead single from Connick's upcoming album, *Only You*, which is slated for release on Feb. 3. To promote the CD, Connick will be appearing on *Today* and *Late Show With David Letterman* on Feb. 3, *The Oprah Winfrey Show* and *Late Night With Conan O'Brien* on Feb. 5, and *The View* on Feb. 6.

Murphy Lee, a member of the St. Louis-based rap outfit The St. Lunatics, goes for adds at Rhythmic and Urban with "Luv Me Baby," the followup to his single "Wat Da Hook Gon Be." Produced by Jazze Pha, "Luv Me Baby" serves as an expression of Lee's respect for women. Comments Lee about his debut album, *Murphy's Law*, "On almost every song I'm talking about females. That's just me. I don't like cussing a lot, saying 'nigga' a lot. I don't try to be a thug or a gangster. I just talk about the ladies. My music is for the ladies."



Anthony Hamilton

Anthony Hamilton has this to say about his debut CD, *Comin' From Where I'm From*: "My album is honest soul music. The records are straight to the point, raw and organic. It's not neo. When I think of neo, I think of neon, like it's gon' glow in the dark or something. My shit ain't glowin' in the dark; it's

just really good music." Next week Hamilton continues to deliver good music to Urban AC as he presents "Charlene." It took a while for this former backup singer for D'Angelo to establish a foothold in the business, but he finally hit big with critical acclaim. He sang the hook to Nappy Roots' "Po' Folks," a song that was nominated for Best Rap/Sung Collaboration at the 2003 Grammy Awards.

SHEDAISY mark their return as "Passenger Seat," the lead single from their yet-to-be-titled forthcoming album, goes for adds at Country. The trio of sisters teamed up again with producer Dann Huff for the project, which is slated for release on June 8. Kristen Barlow directed the video for "Passenger Seat," and the girls and crew had to deal with high winds with gusts up to 50 mph during the shoot in Fontana, CA. A summer tour for SHEDAISY is currently in the works.



SHEDAISY

Switchfoot go for adds at Hot AC with "Meant to Live," a single that is having a solid showing at Alternative while rising on R&R's CHR/Pop and Active Rock charts. One of the highlights of the band's career to this point was contributing five songs to the soundtrack of Mandy Moore's movie debut, *A Walk to Remember*. Recalls Switchfoot vocalist-guitarist Jon Foreman, "We were at the movie premiere, and David Hasselhoff was sitting behind us bawling his eyes out with his daughter. It was a bit surreal."

Wind-up has had great success at launching baby bands through movie soundtracks, and this year's hopeful is Edgewater with "Eyes Wired Shut," one of two lead singles from the film *The Punisher*. Edgewater comprises Matt Moseman (vocals), Micah Creel (guitar), Justin Middleton (guitar), Ricky Wolking (bass) and Jeremy Rees (drums). Watch for their debut CD, *South of Sideways*, to hit stores soon.

— Mike Trias

R&R Going For Adds

Week Of 2/2/04

CHR/POP

- CLAY AIKEN *The Way (RCA)*
- DARKNESS *I Believe In A Thing Called Love (Must... Destroy/Atlantic)*
- ENRIQUE IGLESIAS f/KELIS *Not In Love (Interscope)*
- FIVE FOR FIGHTING *100 Years (Aware/Columbia)*
- QED *Love Bites (Siren)*
- USHER f/LUDACRIS & LIL JON *Yeah (Arista)*

CHR/RHYTHMIC

- G UNIT f/JOE *Wanna To Get To Know You (Interscope)*
- MURPHY LEE *Luv Me Baby (Fo' Reel/Universal)*

URBAN

- LIL FLIP *Game Over (Sucka Free/Loud/Columbia)*
- MURPHY LEE *Luv Me Baby (Fo' Reel/Universal)*
- TAMIA *Questions (Elektra/EEG)*
- TRINA BROUSSARD *Losing My Mind (Universal)*

URBAN AC

- ANTHONY HAMILTON *Charlene (So So Def/Arista)*
- GOAPELE *Closer (Columbia)*
- TRINA BROUSSARD *Losing My Mind (Universal)*

COUNTRY

- AMY DALLEY *Men Don't Change (Curb)*
- BILLY RAY CYRUS *Face Of God (Word/Curb/WB)*
- CHRIS CAGLE *I'd Be Lying (Capitol)*
- COLT PRATHER *I Won't Go On And On (Epic)*
- JOE DIFFIE *Tougher Than Nails (BBR)*
- JOHN MICHAEL MONTGOMERY *Letters From Home (Warner Bros.)*
- KENNY CHESNEY & UNCLE KRACKER *When The Sun Goes Down (BNA)*
- MAVERICKS *Air That I Breathe (Quarterback/Sanctuary)*
- SCOTTY EMERICK *The Coast Is Clear (DreamWorks)*
- SHEDAISY *Passenger Seat (Lyric Street)*
- ZONA JONES *House Of Negotiable Affections (D)*

AC

- BRUCE SUDANO *Where Would I Be (Purple Heart)*
- HARRY CONNICK JR. *For Once In My Life (Columbia)*
- MICHAEL BUBLÉ *Sway (143/Reprise)*
- TEITUR *You're The Ocean (Cherry/Universal)*
- VINCENT JAMES *One More Night (DiPop)*

HOT AC

- HOWIE DAY *She Says (Epic)*
- SWITCHFOOT *Meant To Live (Red Ink/Columbia)*

SMOOTH JAZZ

- ED STONE *Whenever We're Together (Ed Stone Productions)*
- HUBERT LAWS *Moondance (Savory Jazz)*
- J. THOMPSON *Real Quick Lovin' (AMH)*
- JOE KURASZ *Funky B (REN Music)*
- MARK ISHAM *The Cooler (Koch)*

ROCK

- BLINK-182 *I Miss You (Geffen)*
- EDGEWATER *Eyes Wired Shut (Wind-up)*
- HOOBASTANK *The Reason (Island/IDJMG)*
- KID ROCK *Jackson, Mississippi (Top Dog/Atlantic)*
- MUSHROOMHEAD *Crazy (Universal)*

ACTIVE ROCK

- BLINK-182 *I Miss You (Geffen)*
- EDGEWATER *Eyes Wired Shut (Wind-up)*
- HOOBASTANK *The Reason (Island/IDJMG)*
- JAY-Z *99 Problems (Roc-A-Fella/IDJMG)*
- KID ROCK *Jackson, Mississippi (Top Dog/Atlantic)*
- MUSHROOMHEAD *Crazy (Universal)*

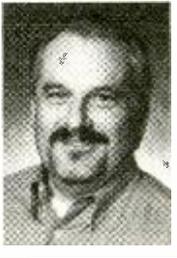
ALTERNATIVE

- EDGEWATER *Eyes Wired Shut (Wind-up)*
- JAY-Z *99 Problems (Roc-A-Fella/IDJMG)*
- KID ROCK *Jackson, Mississippi (Top Dog/Atlantic)*
- KINGS OF LEON *California Waiting (RCA)*

TRIPLE A

- BR5-49 *That's What I Get (Dualtone)*
- EDDI READER *Winter Is Past (Compass)*
- JOHN MAYALL *All Your Love (Eagle)*
- JONNY LANG *Give Me Up Again (A&M/Interscope)*
- MATT NATHANSON *Suspended (Cherry/Universal)*
- MAVERICKS *Air That I Breathe (Sanctuary/SRG)*
- STEVE POLTZ *You Remind Me (98 Pounder)*
- THEA GILMORE *God Knows (Compass)*
- CLUMSY LOVERS *After The Flood (Nettwerk)*
- ELECTROLANE *The Power Out (Too Pure/Beggars)*
- GRANT-LEE PHILLIPS *Virginia Creeper (Zoe/Rounder)*

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



The Two Sides Of Dan Mason

PD and personality by day, pro wrestler by night

A select few people are brave enough to sit behind a mike every day, entertaining the masses with their alleged wit and charm. An even smaller number of people are courageous enough to climb inside the wrestling ring to get their pride thoroughly stripped away by a man named the Purple Hooter. WAKS (96-5 Kiss FM)/Cleveland PD/afternoon guy Dan Mason is part of both elite groups.

Mason is actually a second-generation broadcaster. No doubt you remember his father, also named Dan Mason, who was well known for his years as an Infinity exec. However, the younger Mason is quick to stress that he got only the broadcasting bug from his dad, not the wrestling urges. He fell into the wide world of insane extreme sports for the same reason that most people do—OK, maybe not the same reason, since most do it for money. Mason was just bored.

"I actually got into it by accident," he says. "I think it was because I was a 21-year-old baby programmer, and I lived in Maine, and there's really nothing else to do in Maine. We did a promotion with a local wrestling group where it was me vs. one of the other jocks in a DJ Death Match at the opening of the show.

"We really sucked. We looked like two fat, out-of-shape DJs in the ring. We were talking with the promoter backstage, and he had just signed a deal to start doing a weekly TV show on cable. I ended up doing play-by-

play for the TV show. By the end I was writing storylines."

Midget-Sized Humiliation

While in Maine, Mason faced what probably would be a low point in anyone's life. "I got beaten by two midgets," he confesses. "It was a state fair thing, and it was supposed to be me vs. two midgets. I show up thinking, 'Oh, this'll be easy.' My opponents for the night went by the names of Little Louie and King Sleazy.



Dan Mason

"I really didn't account for one important factor in this whole equation: If you are a carnival midget who makes a living wrestling at state fairs, you're probably a little bitter about your lot in life. I go backstage to shake Little Louie's hand, and he starts swearing at the promoter: 'What the fuck is this? I didn't agree to wrestle some fuckin' DJ!' Little Louie had a fifth of Jack Daniels in his hand, and he had been drinking for well over four hours.

"We get in the ring to do the shtick, and I'm down on my knees to wrestle. Little Louie was supposed to give

me a fake punch to the head. I don't know if he didn't like me or if he was really drunk, but he hauled off and clocked me hard in the side of the head. We go on to do the match, and, of course, I lose, and both the midgets jump on top of me simultaneously to pin me.

"Little Louie had not bathed in at least a week, and the worst thing was having sweaty, dirty carny midget armpit in my face—I was literally heaving in the ring. That might be a low point in my life, but apparently not low enough to get me out of the wrestling thing, because I'm still doing it."

Getting Sucked Back In

Clear Channel rescued Mason from the depths of Maine and installed him as PD at WAKS, freeing him from the boredom of the frozen north. "I ended up moving down here and swore I would never wrestle again," he says. "I figured I had a couple tapes that would be fun to show the grandchildren someday. It was WKDD/Akron PD Keith Kennedy who got me back into it, because he had been working with the United Wrestling Council.

"I was in a Celebrity Battle Royale with Keith and a bunch of other local media types. From there, they brought me back. Right now Keith and I do play-by-play for the TV show they tape. I play the bad guy, so they find ways to work my character into the storyline. I've been in a very heated contest for the presidency of the United Wrestling Council of Canton, OH recently.

"Every Tuesday night I get abused by a man named the Purple Hooter. Getting beat up by the Purple Hooter isn't nearly as bad as getting beat up by Chef Meeker, who is my old nemesis. He weighed—legitimately—about 500 pounds. I took the big Splash of Death from Chef Meeker on many occasions.

"I have input into storylines that pertain to me, but I don't have time to write the whole thing. I just kind of show up and do what they tell me. I ended up being put in a battle royale for the UWC Hardcore Extreme Championship, and I hid under the ring for most of the match.

"At the end I went in and eliminated my nemesis, Chef Meeker, with a terrible, vile sneak attack from behind. As I was celebrating in the ring, it turned out that Purple Hooter was still there. He gave me the big choke-slam and tossed me over the top rope.

"Ma and Pa Mason were very proud to see their oldest son choke-slammied by a man named the Purple Hooter, especially when the crowd

A Tuesday In The Life Of Dan Mason

10am: WAKS (96-5 Kiss FM)/Cleveland PD/afternoon guy Dan Mason is on the phone with Hollywood Records, telling them why he's not adding Hilary Duff this week.

Noon: Mason sits in on a sales meeting about a potential concert at Six Flags this spring.

2-4pm: Mason does his airshift and talks about an upcoming Britney Spears stunt.

6:30pm: Mason leaves the office to make the 40-minute drive to Barberton, OH.

7:10pm: Mason arrives at Shamrock's Pub for the night's big UWC taping.

8:39pm: Mason is in the ring, doing his usual bad-guy interview, swearing to win the UWC presidential election. He is heard saying, "Bo Smirnaw, to quote my good friend Ludacris, 'Move, bitch. Get out the way.'"

8:41pm: Mason has his belt removed by a four-foot-tall handicapped man known as Wild Johnny, who proceeds to beat him like a government mule while the crowd chants, "Whip his ass."

9:40pm: Mason leaves Shamrock's to make the hourlong drive back to his home in Westlake, OH.

11pm: Mason sits at his laptop with an ice pack on his head (or groin), returning station-related e-mails and watching the replay of *Hardball* on MSNBC.

was up on its feet, chanting, 'Mason's a pussy, Mason's a pussy.' It was a proud moment; I'm sure they were glad to see where all that money for college went.

"My current storyline is that we just had the UWC election, and I took on the incumbent for the presidency. I won by 0.5%, so they went to inaugurate me last Saturday. As I got in the ring and was giving my victory speech, they put a video up on the screen of me stuffing the ballot box for myself.

"I never got to be inaugurated, and it's going to be settled in a street fight on March 6 at our Battle of the Champions show. It'll be me vs. Bo Smirnaw, the guy I'm fighting for the presidency. All weapons will be legal—tables, ladders, chairs, baseball bats."

A Tastin' Of The Mason

How does Mason reconcile the two different sides of himself? He keeps the wrestling off the radio but puts on his bad-boy persona for the Akron wrestling crowd. "I get to show up in Akron—which is kind of the bastard stepchild of Cleveland—and just go off on the crowd and call them white trash and insult them and basically make them hate me so they're emotionally invested enough in my character to want to see me get my ass kicked," he says.

"But the real Dan Mason would never talk about having sex with the 70-year-old lady in the front row. The real Dan Mason would never tell the guy in the audience that he had the guy's girlfriend and gave her a 'tastin' of the Mason.' That's solely for character purposes on TV.

"The show runs on the cable systems in Canton and Akron—I can't even pick it up where I live. We've been doing it for six or seven months, and I've seen maybe two episodes ever. Some of the people who pick us up in Akron will prank call me while I'm on the air and say, 'Dan Mason, the Purple Hooter is going kick your ass!' and then hang up. I get those at least once or twice a week.

"One of my sales guys lives out in

Cuyahoga Falls, OH. We were out at lunch the other day, and he says, 'Oh, by the way, I saw that nonsense that you're doing on Tuesday nights on TV last weekend.'

"But I must suffer for my art. Let them call me what they will. This is just something to do on Tuesday nights until I find a girl goodly enough to date me, and then I can go out and do real things on weeknights."

You Can't Fake Gravity

Unfortunately, Mason still has to go in to work on Wednesday mornings, and sometimes he must work through the pain. "People say, 'Oh, wrestling is staged,'" he says. "It's staged in that we know how not to kill ourselves and we know who's going to win when we get out there, but when you get picked up and slammed on that mat, you can't fake gravity—it hurts.

"That ring is a series of steel beams, plywood and maybe about an inch of padding over it to keep you from getting internal injuries. There have been days when I've come into work looking like a heroin addict because I had bruises running up and down my arms. None of the station people have ever come out to one of the shows before, but I think they are planning a big field trip to see me in the street fight."

While Mason sees wrestling as something that distinguishes him from the masses, he is quick to discourage others from following in his footsteps. "My advice: Don't do it," he says. "Go to church. Go to the gym. Find a girlfriend. Date a listener. Do whatever you have to do—don't become me.

"I'd like for GMs in the big markets to know, when they're looking for the next PD for their station, I don't want them to hire me on my programming merits. Actually, I do want them to hire me on my programming merits, but I want them to appreciate the whole package. It's easy to hire a PD who can run Selector, but can you hire a PD who also gets choke-slammied at night and still shows up to work the next morning?"



OW OW OW OW! Here's our hero, WAKS/Cleveland PD/afternoon guy Dan Mason (l), getting choke-slammied by the Purple Hooter. Mason says, "The Purple Hooter gets his special powers from his purple juice, just like Popeye has his spinach. Once he drinks his purple juice, I have to stand there and get beaten like a bitch."

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R&R CHR/POP TOP 50

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January 30, 2004

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ADDS
1	1	OUTKAST Hey Ya! (Arista)	8696	-270	710020	18	125/0
2	2	OUTKAST The Way You Move (Arista)	8344	+493	689194	10	124/1
3	3	NICKELBACK Someday (Roadrunner/IDJMG)	7742	+200	620117	17	125/0
4	4	BABY BASH Suga Suga (Universal)	6952	-459	538155	21	113/0
6	5	NO DOUBT It's My Life (Interscope)	6375	-33	543489	13	124/0
5	6	3 DOORS DOWN Here Without You (Republic/Universal)	6104	-330	477074	24	121/0
10	7	JESSICA SIMPSON With You (Columbia)	5671	+745	497039	10	120/0
8	8	KELIS Milkshake (Star Trak/Arista)	5629	-323	338829	8	115/0
7	9	SIMPLE PLAN Perfect (Lava)	5602	-450	392294	18	121/0
11	10	LINKIN PARK Numb (Warner Bros.)	5030	+559	398121	9	117/3
9	11	LUDACRIS f/SHAWNNA Stand Up (Def Jam South/IDJMG)	4802	-356	338002	14	111/0
12	12	CHRISTINA AGUILERA The Voice Within (RCA)	4093	-283	295835	11	126/0
26	13	BRITNEY SPEARS Toxic (Jive)	4044	+1593	336806	4	123/5
17	14	EVANESCENCE My Immortal (Wind-up)	3857	+863	265243	6	110/6
15	15	EAMON F**k It (I Don't Want You Back) (Jive)	3725	+300	268823	12	104/6
13	16	TRAPT Headstrong (Warner Bros.)	3477	-451	275916	26	112/0
14	17	BEYONCE' f/SEAN PAUL Baby Boy (Columbia)	3221	-358	246820	22	122/0
23	18	FUEL Falls On Me (Epic)	2927	+394	167364	14	113/3
21	19	GOOD CHARLOTTE Hold On (Epic)	2856	+268	186393	8	110/3
24	20	SHERYL CROW The First Cut Is The Deepest (A&M/Interscope)	2822	+342	203407	7	96/2
22	21	BEYONCE' Me, Myself And I (Columbia)	2801	+226	208063	8	99/5
19	22	DIDO White Flag (Arista)	2798	+6	234123	15	86/0
16	23	CHINGY f/SNOOP DOGG & LUDACRIS Holidae In (DTP/Capitol)	2702	-590	146761	12	102/0
27	24	KELLY CLARKSON The Trouble With Love Is (RCA)	2480	+236	177558	8	103/1
30	25	MURPHY LEE f/JERMAINE DUPRI Wat Da Hook Gon Be (Fo' Reel/Universal)	1942	+183	115611	6	62/2
38	26	TWISTA f/KANYE WEST & JAMIE FOXX Slow Jamz (Atlantic)	1920	+560	125599	3	90/19
31	27	JC CHASEZ Some Girls (Dance With Women) (Jive)	1855	+191	112590	5	92/3
34	28	ALICIA KEYS You Don't Know My Name (J)	1841	+271	122694	5	97/3
25	29	PINK God Is A DJ (Arista)	1821	-641	103009	7	95/0
36	30	NICK CANNON Gigolo (Jive)	1700	+277	103240	4	64/20
37	31	MYA Fallen (A&M/Interscope)	1565	+158	89226	4	74/1
28	32	MICHELLE BRANCH Breathe (Maverick/Warner Bros.)	1480	-500	112423	15	92/0
48	33	HILARY DUFF Come Clean (Buena Vista/Hollywood)	1387	+660	122330	2	103/17
43	34	LIMP BIZKIT Behind Blue Eyes (Flip/Interscope)	1387	+308	46203	5	65/7
Debut	35	USHER f/LUDACRIS & LIL' JON Yeah (Arista)	1331	+714	133711	1	82/43
41	36	JASON MRAZ You And I Both (Elektra/EEG)	1238	+112	54874	6	70/1
Debut	37	MAROON 5 This Love (Octone/J)	1218	+678	65369	1	91/13
44	38	KYLIE MINOGUE Slow (Capitol)	1175	+109	68558	3	81/7
29	39	CLAY AIKEN Invisible (RCA)	1168	-811	80835	14	111/0
32	40	JAY-Z Change Clothes (Roc-A-Fella/IDJMG)	1160	-472	55601	7	86/0
39	41	FOUNTAINS OF WAYNE Stacy's Mom (S-Curve/EMC)	1113	-204	57070	20	109/0
42	42	JAGGED EDGE Walked Outta Heaven (Columbia)	1102	+7	70110	4	45/0
50	43	SARAH CONNOR Bounce (Epic)	1094	+408	81625	2	63/15
35	44	MARY J. BLIGE f/EVE Not Today (Geffen)	1034	-476	37216	4	75/0
40	45	KILEY DEAN Who Will I Run To? (Beatclub/Interscope)	1019	-127	41829	7	68/0
46	46	SWITCHFOOT Meant To Live (Red Ink/Columbia)	987	+149	54994	3	70/4
45	47	WIDELIFE w/ SIMONE DENNY All Things (Just Keep Getting Better) (Capitol)	910	+63	40819	4	57/0
47	48	RUBEN STUDDARD Sorry 2004 (J)	833	+54	35407	4	59/1
Debut	49	BLACK EYED PEAS Hey Mama (A&M/Interscope)	793	+209	48855	1	57/9
Debut	50	YING YANG TWINS f/LIL' JON & THE EASTSIDE BOYZ Salt Shaker (TVT)	768	+285	40854	1	33/3

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ARTIST TITLE LABEL(S)	ADDS
USHER f/LUDACRIS & LIL' JON Yeah (Arista)	43
JET Are You Gonna Be My Girl (Elektra/EEG)	38
ROONEY I'm Shakin' (Geffen)	27
KATY ROSE Overdrive (V2)	23
CASSIDY f/R. KELLY Hotel (J)	22
CHINGY One Call Away (DTP/Capitol)	22
NICK CANNON Gigolo (Jive)	20
TWISTA f/KANYE WEST & JAMIE FOXX Slow Jamz (Atlantic)	19
HILARY DUFF Come Clean (Buena Vista/Hollywood)	17
SARAH CONNOR Bounce (Epic)	15

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
BRITNEY SPEARS Toxic (Jive)	+1593
EVANESCENCE My Immortal (Wind-up)	+863
JESSICA SIMPSON With You (Columbia)	+745
USHER f/LUDACRIS & LIL' JON Yeah (Arista)	+714
MAROON 5 This Love (Octone/J)	+678
HILARY DUFF Come Clean (Buena Vista/Hollywood)	+660
TWISTA f/KANYE WEST & JAMIE FOXX Slow Jamz (Atlantic)	+560
LINKIN PARK Numb (Warner Bros.)	+559
OUTKAST The Way You Move (Arista)	+493
LINKIN PARK In The End (Warner Bros.)	+474

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
STAIN'D So Far Away (Flip/Elektra/EEG)	2604
SANTANA f/ALEX BAND Why Don't You & I (Arista)	2434
LIL' JON & THE EASTSIDE BOYZ Get Low (TVT)	2363
MAROON 5 Harder To Breathe (Octone/J)	2121
BLACK EYED PEAS Where Is The Love? (A&M/Interscope)	2096
LIZ PHAIR Why Can't I? (Capitol)	2021
NELLY f/P. DIDDY & MURPHY LEE Shake Ya... (Bad Boy/Universal)	1993
50 CENT In Da Club (Shady/Aftermath/Interscope)	1863
STACIE ORRICO (There's Gotta Be) More To Life (ForeFront/Virgin)	1752
CHRISTINA AGUILERA f/LIL' KIM Can't Hold Us Down (RCA)	1616
JUSTIN TIMBERLAKE Rock Your Body (Jive)	1526
BEYONCE' f/JAY-Z Crazy In Love (Columbia)	1492
MATCHBOX TWENTY Bright Lights (Atlantic)	1435
MATCHBOX TWENTY Unwell (Atlantic)	1372
EVANESCENCE Bring Me To Life (Wind-up)	1317
R. KELLY Ignition (Jive)	1154
SEAN PAUL Get Busy (VP/Atlantic)	1144
FABOLOUS f/TAMIA Into You (Desert Storm/Elektra/EEG)	1011
KELLY CLARKSON Miss Independent (RCA)	1009
CHINGY Right Thurr (DTP/Capitol)	959
JASON MRAZ The Remedy (I Won't Worry) (Elektra/EEG)	945
3 DOORS DOWN When I'm Gone (Republic/Universal)	911
EMINEM Lose Yourself (Shady/Interscope)	685
MICHELLE BRANCH Are You Happy Now? (Maverick/Warner Bros.)	671
NELLY Hot In Herre (Fo' Reel/Universal)	669

128 CHR/Pop reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 1/18-1/24. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 20 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Total Audience equals Average Quarter Hour Persons times number of plays (times 100). Each daypart on each station is assigned an AQH number. Average Quarter Hour Persons used herein with permission from the Arbitron Company (© 2004, The Arbitron Company). © 2004, R&R, Inc.

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January 30, 2004

R&R'S EXCLUSIVE REPORTED OVERVIEW OF NATIONAL AIRPLAY

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	NICKELBACK Someday (Roadrunner/IDJMG)	2841	-54	65724	18	49/0
2	2	NO DOUBT It's My Life (Interscope)	2627	-102	62680	13	47/0
3	3	OUTKAST Hey Ya! (Arista)	2549	-121	61395	15	48/0
6	4	OUTKAST The Way You Move (Arista)	2522	+180	61060	9	47/1
4	5	SIMPLE PLAN Perfect (Lava)	2391	-108	53854	16	48/0
10	6	JESSICA SIMPSON With You (Columbia)	2177	+303	53926	9	49/2
7	7	3 DOORS DOWN Here Without You (Republic/Universal)	2144	-57	46889	25	47/0
5	8	BABY BASH Suga Suga (Universal)	2022	-329	48304	19	42/0
11	9	LINKIN PARK Numb (Warner Bros.)	2012	+344	44101	10	48/1
9	10	KELIS Milkshake (Star Trak/Arista)	1924	+39	45208	7	43/1
8	11	CHRISTINA AGUILERA The Voice Within (RCA)	1861	-48	39933	11	47/0
17	12	EVANESCENCE My Immortal (Wind-up)	1397	+222	30354	8	49/10
15	13	DIDO White Flag (Arista)	1363	+24	30630	17	42/1
14	14	LUDACRIS f/SHAWNNA Stand Up (Def Jam South/IDJMG)	1362	-35	30727	12	42/0
13	15	TRAPT Headstrong (Warner Bros.)	1237	-238	26413	29	37/0
12	16	BEYONCE' f/SEAN PAUL Baby Boy (Columbia)	1213	-270	27220	21	38/0
25	17	BRITNEY SPEARS Toxic (Jive)	1209	+385	28728	3	47/5
22	18	GOOD CHARLOTTE Hold On (Epic)	1186	+226	28413	6	39/2
21	19	EAMON F**k It (I Don't Want You Back) (Jive)	1140	+102	25352	8	32/1
19	20	SHERYL CROW The First Cut Is The Deepest (A&M/Interscope)	1135	+79	25221	14	41/2
18	21	PINK God Is A DJ (Arista)	921	-197	20727	7	33/0
24	22	FUEL Falls On Me (Epic)	917	+83	22298	9	37/5
27	23	BEYONCE' Me, Myself And I (Columbia)	896	+126	20012	7	36/2
28	24	ALICIA KEYS You Don't Know My Name (J)	801	+59	19651	5	39/1
30	25	KELLY CLARKSON The Trouble With Love Is (RCA)	740	+57	15502	8	32/2
26	26	CHINGY f/SNOOP DOGG & LUDACRIS Holiday In (DTP/Capitol)	689	-128	18541	12	28/0
34	27	LIMP BIZKIT Behind Blue Eyes (Flip/Interscope)	623	+112	14498	9	29/3
32	28	MYA Fallen (A&M/Interscope)	575	+43	11849	4	32/0
29	29	MICHELLE BRANCH Breathe (Maverick/Warner Bros.)	548	-183	12521	16	18/0
23	30	CLAY AIKEN Invisible (RCA)	481	-434	13202	12	16/0
33	31	KILEY DEAN Who Will I Run To? (Beatclub/Interscope)	465	-62	10870	15	29/0
44	32	TWISTA f/KANYE WEST & JAMIE FOXX Slow Jamz (Atlantic)	458	+168	10003	3	31/7
37	33	MURPHY LEE f/JERMAINE DUPRI Wat Da Hook Gon Be (Fo' Reel/Universal)	458	+72	10315	4	24/1
48	34	MAROON 5 This Love (Octone/J)	437	+217	9819	2	29/5
41	35	BLACK EYED PEAS Hey Mama (A&M/Interscope)	437	+122	9396	2	30/3
Debut	36	HILARY DUFF Come Clean (Buena Vista/Hollywood)	389	+209	9888	1	33/9
39	37	JASON MRAZ You And I Both (Elektra/EEG)	380	+16	8821	7	20/0
42	38	KYLIE MINOGUE Slow (Capitol)	378	+70	10669	3	20/2
35	39	MARY J. BLIGE f/EVE Not Today (Geffen)	378	-87	8748	5	22/1
38	40	JC CHASEZ Some Girls (Dance With Women) (Jive)	376	+6	9781	4	21/2
43	41	KIMBERLEY LOCKE 8th World Wonder (Curb)	354	+49	7561	2	25/3
Debut	42	USHER f/LUDACRIS & LIL' JON Yeah (Arista)	296	+120	8167	1	25/18
40	43	FOUNTAINS OF WAYNE Stacy's Mom (S-Curve/EMC)	291	-63	7690	19	16/0
36	44	JAY-Z Change Clothes (Roc-A-Fella/IDJMG)	290	-137	6100	9	19/0
Debut	45	NICK CANNON Gigolo (Jive)	288	+105	7849	1	20/5
47	46	SARAH MCLACHLAN Fallen (Arista)	238	+13	5341	4	14/2
50	47	KID ROCK Cold And Empty (Top Dog/Atlantic)	236	+29	4609	2	20/2
Debut	48	SWITCHFOOT Meant To Live (Red Ink/Columbia)	232	+78	5353	1	20/3
45	49	JAGGED EDGE Walked Outta Heaven (Columbia)	232	-12	5736	4	11/1
49	50	WIDLIFE W/ SIMONE DENNY All Things (Just Keep Getting Better) (Capitol)/205		-4	5264	3	13/0

50 CHR/Pop reporters. Songs ranked by total plays for the airplay week of Sunday 1/18 - Saturday 1/24.
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Most Added®

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ARTIST TITLE LABEL(S)	ADDS
USHER f/LUDACRIS & LIL' JON Yeah (Arista)	18
SARAH CONNOR Bounce (Epic)	11
EVANESCENCE My Immortal (Wind-up)	10
HILARY DUFF Come Clean (Buena Vista/Hollywood)	9
JET Are You Gonna Be My Girl (Elektra/EEG)	8
TWISTA f/KANYE WEST & JAMIE FOXX Slow Jamz (Atlantic)	7
FEFE DOBSON Everything (Island/IDJMG)	7
SEAL Love's Divine (Warner Bros.)	7
CASSIDY f/R. KELLY Hotel (J)	6
BRITNEY SPEARS Toxic (Jive)	5
FUEL Falls On Me (Epic)	5
MAROON 5 This Love (Octone/J)	5
NICK CANNON Gigolo (Jive)	5
3 DOORS DOWN Away From The Sun (Republic/Universal)	5
KELLY OSBOURNE f/OZZY OSBOURNE Changes (Sanctuary/SRG)	4
THREE DAYS GRACE (I Hate) Everything About You (Jive)	4
ROONEY I'm Shakin' (Geffen)	4

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
BRITNEY SPEARS Toxic (Jive)	+385
LINKIN PARK Numb (Warner Bros.)	+344
JESSICA SIMPSON With You (Columbia)	+303
GOOD CHARLOTTE Hold On (Epic)	+226
EVANESCENCE My Immortal (Wind-up)	+222
MAROON 5 This Love (Octone/J)	+217
HILARY DUFF Come Clean (Buena Vista/Hollywood)	+209
OUTKAST The Way You Move (Arista)	+180
TWISTA f/KANYE WEST & JAMIE FOXX Slow Jamz (Atlantic)	+168
SARAH CONNOR Bounce (Epic)	+141
BEYONCE' Me, Myself And I (Columbia)	+126
BLACK EYED PEAS Hey Mama (A&M/Interscope)	+122
USHER f/LUDACRIS & LIL' JON Yeah (Arista)	+120
LIMP BIZKIT Behind Blue Eyes (Flip/Interscope)	+112
NICK CANNON Gigolo (Jive)	+105
EAMON F**k It (I Don't Want You Back) (Jive)	+102
FEFE DOBSON Everything (Island/IDJMG)	+100
OFFSPRING Hit That (Columbia)	+95
KELLY OSBOURNE f/OZZY OSBOURNE Changes (Sanctuary/SRG)	+85
FUEL Falls On Me (Epic)	+83
SHERYL CROW The First Cut Is The Deepest (A&M/Interscope)	+79
SWITCHFOOT Meant To Live (Red Ink/Columbia)	+78
M. LEE f/J. DUPRI Wat Da Hook Gon Be (Fo' Reel/Universal)	+72
KYLIE MINOGUE Slow (Capitol)	+70
THREE DAYS GRACE (I Hate) Everything About You (Jive)	+60
LASGO Alone (Robbins)	+60
ALICIA KEYS You Don't Know My Name (J)	+59
KELLY CLARKSON The Trouble With Love Is (RCA)	+57
FIVE FOR FIGHTING 100 Years (Aware/Columbia)	+57
KIMBERLEY LOCKE 8th World Wonder (Curb)	+49

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**America's Best Testing CHR/Pop Songs 12 +
For The Week Ending 1/30/04**

Artist Title (Label)	TW	LW	Familiarity	Burn	Women 12-17	Women 18-24	Women 25-34
LINKIN PARK Numb (Warner Bros.)	4.11	4.03	87%	14%	4.39	4.12	3.93
KELLY CLARKSON The Trouble With Love Is (RCA)	4.11	—	83%	12%	4.21	4.19	4.09
EVANESCENCE My Immortal (Wind-up)	4.09	4.05	76%	12%	4.24	4.16	4.04
JESSICA SIMPSON With You (Columbia)	4.06	4.04	93%	17%	4.16	4.20	4.06
3 DOORS DOWN Here Without You (Republic/Universal)	4.05	4.11	97%	42%	4.08	4.01	4.03
NICKELBACK Someday (Roadrunner/IDJMG)	4.02	4.04	92%	26%	4.14	3.90	4.01
FUEL Falls On Me (Epic)	4.02	3.85	65%	10%	4.10	3.89	4.13
CHRISTINA AGUILERA The Voice Within (RCA)	4.01	4.01	95%	23%	4.05	4.03	4.15
MICHELLE BRANCH Breathe (Maverick/Warner Bros.)	3.94	3.91	94%	26%	4.01	3.85	3.88
GOOD CHARLOTTE Hold On (Epic)	3.94	3.94	81%	18%	4.25	3.96	3.71
SANTANA f/ALEX BAND Why Don't You & I (Arista)	3.92	3.91	92%	40%	3.85	3.85	3.95
SIMPLE PLAN Perfect (Lava)	3.90	3.93	95%	36%	4.24	3.83	3.66
OUTKAST The Way You Move (Arista)	3.89	3.66	95%	28%	3.71	4.01	4.06
MATCHBOX TWENTY Bright Lights (Atlantic)	3.88	3.88	86%	25%	3.73	3.94	3.85
OUTKAST Hey Ya! (Arista)	3.87	3.82	99%	51%	3.73	3.94	3.91
TRAPT Headstrong (Warner Bros.)	3.87	3.92	94%	39%	3.95	3.82	3.89
CLAY AIKEN Invisible (RCA)	3.86	3.85	96%	31%	3.82	3.78	4.12
STAIN'D So Far Away (Flip/Elektra/EEG)	3.86	3.71	81%	22%	3.90	3.71	3.97
NO DOUBT It's My Life (Interscope)	3.83	3.79	99%	36%	3.53	3.82	3.84
DIDO White Flag (Arista)	3.81	3.80	87%	24%	3.68	3.85	3.84
SHERYL CROW The First Cut Is The Deepest (A&M/Interscope)	3.78	—	85%	19%	3.84	3.82	3.73
PINK God Is A DJ (Arista)	3.60	3.35	80%	21%	3.90	3.39	3.42
BABY BASH Suga Suga (Universal)	3.52	3.52	96%	51%	3.56	3.65	3.68
LUDACRIS f/SHAWNNA Stand Up (Def Jam South/IDJMG)	3.43	3.32	92%	46%	3.52	3.56	3.42
BEYONCE' f/SEAN PAUL Baby Boy (Columbia)	3.41	3.38	98%	64%	3.48	3.38	3.42
LIL' JON & THE EASTSIDE BOYZ Get Low (TVT)	3.41	3.35	89%	45%	3.65	3.44	3.44
EAMON F**k It (I Don't Want You Back) (Jive)	3.38	3.17	73%	26%	3.60	3.57	3.22
KELIS Milkshake (Star Trak/Arista)	3.31	3.12	96%	48%	3.45	3.37	3.42
BEYONCE' Me, Myself And I (Columbia)	3.28	3.08	75%	24%	3.30	3.07	3.54

Total sample size is 412 respondents. Total average favorability estimates are based on a scale of 1-5. (1=dislike very much, 5 = like very much). Total familiarity represents the percentage of respondents who recognized the song. Total burn represents the number of respondents who said they are tired of hearing the song. Songs must have 40% familiarity to appear on survey. Sample composition is based on persons 12+. Persons are screened via the Internet. Once passed, they can take the music test based on the format/music preference. RateTheMusic.com results are not meant to replace callout research. The results are intended to show opinions of participants on the the Internet only. RateTheMusic is a registered trademark of RateTheMusic.com. The RTM system, is available for local radio stations by calling 818-377-5300. RateTheMusic.com data is provided by Mediabase Research, a division of Premiere Radio Networks.

New & Active

SARAH MCLACHLAN *Fallen (Arista)*
Total Plays: 744, Total Stations: 40, Adds: 3

KIMBERLEY LOCKE *8th World Wonder (Curb)*
Total Plays: 725, Total Stations: 61, Adds: 14

KID ROCK *Cold And Empty (Top Dog/Atlantic)*
Total Plays: 544, Total Stations: 39, Adds: 4

KANYE WEST *Through The Wire (Roc-A-Fella/IDJMG)*
Total Plays: 422, Total Stations: 23, Adds: 7

FEFE DOBSON *Everything (Island/IDJMG)*
Total Plays: 395, Total Stations: 67, Adds: 14

CASSIDY f/R. KELLY *Hotel (J)*
Total Plays: 366, Total Stations: 32, Adds: 22

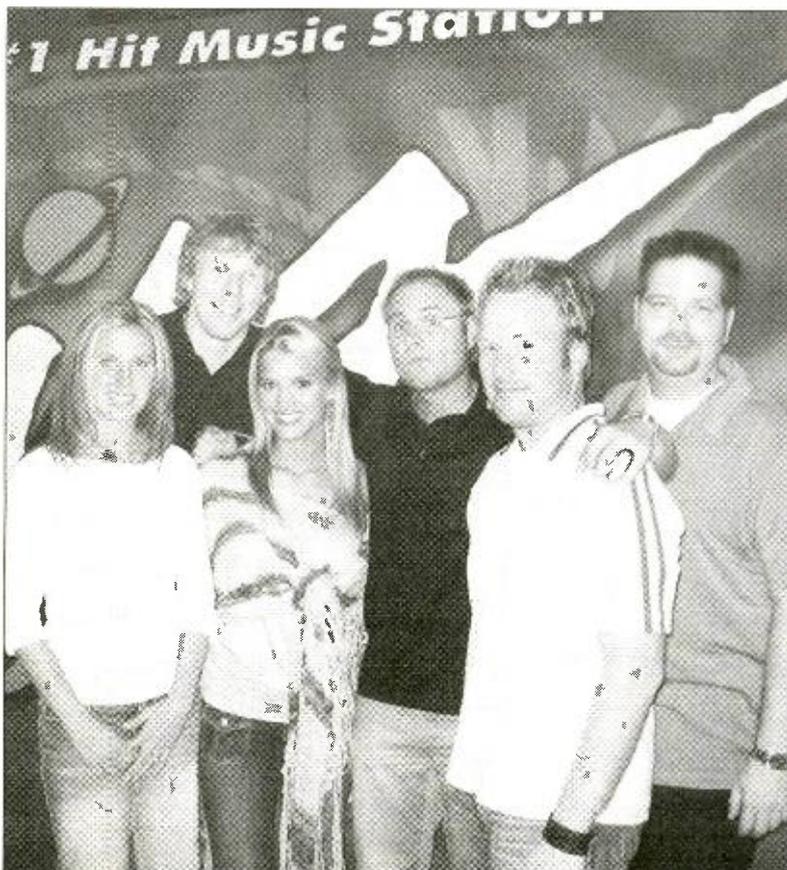
THREE DAYS GRACE *(I Hate) Everything About You (Jive)*
Total Plays: 263, Total Stations: 37, Adds: 9

CHINGY *One Call Away (DTP/Capitol)*
Total Plays: 171, Total Stations: 29, Adds: 22

JET *Are You Gonna Be My Girl (Elektra/EEG)*
Total Plays: 158, Total Stations: 43, Adds: 38

OFFSPRING *Hit That (Columbia)*
Total Plays: 151, Total Stations: 20, Adds: 4

Songs ranked by total plays



NEVER ENOUGH JESSICA! Jessica Simpson is quickly rising to the heights of popularity, and we can't get enough of her! She recently crashed the Ace & TJ morning show at WNKs/Charlotte. Seen here are (l-r) morning show members Angie and Ace; Simpson; and morning show members TJ, Ryan and Yankee Pete.



NELLY IN CONTROL It's the other Nelly — Nelly Furtado — who recently took over Sirius' US-1 channel and guest hosted. Furtado talked about her eclectic tastes in music, her latest album and her new baby, Nevis.



7-11? Those numbers could mean the hours of morning shift like the one WWWW (Q100)/Atlanta morning guy Bert Weiss (r) holds, or they could be a reference to Chris Tucker's (l) film Rush Hour 2, where someone called him that because his mouth never closed.

Please Send Your Photos

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

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

R&R, c/o Keith Berman: kberman@radioandrecords.com

Stations and their ads listed alphabetically by market

WFLY/Albany, NY
MD: John Fox
2 TWISTA KWANYE WEST & JAMIE FOX
1 CASSIDY VR KELLY
THREE DAYS GRACE
CHINGY

WXXX/Burlington*
MD: John Fox
APD: Pete Belair
1 USHER VLUDACRIS & LIL' JON
THREE DAYS GRACE
ROONEY
KATY ROSE
JET
KELLY OSBOURNE VOZZY OSBOURNE
SHARAH CONNOR
CHINGY

WGTZ/Dayton, OH*
MD: J.D. Nunes
PD/APD/MD: Scott Sharp
16 USHER VLUDACRIS & LIL' JON
KIMBERLEY LOCKE
OFFSPRING
SARAH CONNOR

WNHT/Fl. Wayne, IN*
DM: Dave Eubanks
MD: Aron Seller
2 NICK CANNON
2 BEYONCÉ
1 CASSIDY VR KELLY
ROONEY

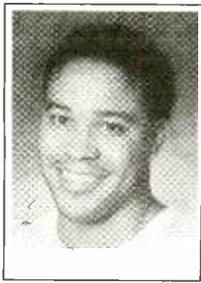
WWSB/Monmouth, NJ*
MD: Greg "Race" Thomas
APD/MD: Kid Knight
1 JET
2 SEAL
HOBBASTANK

WJBO/Portland, ME
DM/PO: Tim Moore
MD: Mike Adams
19 KATY ROSE
9 KID ROCK
8 BLACK EYED PEAS
ROONEY
JET
JC CHASEZ
SARAH CONNOR
FEFE DOBSON
USHER VLUDACRIS & LIL' JON

KXXM/San Antonio, TX*
DM: Alan First
PD/MD: Jay Shannon
27 HOBBASTANK
16 LASGO
1 KIMBERLEY LOCKE

KRQQ/Tucson, AZ*
DM/PO: Tim Richards
APD/MD: Ken Carr
27 HOBBASTANK
16 LASGO
1 KIMBERLEY LOCKE

KHST/San Diego, CA*
DM: Diane Lind
MD: Hittan Haze
1 KATY ROSE
1 RYAN DUARTE
OFFSPRING
SARAH CONNOR
JO JO BROWNS
ROONEY



DONTAY THOMPSON
dthompson@radioandrecords.com

Just Hit 'Send/Receive'

The annual CHR/Rhythmic radio e-mail directory

In a time when people are busier and have less time than ever — especially in the music industry — no method of communication is more effective than sending an e-mail. Even this piece you're reading was sent via e-mail to our R&R offices in Los Angeles. It amazes me sometimes how much communication can be handled via e-mail without ever talking to someone — although that has its advantages and disadvantages.

Every year I provide an e-mail listing of CHR/Rhythmic PDs. Record companies find the list helps them stay in touch with radio stations, and programmers can use it to share programming ideas with other PDs. And remember, even if it's for business purposes, sending an e-mail to someone could be the start of a new relationship. So, without further ado, below are the latest e-mail addresses for programmers in the CHR/Rhythmic format.

KKSS/Albuquerque
 PD/MD: Pete Manriquez
pmanriquez@univisionradio.com
 Asst. PD: Dana Cortez
dcortez@univisionradio.com

KYLZ/Albuquerque
 PD: Mark Feather
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 MD: D.J. Lopez
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khilton@newnw.com
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pborris@newnw.com

WBTS/Atlanta
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 Asst. PD/MD: Maverick
maverick@955thebeat.com

WZBZ/Atlantic City, NJ
 PD/MD: Rob Garcia
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KDHT/Austin
 PD: Jay Michaels
jay@hot933.com
 MD: Bradley Grein
bradley@hot933.com

KQBT/Austin
 PD/MD: Preston Lowe
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KISV/Bakersfield
 OM/MD: Bob Lewis
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KKXX/Bakersfield
 MD: Lauren Michaels
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WJNH/Baton Rouge
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 MD: Wild Bill
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WBHJ/Birmingham
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mickey.johnson@cox.com
 Asst. PD/MD: Mary Kay
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 Asst. PD: Dennis O'Heron
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 MD: Chris Tyler
tyler@jamn945.com

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 Asst. PD: Matt Steele
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WWBZ/Charleston, SC
 PD: Cliff Fletcher
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 MD: Kelly Mac
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WRVZ/Charleston, WV
 PD/MD: John Anthony
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KPRR/EI Paso
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 MD: Gina Lee Fuentez
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 MD: Clay Church
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KBOS/Fresno
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KSEQ/Fresno
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WGBT/Greensboro
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 MD: Lucas
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 MD: Carmen Contreras
ccontreras@radio-one.com

KPTY/Houston
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marias@univisionradio.com

WHHH/Indianapolis
 OM/MD: Brian Wallace
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 MD: Don "DJ Wreck One" Williams
dwilliams@radio-one.com

WXIS/Johnson City, TN
 PD/MD: Todd Ambrose
jt923@earthlink.net

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 MD: Vinny V.
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jb@infinitylv.com

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 MD: Eddie Gomez
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KPWR/Los Angeles
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 MD: Chino
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 MD: Alexa
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 MD: C.J. McIntyre
jasondevlin@clearchannel.com

January 30, 2004

Powered By



LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
	1	TWISTA f/KANYE WEST & JAMIE FOXX Slow Jamz (Atlantic)	5808	+344	657008	8	82/0
6	2	USHER f/LUDACRIS & LIL' JON Yeah (Arista)	4797	+990	581684	4	81/0
4	3	YING YANG TWINS f/LIL' JON & THE EASTSIDE BOYZ Salt Shaker (TVT)	4358	+334	466854	10	74/1
2	4	KELIS Milkshake (Star Trak/Arista)	4274	-664	386385	16	78/0
3	5	OUTKAST Hey Ya! (Arista)	4064	-465	394615	15	56/0
7	6	ALICIA KEYS You Don't Know My Name (J)	3624	+56	446539	9	78/1
8	7	NICK CANNON Gigolo (Jive)	3480	-62	329912	12	73/0
10	8	WESTSIDE CONNECTION Gangsta Nations (Capitol)	3352	+134	373891	13	72/2
5	9	OUTKAST The Way You Move (Arista)	3349	-421	435234	20	71/0
12	10	CASSIDY f/R. KELLY Hotel (J)	3238	+409	402670	13	74/3
17	11	J-KWON Topsy (So So Def/Arista)	3218	+901	306020	4	78/5
9	12	JAGGED EDGE Walked Outta Heaven (Columbia)	3078	-326	292628	18	70/0
14	13	KANYE WEST Through The Wire (Roc-A-Fella/IDJMG)	2842	+215	296241	8	70/1
16	14	BEYONCE Me, Myself And I (Columbia)	2734	+358	283470	11	64/2
23	15	CHINGY One Call Away (DTP/Capitol)	2509	+700	235728	4	74/4
11	16	LUDACRIS f/SHAWNNA Stand Up (Def Jam South/IDJMG)	2483	-521	299817	22	76/0
22	17	LUDACRIS Splash Waterfalls (Def Jam South/IDJMG)	2399	+428	224749	5	75/2
13	18	YOUNGBLOODZ f/LIL' JON Damn! (Arista)	2272	-485	312058	27	74/0
18	19	LIL' JON & THE EASTSIDE BOYZ Get Low (TVT)	2013	-160	256541	37	75/0
19	20	BABY BASH Suga Suga (Universal)	1986	-172	260909	32	55/0
26	21	JAY-Z Dirt Off Your Shoulder (Roc-A-Fella/IDJMG)	1918	+441	217361	4	72/7
24	22	EAMON F**k It (I Don't Want You Back) (Jive)	1916	+327	178046	9	52/15
20	23	2PAC f/NOTORIOUS B.I.G. Runnin' (Dying To Live) (Amaru/Interscope)	1724	-424	289036	15	59/0
29	24	PETEY PABLO Freek-A-Leek (Jive)	1568	+224	154478	4	57/8
25	25	MARY J. BLIGE f/EVE Not Today (Geffen)	1307	-193	84684	7	62/0
27	26	B2K f/FABOLOUS Bada Boom (Epic)	1226	-268	110570	6	49/0
30	27	BABY BASH Shorty Doowop (Universal)	1158	-36	114133	11	35/1
28	28	G UNIT Stunt 101 (Interscope)	1118	-324	154257	13	66/0
37	29	RUBEN STUDDARD Sorry 2004 (J)	1093	+166	116884	4	53/9
31	30	TOO SHORT f/LIL' JON Shake That Monkey (Short/Jive)	1049	-89	134995	14	23/1
41	31	G UNIT f/JOE Wanna Get To Know You (Interscope)	1042	+312	139775	3	49/12
32	32	AVANT Read Your Mind (Geffen)	1026	-32	145485	11	38/3
39	33	RYAN DUARTE You (Universal)	1015	+92	150379	9	35/2
35	34	T.I. Rubber Band Man (Grand Hustle/Arista)	997	+51	76965	5	52/7
47	35	MISSY ELLIOTT I'm Really Hot (Gold Mind/Elektra/EEG)	954	+413	81928	2	66/4
40	36	JUVENILE In My Life (Cash Money/Universal)	875	+32	81338	5	36/5
43	37	YOUNG GUNZ No Better Love (Def Jam/IDJMG)	854	+215	122034	2	41/6
33	38	BOW WOW f/JAGGED EDGE My Baby (Columbia)	843	-241	114130	12	38/0
42	39	MASTER P Them Jeans (New No Limit/Koch)	835	+146	82401	2	35/4
36	40	R. KELLY Step In The Name Of Love (Jive)	809	-115	109842	17	53/0
Debut	41	2PAC f/EMINEM One Day At A Time (Amaru/Interscope)	778	+387	104947	1	53/4
34	42	MARQUES HOUSTON Pop That Booty (T.U.G./EEG)	776	-243	52761	8	51/0
38	43	JAY-Z Change Clothes (Roc-A-Fella/IDJMG)	685	-190	56110	11	56/0
Debut	44	MARIO WINANS f/P. DIDDY I Don't Wanna Know (Universal)	603	+220	109174	1	16/6
44	45	TRILLVILLE Neva Eva (BME/Warner Bros.)	596	+15	56589	7	20/3
46	46	BIG TYMERS f/R. KELLY Gangsta Girl (Cash Money/Universal)	532	-68	59674	5	28/0
49	47	SEAN PAUL I'm Still In Love With You (VP/Arista)	528	+23	156017	8	21/5
50	48	BUBBA SPARXXX Back In The Mudd (Beatclub/Interscope)	484	+5	11518	3	30/0
Debut	49	SLEEPY BROWN f/OUTKAST I Can't Wait (Interscope)	418	+222	50034	1	51/34
48	50	MYA Fallen (A&M/Interscope)	394	-139	23291	12	44/0

Most Added[®]

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
SLEEPY BROWN f/OUTKAST I Can't Wait (Interscope)	34
TECH N9NE Here Comes Tecca Nina (M S C Music)	24
TIFFANY VILLARREAL You, Yourself & You (Universal)	16
EAMON F**k It (I Don't Want You Back) (Jive)	15
G UNIT f/JOE Wanna Get To Know You (Interscope)	12
RUBEN STUDDARD Sorry 2004 (J)	9
KNOX-TURN'AL f/S. DOGG The Way... (L.A. Confidential/Elektra/EEG)	9
PETEY PABLO Freek-A-Leek (Jive)	8
JAY-Z Dirt Off Your Shoulder (Roc-A-Fella/IDJMG)	7
T.I. Rubber Band Man (Grand Hustle/Arista)	7

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
USHER f/LUDACRIS & LIL' JON Yeah (Arista)	+990
J-KWON Topsy (So So Def/Arista)	+901
CHINGY One Call Away (DTP/Capitol)	+700
JAY-Z Dirt Off Your Shoulder (Roc-A-Fella/IDJMG)	+441
LUDACRIS Splash Waterfalls (Def Jam South/IDJMG)	+428
MISSY ELLIOTT I'm Really Hot (Gold Mind/Elektra/EEG)	+413
CASSIDY f/R. KELLY Hotel (J)	+409
2PAC f/EMINEM One Day At A Time (Amaru/Interscope)	+387
BEYONCE Me, Myself And I (Columbia)	+358
TWISTA f/KANYE WEST & JAMIE FOXX Slow Jamz (Atlantic)	+344

New & Active

- GEMINI** Crazy For You (Universal)
Total Plays: 372, Total Stations: 23, Adds: 1
- BEENIE MAN** f/MS. THING Dude (Virgin)
Total Plays: 349, Total Stations: 30, Adds: 6
- BLACK EYED PEAS** Hey Mama (A&M/Interscope)
Total Plays: 342, Total Stations: 24, Adds: 3
- BRITNEY SPEARS** Toxic (Jive)
Total Plays: 339, Total Stations: 12, Adds: 4
- LIL SCRAPPY** Head Bussa (BME/Reprise)
Total Plays: 288, Total Stations: 18, Adds: 1
- KNOX-TURN'AL** f/S. DOGG The Way... (L.A. Confidential/Elektra/EEG)
Total Plays: 287, Total Stations: 27, Adds: 9
- MEMPHIS BLEEK** f/T.I. AND TRICK DADDY Round Here (Roc-A-Fella/IDJMG)
Total Plays: 249, Total Stations: 8, Adds: 0
- VIOLATOR** f/MYSTIKAL & BUSTA RHYMES Keep Doin' It (Jive)
Total Plays: 226, Total Stations: 22, Adds: 2
- FEDERATION** Hyphy (Virgin)
Total Plays: 171, Total Stations: 15, Adds: 1
- DAVID BANNER** Crank It Up (SRC/Universal)
Total Plays: 123, Total Stations: 14, Adds: 3

Songs ranked by total plays

Detailed station playlists for all R&R reporters are available on the web at www.radioandrecords.com.

84 CHR/Rhythmic reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 1/18-1/24. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 20 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Total Audience equals Average Quarter Hour Persons times number of plays (times 100). Each daypart on each station is assigned an AQH number. Average Quarter Hour Persons used herein with permission from the Arbitron Company (© 2004, The Arbitron Company). © 2004, R&R, Inc.

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RANK ARTIST TITLE LABEL

- 1 USHER f/LUDACRIS Yeah (Arista)
- 2 YING YANG TWINS Salt Shaker (TVT)
- 3 CASSIDY f/R. KELLY Hotel (J)
- 4 J-KWON Topsy (So So Def/Arista)
- 5 TWISTA f/K. WEST & J. FOXX Slow Jamz (Atlantic)
- 6 JAY-Z Dirt Off Your Shoulder (Roc-A-Fella/IDJMG)
- 7 WESTSIDE CONNECTION Gangsta Nation (Capitol)
- 8 LUDACRIS Stand Up (Def Jam South/IDJMG)
- 9 KELIS Milkshake (Star Trak/Arista)
- 10 LIL' JON & EASTSIDE BOYZ Get Low (TVT)
- 11 NICK CANNON Gigolo (Jive)
- 12 KANYE WEST Through The Wire (Roc-A-Fella/IDJMG)
- 13 YOUNGBLOODZ f/LIL' JON Damn! (Arista)
- 14 ALICIA KEYS You Don't Know My Name (J)
- 15 PETEY PABLO Freek-A-Leek (Jive)
- 16 BEYONCE' Me, Myself And I (Columbia)
- 17 LUDACRIS Splash Waterfalls (Def Jam South/IDJMG)
- 18 G UNIT Wanna Get To Know You (Interscope)
- 19 CHINGY One Call Away (DTP/Capitol)
- 20 OUTKAST The Way You Move (Arista)
- 21 T.I. Rubber Band Man (Grand Hustle/Atlantic)
- 22 2PAC f/NOTORIOUS B.I.G. Runnin' (Dying To Live) (Death Row/Interscope)
- 23 OUTKAST Hey Ya (Arista)
- 24 TOO SHORT f/LIL' JON Shake That Monkey (Short/Jive)
- 25 JUVENILE In My Life (Cash Money/Universal)
- 26 MISSY ELLIOTT I'm Really Hot (Gold Mind/Elektra/EEG)
- 27 YOUNG GUNZ No Better Love (Def Jam/IDJMG)
- 28 G-UNIT Stunt 101 (Interscope)
- 29 MASTER P Them Jeans (New No Limit/Koch)
- 30 MARIO WINANS f/P. DIDDY I Don't Wanna Know (Universal)

Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 1/18-1/24 ©2004, R&R, Inc.



PHAT MIX SIX

- JOE f/G UNIT Ride Wit U (Jive)
 SLEEPY BROWN FEATURING OUTKAST I Can't Wait (Interscope)
 T.I. Rubber Band Man (Grand Hustle/Atlantic)
 PETEY PABLO Freek-A-Leek (Jive)
 MARIO WINANS f/P. DIDDY I Don't Wanna Know (Bad Boy/Universal)
 MEMPHIS BLEEK f/TRICK DADDY & T.I. Round Here (Roc-A-Fella/IDJMG)

Just Hit 'Send/Receive'

Continued from Page 31

WWKX/Providence

PD: Tony Bristol
 tony.bristol@citcomm.com
 MD: Marie Cristal
 agoddess23@aol.com

KWNZ/Reno, NV

PD: Bill Schulz
 brobs@aol.com

KWYL/Reno, NV

PD/MD: Doughboy
 marvin.nugent@citcomm.com

KGGI/Riverside

PD: Jesse Duran
 jesseduran@clearchannel.com
 MD: ODM
 odm@clearchannel.com

KBMB/Sacramento

PD/MD: Jayare Johnson
 jayare@1035thebomb.com

KSFM/Sacramento

PD: Byron Kennedy
 bkennedy@ksfm.com
 MD: Tony Tecate
 ttecate@ksfm.com

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 wookiekreiner@cs.com
 MD: Deelite
 deelite@cs.com

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PD: Brian Michel
 bmicel@millcreekbroadcasting.com
 MD: Kevin Cruise
 kcruise@millcreekbroadcasting.com

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 jdgonzalez@univisionradio.com
 MD: Romeo
 romeo@univisionradio.com

XHTZ/San Diego

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 dianalaird@clearchannel.com
 Asst. PD/MD: Pablo Sato
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PD: Michael Martin
 michaelmartin@clearchannel.com
 Asst. PD/MD: Jazzy Jim Archer
 jazzymix@aol.com

KYLD/San Francisco

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 Asst. PD/MD: Jazzy Jim Archer
 jazzymix@aol.com

KWWV/San Luis Obispo, CA

PD/MD: Eric Sean
 ericsean@americangeneralmedia.com

KSXY/Santa Rosa, CA

PD/MD: Crash Kelley
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KUBE/Seattle

PD: Eric Powers
 ericpowers@clearchannel.com
 MD: Karen Wild
 karenwild@clearchannel.com

KYWL/Spokane, WA

PD: Steve Kicklighter
 steve.kicklighter@citcomm.com
 MD: Chuck "Manic" Wright
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KSPW/Springfield, MO

PD/MD: Chris Cannon
 ccannon@ktt.com

KWIN/Stockton, CA

PD: John Christian
 john.christian@citcomm.com
 MD: Diane Fox
 diane.foxx@citcomm.com

WLLD/Tampa

PD: Orlando
 heyorlando@aol.com
 MD: Beata
 beata@infinitybroadcasting.com

KOHT/Tucson

PD: R Dub
 rdub520@yahoo.com
 MD: Puerto Rico
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KTBT/Tulsa

PD/MD: Big Juice
 bigjuice@clearchannel.com

KBLZ/Tyler, TX

PD: L.T.
 lt2002@theblaze.cc
 MD: Marcus Love
 marcus@theblaze.cc

WMBX/West Palm Beach

PD: Mark McCray
 mmccray@cbs.com
 MD: DJ XCEL
 xcelx1023@aol.com

WPGC/Washington

PD: Jay Stevens
 tenshare@aol.com
 MD: Sarah O'Connor
 dcgirl627@aol.com

KDGS/Wichita

PD: Greg Williams
 gwilliams@entercom.com
 MD: Jo Jo Collins
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For The Week Ending 1/30/04

Artist Title (Label)	TW	LW	Familiarity	Burn	Persons 12-17	Persons 18-24	Persons 25-34
USHER f/LUDACRIS & LIL' JON Yeah (Arista)	4.28	—	64%	5%	4.44	4.19	4.16
OUTKAST The Way You Move (Arista)	4.22	4.25	99%	34%	4.07	4.14	4.40
LUDACRIS f/SHAWNNA Stand Up (Def Jam South/IDJMG)	4.11	3.98	98%	40%	4.22	4.07	3.85
TWISTA f/KANYE WEST & JAMIE FOXX Slow Jamz (Atlantic)	4.06	3.99	79%	16%	4.00	4.20	3.93
OUTKAST Hey Ya! (Arista)	4.04	4.15	100%	46%	3.87	4.01	4.19
LIL' JON & THE EASTSIDE BOYZ Get Low (TVT)	4.02	3.96	98%	46%	4.19	3.93	3.76
CASSIDY f/R. KELLY Hotel (J)	4.01	3.91	77%	12%	4.15	4.09	3.72
B2K f/FABOLOUS Bada Boom (Epic)	3.99	3.83	72%	11%	4.10	3.93	3.93
JAGGED EDGE Walked Outta Heaven (Columbia)	3.94	3.89	86%	23%	3.86	3.94	4.07
KANYE WEST Through The Wire (Roc-A-Fella/IDJMG)	3.94	3.80	72%	12%	4.02	3.93	3.84
BABY BASH Suga Suga (Universal)	3.93	3.89	93%	38%	4.04	3.91	3.74
LUDACRIS Splash Waterfalls (Def Jam South/IDJMG)	3.93	—	56%	6%	4.09	3.97	3.52
CHINGY f/SNOOP DOGG & LUDACRIS Holiday In (DTP/Capitol)	3.91	3.80	98%	47%	4.20	3.85	3.48
MURPHY LEE f/JERMAINE DUPRI Wat Da Hook Gon Be (Fo' Reel/Universal)	3.89	3.85	89%	27%	4.03	3.79	3.77
AVANT Read Your Mind (Geffen)	3.87	—	65%	17%	3.75	3.96	3.90
2PAC f/NOTORIOUS B.I.G. Runtin' (Dying To Live) (Amaru/Interscope)	3.85	3.80	84%	26%	4.00	3.77	3.74
MARY J. BLIGE f/EVE Not Today (Geffen)	3.83	3.73	80%	15%	3.64	3.85	3.87
WESTSIDE CONNECTION Gangsta Nations (Capitol)	3.83	3.78	78%	16%	3.89	3.71	3.74
NICK CANNON Gigolo (Jive)	3.82	3.77	87%	24%	3.90	3.88	3.56
BOW WOW f/JAGGED EDGE My Baby (Columbia)	3.78	3.74	73%	18%	3.89	3.71	3.55
YOUNGBLOODZ f/LIL' JON Damn! (Arista)	3.75	3.79	85%	32%	3.81	3.79	3.48
ALICIA KEYS You Don't Know My Name (J)	3.73	3.79	91%	31%	3.40	3.78	3.90
BEYONCÉ Me, Myself And I (Columbia)	3.68	3.70	93%	28%	3.52	3.76	3.63
G UNIT Stunt 101 (Interscope)	3.62	3.56	85%	36%	3.75	3.52	3.49
BABY BASH Shorty Doowop (Universal)	3.62	3.49	50%	11%	3.74	3.56	3.43
JAY-Z Change Clothes (Roc-A-Fella/IDJMG)	3.57	3.58	91%	36%	3.52	3.64	3.41
YING YANG TWINS f/LIL' JON & THE EASTSIDE BOYZ Salt Shaker (TVT)	3.57	3.51	80%	24%	3.79	3.59	3.23
KELIS Milkshake (Star Trak/Arista)	3.56	3.53	99%	49%	3.61	3.51	3.39

Total sample size is 551 respondents. Total average favorability estimates are based on a scale of 1-5. (1=dislike very much, 5=like very much). Total familiarity represents the percentage of respondents who recognized the song. Total burn represents the number of respondents who said they are tired of hearing the song. Songs must have 40% familiarity to appear on survey. Sample composition is based on persons 12+. Persons are screened via the Internet. Once passed, they can take the music test based on the format/music preference. RateTheMusic.com results are not meant to replace callout research. The results are intended to show opinions of participants on the Internet only. RateTheMusic is a registered trademark of RateTheMusic.com. The RTM system, is available for local radio stations by calling 818-377-5300. RateTheMusic.com data is provided by Mediabase Research, a division of Premiere Radio Networks.

HEAD RUSH

ARTIST: Usher
LABEL: Arista

By RANDY GOMEZ/Assistant Editor



The best laid plans of mice and men often go astray. Such is the case for Arista's Usher. But as they did for Jim in the *American Pie* movie series, things always seem to work out better in the end for Usher. His last album, *8701*, was released with little fanfare and looked at first like it was going to experience lackluster sales. But a revitalized promotional plan led to hit single after hit single from the CD, which went on to be certified quadruple platinum. This time around, Arista decided to do things a little differently.

The label leaked Usher's "Yeah" to radio stations as a teaser track for the album *Confessions*, and things went awry in a good way. Listeners couldn't get enough of the cut featuring Lil Jon and Ludacris, forcing Arista to hold off on the official lead single, "Burn." Clubgoers instantly recognize the single's synthesized keyboard riff, and its call beckons dancers to the floor to get their groove on. With the song's trio of superstars and catchy, simple hook, nothing can hold "Yeah" back on the charts. The track has risen to No. 2* in only its fourth week on R&R's CHR/Rhythmic chart while going to No. 9* and debuting at No. 35* on R&R's Urban and CHR/Pop charts, respectively.

Reportedly The Neptunes, Jimmy Jam and Terry Lewis, Jermaine Dupri and R. Kelly have all produced tracks for *Confessions*, which is slated for release on March 26.

Reporters

- AKKS/Albuquerque, NM***
PD: Pete Martinez
APD: Dana Cortez
1 TECH NINE
2 SEAN PAUL
3 BEENIE MAN IAMS THING
4 SCATTERMAN & SHUG BRIM
5 AVANT
- KYL/Albuquerque, NM***
PD: Mark Fisher
MD: D.J. Lopez
1 TECH NINE
2 R. KELLY
3 NICK CANNON
4 SLEEPY BROWN VOUTKAST
- KFAT/Anchorage, AK**
PD: Coulter
APD: P. Dang
1 LUDACRIS
2 G UNIT VOTE
3 SLEEPY BROWN VOUTKAST
- WBT/Atlanta, GA***
PD: Sean Phillips
APD: Mervin
1 SLEEPY BROWN VOUTKAST
- WZBZ/Atlantic City, NJ***
PD/MD: Rob Garcia
FEDERATION
EAMON
- KDHT/Austin, TX***
PD: Jay Michaels
MD: Bradley Greis
2 DAVID BANNER
1 SLEEPY BROWN VOUTKAST
TECH NINE
- KOBT/Austin, TX***
PD/MD: Preston Lowe
4 T.I.
4 LUDACRIS
5 EAMON
6 RYAN DUARTE
- KISV/Bakersfield, CA***
MD: Lauren Michaels
28 CHINGY
9 JAY-Z
3 SLEEPY BROWN VOUTKAST
3 TECH NINE
2 MASTER P
EAMON
- WJMH/Baton Rouge, LA***
PD: Randy Chas
MD: Willie Hill
RUBEN STUDDARD
SLEEPY BROWN VOUTKAST
- WBHJ/Birmingham, AL***
PD: Mickey Johnson
APD: Mary
10 SLEEPY BROWN VOUTKAST
2 PETEY PABLO
3 SLEEPY BROWN VOUTKAST
- WJMN/Boston, MA***
PD: Cathie Jack McCarty
APD: Dennis O'Hara
MD: Chris Tyler
9 WESTSIDE CONNECTION
3 GHOSTFACE WADAKISS & COMP
SLEEPY BROWN VOUTKAST
EAMON
- CKEY/Buffalo, NY***
MD: Phil Becker
MD: Rob White
APD: Matt Steiner
RUBEN STUDDARD
TIFFANY VILLARREAL
- WBWZ/Charleston, SC***
PD: Cliff Fletcher
APD/MD: Kelly Mac
24 SLEEPY BROWN VOUTKAST
TECH NINE
1 BEENIE MAN IAMS THING
2 TIFFANY VILLARREAL
- WBHM/Chicago, IL***
PD: Todd Cavanni
APD/MD: Erik Bradley
2 MARIO WINANS SP. DIDDY
1 JAY-Z
3 KNOX-TURNAL USNOOP DOGG
- KNDA/Corpus Christi, TX***
PD: Richard Lutz
1 G UNIT VOTE
1 SLEEPY BROWN VOUTKAST
TECH NINE
2 JAY-Z
3 KEYSHA COLE
4 M.R.G.
EAMON
- KZFM/Corpus Christi, TX***
MD: Ed Ucanan
MD: Arlene Madali Cordell
1 L.B. SCARFAPPY
EAMON
G UNIT VOTE
3 BRITNEY SPEARS
4 BEENIE MAN IAMS THING
- KBFB/Dallas, TX***
PD: John Candelaria
MD: David
24 SLEEPY BROWN VOUTKAST
14 CHINGY
MISSY ELLIOTT
TECH NINE
VIOLATOR (MYSTIKAL & BUSTA RHYMES)
- WDHT/Dayton, OH***
MD: J.J. Jones
MD: Marcel Thornton
CASSIDY R. KELLY
JAWON
RUBEN STUDDARD
SLEEPY BROWN VOUTKAST
- KOKS/Denver, CO***
PD: Phil Collins
MD: John E. Kage
9 YOUNGBLOODZ
1 KNOX-TURNAL USNOOP DOGG
- KPRV/El Paso, TX***
PD: Bobby Ramos
MD: Gina Lee Forrester
24 MARIO WINANS SP. DIDDY
22 TECH NINE
12 RIK ROK USHAGGY
2 SLEEPY BROWN VOUTKAST
1 PITBULL LIL' JON
RUBEN STUDDARD
- WRCL/Flint, MI***
MD: Jay Patrick
MD: Melissa Reed
MD: Clay Church
No Adds
- KBOS/Fresno, CA***
PD: Patti Moreno
MD: Danny Salas
7 TECH NINE
6 TIFFANY VILLARREAL
EAMON
- KSEQ/Fresno, CA***
MD/MD: Tommy Del Rio
MD: Felix Santos
34 KANYE WEST
1 TIFFANY VILLARREAL
SLEEPY BROWN VOUTKAST
KNOX-TURNAL USNOOP DOGG
BOSTON
- KXME/Honolulu, HI***
MD: Wayne Maria
MD: C. Calverosa
MD: Kevin Aikawa
No Adds
- KXOX/Houston, TX***
PD: Tom Calocucci
MD: Carmen Contreras
No Adds
- WBTF/Fl. Myers, FL***
MD: Steve Amar
APD: Scott Jackson
MD: Omar "The Big O"
9 T.I.
5 PETEY PABLO
RUBEN STUDDARD
EAMON
- WJFX/Fl. Wayne, IN***
APD: Erik Bradley
MD: Scott Hazzard
MD: Randy Alomar
No Adds
- WGBT/Greensboro, NC***
MD: Tim Satterfield
PD: Chris Hollis
APD: Jay Rio
MD: Prithyoy A.O.
2 PETEY PABLO
1 MARIO WINANS SP. DIDDY
1 T.I.
SEAN PAUL
- WJHL/Greenville, NC***
MD: Douglas
MD: Tom Wynn
MD: J. S. & D. SHABAZZ
1 SEAN PAUL
2 CASSIDY R. KELLY
- WQSL/Greenville, NC***
PD: Jack Spade
No Adds
- WHZT/Greenville, SC***
PD: Fisher
MD: Muep Dang
No Adds
- WWK/Harrisburg, PA***
MD: John O'Dea
APD: Mackenzie
MD: Lucas
No Adds
- WZMX/Hartford, CT***
MD: Steve Sathany
PD: DJ Beck
APD: David Simpson
9 GHOSTFACE WADAKISS & COMP
7 T.O.K.
2 TIFFANY VILLARREAL
DAVID BANNER
KEYSHA COLE
JAGGED EDGE
EAMON
- KDDB/Honolulu, HI***
PD: Leo Balshine
MD: Sam "The Man" Ambrose
TRILLVILLE
T.I.
TIFFANY VILLARREAL
TECH NINE
- KIKI/Honolulu, HI***
PD: Fred Rice
1 TECH NINE
1 TIFFANY VILLARREAL
SLEEPY BROWN VOUTKAST
KNOX-TURNAL USNOOP DOGG
BOSTON
- KXME/Honolulu, HI***
MD: Wayne Maria
MD: C. Calverosa
MD: Kevin Aikawa
No Adds
- KXOX/Houston, TX***
PD: Tom Calocucci
MD: Carmen Contreras
No Adds
- KPTY/Houston, TX***
PD/MD: Marco Arias
No Adds
- WHHH/Indianapolis, IN***
PD: Brian Wallace
MD: Don "DJ Wreck One" Williams
11 MASTER P
2 SLEEPY BROWN VOUTKAST
YOUNG GUNZ
- WJX/Johnson City***
31 SLEEPY BROWN VOUTKAST
TECH NINE
AVANT
KNOX-TURNAL USNOOP DOGG
TIFFANY VILLARREAL
- WYIL/Knoxville, TN***
MD: Mike Hammond
PD: Nick Elliott
EAMON
6 JUVENILE
5 G UNIT VOTE
1 RUBEN STUDDARD
SLEEPY BROWN VOUTKAST
KNOX-TURNAL USNOOP DOGG
- KLUC/Las Vegas, NV***
MD: Cal Thomas
APD: J.R. King
2 MARIO WINANS SP. DIDDY
2 TECH NINE
YOUNG GUNZ
- KVEG/Las Vegas, NV***
PD: Sherita Saadberry
MD: Mona
21 JUVENILE
2 TRILLVILLE
2PAC VEINEM
YOUNG GUNZ
- KWID/Las Vegas, NV***
PD: Tom "Jammer" Hayler
APD: Crash
MD: Eddie Gomez
14 G UNIT VOTE
10 RUBEN STUDDARD
YOUNG GUNZ
- KHTE/Little Rock, AR***
PD/MD: Rich Stevens
9 G UNIT VOTE
SLEEPY BROWN VOUTKAST
RIK ROK USHAGGY
- KPWR/Los Angeles, CA***
PD: Jimmy Seal
APD: J. Lee
1 J-KWON
4 CASSIDY R. KELLY
1 BABY BASH
- KTO/McAllen, TX***
PD: Art Quintero
APD/MD: Bobby Mactos
5 JAY-Z
4 JUVENILE
KEYSHA COLE
SLEEPY BROWN VOUTKAST
- WBV/Melbourne, FL***
PD: Zac Davis
MD: Curtis Bowler
1 JUVENILE
BLACK EYED PEAS
TOO SHORT LIL' JON
- KKHT/Memphis, TN***
MD/MD: Debra Williams
2PAC VEINEM
VIOLATOR (MYSTIKAL & BUSTA RHYMES)
- WPOW/Miami, FL***
PD: Kid Curry
APD: Tony "The Tiger"
MD: Eddie Mitz
1 PITBULL LIL' JON
1 SLEEPY BROWN VOUTKAST
TECH NINE
- WPMY/Miami, FL***
MD: Phil Michaels
38 CANO JAY-Z
38 ANGEL CITY
SEAL
- KTTB/Minneapolis, MN***
PD/MD: Sam Elliot
MD: Zanna K.
7 G UNIT VOTE
RUBEN STUDDARD
PETEY PABLO
- KDON/Monterey, CA***
MD: Alex Carrillo
EAMON
TIFFANY VILLARREAL
SLEEPY BROWN VOUTKAST
- WJWZ/Montgomery, AL**
PD/MD: Al Irvin
MD: Kaye Dunaway
10 JAGGED EDGE
10 G UNIT VOTE
10 DJ KAY SLAY YTHREE 6 MAFIA
- WKTV/New York, NY***
PD: Jeff Z.
MD: Sky Walker
DIDDY
- WQHT/New York, NY***
MD: Eric
MD: Clay
23 WESTSIDE CONNECTION
23 YOUNG GUNZ
13 MISSY ELLIOTT
- WNYZ/Norfolk, VA***
MD/MD: Don London
APD/MD: Jay West
4 2PAC VEINEM
2 PETEY PABLO
- KWRK/Oakland, CA***
PD/MD: Jamie Pundleton
30 NELLY LIL' JON
20 BOO YOUNG IYHERESA VICTORIA
20 J-KWON
- KKWD/Oklahoma City, OK***
PD: Ronelle Ramirez
MD: Clay Kidd
1 CHINGY
SLEEPY BROWN VOUTKAST
TECH NINE
RYAN DUARTE
- KQCH/Omaha, NE***
MD: Dan Lee
MD: Erik Johnson
5 BLACK EYED PEAS
3 BRITNEY SPEARS
- WJHM/Oriando, FL***
PD: Steve Dallano
APD: Keith Hennessy
MD: Jay Law
6 J-KWON
4 JUVENILE
KEYSHA COLE
SLEEPY BROWN VOUTKAST
- WPYQ/Oriando, FL***
MD: Jim Strada
JAY-Z
J-KWON
MARIO WINANS SP. DIDDY
- KCAQ/Ozark, CA***
PD/MD: Bill Blair
5 TECH NINE
TIFFANY VILLARREAL
- KKUJ/Palm Springs, CA**
MD: Gary DeMaroney
APD/MD: Romeo
MD: Eric Deaneast
30 NO DOUBT
1 SLEEPY BROWN VOUTKAST
TECH NINE
TIFFANY VILLARREAL
- WPHI/Philadelphia, PA***
PD: Corey Cobb
MD: Raphael "Raffi" George
22 G UNIT VOTE
4 SLEEPY BROWN VOUTKAST
- KKFR/Phoenix, AZ***
MD: Eric
MD: Britney Spears
BLACK EYED PEAS
- KZZP/Phoenix, AZ***
MD: Chris
MD: Britney Spears
BLACK EYED PEAS
- KXJM/Portland, OR***
MD: Alan
MD: Alan
1 SLEEPY BROWN VOUTKAST
TECH NINE
- WPKF/Poughkeepsie, NY**
PD: Jim Jamon
MD: C.J. McIntyre
BEYONCÉ
- WWKQ/Providence, RI***
MD: Tony Bristol
MD: Mark Modina
1 MASTER P
EAMON
- KWNZ/Reno, NV***
MD/MD: Bill Schultz
4 MASTER P
4 BEENIE MAN IAMS THING
DAVID BANNER
SLEEPY BROWN VOUTKAST
EAMON
- KWYL/Reno, NV***
PD: Douglas
MD: Tim Colter
PD: Steve Kiddinger
MD: Chuck "Music" Wright
7 PETEY PABLO
JOE US UNIT
BEENIE MAN IAMS THING
EAMON
- KGGV/Riverside, CA***
PD: Jesse Duran
MD: DOM
No Adds
- KBMB/Sacramento, CA***
PD: Jayara Johnson
MD: Duella
1 TECH NINE
1 JAGGED EDGE
1 TIFFANY VILLARREAL
SEAN PAUL
LIL' FLIP
- KSFM/Sacramento, CA***
PD: Bryan Kennedy
APD/MD: Tony Tacala
3 SLEEPY BROWN VOUTKAST
1 MISSY ELLIOTT
TIFFANY VILLARREAL
JAY-Z
- WOCQ/Salisbury, MD**
PD: Wanda
MD: Duella
8 SLEEPY BROWN VOUTKAST
TRILLVILLE
PETEY PABLO
- KUUU/Salt Lake City, UT***
MD/MD: Brian Michael
MD: Kevin Crane
5 MISSY ELLIOTT
1 JAY-Z
- KBBT/San Antonio, TX***
PD: J.D. Gonzalez
APD/MD: Romeo
MD: Alicia Keys
6 G UNIT VOTE
- KHTZ/San Diego, CA***
PD: Dana Lutz
APD/MD: Fabio Sato
1 SLEEPY BROWN VOUTKAST
TECH NINE
TIFFANY VILLARREAL
- KMEL/San Francisco, CA***
APD/MD: Jerry Jim Archer
24 FRONTLINE
11 SLEEPY BROWN VOUTKAST
2 KNOX-TURNAL USNOOP DOGG
1 T.I.
TIFFANY VILLARREAL
SEAN PAUL
- KYLD/San Francisco, CA***
PD: Michael Martin
APD/MD: Jerry Jim Archer
14 BEENIE MAN IAMS THING
GEMINI
KNOX-TURNAL USNOOP DOGG
- KWWW/San Luis Obispo, CA**
PD/MD: Eric Sean
YOUNG GUNZ
TIFFANY VILLARREAL
- KSKY/Santa Rosa, CA***
MD: Dan Kattal
PD/MD: Crash Kelley
APD: Danny Wright
20 BRITNEY SPEARS
17 TECH NINE
9 G UNIT VOTE
5 SLEEPY BROWN VOUTKAST
MR. G
- KUBE/Seattle, WA***
MD: Shelle Hart
PD: Eric Powers
MD: Karen Wild
No Adds
- KYWL/Spokane, WA***
MD: Tim Colter
PD: Steve Kiddinger
MD: Chuck "Music" Wright
7 PETEY PABLO
JOE US UNIT
BEENIE MAN IAMS THING
EAMON
- KDGS/Wichita, KS***
MD: Greg Williams
MD: Sarah O'Connor
10 TECH NINE
6 JAGGED EDGE
5 KNOX-TURNAL USNOOP DOGG

*Monitored Reporters
95 Total Reporters
84 Total Monitored
11 Total Indicator

Did Not Report, Playlist Frozen (3):
KBLZ/Tyler, TX
KRRG/Laredo, TX
WRVZ/Charleston, WV



DANA HALL

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When A Song Blows You Away

Will you put it on the air right now?

When was the last time you heard a record that made you want to put it on the air immediately, to take it out of the CD player in your office, walk in the studio and have the jock break rotation to play it next? And if you did hear a song that made you feel that way, would you actually do it? Do programmers today still go with their gut when they're inspired to? More important, are there songs being released that actually inspire them to do so?

According to the programmers I talk to this week, there are. But such songs are few and far between, and they're usually from brand-name artists like Alicia Keys, Jay-Z or 50 Cent.

Passionate About The Music

Mark McCray, PD of Infinity-owned Urban AC WJBW & CHR/Rhythmic WMBX/West Palm Beach, says, "There have been a few records like that in recent history. It doesn't happen regularly — maybe once every six months — but when it does, it's a privilege to be able to run in the studio and put it on. It reminds us that we can still be passionate about the music."

Why doesn't it happen more often? "Radio programmers are more cautious today," McCray says. "There are certain songs and artists we want to see proven through research. We don't want to get caught out there playing a stiff."

"A lot of programmers will wait to see how a song does on a sister station, in the mix show or on a station they

"How many artists out there really try to shock and awe us? Or are they just putting out what they think is expected?"

Kenny Smoov

respect. We might wait for another format to warm it up. And today, with so many artists having the same vibe and feel to their music, you don't feel there is a need to put something on that quickly."

Tosha Love, MD of Infinity's WVEE (V103)/Atlanta, agrees. "It doesn't happen often today," she says. "So many records are the same, and finding

something different that will cause a stir in the industry is rare."

Kenny Smoov, PD of Cumulus-owned WDAI/Myrtle Beach, SC, asks, "How many artists out there really try to shock and awe us? Or are they just putting out what they think is expected?"

"Although I feel like R&B has been more creative lately, the hip-hop music world feels like a factory. You have a rapper drop an album in January, and by September he's got a new project out. It makes you wonder if they are putting a lot of effort into this or just trying to capitalize on their name."

WRTK/Youngstown, OH PD Lynn Tolliver says, "It seems as though a lot of the creativity has been taken out of the songs that reach radio. To me, it sounds like quite a few groups copy other styles, and the music has been centered around a handful of producers, so it ends up all sounding the same."

Making Or Breaking Stars

The music industry argues that when it puts out something that is new and different, radio rejects it. The programmers I talked to admit that it's usually the bigger-name artists who get the instant-airplay nod, but they also contend that everyone starts out as an unknown, even 50 Cent.

Smoov says that when he first heard "In Da Club," 50 Cent "had some street credibility with 'Wanksta' and 'How to Rob,' but he wasn't getting a lot of mainstream airplay. Yet, when programmers first got 'In Da Club,' I would bet that most had the same reaction I did: to walk in the studio and play it immediately."

Smoov says that programmers like the feeling of satisfaction they get from being early on a record that turns out to be a big hit: "It gives you a rush and reminds you why you love radio so much."

Colby Colb, PD of Radio One's WPHI (103.9 The Beat)/Philadelphia, says, "Today's playlists are tighter, and we have to rely on research more, because there are limited slots for music. But you should always be open to something new and exciting."

"I remember when Tweet came out. Her song was so different, and I knew that my audience would at least be intrigued by the sound of the record. That's what makes your station sound cutting-edge."

Going With Your Gut

When was the last time you heard a record that inspired you to walk it into the studio and put it on the air immediately?

Russ Allen, PD, WKHT/Knoxville: "I did it with 'Splash Waterfalls' by Ludacris. I happened to open the package while on the air. I listened to it in cue and thought it was a smash, so I played it at the next new-music position. It's good to be the PD sometimes."

Colby Colb, PD, WPHI/Philadelphia: "Usher's 'Yeah.' When I heard that record I knew it was going to be a smash. Also, Monica's 'So Gone.' It was a breath of fresh air, and I knew the audience would react immediately — and they did. We were one of the first stations to break that song."

Tosha Love, MD, WVEE/Atlanta: "It was just last week, with Big Sty's 'It's a Problem.' I felt that way because of the subject matter in the song. I knew it was something people would talk about and want to hear again to be sure that they had heard what they thought they had heard. It's all about shock value."

Mark McCray, PD, WJBW & WMBX/West Palm Beach: "We felt that way about Usher's 'Yeah,' OutKast's 'Hey Ya!' and also the new Mario Winans song, 'I Don't Wanna Know,' featuring P. Diddy. The record rep had come in and played it for me in my office. I walked right into the studio and gave it to the jock to play in the midday mix. Now it's one of our top 10 phones."

Lynn Tolliver, PD, WRTK/Youngstown, OH: "When I heard 'You Don't Know My Name' by Alicia Keys, I walked it into the studio. Also, the song 'Diary' from her CD — it's flavored with Tony! Toni! Tone! Her latest CD really illustrates how talented she is."

Jay Dixon, PD, WBHK/Birmingham: "It happened to me just before the holidays with Alicia Keys' 'You Don't Know My Name.' I seldom swear by a song, but that one couldn't miss. I remember listening to the first 30 seconds and wondering where she was going with it. You have this very young-sounding voice singing so passionately over that old-school Main Ingredient track. It was an immediate-reaction record."

Kenny Smoov, PD, WDAI/Myrtle Beach, SC: "It was 50 Cent's 'In Da Club' on the hip-hop tip and Kem's 'Love Calls' on the R&B side. I would guess that most programmers would be quicker to walk in and put a hip-hop record on, because they're usually more reactive. But lately R&B has been coming on strong. You've got a lot of projects that sound like they're trying to get creative. They're written, performed and produced well."

"Today's playlists are tighter, and we have to rely on research more, because there are limited slots for music. But you should always be open to something new and exciting."

Colby Colb

WKHT/Knoxville PD Russ Allen says, "Typically, I would only do it with a core artist. But when 'Not That Kinda Girl' by JoJo showed up in MP3 land, I took a chance. I didn't know she was signed to Blackground; I just listened and thought that her voice was awesome, that it was a good song and that it should be on my station. At this point I'm about 160 spins into it, and it's getting a good reaction from female listeners."

McCray says, "While I do think pro-

grammers have the tendency to throw on a song or album cut from Jay-Z or 50 Cent quicker than they would one from a new artist, I also think there are situations that cause you to take a chance.

"The best example I can think of — and I know this has happened to every PD at least once in their career — is when you're in a club, and the DJ plays a song that makes the crowd go wild. You know you saw that record come across your desk, but maybe you didn't listen to it because you hadn't heard of the artist. I guarantee you, the next morning you're rummaging through your office to find it and put it in rotation immediately."

The Corporate Dictate

This question also arises: Are programmers allowed to make these kinds of music decisions with today's corporate culture at radio? Smoov says yes. "Sometimes you hear a song and you feel you can wait on it to make that corporate call before you play it," he says. "We have structure, and for the most part we follow it. But on those rare occasions when you hear a song that blows you away, you roll with it."

"You're hired as the PD to make a judgment call like that, and if you don't, maybe you shouldn't be in the PD seat. Of course, you're not going to feel a record like that every week, or even once a month."



MAGIC STOPS BY MAJIC Entrepreneur and former NBA All Star Earvin "Magic" Johnson stopped by the studios of WMMJ (Majic 102.3) Washington to talk about his plans for a new Magic Johnson Theater in Washington, DC, scheduled to open in June 2004. Johnson also has two Starbucks franchises in the area that opened in 2001. He's pictured here with Majic midday host Natalie Case.

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
2	1	TWISTA f/ KANYE WEST & JAMIE FOXX Slow Jamz (Atlantic)	3874	+71	549212	9	67/0
1	2	ALICIA KEYS You Don't Know My Name (J)	3750	-313	559723	12	69/0
3	3	BEYONCE Me, Myself And I (Columbia)	3585	+227	511296	12	57/0
7	4	KANYE WEST Through The Wire (Roc-A-Fella/IDJMG)	2643	+168	326325	9	59/1
10	5	RUBEN STUDDARD Sorry 2004 (J)	2549	+409	345222	5	66/1
4	6	AVANT Read Your Mind (Geffen)	2529	-333	355701	22	63/0
5	7	OUTKAST The Way You Move (Arista)	2354	-314	284520	19	62/0
6	8	KELIS Milkshake (Star Trak/Arista)	2341	-302	262073	14	53/0
14	9	USHER f/ LUDACRIS & LIL' JON Yeah (Arista)	2323	+572	333757	4	69/3
13	10	LUDACRIS Splash Waterfalls (Def Jam South/IDJMG)	2107	+327	298457	4	61/2
11	11	OUTKAST Hey Ya! (Arista)	2070	+34	270086	8	47/0
8	12	JAGGED EDGE Walked Outta Heaven (Columbia)	2024	-387	302485	24	61/0
9	13	JAY-Z Change Clothes (Roc-A-Fella/IDJMG)	1867	-428	241690	11	66/0
15	14	YING YANG TWINS f/ LIL' JON & THE EASTSIDE BOYZ Salt Shaker (TVT)	1858	+271	192383	9	55/2
16	15	JUVENILE In My Life (Cash Money/Universal)	1714	+127	174307	7	47/4
12	16	R. KELLY Step In The Name Of Love (Jive)	1697	-92	221262	26	68/0
17	17	T.I. Rubber Band Man (Grand Hustle/Arista)	1637	+79	149326	6	59/2
18	18	YOUNGBLOODZ f/ LIL' JON Damn! (Arista)	1407	-72	182802	29	61/0
36	19	JAY-Z Dirt Off Your Shoulder (Roc-A-Fella/IDJMG)	1385	+587	195192	4	68/2
20	20	JOE More & More (Jive)	1304	-122	164319	17	60/0
19	21	MARY J. BLIGE f/ EVE Not Today (Geffen)	1224	-205	99840	7	59/0
23	22	TRILLVILLE Neva Eva (BME/Warner Bros.)	1183	+26	96858	11	47/2
39	23	CHINGY One Call Away (DTP/Capitol)	1170	+480	142045	2	60/7
32	24	CASSIDY f/ R. KELLY Hotel (J)	1113	+236	203579	5	52/9
40	25	J-KWON Tippy (So So Def/Arista)	1065	+382	144831	2	55/9
34	26	YOUNG GUNZ No Better Love (Def Jam/IDJMG)	1017	+181	144707	3	60/2
37	27	PETEY PABLO Freek-A-Leek (Jive)	924	+166	69004	5	50/5
44	28	MISSY ELLIOTT I'm Really Hot (Gold Mind/Elektra/EEG)	903	+382	85305	2	56/4
29	29	GINUWINE Love You More (Epic)	896	-6	93689	17	30/0
24	30	CHINGY f/ SNOOP DOGG & LUDACRIS Holidae In (DTP/Capitol)	894	-173	77342	19	60/0
30	31	MARQUES HOUSTON Pop That Booty (T.U.G./EEG)	850	-44	80957	8	39/0
27	32	BOW WOW f/ JAGGED EDGE My Baby (Columbia)	774	-190	82661	13	37/0
31	33	B2K f/ FABOLOUS Bada Boom (Epic)	771	-116	85258	7	41/0
25	34	G UNIT Stunt 101 (Interscope)	753	-309	67452	14	58/0
35	35	WESTSIDE CONNECTION Gangsta Nations (Capitol)	746	-60	69213	6	39/2
28	36	NICK CANNON Gigolo (Jive)	736	-203	78728	15	52/0
Debut	37	SLEEPY BROWN f/ OUTKAST I Can't Wait (Interscope)	670	+279	59270	1	53/6
26	38	MUSIQ Forthenight (Def Soul/IDJMG)	629	-343	72222	13	49/0
33	39	BIG TYMERS f/ R. KELLY Gangsta Girl (Cash Money/Universal)	626	-217	73200	8	43/0
46	40	CARL THOMAS She Is (Bad Boy/Universal)	595	+105	48140	7	27/1
38	41	2PAC f/ NOTORIOUS B.I.G. Runnin' (Dying To Live) (Amaru/Interscope)	588	-139	72278	15	47/0
47	42	MASTER P Them Jeans (New No Limit/Koch)	563	+77	45624	2	40/4
43	43	BRAVEHEARTS f/ LIL' JON Quick To Back Down (Columbia)	522	-57	44682	9	37/0
Debut	44	G UNIT f/ JOE Wanna Get To Know You (Interscope)	503	+182	54324	1	52/52
50	45	MEMPHIS BLEEK f/ T.I. AND TRICK DADDY Round Here (Roc-A-Fella/IDJMG)	495	+42	31094	2	20/0
48	46	112 Right Here For U (Def Soul/IDJMG)	440	-46	40583	4	31/0
Debut	47	JAHEIM f/ JADAKISS Diamond In The Ruff (Divine Mill/Warner Bros.)	428	-16	34339	1	28/1
41	48	MONICA Knock Knock (J)	423	-232	40089	20	36/0
42	49	OBIE TRICE The Set Up (Shady/Aftermath/Interscope)	417	-165	44912	9	30/0
Debut	50	JAY-Z Encore (Roc-A-Fella/IDJMG)	403	+403	0	1	1/0

70 Urban reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 1/18-1/24. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 20 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Total Audience equals Average Quarter Hour Persons times number of plays (times 100). Each daypart on each station is assigned an AQH number. Average Quarter Hour Persons used herein with permission from the Arbitron Company (© 2004, The Arbitron Company). © 2004, R&R, Inc.

Most Added®

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ARTIST TITLE LABEL(S)	ADDS
G UNIT f/ JOE Wanna Get To Know You (Interscope)	52
JAGGED EDGE What It's Like (Columbia)	50
TIFFANY VILLARREAL You, Yourself & You (Universal)	26
J-KWON Tippy (So So Def/Arista)	9
CASSIDY f/ R. KELLY Hotel (J)	9
I-20 Fightin' In The Club (Priority/Capitol)	9
CHINGY One Call Away (DTP/Capitol)	7
SLEEPY BROWN f/ OUTKAST I Can't Wait (Interscope)	6
PETEY PABLO Freek-A-Leek (Jive)	5
BEENIE MAN f/ MS. THING Dude (Virgin)	5

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
JAY-Z Dirt Off Your Shoulder (Roc-A-Fella/IDJMG)	+587
USHER f/ LUDACRIS & LIL' JON Yeah (Arista)	+572
CHINGY One Call Away (DTP/Capitol)	+480
RUBEN STUDDARD Sorry 2004 (J)	+409
JAY-Z Encore (Roc-A-Fella/IDJMG)	+403
MISSY ELLIOTT I'm Really Hot (Gold Mind/Elektra/EEG)	+382
J-KWON Tippy (So So Def/Arista)	+382
LUDACRIS Splash Waterfalls (Def Jam South/IDJMG)	+327
SLEEPY BROWN f/ OUTKAST I Can't Wait (Interscope)	+279
YING YANG TWINS f/ LIL' JON ... Salt Shaker (TVT)	+271

New & Active

- SEAN PAUL** I'm Still In Love With You (VP/Arista)
Total Plays: 385, Total Stations: 18, Adds: 4
- LIL SCRAPPY** Head Bussa (BME/Reprise)
Total Plays: 375, Total Stations: 36, Adds: 0
- 2PAC** f/**EMINEM** One Day At A Time (Amaru/Interscope)
Total Plays: 309, Total Stations: 37, Adds: 0
- BEENIE MAN** f/**MS. THING** Dude (Virgin)
Total Plays: 307, Total Stations: 36, Adds: 5
- KNOC-TURN'AL** f/**S. DOGG** The Way... (L.A. Confidential/Elektra/EEG)
Total Plays: 257, Total Stations: 33, Adds: 3
- KEYSHIA COLE** Never (Geffen)
Total Plays: 251, Total Stations: 38, Adds: 3
- T. MOSES** f/**JADAKISS** You'll Never Find (A Better Woman) (TVT)
Total Plays: 243, Total Stations: 13, Adds: 0
- JS** Love Angel (DreamWorks)
Total Plays: 230, Total Stations: 17, Adds: 0
- GERALD LEVERT** U Got That Love (Call It A Night) (Elektra/EEG)
Total Plays: 216, Total Stations: 22, Adds: 0
- DJ KAY SLAY** f/**THREE 6 MAFIA** Who Gives A F**k... (Columbia)
Total Plays: 179, Total Stations: 22, Adds: 0

Songs ranked by total plays

Detailed station playlists for all R&R reporters are available on the web at www.radioandrecords.com.



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**America's Best Testing Urban Songs 12 +
For The Week Ending 1/30/04**

Artist Title (Label)	TW	LW	Familiarity	Burn	Persons 12-17	Persons 18-24	Persons 25-34
USHER f/LUDACRIS & LIL' JON Yeah (Arista)	4.31	—	67%	5%	4.20	4.24	4.11
TWISTA f/KANYE WEST & JAMIE FOXX Slow Jamz (Atlantic)	4.22	4.02	84%	12%	4.15	4.19	4.02
OUTKAST The Way You Move (Arista)	4.20	4.19	98%	34%	4.25	4.24	4.28
LUDACRIS Splash Waterfalls (Def Jam South/IDJMG)	4.17	4.04	63%	7%	4.11	4.09	4.15
LUDACRIS f/SHAWNNA Stand Up (Def Jam South/IDJMG)	4.13	4.14	99%	43%	4.09	4.09	4.09
KANYE WEST Through The Wire (Roc-A-Fella/IDJMG)	4.11	3.94	71%	13%	4.06	4.02	4.17
YOUNGBLOODZ f/LIL' JON Damn! (Arista)	4.07	4.00	87%	31%	3.96	4.01	3.84
JAGGED EDGE Walked Outta Heaven (Columbia)	4.05	3.90	87%	24%	4.00	4.01	3.96
CHINGY f/SNOOP DOGG & LUDACRIS Holidae In (DTP/Capitol)	4.03	3.99	100%	48%	3.92	3.96	3.83
OUTKAST Hey Ya! (Arista)	3.95	4.03	99%	47%	4.02	4.04	3.95
MURPHY LEE f/JERMAINE DUPRI Wat Da Hook Gon Be (Fo' Reel/Universal)	3.93	3.96	92%	27%	3.79	3.81	3.71
ALICIA KEYS You Don't Know My Name (J)	3.93	3.86	92%	29%	3.98	4.02	3.87
2PAC f/NOTORIOUS B.I.G. Runnin' (Dying To Live) (Amaru/Interscope)	3.93	3.87	88%	32%	3.85	3.91	3.66
AVANT Read Your Mind (Geffen)	3.93	3.91	67%	16%	3.96	4.03	3.77
JAY-Z Change Clothes (Roc-A-Fella/IDJMG)	3.87	3.56	93%	31%	3.86	3.88	3.82
BOW WOW f/JAGGED EDGE My Baby (Columbia)	3.87	3.62	74%	18%	3.79	3.96	3.37
NICK CANNON Gigolo (Jive)	3.84	3.68	90%	26%	3.70	3.77	3.52
MUSIQ Forthenight (Def Soul/IDJMG)	3.83	3.86	55%	9%	3.86	4.03	3.44
G UNIT Stunt 101 (Interscope)	3.82	3.72	89%	37%	3.77	3.83	3.63
BEYONCE' Me, Myself And I (Columbia)	3.81	3.47	92%	25%	3.88	3.90	3.81
BIG TYMERS f/R. KELLY Gangsta Girl (Cash Money/Universal)	3.79	3.75	67%	14%	3.71	3.75	3.61
JOE More & More (Jive)	3.79	3.62	60%	14%	3.86	3.94	3.67
RUBEN STUDDARD Sorry 2004 (J)	3.77	3.73	69%	15%	3.75	3.97	3.26
YING YANG TWINS f/LIL' JON & THE EASTSIDE BOYZ Salt Shaker (TVT)	3.75	3.79	83%	23%	3.55	3.54	3.59
MARY J. BLIGE f/EVE Not Today (Geffen)	3.74	3.76	75%	16%	3.79	3.88	3.57
KELIS Milkshake (Star Trak/Arista)	3.69	3.70	99%	51%	3.64	3.70	3.48
R. KELLY Step In The Name Of Love (Jive)	3.64	3.53	88%	42%	3.64	3.57	3.83
JUVENILE In My Life (Cash Money/Universal)	3.50	3.59	53%	13%	3.41	3.37	3.49

Total sample size is 401 respondents. Total average favorability estimates are based on a scale of 1-5. (1=dislike very much, 5 = like very much). Total familiarity represents the percentage of respondents who recognized the song. Total burn represents the number of respondents who said they are tired of hearing the song. Songs must have 40% familiarity to appear on survey. Sample composition is based on persons 12+. Persons are screened via the Internet. Once passed, they can take the music test based on the format/music preference. RateTheMusic.com results are not meant to replace callout research. The results are intended to show opinions of participants on the Internet only. RateTheMusic is a registered trademark of RateTheMusic.com. The RTM system, is available for local radio stations by calling 818-377-5300. RateTheMusic.com data is provided by Mediabase Research, a division of Premiere Radio Networks.

Indicator

Most Added*

JAGGED EDGE What It's Like (Columbia)	
G UNIT f/JOE Wanna Get To Know You (Interscope)	
TIFFANY VILLARREAL You, Yourself & You (Universal)	
RUBEN STUDDARD Sorry 2004 (J)	
USHER f/LUDACRIS & LIL' JON Yeah (Arista)	
JAGGED EDGE Walked Outta Heaven (Columbia)	
DAVID BANNER Crank It Up (SRC/Universal)	
Songs ranked by total plays	
Recurrents	
M. LEE f/J. DUPRI Wat Da Hook Gon Be (Fo' Reel/Universal)	1120
LUDACRIS f/SHAWNNA Stand Up (Def Jam South/IDJMG)	1073
LIL' JON & THE EASTSIDE BOYZ Get Low (TVT)	687
ASHANTI Rain On Me (Murder Inc./IDJMG)	588
BEYONCE' f/SEAN PAUL Baby Boy (Columbia)	540
CHINGY Right Thurr (DTP/Capitol)	520
YOUNG GUNZ Can't Stop, Won't Stop (Def Jam/IDJMG)	429
PHARRELL f/JAY-Z Frontin' (Star Trak/Arista)	395
AALIYAH f/TANK Come Over (BlackGround/Universal)	364
NELLY f/P. DIDDY & MURPHY LEE Shake... (Bad Boy/Universal)	362
50 CENT In Da Club (Shady/Aftermath/Interscope)	353
50 CENT P.I.M.P. (Shady/Aftermath/Interscope)	315
R. KELLY Thoa Thong (Jive)	314
SEAN PAUL Get Busy (VP/Anti)	313
MONICA So Gone (J)	302
BEYONCE' f/JAY-Z Crazy In Love (Columbia)	294
DAVID BANNER f/LIL' FLIP Like A Pimp (Universal)	290

Reporters

<p>WAJ/Albany, NY* DM: Michael Morgan PD: Ron "Sugar Bear" Williams 16 G UNIT IJUE TIFFANY VILLARREAL GHOSTFACE I/JADAKISS & COMP JAGGED EDGE</p>	<p>WBOT/Boston, MA* PD/MD: Lamar "LBO" Robinson 15 BEENIE MAN I/MS THING 9 G UNIT IJUE 8 J-KWON</p>	<p>WFXE/Columbus, GA SM: Angela Watson DM: Cheryl Davis 4 ROBSTOWN 2 CASSIDY I/R KELLY 2 DAVID BANNER 10 JAGGED EDGE</p>	<p>WRJH/Jackson, MS* PD/MD: Steve Poston 47 WESTSIDE CONNECTION 4 ROBSTOWN 2 CASSIDY I/R KELLY 1 G UNIT IJUE 1 TIFANY VILLARREAL</p>	<p>WIBB/Macon, GA DM: Rick Humphrey PD/MD: Chris Williams No Adds</p>	<p>WBLS/New York, NY* PD: Vinny Brown MD: DeSean Womack 7 CASSIDY I/R KELLY 7 KEYSHA COLE 3 JAGGED EDGE</p>	<p>WTLZ/Saginaw, MI* PD/MD: Eugene Brown 11 G UNIT IJUE</p>	<p>WJUC/Toledo, OH* PD: Charlie Mack 6 G UNIT IJUE 1 CHINGY AMEL LARRIEUX TIFFANY VILLARREAL FEDERATION 1-20 JAGGED EDGE</p>
<p>KBCB/Alexandria, LA DM/PD: James Alexander MD: Derek Monette No Adds</p>	<p>WBK/Buffalo, NY* PD/MD: Chris Reynolds 12 G UNIT IJUE 5 WESTSIDE CONNECTION 2 BEENIE MAN I/MS THING 2 PETEY PABLO JAGGED EDGE</p>	<p>WCKX/Columbus, OH* PD: Paul Strong MD: Warren Stevens 9 G UNIT IJUE 4 SLEEPY BROWN I/OUTKAST</p>	<p>WJBT/Jacksonville, FL* DM: Gail Austin PD: G-Wiz 2 CHINGY 1 CASSIDY I/R KELLY 1 TIFANY VILLARREAL 1 G UNIT IJUE 1 TIFANY VILLARREAL</p>	<p>WHRK/Memphis, TN* PD: Nate Bell APD/MD: Devin Sleet 2 I-20 JAGGED EDGE 1 G UNIT IJUE 1 TIFANY VILLARREAL CASSIDY I/R KELLY</p>	<p>WWPR/New York, NY* PD: Michael Saunders MD: Mara Melendez 78 SEAN PAUL 32 USHER I/LUDACRIS & LIL' JON 5 BEENIE MAN I/MS THING 2 JOE I/G UNIT YOUNG GUNZ</p>	<p>WEAS/Savannah, GA DM: John Thomas PD: Sam Nelson APD/MD: Kenya Cabine 2 PETEY PABLO 2 G UNIT IJUE 1 TIFANY VILLARREAL 1 JAGGED EDGE 1 YOUNG GUNZ</p>	<p>KJMM/Tulsa, OK* PD: Terry Monday APD/MD: Aaron Bernard 13 G UNIT IJUE 11 JAGGED EDGE 1 TIFANY VILLARREAL</p>
<p>KEDG/Alexandria, LA DM/PD: Jay Stevens MD: Wade Hampton No Adds</p>	<p>WSWP/Charleston, SC* DM: Jon Robbins PD: Mychal Maguire APD/MD: Roy "Dat Boi" Sherrif 42 CASSIDY I/R KELLY 4 G UNIT IJUE 1 MISSY ELLIOTT 1-20 JAGGED EDGE YOUNG GUNZ</p>	<p>KKDA/Dallas, TX* PD/MD: Skip Cheatham 5 G UNIT IJUE MISSY ELLIOTT JAGGED EDGE</p>	<p>KPRS/Kansas City, MO* DM: Andre Carson PD/MD: Myron Fears 6 G UNIT IJUE 2 JAGGED EDGE SKATTERMAN & SNUG BRIM</p>	<p>WEDR/Miami, FL* PD/MD: Cedric Hollywood 43 G UNIT IJUE 3 JAGGED EDGE</p>	<p>WOWI/Norfolk, VA* DM/PD: Daisy Davis JAGGED EDGE G UNIT IJUE</p>	<p>KBTT/Shreveport, LA* JAGGED EDGE G UNIT IJUE TIFFANY VILLARREAL</p>	<p>KDKS/Shreveport, LA* DM/PD/MD: Queen Echols 5 JAGGED EDGE G UNIT IJUE TIFFANY VILLARREAL</p>
<p>WHTA/Atlanta, GA* PD: Jerry Smokin B APD: Dimitris Stevens MD: Ramona Debraux 11 CHINGY 10 MISSY ELLIOTT 1 KNOC-TURNAL I/SNOOP DOGG G UNIT IJUE</p>	<p>WWVZ/Charleston, SC* DM/PD: Terry Base MD: Yonni Rude 23 G UNIT IJUE 3 SEAN PAUL JAGGED EDGE TIFFANY VILLARREAL</p>	<p>WDTJ/Detroit, MI* PD: Spidee Saudi 12 RUBEN STUDDARD 6 G UNIT IJUE 2 CHINGY</p>	<p>KIIZ/Killeen, TX DM: Tim Thomas PD/MD: The BabySitter 74 RUBEN STUDDARD 10 G UNIT IJUE 10 J-KWON</p>	<p>WMB/Miami, FL* DM: Rob Roberts PD: Dion Summers 9 G UNIT IJUE 2 CHINGY</p>	<p>KVSP/Oklahoma City, OK* PD: Terry Monday MD: Eddie Brasso 10 G UNIT IJUE 8 JAGGED EDGE TIFFANY VILLARREAL</p>	<p>KJBB/Omaha, NE* PD: Steve Fisk 8 JAGGED EDGE 2 G UNIT IJUE 2 PETEY PABLO AMEL LARRIEUX TIFFANY VILLARREAL</p>	<p>KATZ/St. Louis, MO* DM: Chuck Atkins PD: Dwight Stone MD: Taylor J 49 J-KWON 47 CHINGY 31 USHER I/LUDACRIS & LIL' JON 17 JAY-Z 2 G UNIT IJUE CARL THOMAS JAGGED EDGE</p>
<p>WFXA/Augusta, GA* DM/PD/MD: Ron Thomas 4 MASTER P</p>	<p>WPEG/Charlotte* PD: Terri Avery MD: Dean Cole 7 G UNIT IJUE 1 JAGGED EDGE</p>	<p>WJLN/Dothan, AL DM/PD/MD: JR Wilson No Adds</p>	<p>WJLB/Detroit, MI* PD: KJ Holiday APD/MD: Kris Kelley 13 I-20 5 G UNIT IJUE 1 J-KWON</p>	<p>WBLX/Mobile, AL* DM: Jim Mahanay PD/MD: Myrona Reuben 6 G UNIT IJUE TIFFANY VILLARREAL KNOC-TURNAL I/SNOOP DOGG JAGGED EDGE</p>	<p>WUSL/Philadelphia, PA* PD: Thea Milchem MD: Coka-Lani Kimbrough 34 MUSIQ 23 J-KWON 18 JAGGED EDGE EAMON</p>	<p>WAMO/Pittsburgh, PA* DM/PD: George "Geo" Cook MD: Kade Wred 12 G UNIT IJUE 3 SEAN PAUL 1 GHOSTFACE I/JADAKISS & COMP 1 TIFANY VILLARREAL JAGGED EDGE</p>	<p>WFUN/St. Louis, MO* PD/MD: Craig Black 6 CASSIDY I/R KELLY 3 JAGGED EDGE 2 SLEEPY BROWN I/OUTKAST</p>
<p>WPRW/Augusta, GA* PD: Tim Snell MD: Tutu 29 G UNIT IJUE 5 I-20 JAGGED EDGE TIFFANY VILLARREAL</p>	<p>WJTT/Chattanooga, TN* PD: Keith Landecker MD: Magik 7 G UNIT IJUE TIFFANY VILLARREAL JAGGED EDGE</p>	<p>WZFX/Fayetteville, NC* DM: Mac Edwards PD: Jeff Anderson APD: Mike Tech 14 G UNIT IJUE 3 DAVID BANNER JAGGED EDGE</p>	<p>WQHH/Lansing, MI* PD/MD: Brent Johnson 14 TRILLVILLE 11 G UNIT IJUE TIFFANY VILLARREAL JAGGED EDGE</p>	<p>WZHT/Montgomery, AL SM: Amessa Maddox DM/MD: Michael Long PD: Darryl Elliott 14 JAGGED EDGE 1 SEAN PAUL</p>	<p>WQOK/Raleigh, NC* PD: Cy Young MD: Shawn Alexander 14 CHINGY 2 J-KWON</p>	<p>WTMP/Tampa, FL DM/PD: Louis Muhammad APD/MD: Big Money Ced 29 USHER I/LUDACRIS & LIL' JON 23 JAGGED EDGE 29 I/VOGUE 15 TIFANY VILLARREAL 14 TIFANY VILLARREAL</p>	<p>WKYS/Washington, DC* PD: Daryll Hucksby MD: Iran Waller 11 JUVENILE 5 SLEEPY BROWN I/OUTKAST 3 PETEY PABLO JAGGED EDGE</p>
<p>WERQ/Baltimore, MD* PD: Victor Starr MD: Neke Howse 24 SEAN PAUL 1 JUVENILE 1 JAHMIM I/JADAKISS G UNIT IJUE</p>	<p>WGCI/Chicago, IL* DM/PD: Etray Smith APD/MD: Tiffany Green 2 I-20 MARIO WINANS I/P. DIDDY TWISTA</p>	<p>WTMG/Gainesville, FL* PD/MD: Scott Hinds APD: Terence Brown 2 G UNIT IJUE 1 TIFANY VILLARREAL JAGGED EDGE</p>	<p>WBTF/Lexington, KY* PD/MD: Jay Alexander 12 G UNIT IJUE 1 JAGGED EDGE TIFFANY VILLARREAL</p>	<p>WNPL/Nashville, TN* DM: Jim Kennedy PD: Darrell Johnson MD: Rick Walker No Adds</p>	<p>WQOW/Richmond, VA* PD: Aaron Maxwell MD: Mike Street 1 JAGGED EDGE</p>	<p>WJWS/Wilmington, DE* MD: Manuel Mena GHOSTFACE I/JADAKISS & COMP JAGGED EDGE TIFFANY VILLARREAL</p>	<p>WJMX/Greenville, SC* PD: Tony Fields APD: Karen Bland MD: Doug Davis 3 CASSIDY I/R KELLY CHINGY</p>
<p>WEMX/Baton Rouge, LA* PD: J-Tweedy MD: Kool DJ Supa Mike 20 G UNIT IJUE TIFFANY VILLARREAL 1-20 ESHAM</p>	<p>WJZZ/Cincinnati, OH* PD: Terri Thomas MD: Greg Williams 8 G UNIT IJUE 4 SLEEPY BROWN I/OUTKAST</p>	<p>WIKS/Greenville, NC* PD/MD: B.K. Kirkland 1 LUDACRIS JAGGED EDGE</p>	<p>KIPR/Little Rock, AR* DM/PD/MD: Joe Booker 21 G UNIT IJUE 2 JAGGED EDGE ESHAM TIFFANY VILLARREAL</p>	<p>WUBT/Nashville, TN* DM: Keith Kaufman PD/MD: Pamela Aniese 2 G UNIT IJUE 2 J-KWON 1 MASTER P</p>	<p>WCDX/Richmond, VA* PD/MD: Reggie Baker 8 PETEY PABLO 5 SLEEPY BROWN I/OUTKAST 4 J-KWON 1 JAGGED EDGE</p>	<p>WJWS/Wilmington, DE* MD: Manuel Mena GHOSTFACE I/JADAKISS & COMP JAGGED EDGE TIFFANY VILLARREAL</p>	
<p>KTCX/Beaumont, TX* JAGGED EDGE G UNIT IJUE TIFFANY VILLARREAL</p>	<p>WIFZ/Cincinnati, OH* PD: Terri Thomas MD: Greg Williams 8 G UNIT IJUE 4 SLEEPY BROWN I/OUTKAST</p>	<p>WJMJ/Greenville, SC* PD: Tony Fields APD: Karen Bland MD: Doug Davis 3 CASSIDY I/R KELLY CHINGY</p>	<p>KGBT/Los Angeles, CA* SM: Nancy Leister PD: Rob Scorpio 28 J-KWON 18 G UNIT IJUE 11 JUVENILE</p>	<p>KNOW/New Orleans, LA* MD: Lamona Williams 20 G UNIT IJUE CASSIDY I/R KELLY PETEY PABLO JAGGED EDGE</p>	<p>WDXK/Rochester, NY* PD: Andre Marcel APD: Jim Jordan MD: Tariq Spence 23 G UNIT IJUE 11 TRILLVILLE 1 MASTER P GHOSTFACE I/JADAKISS & COMP JAGGED EDGE TIFFANY VILLARREAL</p>	<p>WJMX/Jackson, MS* DM/PD/MD: Stan Brasen APD: Alee Dixon 13 G UNIT IJUE 4 JAGGED EDGE</p>	<p>WFXM/Macon, GA DM/PD/MD: Ralph Meacham 63 JAGGED EDGE 6 DAVID BANNER 6 TIFANY VILLARREAL</p>

*Monitored Reporters
81 Total Reporters
70 Total Monitored
11 Total Indicator



R&R asks radio DJs for the hottest records jumping off that haven't charted yet.

tha JUMP off



Latone Heart
Mixer, KRPW/Houston

With the Super Bowl in Texas this year, the South is serving up some heat for your mix show. "Neva Eva" by **Trillville** (BME Recordings/Warner Bros.) is guaranteed to have the dance floor crunk ... Get ready, because **Lil Flip's** new joint, "Game Over" (Sucka Free/Columbia), is the record that's going to make Flip a breakout artist in 2004. Make sure you have doubles of this! ... "Tippy" by **J-Kwon** (So So Def/Arista) is hotter than fish grease and hotter than syphilis, and the production is unreal on this one. This is the record everyone is going to want to freestyle to ... "Them Jeans" from **Master P** (New No Limit) is keeping the ladies on the dance floor ... Lastly, don't sleep on "Crazy for You" by **Gemini** (Universal) — it's some smoothed-out playa music.

Sam Nelson
PD, WEAS, WJLG & WSIS/Savannah, GA



WEAS kicked off 2004 as the official and exclusive Savannah, GA station for the Universal Soul Circus. The circus, including Casual Cal and all the performers, has been here for several weeks setting up, but the actual performances are Feb. 3-8. They joined us in the Martin Luther King Jr. Day parade, and we've already begun our on-air cam-paign. • In addition to ticket giveaways on air, we have several of our personalities taking part in the shows as guest ringmasters and performers. We've also put aside a significant number of tickets to give away to charitable groups and community organizations like the Boys and Girls Club. This



is the type of event that appeals to the whole family and that we can include on all of our stations in the Savannah cluster. • For Black History Month we are sponsoring an essay contest open to students 12-17 years of age. We'll have a weekly winner, and there will be a grand-prize winner of \$500 at the end of February. The theme is black heroes who have inspired and influenced you. We've partnered with a local newspaper and Burger King on this contest. • Last year we had several staff changes, but now the team is straight. We welcomed back several former staffers: April Dobbs, now in midday; my Asst. PD/MD, Kenya "The Big Dawg" Cabine, who's handling afternoons; and Lil G, who's back in nights after a year in Houston. We also have Vic Thomas handling *Between the Sheets* and a new talent, Egypt, doing overnights. • You know, you can get a lot of great tapes and resumes in the mail, but when you can put together a staff that knows how you work and people who are familiar with the market and with whom the market is familiar, it's a no-brainer. They're also all exceptional broadcasters, so I'm very excited about our lineup and what we can accomplish as a team in 2004.

STUDIO STATS

ARTIST: Hil St. Soul f/Hilary Mwelwa
LABEL: Shanachie
CURRENT PROJECT: *Copasetik & Cool*
IN STORES: Feb. 24
CURRENT SINGLE: "Pieces"

By **DANA HALL**/URBAN EDITOR



The Group: Hil St. Soul (pronounced Hill Street Soul) comprises writer-producer Victor Redwood Sawyer and singer-songwriter Hilary Mwelwa. Their second album, *Copasetik & Cool* (originally released in the U.K. in 2003 on Gut Records), is the followup to their critically acclaimed 2001 debut, *Soul Organic*. Mwelwa describes the group's sound as "an amalgamation of soul and R&B with hip undertones, reflections of jazz, a bit of gospel — but mostly just soulful."

The Album: The CD has 15 tracks, and all but one were written by Sawyer and Mwelwa. Renowned writer-producer Gordon Chambers helped out on the song "I've Got Me," and the album contains a cover of The Isley Brothers' "For the Love of You." Mwelwa is also currently working with one of Jill Scott's producers, Ge-Ology. The album features a wide range of musical undertones, including the bhangra-flavored "All That (+ A Bag o' Chips)"; the gospel tinged "Reach as One"; a dance-floor anthem called "Alright"; and the first

single, "Pieces," whose soul-stirring lyrics feel personally reflective. The title track features London's premier rapper, MC Roots Manuva.

Birthplace: Zambia, Africa

Personal Stats: Mwelwa was born in Zambia, but when she was 5 her family moved to London. As a young girl, Mwelwa was inspired musically by the artists her father listened to: Stevie Wonder, Aretha Franklin and traditional African artists. But after she enrolled in boarding school, her musical tastes began to grow. They eventually included more pop and rock influences, like Blondie and Eurythmics. Today she cites artists such as Eric Benet, D'Angelo and Jill Scott as her influences. Mwelwa is a graduate of the University of Westminster, where she earned a degree in biological sciences.

Past Successes: After the success of their first project in the States, Hil St. Soul toured with Macy Gray, Angie Stone and D'Angelo.

See them: *The Tavis Smiley Show* on NPR (March); *Vibe Magazine* (April); *Essence* (May).

TALK BACK TO R&R!

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

Call me at 201-656-3431
or e-mail:

dhall@radioandrecords.com

Urban AC Reporters

Stations and their adds listed alphabetically by market

WWIN/Baltimore, MD*
PD: Tim Watts
APD/MD: Keith Fisher
GERALD LEVERT

WLXC/Columbia, SC*
PD: Doug Williams
HIL ST. SOUL
SPOOKS

WZZZ/Flint, MI*
PD: Jerold Jackson
7 HIL ST. SOUL
1 BEYONCE
GERALD LEVERT

KMJK/Kansas City, MO*
PD: Greg Love
MD: Trey Michaels
GERALD LEVERT

WJMR/Milwaukee, WI*
PD/MD: Lauri Jones
2 ERYKAH BABU

WRKS/New York, NY*
DM: John Mullen
PD: Tony Beasley
MD: Julie Gustines
17 AVANT
2 LUTHER VANDROSS

WVBE/Roanoke, VA*
PD/MD: Walt Ford
EN VOGUE

WIMX/Toledo, OH*
PD: Rocky Love
MD: Brandi Browne
No Adds

KQXL/Baton Rouge, LA*
PD/MD: Mya Vemon
HIL ST. SOUL
SPOOKS
EN VOGUE

WWDM/Columbia, SC*
PD: Mike Love
SPOOKS
EN VOGUE

WFLM/Ft. Pierce, FL*
DM/MD: Mike James
SPOOKS
EN VOGUE

KNEK/Lafayette, LA*
PD/MD: John Kinnitt
3 GERALD LEVERT
3 MONTELL JORDAN
HIL ST. SOUL
SPOOKS

WMCS/Milwaukee, WI
SM: Penelope Stewart
DM: Steve Scott
PD/MD: Tyrone Jackson
8 GERALD LEVERT
6 CARL THOMAS
5 SPOOKS
5 EN VOGUE

WSVY/Norfolk, VA*
DM: Daisy Davis
No Adds

WLVH/Savannah, GA
DM: Brad Kelly
PD/MD: Gary Young
16 BAYEM
13 BEYONCE
11 RUBEN STUDDARD
10 ERYKAH BABU

WHUR/Washington, DC*
PD/MD: David A. Dickinson
8 EN VOGUE
SPOOKS

WBHK/Birmingham, AL*
PD: Jay Dixon
APD/MD: Daryl Johnson
No Adds

WAGH/Columbus, GA
DM: Brian Waters
PD/MD: Queen Rasheeda
MD: Ed Lewis
47 ALICIA KEYS
42 RUBEN STUDDARD
38 JAGGED EDGE
18 CARL THOMAS
18 BEYONCE
EN VOGUE

WQMG/Greensboro, NC*
PD/MD: AC Stone
6 CARL THOMAS
1 BEYONCE

KDKY/Little Rock, AR*
DM: Joe Booker
PD: Mark Dylan
MD: Jamal Quarles
EN VOGUE

WOLT/Mobile, AL*
PD: Steve Crumbley
MD: Kathy Barlow
4 HIL ST. SOUL
EN VOGUE

WVKL/Norfolk, VA*
DM: Dick Lamb
PD/MD: Don London
BABYFACE

KMJM/St. Louis, MO*
DM: Chuck Atkins
PD: Eric Mychaels
MD: Taylor J
No Adds

WMMJ/Washington, DC*
PD: Kathy Brown
MD: Mike Chase
No Adds

WMGL/Charleston, SC*
DM/MD: Terry Base
APD/MD: Belinda Parker
HIL ST. SOUL

WRNB/Dayton, OH*
DM/MD: J.D. Kunes
2 RUBEN STUDDARD
1 BABYFACE

KNJQ/Houston, TX*
PD: Tom Calococi
MD: Sam Choice
No Adds

KJLH/Los Angeles, CA*
PD/MD: Aundrae Russell
2 BEYONCE
GERALD LEVERT

WQOK/Nashville, TN*
PD/MD: Derrick Corbett
10 SICK
4 AL GREEN
GERALD LEVERT

WCFB/Orlando, FL*
PD: Steve Holtbrook
MD: Joe Davis
BEYONCE
GERALD LEVERT

*Monitored Reporters

46 Total Reporters

42 Total Monitored

4 Total Indicator



WBAV/Charlotte*
PD/MD: Terri Avery
No Adds

WMXD/Detroit, MI*
DM: KJ Holiday
PD: Jamilah Muhammad
APD: Oneil Stevens
MD: Sherie Little
19 RUBEN STUDDARD
LUTHER VANDROSS

WTLC/Indianapolis, IN*
PD: Brian Wallace
APD/MD: Garth Adams
No Adds

KJMS/Memphis, TN*
PD: Nate Bell
APD/MD: Eileen Collier
No Adds

WYBC/New Haven, CT*
DM: Wayne Schmidt
PD: Juan Castillo
APD: Angela Materba
No Adds

WDAS/Philadelphia, PA*
DM: Thea Mitchem
PD: Joe Tamburro
APD/MD: Jo Lambert
GERALD LEVERT

WFXC/Raleigh, NC*
PD: Cy Young
APD/MD: Jodi Berry
No Adds

WVAZ/Chicago, IL*
DM/MD: Eroy Smith
APD/MD: Armando Rivera
No Adds

WUKS/Fayetteville, NC*
PD: Garrett Davis
MD: Calvin Pee
4 EN VOGUE
SPOOKS

WKXJ/Jackson, MS*
DM/MD: Stan Branson
EN VOGUE

WHQT/Miami, FL*
PD: Derrick Brown
APD/MD: Karen Vaughn
GERALD LEVERT

WYLD/New Orleans, LA*
DM: Caria Boatner
PD: AJ Appleberry
34 OUTKAST
17 GERALD LEVERT
17 MUSIQ
16 AVANT
15 KEM
15 ALICIA KEYS
1 BABYFACE
VAN HUNT

WKJS/Richmond, VA*
DM/MD: Kevin Gardner
5 SICK

R&R URBAN AC TOP 30

Powered By



January 30, 2004

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
	1	ALICIA KEYS You Don't Know My Name (J)	1343	+15	178505	12	42/0
	2	R. KELLY Step In The Name Of Love (Jive)	970	-49	127847	37	21/0
	3	AVANT Read Your Mind (Geffen)	908	+91	110253	15	39/1
	4	GERALD LEVERT U Got That Love (Call It A Night) (Elektra/EEG)	877	-128	109550	21	39/0
	5	JOE More & More (Jive)	851	-60	110801	15	40/0
	6	RUBEN STUDDARD Sorry 2004 (J)	800	+125	89073	5	40/3
	7	LUTHER VANDROSS Think About You (J)	734	+36	71632	10	41/2
	8	MUSIQ Forthenight (Def Soul/IDJMG)	632	-40	81654	11	33/0
	9	KEM Love Calls (Motown/Universal)	632	-60	83791	51	32/0
16	10	OUTKAST The Way You Move (Arista)	583	+147	92250	7	10/1
11	11	WILL DOWNING A Million Ways (GRP/VMG)	583	+22	46698	17	33/0
12	12	DWELE Find A Way (Virgin)	494	-50	49518	28	40/0
10	13	SMOKIE NORFUL I Need You Now (EMI Gospel)	484	-79	47388	41	34/0
13	14	ERYKAH BADU Back In The Day (Motown)	479	-12	40064	13	26/1
17	15	JAGGED EDGE Walked Outta Heaven (Columbia)	451	+56	55154	9	20/0
14	16	ARETHA FRANKLIN Wonderful (Arista)	437	-39	63183	16	27/0
24	17	BABYFACE The Loneliness (Arista)	407	+177	40292	2	38/3
20	18	VAN HUNT Seconds Of Pleasure (Capitol)	301	+2	21629	9	26/1
23	19	SILK Side Show (Liquid 8)	286	+52	13997	6	23/2
22	20	JAVIER Beautiful U R (Capitol)	275	+22	18608	4	23/0
Debut	21	BEYONCE' Me, Myself And I (Columbia)	250	+115	27973	1	23/4
21	22	JAHEIM Backtigh (Divine Mill/Warner Bros.)	247	-52	28611	20	20/0
25	23	KEM Matter Of Time (Motown)	245	+17	25514	11	19/1
19	24	ASHANTI Rain On Me (Murder Inc./IDJMG)	234	-72	28288	14	17/0
26	25	KINDRED THE FAMILY SOUL Stars (Hidden Beach)	212	+20	19765	6	14/0
18	26	MICHAEL JACKSON One More Chance (Epic)	202	-154	20804	13	20/0
28	27	AL GREEN I Can't Stop (Blue Note/EMC)	198	+31	11541	6	19/1
Debut	28	GERALD LEVERT Wear It Out (Elektra/EEG)	194	+116	14681	1	33/10
27	29	BRIAN MCKNIGHT Back Seat (Gettin' Down) (Motown)	164	-7	13145	4	16/0
29	30	JEFF MAJORS Heard My Cry (Music One)	160	+1	17706	3	8/0

Most Added*

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
GERALD LEVERT Wear It Out (Elektra/EEG)	10
EN VOGUE Ooh Boy (33rd Street)	9
SPOOKS Don't Be Afraid (Koch)	8
HIL ST. SOUL Pieces (Shanachie)	6
BEYONCE' Me, Myself And I (Columbia)	4
RUBEN STUDDARD Sorry 2004 (J)	3
BABYFACE The Loneliness (Arista)	3
LUTHER VANDROSS Think About You (J)	2
SILK Side Show (Liquid 8)	2

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
BABYFACE The Loneliness (Arista)	+177
OUTKAST The Way You Move (Arista)	+147
RUBEN STUDDARD Sorry 2004 (J)	+125
GERALD LEVERT Wear It Out (Elektra/EEG)	+116
BEYONCE' Me, Myself And I (Columbia)	+115
AVANT Read Your Mind (Geffen)	+91
HIL ST. SOUL Pieces (Shanachie)	+78
LEON HAYWOOD I Wanna Do Something Freaky... (Independent)	+73
MISSY ELLIOTT Get Ur Freak On (Gold Mind/Elektra/EEG)	+72
MONTELL JORDAN Bottom Line (Koch)	+59

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
HEATHER HEADLEY I Wish I Wasn't (RCA)	455
LUTHER VANDROSS Dance With My Father (J)	413
TAMIA Officially Missing You (Elektra/EEG)	333
JAHEIM Put That Woman First (Divine Mill/Warner Bros.)	330
LUTHER VANDROSS Take You Out (J)	312
KINDRED Far Away (Epic)	285
FLOETRY Say Yes (DreamWorks)	228
BRIAN MCKNIGHT Shoulda, Woulda, Coulda (Motown/Universal)	215
RUBEN STUDDARD Superstar (J)	205
R. KELLY I'll Never Leave (Jive)	181

Detailed station playlists for all R&R reporters are available on the web at www.radioandrecords.com.

42 Urban AC reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 1/18-1/24. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 15 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Total Audience equals Average Quarter Hour Persons times number of plays (times 100). Each daypart on each station is assigned an AQH number. Average Quarter Hour Persons used herein with permission from the Arbitron Company (© 2004, The Arbitron Company). © 2004, R&R, Inc.

New & Active

MANHATTANS Turn Out The Stars (Love-Lee)
Total Plays: 156, Total Stations: 10, Adds: 0

MONTELL JORDAN Bottom Line (Koch)
Total Plays: 121, Total Stations: 15, Adds: 1

CARL THOMAS She Is (Bad Boy/Universal)
Total Plays: 106, Total Stations: 16, Adds: 1

MARY MARY Dance, Dance, Dance (Integrity)
Total Plays: 105, Total Stations: 12, Adds: 0

HIL ST. SOUL Pieces (Shanachie)
Total Plays: 78, Total Stations: 15, Adds: 6

TARRALYN RAMSEY Up Against All Odds (Casablanca)
Total Plays: 65, Total Stations: 4, Adds: 0

IMPROMPT 2 Mocha Soul (Big3)
Total Plays: 30, Total Stations: 4, Adds: 0

EN VOGUE Ooh Boy (33rd Street)
Total Plays: 12, Total Stations: 9, Adds: 9

SPOOKS Don't Be Afraid (Koch)
Total Plays: 0, Total Stations: 8, Adds: 8

Songs ranked by total plays

rhian★benson

'Stealing My Peace of Mind'

IMPACTING: FEB. 9th & 10th

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Video Already On

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Early airplay from:

KJLH - LA
WHUR-DC
KMJM-St. Louis
WQQK-Nashville

"A breath of fresh air"
Billboard



Koch/Audium Eyes The Charts

Five years of lessons learned

By Chuck Aly, Associate Country Editor

When Audium Records launched in the summer of 1999, the strategy was relatively simple: secure secondary-market airplay for proven artists who no longer fit the major-label business model. As the company approaches its five-year anniversary, that plan has shifted significantly to include a chart-focused promotion team, as well as efforts outside the mainstream country arena. And the label has a new name to go with its new philosophy: Koch Records.

"Our original plan was to sign older country acts and take them to secondary radio, which we did," President Nick Hunter says of the company he co-founded with artist manager Simon Renshaw. (Renshaw divested himself of his share of Audium as part of the sale of his management company to the Firm.) "For a year or so it worked pretty well. As things changed, it quit working pretty well."

Success is highly dependent upon the artists involved, but Hunter also notes significant changes brought on by radio consolidation. "As the chains were buying more and more stations, they were dipping down further into the pool," he says.

"We probably lost between 100 and 150 stations that were crucial to what we were trying to do. At the same time, CMT changed its thrust. It went from a video-based format to an entertainment-based format."

With that new direction came a narrowing of the artistic palette. "CMT sold a wider range of product than they do now," Hunter says. "And GAC has yet to get much of a



Nick Hunter in his natural habitat.

foothold in selling product. At one time you could find stuff on video that wasn't being played on radio. I don't think that's the case now. So we've had to refine what we do a little bit."

Chart-Bound

Koch's most noteworthy change involved entering the singles chart race. "Jack Purcell joined us about a year ago," Hunter says. "Jack and I worked together at Warner Bros., and he's been great. We've slowly and carefully been putting together the team to deal with mainstream

radio. The changes at secondary radio necessitated this."

Even with this new direction, though, Hunter isn't fixated on chart success. "We had some success last year with a couple records," he says. "Not the huge success we'd like to have — we didn't have a top 10.

"But Nashville has a tendency to gauge success only by charts. There are an awful lot of record companies out there — including us — who do well, and charts aren't necessarily something they're overly interested in. True, any time you're on there, that's great, but you can still sell records, make money and not be at the top of the charts."

Just how deep will Koch delve in promoting its artists to monitored stations? "We're competitive, but we're not stupid," Hunter says. "Look at David Lee Murphy. I don't have to spend the extra million dollars that majors take out there so radio learns who their artists are, because they already know our artists. The downside is, somebody might not give a damn. And believe me, I've had some of those folks too."

Ego-Driven

Chart success can be a double-edged sword for independents. "Most of the labels that have had hits have gone away," Hunter says. "Maybe those people believed their own hype or spent way too much money trying to have a hit.

"Of all the small labels that had a hit, Dualtone did it right. They had the success with David Ball, took what they could get, and then, when it got crazy, they packed up and went home."

Hunter is wary of the chart's allure. "It gets way out of hand sometimes," he says. "I was at Warners and did the same thing. It becomes ego. In many cases it's as much ego for the promotion team and the record company as it is for the artist. Numbers that drive a promotion staff crazy are two, six and 11. God knows how much money those numbers have cost people.

"We'll take whatever we can get. If we ever had a record sitting at No. 11, we'd like to go top 10. Once you get in the top 10, however, I think you've succeeded in what you do. Anybody who would argue with that, well, whatever. Let's get to 10 or nine and

Continued on Page 42

Seven-Year Itch

David Lee Murphy is back

It's hard to believe that the last time David Lee Murphy brought new music to market was in 1997, but with solid-gold hits like "Party Crowd" and "Dust on the Bottle" still spinning at radio, some say it's like he never left. His new single, "Loco," officially went for adds on Jan. 20 and climbs to No. 41 on this week's R&R Country top 50. But it's been a long time coming.

"When Simon [Renshaw] and I first went to New York to propose this label to Michael Koch, we took a list of 10 or 12 artists we'd be interested in signing," says Koch Records' Nick Hunter. "David was one of those artists. We discussed it over a period of time, but David wasn't ready, so we hung loose.

"His manager, Doug Kasmus, eventually came in and played a record for me, but David realized that he could make it better. He came back a year later and had made a good record a whole lot better."

Learning And Growing

Murphy says the extended time away was musically beneficial. "I had a lot more time to write this record," he says. "I had more time to sift through all the songs instead of just picking 10. I had a hard time choosing, because there were so many I was attached to.

"I've teased with people, saying, 'Naw, I haven't learned anything. I'm still making the same mistakes,' but I really have learned a lot. I'm a better writer and singer. I'm better in the studio than I was. That's just experience, and this is such a great community as far as that goes. You write with so many people, and there are so many great players. You learn who you can work with. You learn and grow."



David Lee Murphy

In addition to producing *Tryin' to Get There*, Murphy wrote or co-wrote all of the songs. Co-writers include Kim Tribble on seven cuts and Waylon Jennings on the title track. "Kim is one of my songwriting buddies from way back," Murphy says. "We wrote 'Out With a Bang,' which is the title track from my first album. And I was particularly proud to write the title track with Waylon."

Murphy has high standards for the songs he writes. "Two of my songs have been really successful and stood the test of time," he says. "And the test of time is one of the criteria I use when I'm writing. I didn't want to make something that would be disposable.

"When people tell me they put on 'Party Crowd' when they're getting ready to go out on Friday night or jam to 'Dust on the Bottle' on a pontoon boat on the lake, that means more to me than any other kind of accolade you could ask for."

A Good Fit

During his time out of the radio limelight, Murphy's been writing and touring. Brooks & Dunn, Aaron Tippin, Trick Pony and Montgomery Gentry, among others, have recorded his songs. He's also toured both domestically and internationally, including a couple of runs in Australia. "The beaches are amazing," he says. "They go on forever."

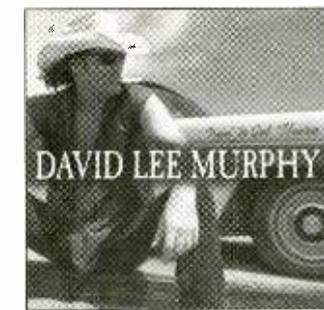
Once he had new music ready, Murphy found a good fit at Koch/Audium. "They were exactly what I wanted," he says. "It's a small shop, but they're all industry veterans. They've all been around the block and been involved with major acts. It's a team. We're the little guys, and I like it that way.

"Small labels are starting to have success, and that's good for the business. It opens up the opportunities and possibilities for

what our format can be. It seems like the perfect time to do what we're trying to do."

Getting back out to radio has been a comfortable experience for him. "I feel like I'm talking to people I just talked to," he says. "It's hard to believe time's flying by. This morning I did an interview with someone who said, 'You've been away, but we've still been playing the heck out of "Dust on the Bottle," so it's like you really haven't been gone.'"

Murphy marvels at the continued popularity of his music. "We're still getting really good spins on 'Dust,' somewhere around 600 spins a week — since 1995. It's like I've had a 30-something record on the chart for a couple of years. Thanks to all those guys who've played those records. Radio has been great to me. The hospitality is there."



VICT'RY IN THE GOLD Josh Turner stopped by the CMA to perform for the staff and picked up a certificate from the organization celebrating the gold certification of his debut album, *Long Black Train*. Pictured are (l-r) Universal's Tom Lord, the CMA's Tammy Genovese, JAG Management's Jimmy Gilmer, the CMA's Ed Benson, Turner, the William Morris Agency's Rob Beckham and Barry Jeffrey and JAG Management's Brinson Strickland.

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Koch/Audium....

Continued from Page 40

let old Mother Nature have her way. After a while you're spending your profits just trying to go up to one or two."

Hard Truths

While radio consolidation contributed to Koch's chart-game entrance, the label also learned some hard truths about small-market radio. "The groups brought their programming philosophy to those smaller radio stations," Hunter says.

"When they buy something, they want people to do things their way. Also, as things got tighter for the smaller markets, most of them couldn't afford a consultant or research. Their research is the chart.

"I'm not taking a shot at small radio stations. Yes, they'll play an unknown record, but you're talking small-market, and the song may get played 14 times a week. At night on some of these small stations you might have nine people listening. Very seldom are you going to find a station with any kind of listeners that will play an uncharted record 30-odd times in a week."

Working with smaller stations became increasingly difficult. "I had a conversation with a guy who wasn't interested in what we were doing," Hunter recounts. "I said, 'Let me get this straight: If I had a guy coming to town visit your station, be a guest DJ and send you 15 CDs and concert tickets to give away, you won't play the record. But if I basically spit on you, don't send you anything and don't call, but you get it on CDX and the record makes top 30, you'll play it?' He said, 'Well, yeah.'

"Common sense says you treat people right, do things for them, and it will come back around. I've found that's not necessarily the case. For the stations where that's true — and there are some — you can't sell enough product to make it work. They don't have that many listeners.

"Wal-Mart will work with you. You can get in the small accounts. You won't get an end cap, but you can't afford that anyway. I listen to newer labels expounding on the strategies I expounded on four or five years ago, and I know it ain't gonna work."

Don't Cross Radio

Having the right artists to work with has always been central to any label's success or failure. "Anybody who says you can sell a lot of records

without radio, in most cases, is crazy," Hunter says. "It helps to have heritage artists, and I try.

"I'd have given certain parts of my body to have a Merle Haggard, who can sell records. And we did very well with the last Loretta Lynn record. We're in business with Charlie Daniels and selling enough records that Charlie's making money."

When approaching radio, an artist's prior relationships are pivotal. "The response to us signing and getting a record out on Restless Heart has been phenomenal," Hunter says.

"It sounds like I'm kissing Joe Galante's ass, but he did a very good job with them. When their career ended on RCA, it ended with class. They didn't make anybody mad. And I've dealt with Sammy Kershaw, whose reputation at radio was unbelievable — and not good unbelievable.

"There are an awful lot of record companies out there — including us — who do well, and charts aren't necessarily something they're overly interested in."

Nick Hunter

"The response to David Lee Murphy and Restless Heart has been totally different, because they were handled well by their previous labels, and the artists themselves did the right things.

"If the perception comes back from radio that they like you, that's a strong plus. You have to have a good record, but if you had two good records, one by an artist radio really liked and one by an act they couldn't stand, I know which one I'd take every time."

A Different World

Hunter says he's still working to shape the artist roster. "We've got some really neat people on the roster who I really like and who we're

going to stay with for a long time," he says. "And I've also made some huge mistakes. I mean, I signed Doug Stone.

"But we're always fiddling with it. Last year we put out 19 albums, and we'll be about there this year. We're always looking to upgrade and change. We don't have rules; we make them up as we go along. The rules of the record business don't work right now. If you've got an idea, just run it by us."

And Koch's designs aren't limited to country. With the signing of Robert Earl Keen, the label has committed itself to the alternative marketplace. Keen, in fact, has been in Koch/Audium's sights for some time.

"In 2000 Simon and I both wanted Robert in the worst way, but we lost out to Lost Highway," Hunter says. "When that didn't work out, Robert and I talked for about a year about how to do this thing. Robert didn't particularly want to be on a Nashville label. I said, 'I don't blame you. I don't particularly want to be a Nashville label for you anyway.'

"He went and made the record he wanted to make, and we sat down with Koch, which is our distributor and owner. They had just hired a guy named John Rosenfelder from Def Jam. He'd done their Triple A and worked with Willie Nelson for Lost Highway.

"He, Robert and I came up with a plan for working Robert's record at Triple A. Then Al Moss came on board and helped us with Americana promotion. We were No. 1 on the Americana chart for five or six weeks."

Even with that chart-topping run, Hunter says there's more work to be done in that vein. "It's been an education, because it's a different world," he says.

Building Catalog

During lean periods record labels often sustain themselves with catalog sales. One of Hunter's goals has been to build a healthy catalog for Koch, and this year should bring an infusion of titles.

"There's an interesting gentleman in Nashville named Aubrey Mayhew," Hunter says. "He owned and operated Little Darlin' Records in the '60s and early '70s. He was the one who found Johnny Paycheck and changed his name from Donnie Young. He has about 5,000 sides, from Bobby Helms and The Orioles to Jeannie C. Riley."

Koch will begin reissuing Little Darlin' Records in May, putting out between 12 and 16 albums each year. "With the exception of Johnny Paycheck on the Country Music Foundation series, this stuff has never been out on CD," Hunter says. "And probably 150 of the sides are totally unreleased."

Other upcoming releases include a Charlie Daniels album and a Tractors record or two. "Steve Ripley [of The Tractors] is working on a studio album, and we'll probably also have



HELPING HAND Sherrie Austin and Broken Bow Records present a check for \$25,000 to St. Jude Children's Research Hospital during the Country Cares Radio Training Seminar. The check honors Austin's pledge to donate 25 cents from each sale of her Streets of Heaven CD. Pictured are (l-r) Broken Bow's Jon Loba, St. Jude's Teri Watson, Austin, St. Jude patient Abby and Broken Bow's Tony Benken.

"We've got some really neat people on the roster who I really like and who we're going to stay with for a long time. And I've also made some huge mistakes. I mean, I signed Doug Stone."

Nick Hunter

a kids record," Hunter explains. "He's an absolute genius. He can be a complete pain in the butt, but he's a really smart guy."

The release schedule will put Koch's catalog at 100 titles in late 2005 or early 2006. "I grew up in this end of the business, working for Jimmy Bowen," Hunter says. "He used to fire stuff out all the time just to build up catalog.

"I've put out close to 65 records so far. Some of it sells a lot, some of it doesn't sell at all. I don't want to say that we're just pumping them out, but in some cases we're sort of feeding the distribution machine."

"Very seldom are you going to find a station with any kind of listeners that will play an uncharted record 30-odd times in a week."

Nick Hunter

Newfound Regard

The climate for independent labels has improved with the continued constriction of the recording industry. "In the beginning, if you said you were an independent, people just laughed at you," Hunter says,

noting that he understands where that came from. "I was part of that same thing everybody does when I was at a major. The knock was that independent labels just put out shit.

"Problem was, in most cases that was true. And you can still find some awful records that shouldn't have been made. But there are probably six or eight independent labels out there whose product, quality, promotion staff and ability to do business are the same as the majors. People are starting to realize that."

The newfound regard for indies aside, Audium's name change also reflects the marketplace left behind the label. "Koch is the largest independent distributor in the world," Hunter explains. "They also own this label, so we're not as small as most of the independents.

"They were having success with In the Paint, which is their rap label, us and some soundtrack things they were doing. But they all had different names. They wanted to put it all together, so we're Koch Records.

"This year we've been on the Americana, Triple A, Jazz, Pop and Country charts. In that sense, we're not just a country label. In some respects that idea worked to our disadvantage, even though we had worked very hard to build that reputation."

Koch's Nashville operation has a different reputation that it's not eager to lose. "We're still having fun doing it," Hunter says. "Maybe we should be worried about our jobs, but we're not. Last time I checked, this was supposed to be a fun business."

Koch Records Roster

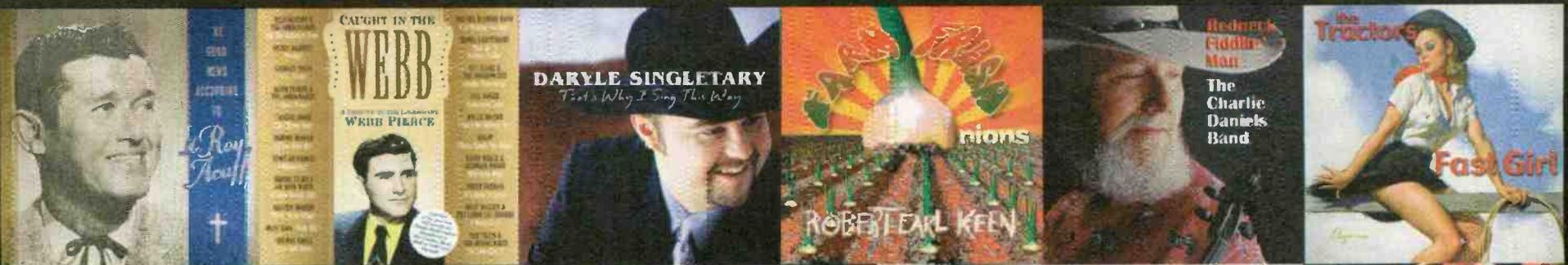
Here's the current Koch/Nashville artist roster in alphabetical order.

John Anderson
Ray Benson
Charlie Daniels
Rodney Hayden

Robert Earl Keen
The Kerosene Brothers
The Larkins
David Lee Murphy

Restless Heart
Daryle Singletary
The Tractors
Dale Watson
Dwight Yoakam

KEAM/Abilene, TX OM: James Cameron PD/MD: Rudy Fernandez APD: Shay Hill 28 MONTGOMERY GENTRY	WKNN/Biloxi, MS OM: Walter Brown PD: Kipp Gregory No Adds	WUBC/Cincinnati, OH* PD: Tim Clonson APD: Kathy O'Connor MD: Duke Hamilton 16 KENNY CHESNEY YUNCLE KRACKER 8 JOHN MICHAEL MONTGOMERY 5 SHERRIE AUSTIN 3 JOHN MICHAEL MONTGOMERY	KVDF/Fargo PD: Eric Heyer MD: Scott Winston 5 DAVID LEE MURPHY	WTQR/Huntington PD: Judy Eaton MD: Dave Poole 10 BILLY CURRINGTON 5 DIAMOND RIO 5 GEORGE STRAIT 5 WYNONNA INGRAM JUDD 5 JILL KING	KZKX/Lincoln, NE APD/MD: Carol Turner 7 BLUE COFFEY	WCTY/New London, CT PD/MD: Jimmy Lehn APD: Dave Elder 5 DAVID LEE MURPHY 5 EMERSON DRIVE 5 SONIA ISAACS	KBUL/Reno, NV OM/MD: Tom Jordan APD: JJ Christy MD: Chuck Reeves 16 JOSH TURNER 2 DAVID LEE MURPHY 11 JOHN MICHAEL MONTGOMERY	KRMD/Shreveport, LA PD/MD: James Anthony 3 JOE NICHOLS GEORGE STRAIT	KIMF/Fucson, AZ* OM: Herb Crowe PD: Buzz Jackson MD: John Collins No Adds
WQMX/Akron, OH* OM/MD: Kevin Mason APD: Ken Steel No Adds	WZKX/Biloxi, MS PD: Bryan Rhodes MD: Gwen Wilson No Adds	WYGY/Cincinnati, OH* OM/MD: TJ Holland APD/MD: Dawn Michaels No Adds	KKIX/Fayetteville, AR OM/MD: Tom Travis APD/MD: Jake McBride 5 GEORGE STRAIT 5 BRIAN MCCOMAS 5 CAROLYN DAWN JOHNSON	WDRM/Huntsville, AL PD: Wes McShay MD: Dan McClain No Adds	KZLA/Los Angeles, CA* APD/MD: Tony Campos 8 SHERIDAN KELLIE COFFEY	WGN/Albany, NY* PD: Buzz Brindle MD: Bill Earley 1 JOHN MICHAEL MONTGOMERY 1 KENNY CHESNEY YUNCLE KRACKER 1 DIAMOND RIO	WNE/Orlando, VA* OM/MD: Casey Carter APD/MD: Casey Carter 1 CAROLYN DAWN JOHNSON	WLSL/Roanoke, VA PD: Brett Sharp MD: Robynn Jaymes 3 LEANN RIMES	KVDO/Tulsa, OK* PD/MD: Moon Mullins 3 KENNY CHESNEY YUNCLE KRACKER
WQWQ/Albuquerque, NM* PD: Tommy Carrera MD: Sammy Cruise 12 KENNY CHESNEY YUNCLE KRACKER 7 JOHN MICHAEL MONTGOMERY MARK WILLS	WHWK/Binghamton, NY OM: Bob Adams PD/APD/MD: Ed Walker 12 MONTGOMERY GENTRY 12 SHANKA TAVAN 10 SCOTTY EMERICK 10 SHEDASBY 10 KENNY CHESNEY YUNCLE KRACKER	WYAR/Cleveland, OH* PD: Meg Stevens MD: Chuck Collier 8 JOHN MICHAEL MONTGOMERY 4 DIAMOND RIO	KKIX/Fayetteville, NC PD: Paul Johnson No Adds	WFMS/Indianapolis, IN* OM: David Wood PD: Bob Richards MD: J.D. Cannon 1 GEORGE STRAIT 1 LEANN RIMES 1 RACHEL PROCTOR 1 BILLY CURRINGTON	WAMZ/Louisville, KY* PD/MD: Coyote Calhoun 8 JOHN MICHAEL MONTGOMERY 8 KENNY CHESNEY YUNCLE KRACKER 2 JEFF BATES 2 JEFF BATES 2 BIG & RICH	WGA/Albany, NY* PD: Buzz Brindle MD: Bill Earley 1 JOHN MICHAEL MONTGOMERY 1 KENNY CHESNEY YUNCLE KRACKER 1 DIAMOND RIO	WGH/Norfolk, VA* OM/MD: John Shomby MD: Mark McKay 23 KENNY CHESNEY YUNCLE KRACKER	KNFM/Odessa, TX OM/MD: John Moesch 7 KEITH URBAN 6 JOE NICHOLS	KWED/Tupelo, MS OM: Rick Stevens PD: Bill Hughes 12 GEORGE STRAIT 6 DAVID LEE MURPHY
KRST/Albuquerque, NM* MD: Paul Bailey JOHN MICHAEL MONTGOMERY	WDXB/Birmingham, AL* PD: Tom Hanrahan MD: Jay Cruise 1 MARK WILLS 1 CLAY WALKER 1 CAROLYN DAWN JOHNSON	KCCY/Colorado Springs, CO* PD: Travis Daily MD: Valerie Hart 12 SHEDASBY 1 MARK WILLS 1 DIAMOND RIO	WFBE/Flint, MI PD/MD: Coyote Collins 13 RASCAL FLATS 11 CAROLYN DAWN JOHNSON 10 JOHN MICHAEL MONTGOMERY 10 SHEDASBY 10 KENNY CHESNEY YUNCLE KRACKER GEORGE STRAIT	WWSI/Jackson, MS PD: Rick Adams MD: Stance Bingham 3 RASCAL FLATS	WOMZ/Louisville, KY* PD/MD: Laura Starling 1 JOE NICHOLS 1 GEORGE STRAIT	KRRV/Alexandria, LA OM: Scott Bryant PD/APD/MD: Steve Casey 1 BILLY CURRINGTON 2 GEORGE STRAIT	WZZK/Birmingham, AL* PD/MD: Brian Driver WYNONNA INGRAM JUDD EMERSON DRIVE	WBYD/Roanoke, VA PD/MD: Steve Cross 1 KENNY CHESNEY YUNCLE KRACKER JOHN MICHAEL MONTGOMERY JOHN MICHAEL MONTGOMERY	KNUE/Tyler, TX OM/MD: Dave Ashcraft 2 BILLY CURRINGTON 1 KENNY CHESNEY YUNCLE KRACKER
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WCTD/Allentown, PA* PD: Dave Russell APD/MD: Sam Malone 3 JAMES OTTO 2 DIAMOND RIO 1 BILLY CURRINGTON 1 WYNONNA INGRAM JUDD 1 DAVID LEE MURPHY	WBWN/Bloomington, IL OM/MD: Dan Westhoff APD/MD: Buck Stevens 10 BILLY CURRINGTON 10 KENNY CHESNEY YUNCLE KRACKER	WCOL/Columbus, OH* PD: John Crenshaw APD/MD: Dan E. Zuklo 4 CLINT BLACK 1 CAROLYN DAWN JOHNSON KELLIE COFFEY	KSXS/Fresno, CA* PD: Mike Peterson MD: Steve Pleshe 4 KENNY CHESNEY YUNCLE KRACKER 1 DAVID LEE MURPHY 1 DIAMOND RIO	WWSI/Jackson, MS OM/MD: Tom Freeman JOHN MICHAEL MONTGOMERY KENNY CHESNEY YUNCLE KRACKER	WVOM/Madison, WI* PD: Mark Grantin MD: Mel McKenzie 1 DIAMOND RIO 1 REBA MCFENTIRE 1 JOHN MICHAEL MONTGOMERY	WCTD/Allentown, PA* PD: Dave Russell APD/MD: Sam Malone 3 JAMES OTTO 2 DIAMOND RIO 1 BILLY CURRINGTON 1 WYNONNA INGRAM JUDD 1 DAVID LEE MURPHY	WZZK/Birmingham, AL* PD/MD: Brian Driver WYNONNA INGRAM JUDD EMERSON DRIVE	WBYD/Roanoke, VA PD/MD: Steve Cross 1 KENNY CHESNEY YUNCLE KRACKER JOHN MICHAEL MONTGOMERY JOHN MICHAEL MONTGOMERY	WFRG/Albion, NY OM/MD: Tom Jacobsen 17 KENNY CHESNEY YUNCLE KRACKER 16 BIG & RICH
KGNC/Amarillo, TX OM: Dan Gorman PD: Tim Butler APD/MD: Patrick Clark No Adds	WBWN/Bloomington, IL OM/MD: Dan Westhoff APD/MD: Buck Stevens 10 BILLY CURRINGTON 10 KENNY CHESNEY YUNCLE KRACKER	WCOL/Columbus, OH* PD: John Crenshaw APD/MD: Dan E. Zuklo 4 CLINT BLACK 1 CAROLYN DAWN JOHNSON KELLIE COFFEY	KSXS/Fresno, CA* PD: Mike Peterson MD: Steve Pleshe 4 KENNY CHESNEY YUNCLE KRACKER 1 DAVID LEE MURPHY 1 DIAMOND RIO	WWSI/Jackson, MS OM/MD: Tom Freeman JOHN MICHAEL MONTGOMERY KENNY CHESNEY YUNCLE KRACKER	WVOM/Madison, WI* PD: Mark Grantin MD: Mel McKenzie 1 DIAMOND RIO 1 REBA MCFENTIRE 1 JOHN MICHAEL MONTGOMERY	KGNC/Amarillo, TX OM: Dan Gorman PD: Tim Butler APD/MD: Patrick Clark No Adds	WZZK/Birmingham, AL* PD/MD: Brian Driver WYNONNA INGRAM JUDD EMERSON DRIVE	WBYD/Roanoke, VA PD/MD: Steve Cross 1 KENNY CHESNEY YUNCLE KRACKER JOHN MICHAEL MONTGOMERY JOHN MICHAEL MONTGOMERY	WFRG/Albion, NY OM/MD: Tom Jacobsen 17 KENNY CHESNEY YUNCLE KRACKER 16 BIG & RICH
KBRJ/Anchorage, AK PD/MD: Matt Valley 5 JOHN MICHAEL MONTGOMERY 3 MAVERICKS	KQFC/Boise, ID PD: Lance Tidwell 6 WYNONNA INGRAM JUDD 5 GEORGE STRAIT 2 RHONDA VINCENT LEANN RIMES	WGSQ/Cookeville, TN OM: Marty McFly PD: Gator Harrison APD: Philip Gibbons MD: Stewart James TRACY LAWRENCE JOHN MICHAEL MONTGOMERY	WVOM/Madison, WI* PD: Mark Grantin MD: Mel McKenzie 1 DIAMOND RIO 1 REBA MCFENTIRE 1 JOHN MICHAEL MONTGOMERY	WWSI/Jackson, MS OM/MD: Tom Freeman JOHN MICHAEL MONTGOMERY KENNY CHESNEY YUNCLE KRACKER	WVOM/Madison, WI* PD: Mark Grantin MD: Mel McKenzie 1 DIAMOND RIO 1 REBA MCFENTIRE 1 JOHN MICHAEL MONTGOMERY	KBRJ/Anchorage, AK PD/MD: Matt Valley 5 JOHN MICHAEL MONTGOMERY 3 MAVERICKS	KQFC/Boise, ID PD: Lance Tidwell 6 WYNONNA INGRAM JUDD 5 GEORGE STRAIT 2 RHONDA VINCENT LEANN RIMES	WBYD/Roanoke, VA PD/MD: Steve Cross 1 KENNY CHESNEY YUNCLE KRACKER JOHN MICHAEL MONTGOMERY JOHN MICHAEL MONTGOMERY	WFRG/Albion, NY OM/MD: Tom Jacobsen 17 KENNY CHESNEY YUNCLE KRACKER 16 BIG & RICH
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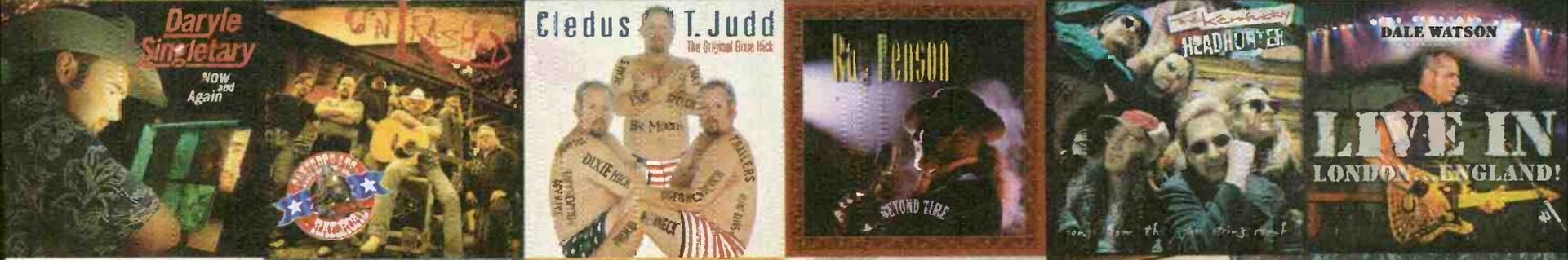
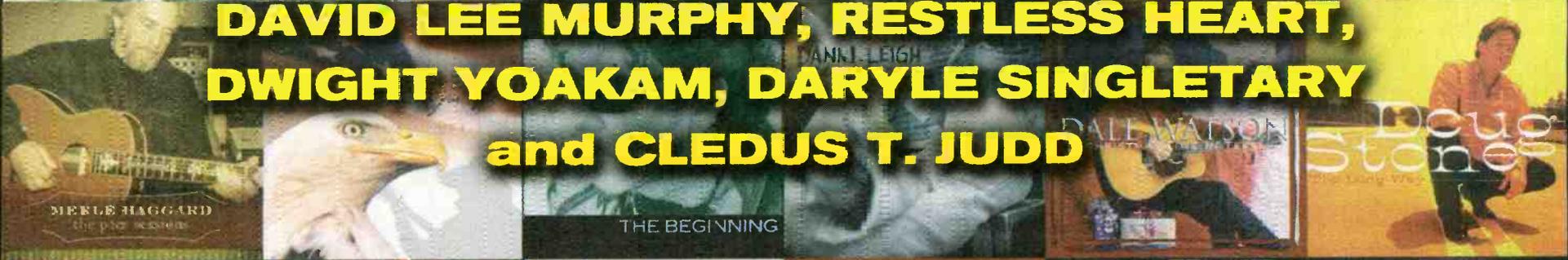
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Thanks Country Radio for your continued support!



New music coming this year from DAVID LEE MURPHY, RESTLESS HEART, DWIGHT YOAKAM, DARYLE SINGLETARY and CLEDUS T. JUDD



AUDIUM records
KOCH records



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COUNTRY TOP 50

January 30, 2004

LAST WEEK	THIS WEEK	ARTIST	TITLE	LABEL(S)	TOTAL POINTS	+/- POINTS	TOTAL PLAYS	+/- PLAYS	TOT. AUD. (00)	+/- AUD. (00)	WEEKS ON	TOTAL ADDS
2	1	ALAN JACKSON	Remember When	(Arista)	15194	387	4858	+157	459327	7895	12	112/0
1	2	KENNY CHESNEY	There Goes My Life	(BNA)	14850	-220	4719	-142	449646	-3957	14	112/0
4	3	TOBY KEITH	American Soldier	(DreamWorks)	13765	949	4256	+260	415566	31186	10	112/0
3	4	BROOKS & DUNN	You Can't Take The Honky Tonk...	(Arista)	12374	-738	4042	-165	364399	-16737	18	112/0
5	5	TIM MCGRAW	Watch The Wind Blow By	(Curb)	11721	496	3682	+157	339216	18223	13	112/0
6	6	TERRI CLARK	I Wanna Do It All	(Mercury)	11298	359	3661	+136	335616	6957	21	112/0
7	7	BRAD PAISLEY	Little Moments	(Arista)	9994	339	3163	+97	300239	8373	19	110/0
11	8	MARTINA MCBRIDE	In My Daughter's Eyes	(RCA)	9190	820	2902	+240	276277	29164	10	109/0
8	9	TRACY BYRD	Drinkin' Bone	(RCA)	8650	-451	3008	-123	230331	-12879	25	110/0
10	10	SHANIA TWAIN	She's Not Just A Pretty Face	(Mercury)	8448	-262	2774	-59	247009	-9395	15	110/0
13	11	JIMMY WAYNE	I Love You This Much	(DreamWorks)	7793	289	2623	+100	223576	15027	22	110/0
12	12	TRACE ADKINS	Hot Mama	(Capitol)	7731	97	2561	+51	209388	2615	18	109/0
14	13	SARA EVANS	Perfect	(RCA)	7371	262	2427	+135	203344	10621	19	110/1
9	14	RODNEY ATKINS	Honesty (Write Me A List)	(Curb)	7057	-1819	2208	-638	186486	-59544	31	109/0
16	15	BUDDY JEWELL	Sweet Southern Comfort	(Columbia)	6666	509	2237	+175	181368	16311	13	109/2
18	16	KEITH URBAN	You'll Think Of Me	(Capitol)	6664	1002	2124	+321	175966	26719	6	111/5
15	17	JO DEE MESSINA	I Wish	(Curb)	6575	-494	2062	-119	184639	-14177	27	106/0
17	18	JOSH TURNER	Long Black Train	(MCA)	6471	324	2284	+146	173011	13123	32	108/2
19	19	GARY ALLAN	Songs About Rain	(MCA)	5520	241	1729	+113	143204	5418	10	100/2
20	20	CLINT BLACK	Spend My Time	(Equity Music Group)	5425	199	1748	+72	145214	4519	13	104/1
23	21	RASCAL FLATTS	Mayberry	(Lyric Street)	4975	714	1588	+252	130081	13177	4	105/6
21	22	JOE NICHOLS	Cool To Be A Fool	(Universal South)	4945	24	1582	+35	126404	-187	19	101/4
22	23	BLUE COUNTY	Good Little Girls	(Asylum/Curb)	4573	95	1449	+51	114713	-1575	14	94/0
24	24	CRAIG MORGAN	Every Friday Afternoon	(BBR)	4075	-10	1315	-1	114193	-2913	24	89/0
25	25	DIERKS BENTLEY	My Last Name	(Capitol)	4062	298	1307	+89	103093	5736	13	97/3
26	26	CAROLYN DAWN JOHNSON	Simple Life	(Arista)	3862	336	1231	+119	102334	5244	8	95/6
27	27	KELLIE COFFEY	Texas Plates	(BNA)	3241	44	1049	-2	79774	3535	16	93/8
28	28	BRIAN MCCOMAS	You're In My Head	(Lyric Street)	2947	173	936	+47	73723	3848	14	76/2
Breaker	29	TRACY LAWRENCE	Paint Me A Birmingham	(DreamWorks)	2807	341	941	+131	73347	9596	12	71/7
30	30	CLAY WALKER	I Can't Sleep	(RCA)	2094	16	713	+14	42938	711	6	74/3
Breaker	31	BIG & RICH	Wild West Show	(Warner Bros.)	2071	360	675	+141	50575	11284	4	69/5
31	32	PATTY LOVELESS	Dn Your Way Home	(Epic)	2015	-16	725	-26	44727	-762	11	75/0
34	33	PAT GREEN	Guy Like Me	(Republic/Universal South)	2008	415	568	+126	51227	8359	11	50/3
32	34	JAMES OTTO	Days Of Our Lives	(Mercury)	1760	-138	604	-53	40394	-4246	16	63/1
38	35	GEORGE STRAIT	Desperately	(MCA)	1736	664	533	+262	46281	15924	3	60/30
47	36	JOHN MICHAEL MONTGOMERY	Letters From Home	(Warner Bros.)	1665	1190	495	+350	50212	30559	2	43/24
39	37	REBA MCENTIRE	Somebody	(MCA)	1629	539	502	+136	48009	15450	3	62/7
35	38	SHERYL CROW	The First Cut Is The Deepest	(A&M/Interscope)	1398	-175	418	-43	36527	-4705	13	30/0
Debut	39	KENNY CHESNEY	f/UNCLE KRACKER When The Sun Goes Down	(BNA)	1377	1377	376	+376	49287	49287	1	50/50
36	40	SONYA ISAACS	No Regrets Yet	(Lyric Street)	1312	-10	485	+11	28073	68	8	48/1
40	41	DAVID LEE MURPHY	Loco	(Audiom)	1264	326	360	+120	32232	8224	3	39/10
37	42	LEANN RIMES	This Love	(Asylum/Curb)	1170	16	390	+8	30720	-475	5	47/5
Debut	43	SHEDAISY	Passenger Seat	(Lyric Street)	1073	1073	314	+314	30658	30658	1	22/13
45	44	EMERSON DRIVE	Last One Standing	(DreamWorks)	1069	465	345	+154	24033	7733	2	49/8
41	45	MARK WILLS	That's A Woman	(Mercury)	886	39	331	-1	17322	-891	8	45/3
43	46	BILLY CURRINGTON	I Got A Feelin'	(Mercury)	834	265	224	+42	20113	6121	2	34/10
42	47	RACHEL PROCTOR	Didn't I	(BNA)	752	3	309	+13	14985	1097	5	51/6
44	48	JEFF BATES	I Wanna Make You Cry	(RCA)	714	165	258	+45	14847	4353	2	47/10
48	49	WYNONNA	f/NAOMI JUDD Flies On The Butter...	(Curb)	570	106	137	+40	15058	1949	3	24/12
46	50	GEORGE STRAIT	Honk If You Honky Tonk	(MCA)	536	-2	93	-39	15203	1901	5	4/0

Most Added

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ARTIST	TITLE	LABEL(S)	ADDS
K. CHESNEY f/U. KRACKER	When The Sun Goes Down	(BNA)	50
GEORGE STRAIT	Desperately	(MCA)	30
J. MICHAEL MONTGOMERY	Letters From Home	(Warner Bros.)	24
DIAMOND RIO	We All Fall Down	(Arista)	19
SHEDAISY	Passenger Seat	(Lyric Street)	13
WYNONNA f/NAOMI JUDD	Flies On The Butter (You Can't...)	(Curb)	12
JEFF BATES	I Wanna Make You Cry	(RCA)	10
DAVID LEE MURPHY	Loco	(Audiom)	10
BILLY CURRINGTON	I Got A Feelin'	(Mercury)	10

Most Increased Points

ARTIST	TITLE	LABEL(S)	TOTAL POINT INCREASE
KENNY CHESNEY	f/UNCLE KRACKER When The Sun... (BNA)		+1377
J. MICHAEL MONTGOMERY	Letters From Home (Warner Bros.)		+1170
SHEDAISY	Passenger Seat (Lyric Street)		+1073
KEITH URBAN	You'll Think Of Me (Capitol)		+1002
TOBY KEITH	American Soldier (DreamWorks)		+949
MARTINA MCBRIDE	In My Daughter's Eyes (RCA)		+820
RASCAL FLATTS	Mayberry (Lyric Street)		+714
GEORGE STRAIT	Desperately (MCA)		+610
REBA MCENTIRE	Somebody (MCA)		+523
BUDDY JEWELL	Sweet Southern Comfort (Columbia)		+509

Most Increased Plays

ARTIST	TITLE	LABEL(S)	TOTAL PLAY INCREASE
KENNY CHESNEY	f/UNCLE KRACKER When The Sun... (BNA)		+376
J. MICHAEL MONTGOMERY	Letters From Home (Warner Bros.)		+350
KEITH URBAN	You'll Think Of Me (Capitol)		+321
SHEDAISY	Passenger Seat (Lyric Street)		+314
GEORGE STRAIT	Desperately (MCA)		+262
TOBY KEITH	American Soldier (DreamWorks)		+260
RASCAL FLATTS	Mayberry (Lyric Street)		+252
MARTINA MCBRIDE	In My Daughter's Eyes (RCA)		+240
BUDDY JEWELL	Sweet Southern Comfort (Columbia)		+175

Breakers

TRACY LAWRENCE
Paint Me A Birmingham (DreamWorks)
 7 Adds • Moves 29-29
BIG & RICH
Wild West Show (Warner Bros.)
 5 Adds • Moves 33-31

Songs ranked by total plays

Detailed station playlists for all R&R reporters are available on the web at www.radioandrecords.com.

112 Country reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total points for the airplay week of 1/18-1/24. Bullets appear on songs gaining points and/or plays or remaining flat from previous week. If two songs are tied in total points, the song with the larger increase in points is placed first. Songs below No. 1 and down in points and plays for three consecutive weeks are moved to recurrent. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Points lists the songs with the greatest week-to-week increases in total points. Station Weight = AQH Persons + (Market rank X 10) divided by 4180. Total Audience equals Average Quarter Hour Persons times number of plays (times 100). Each daypart on each station is assigned an AQH number. Average Quarter Hour Persons used herein with permission from the Arbitron Company (© 2004, The Arbitron Company). © 2004, R&R, Inc.



Country Radio's #1 Overnight Program



The stars shine After Midnite

Reba McEntire, Patty Loveless, Amy Grant and Vince Gill all hanging out with Blair Garner at After Midnite's 10th anniversary party.

January 30, 2004

R&R'S EXCLUSIVE REPORTED OVERVIEW OF NATIONAL AIRPLAY

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL POINTS	+/- POINTS	TOTAL PLAYS	+/- PLAYS	TOT.AUD. (00)	+/- AUD. (00)	WEEKS ON	TOTAL ADDS
1	1	ALAN JACKSON Remember When (Arista)	5902	11	4329	-4	131030	394	12	111/0
3	2	BROOKS & DUNN You Can't Take The Honky... (Arista)	5422	-281	4015	-194	120296	-5989	19	105/0
4	3	TOBY KEITH American Soldier (DreamWorks)	5408	513	4045	+361	118603	10803	9	110/0
2	4	KENNY CHESNEY There Goes My Life (BNA)	5399	-407	3928	-331	121190	-8369	14	107/0
5	5	TIM MCGRAW Watch The Wind Blow By (Curb)	5088	299	3780	+193	113672	6632	13	110/0
7	6	BRAD PAISLEY Little Moments (Arista)	4910	221	3596	+177	108939	4689	20	111/0
6	7	TERRI CLARK I Wanna Do It All (Mercury)	4863	101	3639	+61	107245	2331	21	110/0
13	8	MARTINA MCBRIDE In My Daughter's Eyes (RCA)	4246	394	3166	+291	91173	7536	10	108/0
10	9	SHANIA TWAIN She's Not Just A Pretty Face (Mercury)	4124	-76	3106	-41	90847	-1451	15	107/1
12	10	JIMMY WAYNE I Love You This Much (DreamWorks)	4074	111	2960	+70	91343	2841	22	109/0
11	11	TRACE ADKINS Hot Mama (Capitol)	4074	94	2952	+73	90761	1966	19	108/1
14	12	SARA EVANS Perfect (RCA)	3901	125	2853	+128	84489	1804	18	108/0
9	13	TRACY BYRD Drinkin' Bone (RCA)	3538	-747	2594	-632	79929	-15212	24	95/0
15	14	BUDDY JEWELL Sweet Southern Comfort (Columbia)	3440	180	2507	+159	74858	3467	14	106/1
16	15	GARY ALLAN Songs About Rain (MCA)	3194	288	2373	+226	69676	6243	10	109/2
18	16	KEITH URBAN You'll Think Of Me (Capitol)	3151	310	2365	+238	69817	6751	7	108/2
17	17	JOSH TURNER Long Black Train (MCA)	3078	185	2299	+116	67365	4311	28	100/2
8	18	RODNEY ATKINS Honesty (Write Me A List) (Curb)	2998	-1724	2104	-1350	69982	-33381	29	83/0
22	19	RASCAL FLATTS Mayberry (Lyric Street)	2577	506	1915	+352	56399	11327	4	107/7
19	20	CLINT BLACK Spend My Time (Equity Music Group)	2539	112	1836	+95	57025	2563	13	96/2
20	21	JOE NICHOLS Cool To Be A Fool (Universal South)	2472	67	1911	+40	51705	1159	19	97/9
23	22	DIERKS BENTLEY My Last Name (Capitol)	2206	223	1660	+157	47927	5135	13	85/0
21	23	BLUE COUNTY Good Little Girls (Asylum/Curb)	2190	88	1624	+69	50130	2094	15	89/1
24	24	CAROLYN DAWN JOHNSON Simple Life (Arista)	2011	170	1543	+129	43720	3524	8	92/4
25	25	CRAIG MORGAN Every Friday Afternoon (BBR)	1811	-17	1304	-28	39579	-628	24	76/0
26	26	BRIAN MCCOMAS You're In My Head (Lyric Street)	1482	14	1082	+17	33517	86	17	67/2
27	27	TRACY LAWRENCE Paint Me A Birmingham (DreamWorks)	1410	126	1031	+89	30738	2627	13	68/5
36	28	GEORGE STRAIT Desperately (MCA)	1336	684	1030	+495	27723	15042	3	84/32
29	29	CLAY WALKER I Can't Sleep (RCA)	1300	53	940	+25	28692	283	7	66/2
28	30	KELLIE COFFEY Texas Plates (BNA)	1300	32	1027	+33	27251	636	16	72/3
30	31	PATTY LOVELESS On Your Way Home (Epic)	1243	102	972	+77	26449	2612	11	67/3
33	32	REBA MCENTIRE Somebody (MCA)	1218	315	922	+243	26607	6944	4	71/6
31	33	PAT GREEN Guy Like Me (Republic/Universal South)	1170	68	916	+61	25015	1343	4	73/2
37	34	BIG & RICH Wild West Show (Warner Bros.)	1007	362	759	+282	20753	7550	4	68/15
32	35	JAMES OTTO Days Of Our Lives (Mercury)	921	-1	749	+6	18713	-78	15	51/1
40	36	DAVID LEE MURPHY Loco (Audium)	738	311	533	+218	16175	6729	3	46/10
34	37	SONYA ISAACS No Regrets Yet (Lyric Street)	733	34	526	+20	15635	839	9	43/2
39	38	EMERSON DRIVE Last One Standing (DreamWorks)	731	247	543	+202	15294	4855	3	53/13
35	39	MARK WILLS That's A Woman (Mercury)	665	-13	544	-9	13283	-433	9	43/0
38	40	LEANN RIMES This Love (Asylum/Curb)	629	85	470	+53	13196	1959	6	39/3
46	41	JOHN MICHAEL MONTGOMERY Letters From Home (Warner Bros.)	611	396	430	+304	13671	8382	2	42/27
45	42	JEFF BATES I Wanna Make You Cry (RCA)	447	235	343	+150	8662	3823	3	33/6
43	43	BILLY CURRINGTON I Got A Feelin' (Mercury)	413	160	374	+124	8246	3021	3	34/9
42	44	RACHEL PROCTOR Didn't I (BNA)	333	29	276	+39	6705	466	5	27/0
48	45	WYNONNA f/NAOMI JUDD Flies On The Butter (You Can't...) (Curb)	305	121	241	+97	5609	2222	2	26/14
Debut	46	KENNY CHESNEY f/JUNCLE KRACKER When The Sun Goes Down (BNA)	297	297	250	+250	6312	6312	1	29/29
44	47	MEMARIE Leave Me Alone (Capit Music)	249	19	223	+18	4160	248	4	17/1
41	48	LORRIE MORGAN Do You Still Want To Buy Me... (Image/Quarterback)	245	-52	206	-58	4434	-1218	11	21/1
47	49	RHONDA VINCENT If Heartaches Had Wings (Rounder)	209	24	164	+24	4169	-316	3	15/5
49	50	DIAMOND RIO We All Fall Down (Arista)	182	112	134	+53	3665	1536	2	17/10

112 Country reporters. Songs ranked by total plays for the airplay week of Sunday 1/18 - Saturday 1/24.
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Most Added®

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ARTIST TITLE LABEL(S)	ADDS
GEORGE STRAIT Desperately (MCA)	32
K. CHESNEY f/J. KRACKER When The Sun Goes Down (BNA)	29
J. MICHAEL MONTGOMERY Letters From Home (Warner Bros.)	27
BIG & RICH Wild West Show (Warner Bros.)	15
WYNONNA f/NAOMI JUDD Flies On The Butter (You Can't...) (Curb)	14
EMERSON DRIVE Last One Standing (DreamWorks)	13
DAVID LEE MURPHY Loco (Audium)	10
DIAMOND RIO We All Fall Down (Arista)	10

Most Increased Points

ARTIST TITLE LABEL(S)	TOTAL POINT INCREASE
GEORGE STRAIT Desperately (MCA)	+682
TOBY KEITH American Soldier (DreamWorks)	+513
RASCAL FLATTS Mayberry (Lyric Street)	+506
MARTINA MCBRIDE In My Daughter's Eyes (RCA)	+394
J. MICHAEL MONTGOMERY Letters From Home (Warner Bros.)	+392
BIG & RICH Wild West Show (Warner Bros.)	+359
REBA MCENTIRE Somebody (MCA)	+315
KEITH URBAN You'll Think Of Me (Capitol)	+310
TIM MCGRAW Watch The Wind Blow By (Curb)	+299
K. CHESNEY f/J. KRACKER When The Sun Goes Down (BNA)	+297

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
GEORGE STRAIT Desperately (MCA)	+495
TOBY KEITH American Soldier (DreamWorks)	+361
RASCAL FLATTS Mayberry (Lyric Street)	+352
J. MICHAEL MONTGOMERY Letters From Home (Warner Bros.)	+304
MARTINA MCBRIDE In My Daughter's Eyes (RCA)	+291
BIG & RICH Wild West Show (Warner Bros.)	+282
K. CHESNEY f/J. KRACKER When The Sun Goes Down (BNA)	+250
REBA MCENTIRE Somebody (MCA)	+243
KEITH URBAN You'll Think Of Me (Capitol)	+238
GARY ALLAN Songs About Rain (MCA)	+226

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EXCLUSIVE NATIONAL MUSIC RESEARCH ESTIMATES January 30, 2004

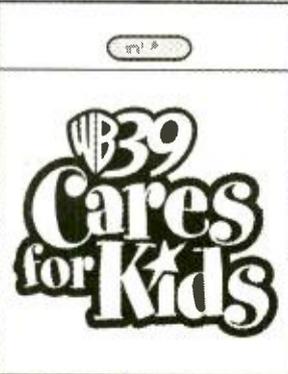
Callout America® song selection is based on the top 35 titles from the R&R Country chart for the airplay week of December 21-27, 2003.

ARTIST Title (Label)	LIKE A LOT	TOTAL POSITIVE	NEUTRAL	FAMILIARITY	DISLIKE	BURN	CALLOUT AMERICA® HOT SCORES
ALAN JACKSON Remember When (Arista)	37.1%	73.7%	15.0%	92.4%	3.1%	0.6%	Password of the Week: James. Question of the Week: Where do you most frequently listen to the radio? What time of day do you most frequently listen to the radio? Total In the car: 50% At home: 23% At work: 22% Other: 5% Mornings: 51% MIDDAYS: 12% Afternoons: 23% Evenings: 12% Overnights: 2% P1 In the car: 51% At home: 19% At work: 24% Other: 6% Mornings: 50% MIDDAYS: 12% Afternoons: 24% Evenings: 12% Overnights: 2% P2 In the car: 48% At home: 32% At work: 16% Other: 4% Mornings: 55% MIDDAYS: 13% Afternoons: 17% Evenings: 14% Overnights: 1% Male In the car: 48% At home: 25% At work: 23% Other: 4% Mornings: 49% MIDDAYS: 12% Afternoons: 24% Evenings: 13% Overnights: 2% Female In the car: 51% At home: 21% At work: 20% Other: 8% Mornings: 54% MIDDAYS: 13% Afternoons: 20% Evenings: 11% Overnights: 2%
TRACY BYRD Drinkin' Bone (RCA)	35.1%	68.5%	20.5%	96.8%	4.8%	3.0%	
TOBY KEITH American Soldier (DreamWorks)	33.0%	66.1%	20.4%	92.6%	5.5%	0.6%	
SHANIA TWAIN She's Not Just A Pretty Face (Mercury)	33.0%	64.7%	22.1%	95.8%	6.2%	2.9%	
JOSH TURNER Long Black Train (MCA)	31.4%	64.8%	20.4%	97.3%	7.6%	4.6%	
TIM MCGRAW Watch The Wind Blow By (Curb)	31.4%	60.8%	21.2%	87.8%	5.6%	0.2%	
RODNEY ATKINS Honesty (Write Me A List) (Curb)	30.8%	60.7%	27.1%	98.5%	5.0%	5.7%	
TRACE ADKINS Hot Mama (Capitol)	30.7%	64.2%	22.2%	93.5%	5.4%	1.8%	
JO DEE MESSINA I Wish (Curb)	30.5%	66.2%	22.3%	97.0%	6.0%	2.5%	
TERRI CLARK I Wanna Do It All (Mercury)	30.1%	68.0%	22.9%	97.5%	4.4%	2.1%	
BLUE COUNTY Good Little Girls (Asylum/Curb)	30.1%	60.4%	22.9%	89.5%	5.3%	1.0%	
BROOKS & DUNN You Can't Take The Honky Tonk Out Of The Girl (Arista)	29.8%	66.8%	21.6%	97.3%	5.3%	3.6%	
BRIAN MCCOMAS You're In My Head (Lyric Street)	29.2%	61.2%	25.1%	92.2%	4.6%	1.2%	
JIMMY WAYNE I Love You This Much (DreamWorks)	28.9%	64.2%	21.9%	93.3%	5.9%	1.3%	
CLINT BLACK Spend My Time (Equity Music Group)	28.7%	60.2%	21.2%	86.2%	4.6%	0.2%	
PATTY LOVELESS On Your Way Home (Epic)	28.3%	58.0%	20.5%	83.3%	4.4%	0.5%	
CRAIG MORGAN Every Friday Afternoon (BBR)	28.3%	66.1%	23.1%	93.9%	3.0%	1.8%	
BRAD PAISLEY Little Moments (Arista)	28.2%	64.9%	22.3%	92.5%	4.2%	1.1%	
KENNY CHESNEY There Goes My Life (BNA)	28.0%	63.5%	22.1%	92.1%	4.8%	1.7%	
MARTINA MCBRIDE In My Daughter's Eyes (RCA)	28.0%	60.2%	20.6%	87.7%	5.9%	1.1%	
SARA EVANS Perfect (RCA)	27.6%	59.7%	24.6%	90.1%	5.1%	0.6%	
TRACY LAWRENCE Paint Me A Birmingham (DreamWorks)	27.0%	59.5%	24.2%	91.0%	7.2%	0.1%	
SHERYL CROW The First Cut Is The Deepest (A&M/Interscope)	26.9%	65.6%	20.5%	93.6%	5.6%	1.8%	
BUDDY JEWELL Sweet Southern Comfort (Columbia)	26.0%	60.5%	25.2%	91.5%	4.4%	1.5%	
RASCAL FLATTS Mayberry (Lyric Street)	25.9%	55.1%	21.2%	79.6%	3.3%	0.0%	
DIERKS BENTLEY My Last Name (Capitol)	25.9%	58.5%	21.8%	83.3%	2.9%	0.1%	
KEITH URBAN You'll Think Of Me (Capitol)	25.2%	59.5%	18.5%	85.2%	6.8%	0.6%	
KELLIE COFFEY Texas Plates (BNA)	24.2%	61.2%	23.9%	92.2%	5.1%	1.9%	
JAMES OTTO Days Of Our Lives (Mercury)	23.5%	60.1%	23.9%	89.8%	3.9%	1.8%	
JOE NICHOLS Cool To Be A Fool (Universal South)	23.3%	58.5%	21.3%	87.3%	6.9%	0.6%	
CLAY WALKER I Can't Sleep (RCA)	22.6%	55.7%	18.7%	83.0%	7.6%	0.9%	
GARY ALLAN Songs About Rain (MCA)	22.5%	53.6%	26.6%	86.5%	5.2%	1.1%	
BIG & RICH Wild West Show (Warner Bros.)	21.7%	52.7%	18.3%	77.0%	6.0%	0.0%	
PAT GREEN Guy Like Me (Republic/Universal South)	21.4%	55.2%	20.0%	80.0%	4.4%	0.4%	
CAROLYN DAWN JOHNSON Simple Life (Arista)	21.3%	54.4%	22.8%	86.7%	7.0%	2.4%	

Total sample size is 400 persons weekly with a +/- 5% margin of error. Scoring is done each week using live interviewers conducting the interview with each respondent. Scores are: a) I Like It A Lot, In Fact It's One Of My Favorites b) I Like It c) It's Okay...Just So-So d) I Don't Like It e) I'm Tired Of Hearing It On The Radio f) I Don't Recognize It. To be included in the weekly callout songs must enter the top 40 positions on R&R's Country airplay chart. The sample is composed of 400 25-54-year-old persons who identify Country as their favorite music and who listen daily to competitive country radio in the sample markets. The sample is 50% male/female ... 1/3rd each in the 25-34, 35-44, and 45-54 demos. The sample is balanced by region, and markets within that region. Bullseye Callout is conducted in these regions and markets. Market selection is determined by Bullseye. NORTHEAST: Washington, DC., Harrisburg, PA., Providence, Rochester, NY, Springfield, MA, Hartford, Portland, ME, Portsmouth, NH. SOUTHEAST: Charlotte, Atlanta, Tampa, Nashville, Chattanooga, Mobile, AL, Charleston, SC, Jackson, MS. MIDWEST: Milwaukee, Cincinnati, Cleveland, Kansas City, Lansing, MI, Ft Wayne, IN, Rockford, IL, Indianapolis. SOUTHWEST: Dallas-Ft. Worth, Tucson, Albuquerque, Oklahoma City, Houston-Galveston, Phoenix, Lafayette, LA, San Antonio. WEST: Portland, OR, Salt Lake City, Fresno, Bakersfield, Spokane, WA, Riverside-San Bernardino, Boise, Denver, Monterey-Salinas. © 2004 R&R Inc. © 2004 Bullseye Marketing Research Inc..

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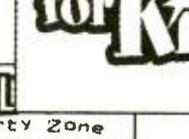
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**America's Best Testing Country Songs 12 +
For The Week Ending 1/30/04**

Artist Title (Label)	TW	LW	Familiarity	Burn	Persons 25-54	Women 25-54	Men 25-54
ALAN JACKSON Remember When (Arista)	4.40	4.33	99%	17%	4.42	4.42	4.42
KENNY CHESNEY There Goes My Life (BNA)	4.35	4.28	100%	22%	4.33	4.42	4.26
BRAD PAISLEY Little Moments (Arista)	4.26	4.28	97%	21%	4.27	4.25	4.28
TOBY KEITH American Soldier (DreamWorks)	4.22	4.29	98%	22%	4.24	4.21	4.26
BROOKS & DUNN You Can't Take The Honky Tonk Out Of The Girl (Arista)	4.12	4.19	99%	30%	4.14	4.11	4.16
TERRI CLARK I Wanna Do It All (Mercury)	4.11	4.16	98%	24%	4.13	4.15	4.11
JIMMY WAYNE I Love You This Much (DreamWorks)	4.05	4.07	94%	23%	4.04	4.16	3.95
SARA EVANS Perfect (RCA)	4.04	4.06	96%	21%	4.02	4.01	4.02
TRACY BYRD Drinkin' Bone (RCA)	4.03	4.05	97%	28%	4.05	4.02	4.07
MARTINA MCBRIDE In My Daughter's Eyes (RCA)	4.02	4.10	95%	25%	4.05	4.11	4.00
JO DEE MESSINA I Wish (Curb)	4.02	3.98	91%	21%	4.02	4.23	3.88
BUDDY JEWELL Sweet Southern Comfort (Columbia)	4.02	4.06	87%	16%	4.05	4.14	3.97
KEITH URBAN You'll Think Of Me (Capitol)	4.02	4.03	77%	11%	4.01	4.25	3.84
RODNEY ATKINS Honesty (Write Me A List) (Curb)	3.99	3.95	93%	29%	3.98	4.24	3.78
JOE NICHOLS Cool To Be A Fool (Universal South)	3.98	4.01	90%	16%	4.02	4.04	4.00
DIERKS BENTLEY My Last Name (Capitol)	3.98	3.99	85%	16%	3.98	4.01	3.95
BLUE COUNTY Good Little Girls (Asylum/Curb)	3.98	4.01	74%	13%	3.98	4.08	3.91
GARY ALLAN Songs About Rain (MCA)	3.96	3.98	88%	16%	3.95	4.05	3.87
PATTY LOVELESS On Your Way Home (Epic)	3.96	—	56%	6%	3.97	3.94	3.99
TIM MCGRAW Watch The Wind Blow By (Curb)	3.95	3.90	94%	24%	3.91	4.07	3.79
TRACY LAWRENCE Paint Me A Birmingham (DreamWorks)	3.94	—	64%	10%	3.96	4.07	3.88
BRIAN MCCOMAS You're In My Head (Lyric Street)	3.93	3.93	61%	10%	3.92	4.11	3.79
CRAIG MORGAN Every Friday Afternoon (BBR)	3.91	3.97	79%	16%	3.91	4.03	3.83
TRACE ADKINS Hot Mama (Capitol)	3.90	3.92	96%	26%	3.94	3.99	3.89
RASCAL FLATTS Mayberry (Lyric Street)	3.89	—	67%	11%	3.87	3.88	3.86
CLINT BLACK Spend My Time (Equity Music Group)	3.88	3.98	84%	15%	3.89	3.79	3.96
JOSH TURNER Long Black Train (MCA)	3.86	3.79	90%	25%	3.92	3.81	3.99
CAROLYN DAWN JOHNSON Simple Life (Arista)	3.86	3.83	64%	9%	3.87	3.89	3.86
KELLIE COFFEY Texas Plates (BNA)	3.81	3.86	66%	10%	3.81	3.72	3.87

Total sample size is 491 respondents. Total average favorability estimates are based on a scale of 1-5. (1=dislike very much, 5 = like very much). Total familiarity represents the percentage of respondents who recognized the song. Total burn represents the number of respondents who said they are tired of hearing the song. Songs must have 40% familiarity to appear on survey. Sample composition is based on persons 12+. Persons are screened via the Internet. Once passed, they can take the music test based on the format/music preference. RateTheMusic.com results are not meant to replace callout research. The results are intended to show opinions of participants on the the Internet only. RateTheMusic is a registered trademark of RateTheMusic.com. The RTM system, is available for local radio stations by calling 818-377-5300. RateTheMusic.com data is provided by Mediabase Research, a division of Premiere Radio Networks.

New & Active

CHAD BROCK You Are (BBR)
Total Plays: 162, Total Stations: 19, Adds: 0

RHONDA VINCENT If Heartaches Had Wings (Rounder)
Total Plays: 88, Total Stations: 14, Adds: 1

DIAMOND RIO We All Fall Down (Arista)
Total Plays: 46, Total Stations: 19, Adds: 19

Songs ranked by total plays

Please Send Your Photos

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

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

R&R, c/o Keith Berman:
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Los Angeles, CA 90067

Email: kberman@radioandrecords.com

C O U N T R Y
FLASHBACK

1 YEAR AGO

• No. 1: "19 Somethin'" — Mark Wills

5 YEARS AGO

• No. 1: "Stand By Me" — Jo Dee Messina

10 YEARS AGO

• No. 1: "I Swear" — John Michael Montgomery

15 YEARS AGO

• No. 1: "Big Wheels In The Moonlight" — Dan Seals

20 YEARS AGO

• No. 1: "Stay Young" — Don Williams

25 YEARS AGO

• No. 1: "Why Have You Left The One You Left Me For" — Crystal Gale

30 YEARS AGO

• No. 1: "I Love" — Tom T. Hall

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
TOBY KEITH I Love This Bar (DreamWorks)	2412
KEITH URBAN Who Wouldn't Wanna Be Me (Capitol)	1939
DIERKS BENTLEY What Was I Thinkin'? (Capitol)	1811
MONTGOMERY GENTRY Hell Yeah (Columbia)	1595
ALAN JACKSON AND JIMMY BUFFETT It's Five O'Clock Somewhere (Arista)	1539
LONESTAR My Front Porch Looking In (BNA)	1507
CHRIS CAGLE Chicks Dig It (Capitol)	1483
GEORGE STRAIT Cowboys Like Us (MCA)	1468
RASCAL FLATTS I Melt (Lyric Street)	1465
PAT GREEN Wave On Wave (Republic/Universal South)	1451



**America's Best Testing AC Songs 12 +
For The Week Ending 1/30/04**

Artist Title (Label)	TW	LW	Familiarity	Burn	Women 25-54	Women 25-34	Women 35-54
CLAY AIKEN Invisible (RCA)	4.24	4.24	94%	18%	4.47	4.58	4.43
JOSH GROBAN You Raise Me Up (143/Reprise)	4.09	4.04	88%	18%	4.14	3.98	4.20
MATCHBOX TWENTY Unwell (Atlantic)	4.01	3.94	97%	40%	4.10	3.97	4.14
TRAIN Calling All Angels (Columbia)	3.85	3.76	95%	40%	3.92	3.68	4.01
CELINE DION Have You Ever Been In Love (Epic)	3.82	3.78	96%	37%	3.87	3.49	4.00
PHIL COLLINS Look Through My Eyes (Walt Disney/Hollywood)	3.82	3.82	88%	23%	3.92	3.77	3.97
DIDO White Flag (Arista)	3.81	3.82	88%	28%	3.81	3.73	3.83
SARAH MCLACHLAN Fallen (Arista)	3.78	3.86	89%	24%	3.85	3.92	3.82
LUTHER VANDROSS Dance With My Father (J)	3.77	3.74	94%	36%	3.82	3.69	3.86
SHANIA TWAIN Forever And For Always (Mercury/IDJMG)	3.74	3.77	97%	41%	3.72	3.48	3.80
SIMPLY RED Sunrise (Simplyred.com)	3.68	3.66	76%	26%	3.68	3.66	3.68
SHERYL CROW The First Cut Is The Deepest (A&M/Interscope)	3.62	3.51	95%	37%	3.63	3.62	3.64
TIM MCGRAW Tiny Dancer (Curb)	3.60	3.62	84%	24%	3.68	3.45	3.75
CHRISTINA AGUILERA The Voice Within (RCA)	3.55	-	82%	26%	3.72	3.74	3.71
MICHAEL MCDONALD Ain't No Mountain High Enough (Motown)	3.51	3.60	93%	32%	3.62	3.34	3.71
UNCLE KRACKER f/DOBBIE GRAY Drift Away (Lava)	3.42	3.38	97%	52%	3.48	3.02	3.63
COUNTING CROWS Big Yellow Taxi (Geffen/Interscope)	3.24	3.22	91%	53%	3.22	3.03	3.29
ROD STEWART f/CHER Bewitched, Bothered And Bewildered (J)	3.17	3.17	69%	28%	3.35	2.91	3.47

Total sample size is 381 respondents. Total average favorability estimates are based on a scale of 1-5. (1=dislike very much, 5=like very much). Total familiarity represents the percentage of respondents who recognized the song. Total burn represents the number of respondents who said they are tired of hearing the song. Songs must have 40% familiarity to appear on survey. Sample composition is based on persons 12+. Persons are screened via the Internet. Once passed, they can take the music test based on the format/music preference. RateTheMusic.com results are not meant to replace callout research. The results are intended to show opinions of participants on the Internet only. RateTheMusic is a registered trademark of RateTheMusic.com. The RTM system, is available for local radio stations by calling 818-377-5300. RateTheMusic.com data is provided by Mediabase Research, a division of Premiere Radio Networks.

Indicator **Most Added**

SIMPLY RED You Make Me Feel Brand New (Simplyred.com)	
FIVE FOR FIGHTING 100 Years (Aware/Columbia)	
RECURRENTS	
VANESSA CARLTON A Thousand Miles (A&M/Interscope)	1128
NORAH JONES Don't Know Why (Blue Note/Virgin)	1094
SANTANA f/MICHELLE BRANCH The Game Of Love (Arista)	1031
ENRIQUE IGLESIAS Hero (Interscope)	1012
DANIEL BEDINGFIELD If You're Not The One (Island/IDJMG)	1000
PHIL COLLINS Can't Stop Loving You (Atlantic)	988
CHRISTINA AGUILERA Beautiful (RCA)	970
SHERYL CROW Soak Up The Sun (A&M/Interscope)	863
LONESTAR I'm Already There (BNA)	830
CELINE DION A New Day Has Come (Epic)	808
TRAIN Drops Of Jupiter (Tell Me) (Columbia)	739
FAITH HILL Cry (Warner Bros.)	686

Songs ranked by total plays

Please Send Your Photos

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

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

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

Reporters

WYJB/Albany, NY* PD: Chris Holmberg MD: Chad O'Hara No Adds	WJXX/Boston, MA* PD: Don Kelley APD: Candy O'Terry MD: Mark Laurence No Adds	KOSI/Denver, CO* PD: Mark Hamilton MD: Steve Hamilton 4 SEAL WYNNONA	WLHT/Grand Rapids, MI* PD: Bill Bailey MD: Kim Carson 7 TIM MCGRAW 3 ROD STEWART/DCHER 3 FIVE FOR FIGHTING 2 SIMPLY RED 1 SANTANA/ALEX BAND	WOLR/Kalamazoo, MI OMPD: Jerry Dean MD: Tony "Kramer" Brittan MARTINA MCBRIDE	WVRV/Memphis, TN* MD: Tony "Kramer" Brittan MARTINA MCBRIDE	WMGF/Orlando, FL* MD: Ken Payne 5 MICHAEL MCDONALD	WRHM/Rochester, NY* OMPD: John McCrae APD/MD: Teresa Taylor 6 HALL & OATES 5 FIVE FOR FIGHTING SIMPLY RED WYNNONA	KGBX/Springfield, MO APD: Dave Roberts No Adds	WASH/Washington, DC* PD: Bill Hearn MD: KENTY LOGGINS SEAL FIVE FOR FIGHTING SIMPLY RED
KMGF/Albuquerque, NM* OMPD: Kim Abrams 8 FIVE FOR FIGHTING SUZY K	WBEW/Bridgeport, CT* PD: Curt Hansen MD: Danny Lyons No Adds	KLTJ/Des Moines, IA* PD/MD: Tim White No Adds	WOOD/Grand Rapids, MI* PD: Curt Hansen 1 SIMPLY RED	KSRC/Kansas City, MO* PD: Jon Zeller MD: Jeanne Ashley No Adds	WLTQ/Milwaukee, WI* PD: Stan Adkison 3 FIVE FOR FIGHTING 1 SIMPLY RED	WSWT/Peoria, IL OMPD/MD: Randy Rundle 2 SIMPLY RED	KGBY/Sacramento, CA* No Adds	KJQY/Stockton, CA* PD: Dirk Koyman TIM MCGRAW SUZY K	WHUD/Washington, DC* OMPD: Steven Petras APD/MD: Tom Kurci 3 DOORS DOWN SEAL
WLEV/Allentown, PA* PD: Bobby Knight 13 DIDO KILEY DEAN NO DOUBT	WJYE/Buffalo, NY* OMPD/MD: Joe Chille APD: Mike McQueen MD: Jon Ray 1 SIMPLY RED	WMGC/Detroit, MI* OMD: Bill Fries PD: Jim Harper MD: Jon Ray No Adds	WMAG/Greensboro, NC* No Adds	KUOL/Kansas City, MO* PD/MD: Thom McGinn 10 SHERYL CROW 9 DIDO	WLTE/Minneapolis, MN* PD/MD: Gary Hoken 4 FIVE FOR FIGHTING	WBEB/Philadelphia, PA* OMPD/MD: Chris Conley 4 SIMPLY RED 1 SEAL BABYFACE	KYMX/Sacramento, CA* PD: Bryan Jackson MD: Dave Diamond 3 SARAH MCLACHLAN FIVE FOR FIGHTING	KWBEE/Salt Lake City, UT* PD/MD: Rusty Keys MARTINA MCBRIDE SEAL	WRWF/Toledo, OH* OMD: Bill Michaels PD: Don Gosselin 14 SHERYL CROW 14 CLAY AIKEN 10 PHIL COLLINS SEAL
KYMG/Anchorage, AK OMPD: Mark Murphy PD/MD: Dave Flavin 3 JOHN MAYER 1 FIVE FOR FIGHTING	WHBC/Canton, OH* OMPD: Terry Simmons MD: Mike McQueen MD: Jon Ray 1 SIMPLY RED	WNIC/Detroit, MI* PD/MD: Darren Davis APD: Theresa Lucas SEAL	WNYI/Greenville, SC* PD/MD: Greg McKinney No Adds	WJXB/Knoxville, TN* PD: Mike Blumensome HALL & OATES WYNNONA	KJSM/Modesto, CA* PD/MD: Gary Michaels No Adds	KSFY/Phoenix, AZ* PD: Shaun Holly APD/MD: Craig Jackson No Adds	KSFI/Salt Lake City, UT* OMD: Chris Redgrave PD: Dale Craig APD: Bob Nelson 19 LUTHER VANDROSS SHERYL CROW	KQXT/San Antonio, TX* PD/MD: Ed Scarborough 1 MARTINA MCBRIDE 1 SEAL WYNNONA	WJBR/Wilmington, DE* PD: Michael Wate MD: Cathy Hill 4 MARTINA MCBRIDE
WLTW/Atlanta, GA* OMPD: Louis Kaplan APD/MD: Steve Goss No Adds	WSUY/Charleston, SC* PD: Loyd Ford APD/MD: Eric Chaney 1 SIMPLY RED SUGAR RAY	WOOF/Dothan, AL PD/MD: Leigh Simpson 10 KIMBERLEY LOCKE SEAL	WRCH/Hartford, CT* PD: Alan Camp MD: Joe Hann 2 SEAL 1 BABYFACE	WFMK/Lansing, MI* PD/MD: Chris Reynolds 1 WYNNONA	KJSM/Modesto, CA* PD/MD: Gary Michaels No Adds	KKLT/Joe Gray, AZ* PD/MD: Joel Grey 4 SEAL	WWTX/Tampa, FL* OMD: Jeff Karpuz APD: Bobby Rich MD: Kristy Knight No Adds	WWRV/Toledo, OH* OMD: Bill Michaels PD: Don Gosselin 14 SHERYL CROW 14 CLAY AIKEN 10 PHIL COLLINS SEAL	WWSN/Worcester, MA* PD: Steve Pezz MD: Tom Hall 8 JOSH GRISMAN 6 FIVE FOR FIGHTING 4 MARTINA MCBRIDE
WFPG/Atlantic City, NJ* PD: Gary Guida MD: Mariene Aquia CHRISTINA AGUILERA	WDEF/Chattanooga, TN* PD: Danny Howard MD: Robin Daniels HALL & OATES WYNNONA	KTSM/El Paso, TX* PD/MD: Bill Tate APD: Sam Cassiano MARTINA MCBRIDE HALL & OATES WYNNONA	KRTR/Honolulu, HI* OMPD/MD: Wayne Mans No Adds	KMZZ/Las Vegas, NV* OMD: Cal Thomas PD/MD: Craig Powers 12 MICHAEL MCDONALD 11 CELINE DION	KJSM/Modesto, CA* PD/MD: Gary Michaels No Adds	WWTX/Tampa, FL* OMD: Jeff Karpuz APD: Bobby Rich MD: Kristy Knight No Adds	KQXT/San Antonio, TX* PD/MD: Ed Scarborough 1 MARTINA MCBRIDE 1 SEAL WYNNONA	WWSN/Worcester, MA* PD: Steve Pezz MD: Tom Hall 8 JOSH GRISMAN 6 FIVE FOR FIGHTING 4 MARTINA MCBRIDE	
WBBQ/Augusta, GA* OMD: Mike Kramer PD/MD: Steve Cherry 4 FIVE FOR FIGHTING	WLTJ/Chicago, IL* OMD: Bob Kasia MD: Eric Roberts 3 SARAH MCLACHLAN 3 SANTANA/ALEX BAND	WXXK/Erie, PA PD: Ron Arlen 1 SIMPLY RED 1 RUBEN STUDDARD 1 BABYFACE	KSSK/Honolulu, HI* OMPD: Paul Wilson No Adds	KSNE/Las Vegas, NV* PD: Tom Chase MD: John Berry 4 FIVE FOR FIGHTING 1 SIMPLY RED	WALK/Nassau, NY* PD/MD: Rob Miller SEAL	WWTX/Tampa, FL* OMD: Jeff Karpuz APD: Bobby Rich MD: Kristy Knight No Adds	WWSN/Worcester, MA* PD: Steve Pezz MD: Tom Hall 8 JOSH GRISMAN 6 FIVE FOR FIGHTING 4 MARTINA MCBRIDE		
KGFM/Bakersfield, CA* OMD: Bob Lewis PD/MD: Chris Edwards No Adds	WRRM/Cincinnati, OH* PD: TJ Holland MD: Ted Murro No Adds	WAHR/Huntsville, AL* OMD: Tom Travis PD: Chas Arledge APD/MD: Dawn McCollough No Adds	WHRH/Huntsville, AL* PD: John Malone APD/MD: Kate Cholewick WYNNONA RUBEN STUDDARD	WJCY/Nassau, NY* PD: Bill Edwards MD: Joji Vale No Adds	WJCY/Nassau, NY* PD: Bill Edwards MD: Joji Vale No Adds	WWTX/Tampa, FL* OMD: Jeff Karpuz APD: Bobby Rich MD: Kristy Knight No Adds	WWSN/Worcester, MA* PD: Steve Pezz MD: Tom Hall 8 JOSH GRISMAN 6 FIVE FOR FIGHTING 4 MARTINA MCBRIDE		
KKDJ/Bakersfield, CA* OMD: Don Criss PD/MD: Karen McCloud No Adds	WDOK/Cleveland, OH* PD: Scott Miller MD: Ted Kowalski KILEY DEAN SEAL	WWSA/Huntsville, AL* PD: John Malone APD/MD: Kate Cholewick WYNNONA RUBEN STUDDARD	WTPJ/Indianapolis, IN* PD: Gary Hayes MD: Steve Casper 7 MATCHBOX TWENTY	WJCY/Nassau, NY* PD: Bill Edwards MD: Joji Vale No Adds	WJCY/Nassau, NY* PD: Bill Edwards MD: Joji Vale No Adds	WWTX/Tampa, FL* OMD: Jeff Karpuz APD: Bobby Rich MD: Kristy Knight No Adds	WWSN/Worcester, MA* PD: Steve Pezz MD: Tom Hall 8 JOSH GRISMAN 6 FIVE FOR FIGHTING 4 MARTINA MCBRIDE		
WBBE/Baton Rouge, LA* OMPD: Jeff Jamigan APD/MD: Michelle Southern FIVE FOR FIGHTING	WTKB/Columbia, SC* OMPD: Brent Johnson 1 WYNNONA 1 SEAL	WWSA/Huntsville, AL* PD: John Malone APD/MD: Kate Cholewick WYNNONA RUBEN STUDDARD	WYXB/Indianapolis, IN* OMD: David Edgar APD/MD: Jim Carone No Adds	WJCY/Nassau, NY* PD: Bill Edwards MD: Joji Vale No Adds	WJCY/Nassau, NY* PD: Bill Edwards MD: Joji Vale No Adds	WWTX/Tampa, FL* OMD: Jeff Karpuz APD: Bobby Rich MD: Kristy Knight No Adds	WWSN/Worcester, MA* PD: Steve Pezz MD: Tom Hall 8 JOSH GRISMAN 6 FIVE FOR FIGHTING 4 MARTINA MCBRIDE		
WMLY/Boise, MS* OMPD/MD: Walter Brown No Adds	WTSN/Columbus, OH* PD: Chuck Knight No Adds	WWSA/Huntsville, AL* PD: John Malone APD/MD: Kate Cholewick WYNNONA RUBEN STUDDARD	WYXB/Indianapolis, IN* OMD: David Edgar APD/MD: Jim Carone No Adds	WJCY/Nassau, NY* PD: Bill Edwards MD: Joji Vale No Adds	WJCY/Nassau, NY* PD: Bill Edwards MD: Joji Vale No Adds	WWTX/Tampa, FL* OMD: Jeff Karpuz APD: Bobby Rich MD: Kristy Knight No Adds	WWSN/Worcester, MA* PD: Steve Pezz MD: Tom Hall 8 JOSH GRISMAN 6 FIVE FOR FIGHTING 4 MARTINA MCBRIDE		
WMLJ/Birmingham, AL* OMD: Doug Hamrad PD/MD: Tom Hazenhan No Adds	WYNY/Columbus, OH* PD: Chuck Knight No Adds	WWSA/Huntsville, AL* PD: John Malone APD/MD: Kate Cholewick WYNNONA RUBEN STUDDARD	WYXB/Indianapolis, IN* OMD: David Edgar APD/MD: Jim Carone No Adds	WJCY/Nassau, NY* PD: Bill Edwards MD: Joji Vale No Adds	WJCY/Nassau, NY* PD: Bill Edwards MD: Joji Vale No Adds	WWTX/Tampa, FL* OMD: Jeff Karpuz APD: Bobby Rich MD: Kristy Knight No Adds	WWSN/Worcester, MA* PD: Steve Pezz MD: Tom Hall 8 JOSH GRISMAN 6 FIVE FOR FIGHTING 4 MARTINA MCBRIDE		
WYFS/Birmingham, AL* PD: Jeff Tyson APD/MD: Valerie Vining 20 TIM MCGRAW SIMPLY RED	WKBA/Corpus Christi, TX* 1 SIMPLY RED WYNNONA	WWSA/Huntsville, AL* PD: John Malone APD/MD: Kate Cholewick WYNNONA RUBEN STUDDARD	WYXB/Indianapolis, IN* OMD: David Edgar APD/MD: Jim Carone No Adds	WJCY/Nassau, NY* PD: Bill Edwards MD: Joji Vale No Adds	WJCY/Nassau, NY* PD: Bill Edwards MD: Joji Vale No Adds	WWTX/Tampa, FL* OMD: Jeff Karpuz APD: Bobby Rich MD: Kristy Knight No Adds	WWSN/Worcester, MA* PD: Steve Pezz MD: Tom Hall 8 JOSH GRISMAN 6 FIVE FOR FIGHTING 4 MARTINA MCBRIDE		
KXLT/Boise, ID* PD/MD: Tom Jeffries 2 MARTINA MCBRIDE HALL & OATES	WVLT/Dayton, OH* PD/MD: Sandy Collins No Adds	WWSA/Huntsville, AL* PD: John Malone APD/MD: Kate Cholewick WYNNONA RUBEN STUDDARD	WYXB/Indianapolis, IN* OMD: David Edgar APD/MD: Jim Carone No Adds	WJCY/Nassau, NY* PD: Bill Edwards MD: Joji Vale No Adds	WJCY/Nassau, NY* PD: Bill Edwards MD: Joji Vale No Adds	WWTX/Tampa, FL* OMD: Jeff Karpuz APD: Bobby Rich MD: Kristy Knight No Adds	WWSN/Worcester, MA* PD: Steve Pezz MD: Tom Hall 8 JOSH GRISMAN 6 FIVE FOR FIGHTING 4 MARTINA MCBRIDE		

***Monitored Reporters**

137 Total Reporters

120 Total Monitored

17 Total Indicator

Did Not Report, Playlist Frozen (3):
KSBL/Santa Barbara, CA
WGFB/Rockford, IL
WKY/Evansville, IN





Marie Osmond: A Little Bit Radio

The star enters the syndication fray with a new AC drivetime show

You might be skeptical about yet another new syndicated show. I was when I heard about Marie Osmond's new venture, but then Ken Moultrie, Sr. Director/Programming for Jones Radio Networks, broke it down for me, saying, "Marie has never done a music radio show, so the obvious question is, can she do radio? The answer is yes. If you believe that a combination of the right music with compelling, relatable content between the songs equals ratings success, Marie does radio." After a 30-minute conversation with Osmond, I began to believe him.

We all know Marie from one or more of her past incarnations as chart-topping singer, "a little bit country" variety show entertainer, a Broadway star, a talk show host and a TV movie actress.

Some of Osmond's achievements you may not know about: She co-founded the Children's Miracle Network with her friend actor John Schneider, and she has been creating a line of collectible porcelain dolls since 1991. She has also suffered from postpartum depression and written, with candor and humor, a book about her experiences.

And as luck would have it for Jones Radio Networks, all that, combined with her experience as a wife and the mother of eight children, has made Osmond into an articulate spokesperson for the health and welfare of women.

A Great Era For Women

Osmond wants to provide reinforcement for today's women. "It's truly a great era for women, but they need more support than ever," she says. "What is it, 60% of families are single-parent? I want to be the person

"Women can have it all; they just can't have it all at once."

who motivates them and lifts them up on their way home so they can walk through that door. Besides, I could use some adult conversation.

"Women can have it all; they just can't have it all at once. It wears you out to do everything that you have to do. I know what that's like. Women have to feel enabled to set boundaries and priorities for themselves and their families. It's not easy, but that's life. I want to help empower them."



Marie Osmond

Osmond is excited about her new show, *Marie & Friends*, which will debut Feb. 2 on the Jones Radio Networks. "There is enough negative stuff on the radio and television today," she says. "I want to lift people up and make them laugh."

Osmond admits that she's not an expert, but she has done a lot in her life and has a quirky twist on things. "I always follow my intuition," she says. "I've worked my whole life, 41 years now. I had my first job at 3, on *The Andy Williams Show*. I was the underachiever in my family."

Life Is Tough

"Marie is a remarkable personality," Moultrie says. "She is funny, smart and genuine. She is the world's greatest storyteller, and, man, does she have some great stories. The first time I heard Marie tell a story, it was magic. Plus, she's in touch with the lifestyle of the AC audience. She lives it. She relates it all in a way that really captures your attention and gets you involved."

Osmond worked with Jones Radio Networks to set up some calls to see if she would even like doing a radio show. "We posted the phone number on my website to get some sample callers," she says. "It seems that people are attracted to telling me funny things. I mean, we got calls about can-

cer, kids' stuff and divorce, and lots of calls about self-esteem issues, but they still had an uplifting quality.

"One lady called in with a story that could have been sad, depending on your outlook. She saw the humor in it. She told me, 'I'm in my 50s. I'm single, and I have no one in my life right now. In fact, I feel like no one's even looking in my direction. I live in Chicago, and I took myself to New York to see some Broadway shows.

"I stayed at the Y and was working out at the gym when I spotted a man. He wasn't all that attractive, and he was kind of overweight, but he was looking in my direction, and I thought he might at least make a nice date to one of the shows. I went to the ladies' room to make sure I didn't have anything between my teeth. Next thing I knew, there was a commotion — paramedics on the scene. The guy had a heart attack. I thought, 'I killed him!'"

Osmond laughs out loud. "See?" she says. "You have to see the funny side of life. One of my mottos is 'Life is tough. You're going to laugh about it later, so why not laugh about it now?'"

A Positive Spin

Listener phone calls will definitely be an integral part of the show. "The 'friends' part of *Marie & Friends* includes listeners, celebrities and other interesting people who call in or drop by every hour of the show," says Moultrie.

"One of the cool things about Marie is that, while she can pick up the phone and talk to virtually anyone in the entertainment world, she's still a fan, and that enthusiasm really comes through the speakers."

This positive energy will, Osmond hopes, counteract some of the negativity in the media these days. "There's so much moaning and groaning and fault-finding these days," she says. "It's so boring! I mean, we grew up on *Batman*, *Mayberry RFD* and *Mary Tyler Moore*. Now I can count on one hand the number of shows I've watched in the past month.

"What are our kids watching? These shows like *Survivor*, *Big Brother* and *The Bachelor* — where people are getting hurt, having their feelings broken and stabbing people in the back — promote such weird attitudes. What is that kind of entertainment teaching our kids?"



MATTHEWS TOO COOL FOR PUFFY COAT Dave Matthews celebrated his 37th birthday in New York City by performing a special acoustic show for WPLJ listeners at the China Club. Seen here are (l-r) WPLJ VP/Programming Tom Cuddy, Matthews and RCA VP/Adult Promotion Adrian Moreira.

Osmond has also witnessed a shift in radio's attitude toward the negative. "I used to love radio," she says. "I grew up listening to Casey Kasem. I remember our whole family standing in the church parking lot one Sunday morning, listening to him announce our song 'One Bad Apple' as

"With eight kids, I knew I'd end up in a padded room. I just chose a radio station."

the new No. 1 song in February 1971. We were all screaming. I heard a lot of my songs go No. 1 on his show.

"We'd listen to radio all over the world to hear the hot songs wherever we were. But now the morning zoos are so negative. They have a lot of guy humor. People call in, and they don't get any answers. They get a lot of opinions, and they get made fun of. I like it when people can laugh at themselves; when, by the end of the call, we can put a positive spin on any situation."

Another First

How did the opportunity arise for Osmond to host a radio show? "I like doing firsts," she says. "This is another first for me. And it's perfect for me. I have a problem: I talk a lot."

Doing the show also fits in well with the structure of her life right now.

I've been dealing with her for two years now."

Jones is building a studio behind her mother's home. "I'll be able to get up and go to work, go see Mom and then pick up the kids from school," she says. "It's ideal for me right now. It's a good life for me and for my children. They can be in school and have friends. They can have the things that I didn't have. They might even get sick of me being around so much. 'Go home, Mom.'"

Music Matters

Osmond feels that a lot of today's popular music is a "downer." "I listen to everything, including The Wiggles," she says. "With all these kids, I knew I'd end up in a padded room. I just chose a radio station.

"One thing my husband and I try to do is keep them up on all kinds of music. There's not just rap out there. We took them to the Broadway show *Mamma Mia*, so now they like ABBA. Every Sunday we play them a different greatest hits album.

"You have to be involved with kids' listening choices. I'm here to be a parent, not their friend. And in doing that I think I become a better friend in the end."

Does this mean she'll be picking the music for the show? "Jones Radio Networks knows the audience and their music tastes better than I do," she says. "And I have an interesting perspective on a lot of music, knowing some of the behind-the-scenes stories. I'll be able to add stories of my own. And I'm sure I'll throw in songs every now and then."

Being 22 weeks into my first pregnancy, I had to ask Osmond, mother of eight, for some advice in that area. "As you get bigger, don't push yourself too hard," she says. "Sleep all you can toward the end; you'll need it after the baby's born.

"When you have the baby, don't be crazy and try to get things done when the baby's sleeping. That's what your husband is for. You need to rest. For the first six months you'll be so tired. You know how you close your eyes to put on eye shadow? You'll soon consider that a good night's sleep."

Feeling like I was a caller on her show, I hung up feeling better about my life. I think that's the idea.

Marie
AND FRIENDS

She seems especially happy about the "wake up, no makeup" lifestyle of radio, as opposed to the intense scrutiny of the TV cameras.

"I had lots of offers to do Broadway and TV in Los Angeles, but I have a need to stay home right now," she says. "No, I'm not still depressed. My mom has had two massive brain aneurysms, and I didn't want to be locked into a contract in New York.

REACHING FOR THE STARS

WITH THESE GREAT STATIONS

KBIG Los Angeles

WLIT Chicago

KIOI San Francisco

KDMX Dallas

WLYF Miami

WASH Washington, DC

WLTM Atlanta

WNIC Detroit

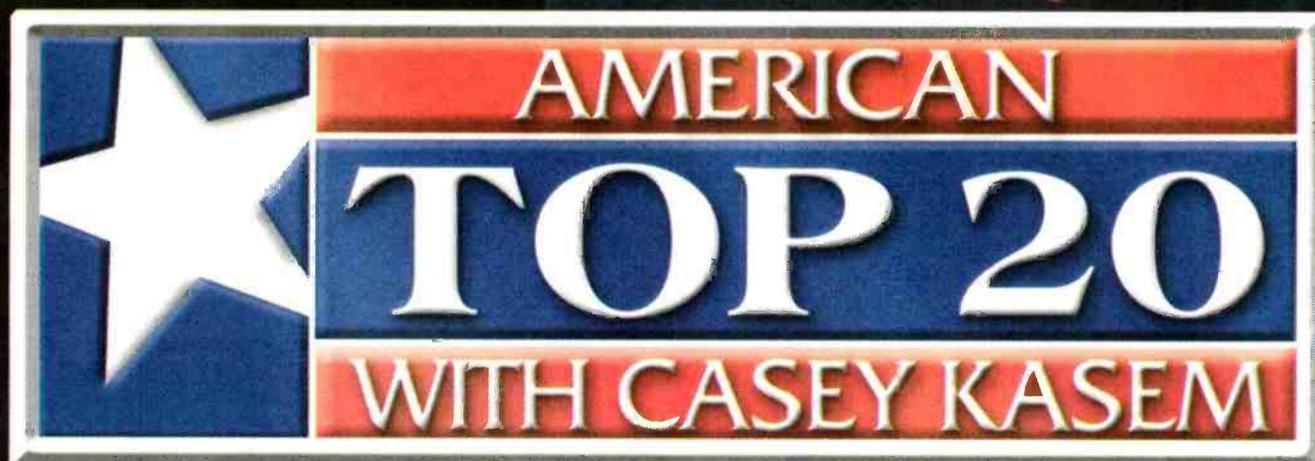
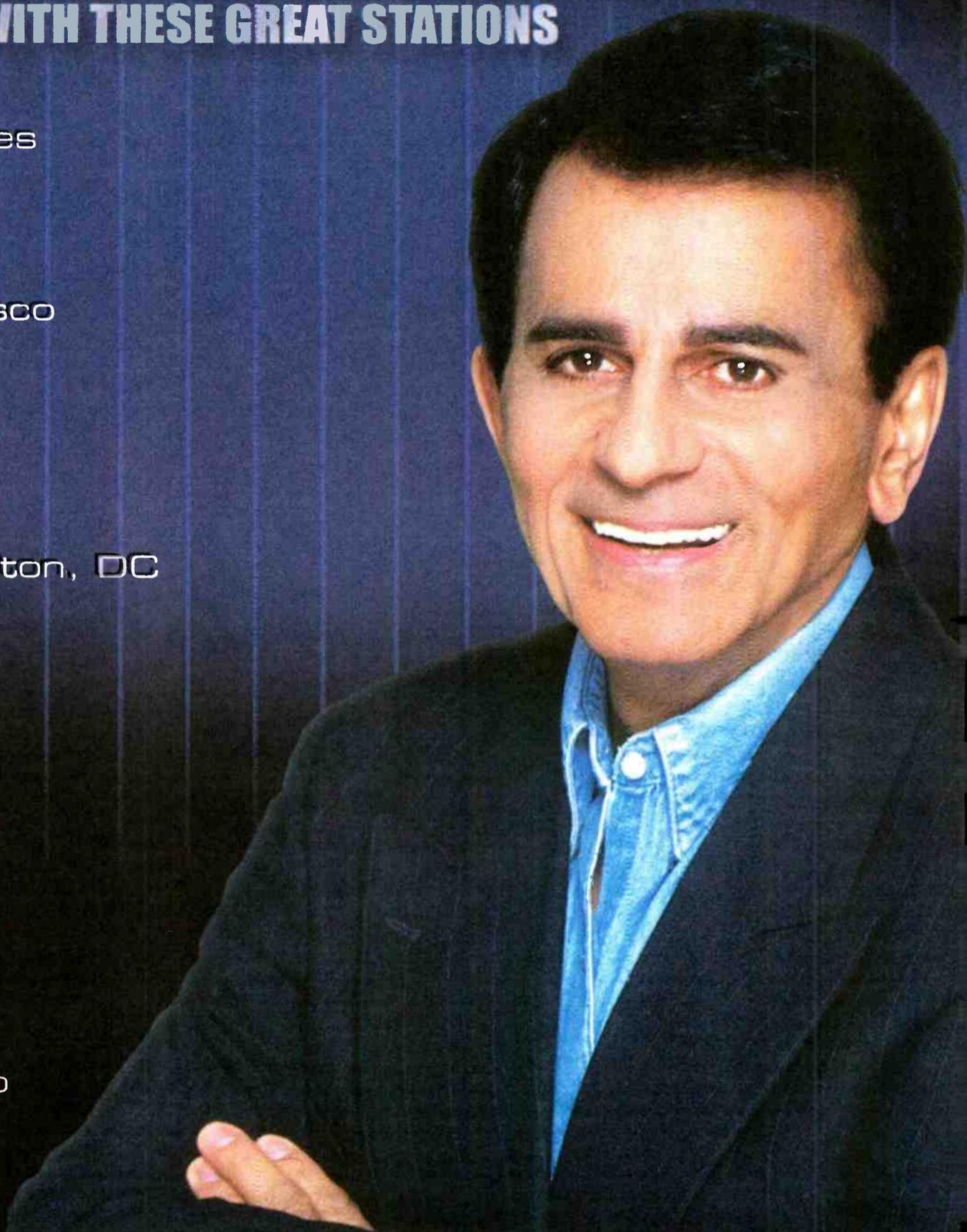
KODA Houston

WMTX Tampa

WTSS Buffalo

KMYI San Diego

...and more!



PREMIERE TALENT



LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
2	1	TRAIN Calling All Angels (Columbia)	2331	+6	199566	29	108/0
3	2	SHANIA TWAIN Forever And For Always (Mercury/IDJMG)	2295	-17	224065	38	120/0
1	3	UNCLE KRACKER f/DOBIE GRAY Drift Away (Lava)	2062	-270	184876	46	105/0
4	4	MATCHBOX TWENTY Unwell (Atlantic)	2025	-34	209160	36	100/0
8	5	JOSH GROBAN You Raise Me Up (143/Reprise)	1694	+136	143549	13	102/1
5	6	PHIL COLLINS Look Through My Eyes (Walt Disney/Hollywood)	1672	-53	147410	18	100/1
9	7	SHERYL CROW The First Cut Is The Deepest (A&M/Interscope)	1658	+150	181957	16	84/4
7	8	COUNTING CROWS Big Yellow Taxi (Geffen/Interscope)	1549	-15	138311	37	94/0
6	9	SIMPLY RED Sunrise (simplyred.com)	1466	-191	103070	28	91/0
10	10	CELINE DION Have You Ever Been In Love (Epic)	1444	+9	110442	39	109/1
13	11	DIDO White Flag (Arista)	1394	+92	157217	16	78/2
11	12	LUTHER VANDROSS Dance With My Father (J)	1380	-25	158684	32	101/2
14	13	MERCYME I Can Only Imagine (INO/Curb)	1346	+104	80301	37	89/0
12	14	CLAY AIKEN Invisible (RCA)	1345	-9	118258	14	90/1
16	15	MICHAEL MCDONALD Ain't No Mountain High Enough (Motown)	1050	+157	85058	12	65/2
15	16	SARAH MCLACHLAN Fallen (Arista)	999	+84	77921	15	63/2
19	17	FIVE FOR FIGHTING 100 Years (Aware/Columbia)	916	+361	66488	4	74/17
17	18	TIM MCGRAW Tiny Dancer (Curb)	770	+31	28635	14	75/3
20	19	CHRISTINA AGUILERA The Voice Within (RCA)	543	+13	30360	9	62/4
21	20	SANTANA f/ALEX BAND Why Don't You & I (Arista)	529	+38	67989	11	33/1
18	21	ROD STEWART f/CHER Bewitched, Bothered And Bewildered (J)	513	-53	44225	12	63/0
22	22	HALL & OATES Getaway Car (U-Watch)	423	+1	13947	13	69/5
26	23	MARTINA MCBRIDE This One's For The Girls (RCA)	395	+131	25330	2	56/11
24	24	3 DOORS DOWN Here Without You (Republic/Universal)	381	+75	76421	5	25/3
Debut	25	SIMPLY RED You Make Me Feel Brand New (simplyred.com)	332	+238	60552	1	56/15
23	26	CELINE DION Stand By Your Side (Epic)	296	-42	17498	17	33/0
28	27	ELTON JOHN The Heart Of Every Girl (Epic)	209	+3	8108	7	31/0
25	28	BURKE RONEY Let It All Come Down (R World/Ryko)	169	-117	2464	12	31/0
Debut	29	RUBEN STUDDARD Sorry 2004 (J)	151	+13	2958	1	27/3
29	30	SUZY K. Gabriel (Vellum)	151	-14	2343	3	34/4

120 AC reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 1/18-1/24. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 15 are moved to recurrent after 20 weeks on the chart. Songs below No. 10 are moved to recurrent after 50 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Total Audience equals Average Quarter Hour Persons times number of plays (times 100). Each daypart on each station is assigned an AQH number. Average Quarter Hour Persons used herein with permission from the Arbitron Company (© 2004, The Arbitron Company). © 2004, R&R, Inc.

New & Active

ABENAA Song 4 U (Nkunim)
Total Plays: 101, Total Stations: 26, Adds: 3

BABYFACE The Loneliness (Arista)
Total Plays: 84, Total Stations: 21, Adds: 6

SEAL Love's Divine (Warner Bros.)
Total Plays: 51, Total Stations: 24, Adds: 21

KENNY LOGGINS I Miss Us (All The Best)
Total Plays: 36, Total Stations: 12, Adds: 3

WYNONNA I Want To Know What Love Is (Curb)
Total Plays: 11, Total Stations: 17, Adds: 17

Songs ranked by total plays

Most Added

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
SEAL Love's Divine (Warner Bros.)	21
FIVE FOR FIGHTING 100 Years (Aware/Columbia)	17
WYNONNA I Want To Know What Love Is (Curb)	17
SIMPLY RED You Make Me Feel Brand New (simplyred.com)	15
MARTINA MCBRIDE This One's For The Girls (RCA)	11
BABYFACE The Loneliness (Arista)	6
HALL & OATES Getaway Car (U-Watch)	5
SHERYL CROW The First Cut Is The Deepest (A&M/Interscope)	4
CHRISTINA AGUILERA The Voice Within (RCA)	4
SUZY K. Gabriel (Vellum)	4

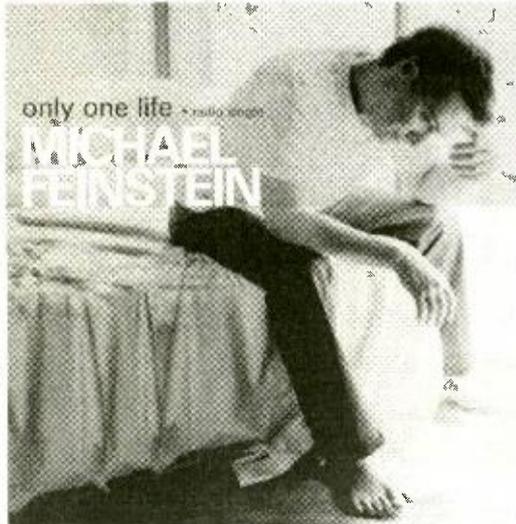
Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
FIVE FOR FIGHTING 100 Years (Aware/Columbia)	+361
SIMPLY RED You Make Me Feel Brand New (simplyred.com)	+238
MICHAEL MCDONALD Ain't No Mountain High Enough (Motown)	+157
SHERYL CROW The First Cut Is The Deepest (A&M/Interscope)	+150
JOSH GROBAN You Raise Me Up (143/Reprise)	+136
MARTINA MCBRIDE This One's For The Girls (RCA)	+131
MERCYME I Can Only Imagine (INO/Curb)	+104
DIDO White Flag (Arista)	+92
SARAH MCLACHLAN Fallen (Arista)	+84
3 DOORS DOWN Here Without You (Republic/Universal)	+75

Detailed station playlists for all R&R reporters are available on the web at www.radioandrecords.com.

The new single from Michael's new CD, "Only One Life; The Songs Of Jimmy Webb"

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ON THE RECORD

With Alex O'Neal
PD/Mornings, KKMJ/Austin



Everyone, at least once in their career, needs to have a No. 1 12+ book. In the AC world most of us are shooting for the 25-54 women or 25-54 persons demo that get us our bonuses. Our sales manager applauds, and our peers notice. But when the local newspaper prints 12+ numbers it looks to our mothers-in-law like we are No. 4 in town. • With No. 1 12+ there are no explanations necessary. It's something even a record rep could understand. Plus, with a big 12+ you get a chance to hear from people you haven't heard from in years — old PDs, old GMs (both asking if you've heard of any openings). • I know how fleeting ratings can be, so I've got about another three weeks to enjoy being the No. 1 station in the live music capital of the world. • Here are some of the numbers you couldn't see 12+ in KKMJ/Austin's fall book. The cool news is that I was tracking with October and November to be No. 1 anyway, and then the monster December, with 14 days of Christmas music, put us over the top. • These were the biggest no-spin ratings I've ever had: No. 1 12+, No. 1 18-49 persons/women, No. 1 25-54 persons/women, No. 1 35+ persons/women (Mon-Sun, 6am-midnight, mornings, middays and afternoons). • This feels even better because I host the morning show too. The night show, *Delilah*, is No. 1 in all except one of the above demos, but I didn't want to spin it, so I left it out. We're talking ratings like 26.7 in middays with women 18+ — unbelievable. Down here in Texas we call that "pooping in high cotton" (and that's supposed to be a good thing?). Well, at least for another three weeks.

Seal (Warner Bros.) scores an unusual coup this week, walking off with Most Added honors on both charts. At the same time, **Sheryl Crow** is making big strides with "The First Cut Is the Deepest": At Hot, she is *thisclose* to taking the top spot from **3 Doors Down** (Republic/Universal), while at mainstream she's +150 and climbs 9-7* ... On the Hot chart, **Gwen Stefani** and **No Doubt** continue their climb upward with "It's My Life," moving 7-6* and +164 despite Gwen's freaky alien hairdo at the Golden Globes last weekend ... **Five For Fighting** join the top 10 this week, and **Melissa Etheridge** takes "Breathe" up another five notches, 19-14* ... New at Hot this week, **Norah Jones** debuts at 35*, "Bachelor" **Bob Guiney** is in at 38, and **Linkin Park's** "Numb" enters at 40* ... At mainstream, **Train** (Columbia) are back on top, knocking **Uncle Kracker** down (this time maybe once and for all?). **John Groban's** tribute to the space shuttle *Columbia* crew, "You Raise Me Up," gets a +136 and moves into the top five ... **Five For Fighting** show a huge spin bump, +361 ... Joining Seal on the Most Added platform are **Five For Fighting** and **Wynonna**, with 17 apiece, and **Simply Red**, with 15.

— Angela Perelli, AC/Hot AC Editor



artist activity

ARTIST: Kimberley Locke

LABEL: Curb

By MIKE TRIAS/ASSOCIATE EDITOR



Step 1: An artist obtains a record deal and records an album. Step 2: The artist releases a hit single or a string of hit singles. Step 3: The artist becomes a household name. This is the formula for success for artists in the recording industry. Apparently, the process can happen in reverse as well, thanks to the television show *American Idol* and its many carbon copies.

Kimberley Locke, the second runner-up for the second season of the revolutionary show, quickly became a household name as a result of her singing ability. Her performances on the show ended up being played on the radio along with those of her fellow competitors. And even though she didn't win, the exposure soon landed her a record deal with Curb.

The 26-year-old was born and raised in Tennessee. She has loved to sing ever since she was a little girl. "I remember one time my dad was driving me to my babysitter's house, and I didn't let him turn on the radio in the car because I wanted to sing the whole way," recalls Locke. "I had seen *The Wizard of Oz* the night before, and I was singing all of the songs from the movie. It's pretty ironic that I ended up singing 'Somewhere Over the Rainbow' on *Idol*." By the time she reached seventh grade, Locke had formed an all-female group called Shadz Of U that specialized in a cappella and gospel music and still sings together to this day.

While attending Belmont University in Nashville, Locke did not get involved in the music department. The program was competitive, and, ironically, she did not feel like competing with others. Instead,

she involved herself in other musical outlets, such as the band The Imperials, which played covers at local clubs. By the time she was 22 she had grown tired of performing covers and quit music completely to enroll in law school.

Locke's sister-in-law and friends could not let her stop singing so easily. They convinced her to try out for *American Idol*, despite the fact that she was all set to attend law school in the fall. Locke took turns with them waiting in line at *AI* try-outs in Nashville, waiting a total of 18 hours herself. "I was really wondering what I was doing there," she says. "I had a job, and here I was standing outside, waiting to be heard. In my mind there was no rational answer to this, but I thought, 'If I'm going to do it, I'm going to do it.'"

After wowing audiences on *AI* (and forgoing law school), Locke has arrived at Hot AC with "8th World Wonder." Produced and arranged by Shaun Shankel, this single about falling in love is an upbeat and catchy song that is perfect for Hot AC. WMMX/Dayton, KALZ/Fresno and KCDU/Monterey are among the song's early supporters.

Locke's debut album promises to be a mixture of pop, R&B and ballads and is slated for release later this year. As for her goals as an artist, Locke says, "I would love to have mass-appeal, and longevity is No. 1 on my priority list."

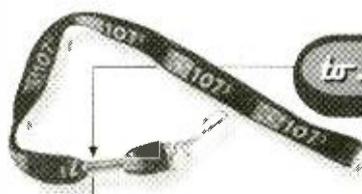
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LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	3 DOORS DOWN Here Without You (Republic/Universal)	3900	-19	265468	24	94/0
2	2	SHERYL CROW The First Cut Is The Deepest (A&M/Interscope)	3613	+34	252669	17	96/0
3	3	MATCHBOX TWENTY Bright Lights (Atlantic)	3454	-72	241190	24	95/0
4	4	SANTANA f/ALEX BAND Why Don't You & I (Arista)	3386	-73	255121	32	94/0
5	5	DIDO White Flag (Arista)	3272	-129	254885	27	90/0
7	6	NO DOUBT It's My Life (Interscope)	3096	+164	236627	13	93/1
6	7	SARAH MCLACHLAN Fallen (Arista)	3016	+48	202735	19	94/1
8	8	NICKELBACK Someday (Roadrunner/IDJMG)	2874	+19	184826	18	88/0
9	9	TRAIN When I Look To The Sky (Columbia)	2684	+181	177886	13	95/0
12	10	FIVE FOR FIGHTING 100 Years (Aware/Columbia)	2055	+192	125472	10	94/6
10	11	MATCHBOX TWENTY Unwell (Atlantic)	1955	-98	150088	49	96/0
13	12	EVANESCENCE My Immortal (Wind-up)	1875	+232	94315	9	82/15
11	13	TRAIN Calling All Angels (Columbia)	1760	-116	141804	41	91/0
19	14	MELISSA ETHERIDGE Breathe (Island/IDJMG)	1541	+285	91088	5	84/6
16	15	JASON MRAZ You And I Both (Elektra/EEG)	1524	-5	76727	15	72/4
18	16	OUTKAST Hey Ya! (Arista)	1510	+181	98206	8	37/7
14	17	MICHELLE BRANCH Breathe (Maverick/Warner Bros.)	1389	-161	66060	15	68/0
27	18	MAROON 5 This Love (Octone/J)	1122	+534	72994	3	73/16
25	19	JOHN MAYER Clarity (Aware/Columbia)	1072	+404	64506	3	69/7
17	20	BARENAKED LADIES Another Postcard (Chimps) (Reprise)	1034	-319	54875	19	71/0
22	21	LIZ PHAIR Extraordinary (Capitol)	961	+138	50720	5	69/9
21	22	FUEL Falls On Me (Epic)	899	+55	33061	11	40/1
20	23	COUNTING CROWS She Don't Want Nobody Near (Geffen)	828	-146	32472	11	59/0
23	24	CLAY AIKEN Invisible (RCA)	728	-76	46561	10	29/0
26	25	SIMPLE PLAN Perfect (Lava)	605	+6	18661	7	34/0
24	26	HOWIE DAY Perfect Time Of Day (Epic)	530	-237	24792	17	41/0
28	27	DAVE MATTHEWS Save Me (RCA)	473	-100	26651	11	35/0
37	28	TOBY LIGHTMAN Devils And Angels (Lava)	384	+197	15869	2	37/4
40	29	KID ROCK Cold And Empty (Top Dog/Atlantic)	319	+181	11844	2	34/7
29	30	NELLY FURTADO Powerless (Say What You Want) (DreamWorks)	299	-124	15764	14	25/0
33	31	DEFAULT (Taking My) Life Away (TVT)	285	+16	7852	4	20/0
31	32	KELLY CLARKSON The Trouble With Love Is (RCA)	283	-67	10214	7	22/0
34	33	CHRISTINA AGUILERA The Voice Within (RCA)	279	+46	26437	4	11/0
32	34	JEWEL 2 Become 1 (Atlantic)	227	-61	7416	7	19/0
Debut	35	NORAH JONES Sunrise (Blue Note/EMC)	224	+136	17945	1	26/8
38	36	BLACK EYED PEAS Where Is The Love? (A&M/Interscope)	200	+26	9080	8	5/0
35	37	TRAPT Headstrong (Warner Bros.)	197	-10	7730	10	5/0
Debut	38	BOB GUINEY Girlfriend (Wind-up)	180	+77	5846	1	20/4
36	39	STACIE ORRICO (There's Gotta Be) More To Life (ForeFront/Virgin)	176	-18	10736	11	10/0
Debut	40	LINKIN PARK Numb (Warner Bros.)	144	+48	9582	1	4/0

98 Hot AC reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 1/18-1/24. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 15 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Total Audience equals Average Quarter Hour Persons times number of plays (times 100). Each daypart on each station is assigned an AQH number. Average Quarter Hour Persons used herein with permission from the Arbitron Company (© 2004, The Arbitron Company). © 2004, R&R, Inc.

Most Added®

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ARTIST TITLE LABEL(S)	ADDS
SEAL Love's Divine (Warner Bros.)	20
MAROON 5 This Love (Octone/J)	16
EVANESCENCE My Immortal (Wind-up)	15
GUSTER Careful (Palm/Reprise)	15
KIMBERLEY LOCKE 8th World Wonder (Curb)	12
LIZ PHAIR Extraordinary (Capitol)	9
NORAH JONES Sunrise (Blue Note/EMC)	8
JOHN MAYER Clarity (Aware/Columbia)	7
OUTKAST Hey Ya! (Arista)	7
KID ROCK Cold And Empty (Top Dog/Atlantic)	7

SEAL
Love's Divine
#1 MOST ADDED!
 Majors Include:
 WTSS WLNK KAMX WMYX WKRO
 WPTE KFMB KALC and many more

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
MAROON 5 This Love (Octone/J)	+534
JOHN MAYER Clarity (Aware/Columbia)	+404
MELISSA ETHERIDGE Breathe (Island/IDJMG)	+285
EVANESCENCE My Immortal (Wind-up)	+232
TOBY LIGHTMAN Devils And Angels (Lava)	+197
FIVE FOR FIGHTING 100 Years (Aware/Columbia)	+192
TRAIN When I Look To The Sky (Columbia)	+181
OUTKAST Hey Ya! (Arista)	+181
KID ROCK Cold And Empty (Top Dog/Atlantic)	+181
NO DOUBT It's My Life (Interscope)	+164

Detailed station playlists for all R&R reporters are available on the web at www.radioandrecords.com.

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**America's Best Testing Hot AC Songs 12+
For The Week Ending 1/30/04**

Artist Title (Label)	TW	LW	Familiarity	Burn	Women 18-34	Women 18-24	Women 25-34
EVANESCENCE My Immortal (<i>Wind-up</i>)	4.19	4.01	83%	15%	4.23	4.24	4.22
MATCHBOX TWENTY Bright Lights (<i>Atlantic</i>)	4.16	4.14	95%	26%	4.17	4.06	4.44
NICKELBACK Someday (<i>Roadrunner/IDJMG</i>)	4.11	4.08	95%	30%	4.11	4.07	4.20
MATCHBOX TWENTY Unwell (<i>Atlantic</i>)	4.10	4.02	99%	45%	4.18	4.07	4.45
3 DOORS DOWN Here Without You (<i>Republic/Universal</i>)	4.07	4.10	99%	42%	4.12	4.01	4.41
FUEL Falls On Me (<i>Epic</i>)	4.03	4.06	69%	11%	4.14	4.08	4.26
SANTANA ALEX BAND Why Don't You & I (<i>Arista</i>)	4.01	3.96	94%	41%	4.05	3.88	4.48
JASON MRAZ You And I Both (<i>Elektra/EEG</i>)	4.00	3.87	80%	15%	4.07	4.17	3.83
TRAIN When I Look To The Sky (<i>Columbia</i>)	3.99	3.96	76%	14%	3.96	3.89	4.12
MICHELLE BRANCH Breathe (<i>Maverick/Warner Bros.</i>)	3.94	4.04	95%	27%	3.95	3.90	4.05
LIVE Heaven (<i>Radioactive/Geffen</i>)	3.91	3.84	81%	25%	4.00	3.97	4.06
STAINED So Far Away (<i>Flip/Elektra/EEG</i>)	3.87	3.83	89%	26%	3.95	3.88	4.11
SARAH McEACHLAN Fallen (<i>Arista</i>)	3.87	3.94	87%	21%	3.92	3.97	3.80
COUNTING CROWS She Don't Want Nobody Near (<i>Geffen</i>)	3.80	3.83	48%	7%	3.88	3.89	3.84
NO DOUBT It's My Life (<i>Interscope</i>)	3.78	3.70	98%	35%	3.77	3.72	3.90
DIDO White Flag (<i>Arista</i>)	3.78	3.72	93%	30%	3.83	3.87	3.73
SIMPLE PLAN Perfect (<i>Lava</i>)	3.77	—	86%	33%	3.75	3.83	3.55
TRAIN Calling All Angels (<i>Columbia</i>)	3.74	3.71	95%	49%	3.75	3.70	3.85
SHERYL CROW The First Cut Is The Deepest (<i>A&M/Interscope</i>)	3.73	3.72	94%	31%	3.94	3.77	4.34
FIVE FOR FIGHTING 100 Years (<i>Aware/Columbia</i>)	3.72	3.77	56%	11%	3.66	3.74	3.47
OUTKAST Hey Ya! (<i>Arista</i>)	3.65	3.69	93%	45%	3.80	3.83	3.74
MELISSA ETHERIDGE Breathe (<i>Island/IDJMG</i>)	3.64	3.48	42%	9%	3.55	3.39	3.77
HOWIE DAY Perfect Time Of Day (<i>Epic</i>)	3.63	3.79	55%	14%	3.56	3.66	3.36
LIZ PHAIR Extraordinary (<i>Capitol</i>)	3.61	3.59	48%	10%	3.59	3.56	3.65
NELLY FURTADO Powerless (Say What You Want) (<i>DreamWorks</i>)	3.58	3.54	73%	17%	3.74	3.74	3.75
DAVE MATTHEWS Save Me (<i>RCA</i>)	3.55	3.53	58%	14%	3.58	3.65	3.44
SEAL Waiting For You (<i>Warner Bros.</i>)	3.51	3.59	67%	16%	3.53	3.59	3.43
KELLY CLARKSON The Trouble With Love Is (<i>RCA</i>)	3.47	—	74%	20%	3.53	3.54	3.48
CLAY AIKEN Invisible (<i>RCA</i>)	3.45	3.51	88%	37%	3.48	3.47	3.53

Total sample size is 524 respondents. Total average favorability estimates are based on a scale of 1-5. (1=dislike very much, 5=like very much). Total familiarity represents the percentage of respondents who recognized the song. Total burn represents the number of respondents who said they are tired of hearing the song. Songs must have 40% familiarity to appear on survey. Sample composition is based on persons 12+. Persons are screened via the Internet. Once passed, they can take the music test based on the format/music preference. RateTheMusic.com results are not meant to replace callout research. The results are intended to show opinions of participants on the the Internet only. RateTheMusic is a registered trademark of RateTheMusic.com. The RTM system, is available for local radio stations by calling 818-377-5300. RateTheMusic.com data is provided by Mediabase Research, a division of Premiere Radio Networks.

New & Active

FEFE DOBSON Everything (*Island/IDJMG*)
Total Plays: 127, Total Stations: 24, Adds: 5

JONNY LANG Red Light (*A&M/Interscope*)
Total Plays: 124, Total Stations: 10, Adds: 0

SEAL Love's Divine (*Warner Bros.*)
Total Plays: 76, Total Stations: 27, Adds: 20

KIMBERLEY LOCKE 8th World Wonder (*Curb*)
Total Plays: 26, Total Stations: 12, Adds: 12

GUSTER Careful (*Palm/Reprise*)
Total Plays: 23, Total Stations: 17, Adds: 15

Songs ranked by total plays

Indicator

Most Added

JOHN MAYER Clarity (*Aware/Columbia*)

MAROON 5 This Love (*Octone/J*)

CALLING Wherever You Will Go (*RCA*)

FEFE DOBSON Everything (*Island/IDJMG*)

COUNTING CROWS Big Yellow Taxi (*Geffen/Interscope*)

FUEL Falls On Me (*Epic*)

TOBY LIGHTMAN Devils And Angels (*Lava*)

KID ROCK Cold And Empty (*Top Dog/Atlantic*)

SEAL Love's Divine (*Warner Bros.*)

SWITCHFOOT Meant To Live (*Red Ink/Columbia*)

Reporters

WKDD/Akron, OH* DM: Keith Kennedy APD: Justin Thomas MD: Jason Mraz 1 FIVE FOR FIGHTING 1 JASON MRAZ	WZL/Burlington* DM: Steve Cormier PD: Gale Parmelee APD: Bob Cady MD: Jennifer Fox 10 FIVE FOR FIGHTING 6 NO DOUBT	WBNS/Columbus, OH* DM: Dave Van Stone PD: Jeff Baletine MD: Robin Cole FUEL	KSIU/Paso, TX* DM: Courtney Nelson PD/MD: Chris Elliott 1 KIMBERLEY LOCKE BOB GUINEY SEAL	WENS/Indianapolis, IN* DM/PO: David Edgar APD: Bernie Eagan MD: Jim Cerone 1 EVANESCENCE MAROON 5	WMC/Memphis, TN* DM: Chris Baker PD: Toni St. James MD: Fefe Dobson	KYIS/Oklahoma City, OK* DM: Bill Schulz APD: Kelly Minnis MD: Alan Hashimoto No Adds	KLCA/Reno, NV* DM: Bill Schulz APD: Beej Bretz MD: Connie Wray SEAL NORAH JONES	KZPT/Tucson, AZ* DM: Tom Land MD: Leslie Lois EVANESCENCE
WRVE/Albany, NY* DM: Randy McCarty APD: Kevin Rush MD: Tred Hulse 1 EVANESCENCE 1 LIZ PHAIR	WCOD/Cape Cod, MA DM/PO: Greg Cassidy MD: Cheryl Park No Adds	KKPN/Corpus Christi, TX* PD: Scott Hill MD: Marisa Garcia 3 KIMBERLEY LOCKE BOB GUINEY LOS LONELY BOYS GUSTER JET	WQSM/Fayetteville, NC* DM: Chris Chaos No Adds	WZPL/Indianapolis, IN* PD: Scott Sands APD: Karl Jochi MD: Dave Decker GOOD CHARLOTTE EVANESCENCE LIZ PHAIR JESSICA SIMPSON SARAH McEACHLAN	WKTI/Milwaukee, WI* DM: Rick Belcher PD: Tom Walker No Adds	KSRZ/Omaha, NE* DM: Erik Johnson MD: Jerry Ballela MAROON 5 OUTKAST	KBED/Shreveport, LA* DM/PO: Mike Nelson MD: Alan Hashimoto 3 EVANESCENCE MAROON 5	KIZS/Tulsa, OK* DM: Kim Gower MD: Leslie Lois EVANESCENCE
KPEK/Albuquerque, NM* DM: Tony Manero MD: Deeya McClurkin 12 OUTKAST 1 SEAL BOB GUINEY BLUE OCTOBER GUSTER	WMT/Cedar Rapids, IA DM: John Mayer 11 JOHN MAYER	KLTC/Corpus Christi, TX* DM/PO: Bert Clark MD: John Mayer KID ROCK LOS LONELY BOYS GUSTER	KALZ/Fresno, CA* PD: E. Curtis Johnson MD: Chris Blood 16 KIMBERLEY LOCKE TOBY LIGHTMAN	WMYX/Milwaukee, WI* DM: Brian Kelly PD: Tom Gierman APD/MD: Mark Richards 3 SEAL 2 MAROON 5	WOMX/Orlando, FL* PD: Jeff Castman MD: Laura Francis NORAH JONES	WVDR/Rochester, NY* APD: Matt Gregory MD: Joe Bonacci No Adds	WHYX/Springfield, MA* DM/PO: Pat McKay APD: Matt Gregory 1 EVANESCENCE GUSTER JOHN MAYER	WRMF-W. Palm Beach, FL* PD: Russ Morley APD/MD: Amy Navarro LIZ PHAIR SEAL
KMKS/Anchorage, AK DM: Roxi Lennox MD: Monika Thomas No Adds	WALC/Charleston, SC* DM: Brent McKay EVANESCENCE FIVE FOR FIGHTING MELISSA ETHERIDGE	KDMX/Dallas, TX* DM: Pat McFadden MD: Lisa Thomas MAROON 5	WINK/Fl. Myers, FL* DM/PO: Bob Grossinger APD: Bruce Cannon 2 TOBY LIGHTMAN BLUE OCTOBER GUSTER KIMBERLEY LOCKE	KSTP/Minneapolis, MN* DM: Marc Kalman PD: Lighthouse Peck APD/MD: Jill Roen No Adds	WJLO/Pensacola, FL* DM: John Stuart MD: Mike Nelson JOSH GROBAN	KZZO/Sacramento, CA* DM: Ed "Mister Ed" Lambert No Adds	KYKY/St. Louis, MO* DM: Stanley Rivers APD/MD: Greg Hewitt 2 LIZ PHAIR	WRQX/Washington, DC* DM: Cami Parker No Adds
WKWS/Appleton, WI* 1 OUTKAST 1 SEAL NORAH JONES	WCSO/Charleston, SC* DM/PO: Richard Todd MAROON 5 LIZ PHAIR	WDAQ/Danbury, CT PD: Bill Trotta MD: Scott McDonnell 28 MAROON 5 29 JOHN MAYER 26 FUEL 12 SWITCHFOOT	WMEE/Fl. Wayne, IN* DM: Chris Cagle 1 EVANESCENCE MICHAEL MCDONALD OUTKAST	KHOP/Modesto, CA* DM: Richard Perry PD: Chase Murphy 1 SEAL KIMBERLEY LOCKE EVANESCENCE FOUNTAINS OF WAYNE	WJLX/Philadelphia, PA* DM/PO: Gerry DeFrancesco APD/MD: Joe Proke No Adds	WVTV/St. Louis, MO* DM: Mary Linn MD: Jill Devine EVANESCENCE GUSTER	WWZZ/Washington, DC* APD/MD: Sean Sellers GUSTER	
WIXM/Atlantic City, NJ* DM: Brad Carson MD: Glen Turner JOHN MAYER	WLNK/Charlotte* DM: Neal Sharpe APD/MD: Derek James LIZ PHAIR SEAL	WMMX/Dayton, OH* DM: Jeff Stevens MD: Shaun Vincent MAROON 5 SEAL KIMBERLEY LOCKE	WWTI/Grand Rapids, MI* DM: Doug Montgomery PD: John Patrick APD/MD: Ken Evans OUTKAST	KHQB/Modesto, CA* DM: Max Miller MD: Donna Miller GUSTER 1 JET KIMBERLEY LOCKE HOBBASTANK	WMMX/Philadelphia, PA* DM/PO: Gerry DeFrancesco APD/MD: Joe Proke No Adds	WVFX/St. Louis, MO* DM: Herb Crowe PD: Chandler MD: Kate Burns 4 JASON MRAZ	WVTV/Washington, DC* DM: Cami Parker No Adds	
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WTSS/Buffalo, NY* DM: Sue O'Neil MD: Rob Lucas 1 EVANESCENCE SEAL	WVWC/Cincinnati, OH* DM/PO: Steve Bender MAROON 5	WVMT/Dayton, OH* DM: Jeff Stevens MD: Shaun Vincent MAROON 5 SEAL KIMBERLEY LOCKE	WWTI/Grand Rapids, MI* DM: Doug Montgomery PD: John Patrick APD/MD: Ken Evans OUTKAST	KHQB/Modesto, CA* DM: Max Miller MD: Donna Miller GUSTER 1 JET KIMBERLEY LOCKE HOBBASTANK	WMMX/Philadelphia, PA* DM/PO: Gerry DeFrancesco APD/MD: Joe Proke No Adds	WVFX/St. Louis, MO* DM: Herb Crowe PD: Chandler MD: Kate Burns 4 JASON MRAZ	WVTV/Washington, DC* DM: Cami Parker No Adds	

109 Total Reporters

98 Total Monitored

11 Total Indicator

Did Not Report, Playlist Frozen (2):
WNKI/Elmira, NY
WZAT/Savannah, GA





PART ONE OF A TWO-PART SERIES

Is This A Two-Way Street?

Only if we come together (right now)

I will pay your mortgage. Well, not really. I shouldn't have said that, because it's a lie (not to mention an awkward beginning). But I think smooth jazz, both radio and records, needs to get into a conversation about family dynamics. I, among many others, am troubled. Must we talk endlessly about consolidation?

It seems safe to begin with a fact of life: Consolidation is changing business globally. A short fantasy: Humankind exists on earth in some vague, distant future, a thousand — no, a million years from now. Historians reflect upon the 21st century and marvel at the consolidation of business. They see consolidation as an unrivaled force in the direction of human history, more powerful than the church, the Renaissance, the Enlightenment, democracy or communism.

We shall see what we shall see, but meanwhile, back in the moment, Smooth Jazz radio is feeling threatened by the effects of consolidation on the music industry. There's a daunting litany of challenges for radio as a result the belt-tightening that's surrounding record promotion, most notably in budgets for CD giveaways. If artists weren't the very soul of smooth jazz, SJ radio would give away client tchotchkes — stuff. But this format isn't concerned with stuff.

I must register my alarm at what I'm seeing, though with empathy for how terrible it must be to live under sink-or-swim corporate scrutiny. That is why I wish I could say to record labels, "I want to thank you for reconsidering such a bad call. Along with the entire Smooth Jazz format, I say: No harm, no blame. I hope I can meet you so I can shake your hand and thank you in person." I hope I really will be able to say that someday.

PDs step up this week to begin a dialogue about the state of the relationship between radio and records in smooth jazz. I must ask all smooth jazz record executives to please listen attentively to the substance of radio's grave concern about labels' understandable impulse to cut promotional costs. There is a lot of critical thinking being devoted to resolving this issue.

Like it or not, radio airplay is still by far the least expensive and most powerful force for exposing music to the public. It's more than 80% more effective than No. 2, a friend's recommendation.

Record executives will weigh in about promotional resources in Part Two of this series, which follows in two weeks. If you can offer any feedback on this subject, the smooth jazz family asks you to please share it. Contact me at 310-788-1665 or carcher@radioandrecords.com.

In Big Markets, It's Business As Usual

Ask any record person: Every spin counts toward a hit, no matter the size of the market. But as a rule, spins are evaluated in close proportion to market size. Smooth Jazz airplay in the top 10 markets reaches cumes of between 1.37 million (Emmis' WQCD/New York, in market No. 1) and about 500,000 (Infinity's WVMV/Detroit, in market No. 10).

The top 10 markets generate the

majority of music sales, and a label would be insane not to superserve them. But WJCD/Norfolk, in market No. 40, sells music like No. 6 Philadelphia — that is, by the ton. And what about Salt Lake City? It's ranked No. 32, but it's another huge breakout market.

I first spoke with KTWV (The Wave)/Los Angeles VP/Programming and Infinity VP/Smooth Jazz Programming Paul Goldstein, a man whose every word to me has been pure gold from the moment we met, 13 years ago. About working with labels, he says that, for The Wave, "Little has changed. Next to nothing."

I then pressed another big-gun PD with a hypothetical challenge: "Let's just say that a label refuses your standard request for 100 CDs by an important smooth jazz artist for giveaway."

The reply: "Yeah, like that's ever going to happen."

Next stop, market No. 20, St. Louis, where WSSM PD David Myers says, "I'm still the new kid on the block, and I'm coming from the Hot AC world, where the record world is different than it is here. For the most part there has not been a problem here getting product to give away. Every now and then I'll have to yell and scream a little bit louder to get something, but 90% of the time, if I ask for something, I'll get it."

"When we give away tickets, that's usually through management or the venue. Whether or not I get product depends on when I added the record. It's highly important to form that relationship between radio and promotions. We're a small community in smooth jazz, and we all know one another, at least by phone. It's important for us to be honest and open with each other."

More Than Reciprocity

The impact of labels' budget constraints became apparent as I began to query programmers in markets below the top 20. No one I spoke with is cranky, hostile or power-tripping about respect. This isn't just a bad day, but genuine alarm.

SJ radio pioneer and KSSJ/Sacramento PD Lee Hansen's understanding of the radio-records relationship concerns its interconnected nature, which should transcend reciprocity. Hansen predicts consequences if labels eliminate, or even restrict, the flow of promo CDs to radio. He sees it as a classic lose-lose situation and fears the practice may endanger the labels' future, as well as radio's survival.

The Audience Is Listening

One of the first questions I asked upon meeting former KTWV (The Wave)/Los Angeles Asst. PD/MD Ralph Stewart many years ago was, "What's the first thing someone says when they find out what you do for a living?" He answered, "They usually ask me how come The Wave doesn't play [fill in artist's name here]." He laughed and added, "Everyone's a program director." The fact is that listeners — especially passionate P1s, like those who wrote the following letters — love what they love: Smooth Jazz.

Be Afraid, Be Very Afraid

WMGN (Magic 98)/Madison PD Pat O'Neill's powerhouse AC ran an extremely successful smooth jazz evening block, hosted by Kathryn Vaughn, for many years and now airs five hours of smooth jazz music on Sunday mornings. O'Neill forwarded a letter he received from a WMGN listener (who gave R&R permission to reprint it here) in response to the Magic Sunday Morning program and Clear Channel's recent flip of WCJZ/Madison away from Smooth Jazz.

Can we have more of this, please? We would really appreciate more of the Smooth Jazz format. I understand that radio is a business. As a business owner, I understand that you have to make money to stay in business. But maybe the marketing people from your station and the gone-but-not-forgotten WCJZ need to impress something other than just listener numbers on the advertising community in the Madison area.

My point is this: How many people in the highest income groups in Madison listen to in-your-face rock or hip-hop and rap? It's not just my wife and I who prefer the Smooth Jazz format. My guess is that most of the \$200,000-plus-annual-income families in Madison prefer Smooth Jazz to most of the other formats in this town. I know that ratings is a numbers game, but wouldn't many advertisers prefer to reach listeners with serious buying power as opposed to students and others living on limited incomes?

Because Madison radio has now gotten to the low point it has, we have just ordered XM Satellite Radio for our three cars and our home. We will probably also order it for our cabin cruiser boat. We don't watch TV; we listen to music. We own about 800 CDs. We like the convenience of radio over CDs.

It is very interesting that there is a several-week wait for the hardware required for XM radio in the Madison area. My salesperson commented that he couldn't believe how many units he had sold to people in my age range lately. Hmm, maybe there's a lesson here.

Lose The Crossover Vocals

This second letter came to R&R from GlaxoSmithKline Sr. Systems Analyst Rod Watkins, a Smooth Jazz fan frustrated by the state of radio in his hometown of Atlanta.

I'm a senior engineer with GSK, and I have been a huge fan of the smooth jazz genre of music since 1997, when I was living in New York and was exposed to WQCD (CD 101.9 FM). It was that format that gave me exposure to get into the stores and buy music that I heard.

Now, even though I'm working in North Carolina, my permanent residence is in Atlanta. I am concerned that too many Smooth Jazz PDs are programming music that can be heard on Urban AC stations, like Luther Vandross and Michael McDonald. Actually, in Atlanta we have four stations that have the format to play those types of artists, and it is ridiculous, especially if someone wants to become a smooth jazz fan. WJZZ/Atlanta does not play more than two smooth jazz songs in a row, and when other music is played, many of us change the channel.

I read your columns frequently. Could you please convince these PDs to play more jazz songs in a row and actually have the announcers state who the artist is? Thanks, and keep up the good work.

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



EVERYTHING'S BETTER IN BAHAMAS The Bahamas Jazz Festival is one great way to kick off the New Year. Seen here enjoying the festivities are Three Keys Music artist Jaared; keyboardist Sunnie Paxson; WQCD/New York midday personality Deborah Rath; and R&R's Going for Adds maven, Mark "The Shark" Brower.

"I don't believe the promotion person is stingy," he says. "I know he or she is under constraints from the company. We, radio, understand and accept that we will not get tickets to concerts or spot buys as often as we used to. We understand that we can't get 50 copies of a CD, but when we're asking for five or 10 copies in the interest of connecting with our audience and supporting the labels' artists, I think labels should reconsider and make that an automatic."

"I will send airchecks if a label wants to hear us giving CDs away or

if there is a concern on the company's part that these CDs go to flea markets or something. I will do anything. I will beg that this plea on behalf of Smooth Jazz is heard, because if the future of the format depends on, literally, just the very few thousand dollars that would be well spent on sending records to every Smooth Jazz station — the only marketing left — then this is a lot more serious than I thought. And that simply means we all need to get our heads together again and figure out how to move forward."

January 30, 2004

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	JAZZMASTERS Puerto Banus (<i>Trippin 'N' Rhythm</i>)	933	-3	113189	23	40/0
2	2	DAVE KOZ Honey-Dipped (<i>Capitol</i>)	803	-67	90926	21	38/0
4	3	CHRIS BOTTI Indian Summer (<i>Columbia</i>)	712	+10	83374	18	41/0
5	4	NICK COLIONNE High Flyin' (<i>3 Keys Music</i>)	669	+54	77428	16	38/1
8	5	KIM WATERS The Ride (<i>Shanachie</i>)	656	+143	81498	10	39/2
3	6	PRAFUL Sigh (<i>Rendezvous/N-Coded</i>)	645	-62	61575	27	35/0
6	7	CANDY DULFER Finsbury Park, Cafe 67 (<i>Eagle Rock</i>)	488	-48	46055	32	29/0
10	8	JIMMY SOMMERS Take My Heart... (<i>Gemini/Higher Octave</i>)	476	-3	53342	22	32/0
7	9	MINDI ABAIR Flirt (<i>GRP/VMG</i>)	471	-57	41858	27	27/0
9	10	RICK BRAUN Green Tomatoes (<i>Warner Bros.</i>)	452	-31	58598	25	32/0
12	11	SEAL Touch (<i>Warner Bros.</i>)	446	+13	35990	14	30/0
13	12	RICHARD ELLIOT Sly (<i>GRP/VMG</i>)	440	+15	61677	8	37/2
11	13	DARYL HALL She's Gone (<i>Rhythm & Groove/Liquid 8</i>)	437	-40	43521	18	31/0
15	14	MICHAEL MCDONALD Ain't No Mountain High Enough (<i>Motown</i>)	433	+25	36200	12	34/2
17	15	DAVID BENOIT Watermelon Man (<i>GRP/VMG</i>)	394	+27	40878	14	32/0
16	16	LEE RITENOUR Inner City Blues (<i>GRP/VMG</i>)	383	+10	46045	17	29/0
18	17	STEVE COLE Everyday (<i>Warner Bros.</i>)	363	+4	37749	15	31/0
19	18	MARC ANTOINE Funky Picante (<i>Rendezvous</i>)	337	+28	33604	16	28/0
24	19	PETER WHITE Talkin' Bout Love (<i>Columbia</i>)	300	+93	31284	2	29/3
20	20	DOWN TO THE BONE Cellar Funk (<i>Narada</i>)	279	+11	23129	8	23/0
21	21	PAMELA WILLIAMS Afterglow (<i>Shanachie</i>)	261	-5	33043	16	21/0
22	22	BASS X Vonni (<i>Liquid 8</i>)	255	+20	24244	11	22/1
28	23	HIL ST. SOUL For The Love Of You (<i>Shanachie</i>)	239	+85	23605	2	24/7
23	24	KIRK WHALUM Do You Feel Me (<i>Warner Bros.</i>)	217	+3	22683	11	19/0
Debut	25	PAUL BROWN 24/7 (<i>GRP/VMG</i>)	210	+130	29494	1	21/4
25	26	RICHARD SMITH Sing A Song (<i>A440</i>)	200	-7	8087	7	20/2
26	27	HIROSHIMA Revelation (<i>Heads Up</i>)	162	-1	14918	11	14/0
27	28	GREGG KARUKAS Riverside Drive (<i>N-Coded</i>)	150	-5	30237	18	13/0
30	29	NAJEE Eye 2 Eye (<i>N-Coded</i>)	148	+3	18481	5	15/0
29	30	BRIAN CULBERTSON Serpentine Fire (<i>Warner Bros.</i>)	145	-3	16448	12	14/0

41 Smooth Jazz reporters. Songs ranked by total plays for the airplay week of 1/18-1/24. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 15 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Total Audience equals Average Quarter Hour Persons times number of plays (times 100). Each daypart on each station is assigned an AQH number. Average Quarter Hour Persons used herein with permission from the Arbitron Company (© 2004, The Arbitron Company). © 2004, R&R, Inc.

New & Active

NORAH JONES Sunrise (*Blue Note/EMC*)
Total Plays: 138, Total Stations: 13, Adds: 3

BRIAN BROMBERG Bobblehead (*A440*)
Total Plays: 131, Total Stations: 13, Adds: 1

JEFF GOLUB Pass It On (*GRP/VMG*)
Total Plays: 130, Total Stations: 15, Adds: 1

PAUL TAYLOR Steppin' Out (*Peak*)
Total Plays: 125, Total Stations: 17, Adds: 5

SPECIAL EFX Ladies Man (*Shanachie*)
Total Plays: 120, Total Stations: 11, Adds: 0

DAVID SANBORN Isn't She Lovely (*GRP/VMG*)
Total Plays: 103, Total Stations: 12, Adds: 2

ERIC MARIENTHAL Sweet Talk (*Peak*)
Total Plays: 87, Total Stations: 9, Adds: 0

EUGE GROOVE Livin' Large (*Narada*)
Total Plays: 78, Total Stations: 13, Adds: 6

DAN SIEGEL / **BONEY JAMES** In Your Eyes (*Native Language*)
Total Plays: 64, Total Stations: 7, Adds: 1

BRIAN HUGHES Wherever You Are (*A440*)
Total Plays: 47, Total Stations: 6, Adds: 2

Songs ranked by total plays

Most Added®

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ARTIST TITLE LABEL(S)	ADDS
HIL ST. SOUL For The Love Of You (<i>Shanachie</i>)	7
EUGE GROOVE Livin' Large (<i>Narada</i>)	6
PAUL TAYLOR Steppin' Out (<i>Peak</i>)	5
PAUL BROWN 24/7 (<i>GRP/VMG</i>)	4
PETER WHITE Talkin' Bout Love (<i>Columbia</i>)	3
NORAH JONES Sunrise (<i>Blue Note/EMC</i>)	3

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
KIM WATERS The Ride (<i>Shanachie</i>)	+143
PAUL BROWN 24/7 (<i>GRP/VMG</i>)	+130
PETER WHITE Talkin' Bout Love (<i>Columbia</i>)	+93
HIL ST. SOUL For The Love Of You (<i>Shanachie</i>)	+85
EUGE GROOVE Livin' Large (<i>Narada</i>)	+68
NORAH JONES Sunrise (<i>Blue Note/EMC</i>)	+65
DAVID SANBORN Isn't She Lovely (<i>GRP/VMG</i>)	+65
NICK COLIONNE High Flyin' (<i>3 Keys Music</i>)	+54
PAUL TAYLOR Steppin' Out (<i>Peak</i>)	+31

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
KENNY G. Malibu Dreams (<i>Arista</i>)	349
SIMPLY RED Sunrise (<i>simplyred.com</i>)	294
RONNY JORDAN At Last (<i>N-Coded</i>)	227
CHUCK LOEB eBop (<i>Shanachie</i>)	214
LUTHER VANDROSS Dance With My Father (J)	199
PAUL JACKSON, JR. It's A Shame (<i>Blue Note</i>)	194
DAVID SANBORN Comin' Home Baby (<i>GRP/VMG</i>)	122
JEFF LORBER Gigabyte (<i>Narada</i>)	110
PAUL TAYLOR On The Move (<i>Peak</i>)	103
CHIELI MINUCCI Kickin' It Hard (<i>Shanachie</i>)	81
URBAN KNIGHTS Got To Give It Up (<i>Narada</i>)	80
RICHARD ELLIOT Corner Pocket (<i>GRP/VMG</i>)	73
EUGE GROOVE Rewind (<i>Warner Bros.</i>)	67
M. MCDONALD I Heard It Through The Grapevine (<i>Motown/Universal</i>)	63
WALTER BEASLEY Precious Moments (<i>N-Coded</i>)	57
HEATHER HEADLEY I Wish I Wasn't (<i>RCA</i>)	42

Detailed station playlists for all R&R reporters are available on the web at www.radioandrecords.com.



Trippin 'N' Rhythm Records thanks Smooth Jazz radio for making "Puerto Banus" by the Jazzmasters/Hardcastle #1 this week!

Coming soon are new releases by Roger Smith - "Rough Cut," going for adds on 2/9, and the debut album from an exciting new British sax player named James Vargas.

www.trippinrecords.com

Les Cutmore, Owner — Trippin 'N' Rhythm Records / E-mail: Les@Trippinrecords.com / Contact: 011 44 1708 401 613

ON THE RECORD

With **Shirlitta "Trinity" Colon**
PD, *Watercolors*, XM Satellite



Are the boundaries starting to loosen up? With the success of exotically cool projects like Praful's and the hip blending of traditional and contemporary from David Sanborn, it appears that there is a movement, albeit small, to broaden the sound of Smooth Jazz. And listeners seem to be responding. There now may be a little more room to blend with those fabulous melodies and a few more adventurous tunes laced with funk, soul, chill and jazz-jazz. I love the direction Dave Koz took on *Saxophonic*; he really mixed it up! One of our favorite tracks is his chill-sounding "Only Tomorrow Knows." Paul Brown's "24/7" has such a cool groove from back in the day that it conjures memories of taking a few dance-skate laps at the nearest roller rink — only this time, my spins are perfect, and I can even skate backward! Richard Smith has a few cookin' tunes on *Soulified* in addition to "Sing a Song." We like the funk on "Whatz Up?" We're also experimenting with some very cool guitar sounds from A. Ray Fuller. After years of working with greats (George Duke, Quincy Jones, etc.), it's a wonder he didn't release an album sooner. His project, *The Weeper*, is well worth a listen. And Dan Siegel's "In Your Eyes" is a wonderful reintroduction to an old format friend. It is my great fortune to be able to experiment with many different artists and sounds at XM. This year is getting off to a fun start!

A big week! **Jazzmasters'** "Puerto Banus" (Trippin' 'N Rhythm) is No. 1 for the second week ... **Chris Botti's** "Indian Summer" (Columbia) pushes to 3* — play on 100% of panel and power at 11 BA stations — thanks to WNUA/Chicago, KKSJ/San Francisco, KYOT/Phoenix, WJZZ/Atlanta and WJZI/Milwaukee. It's also in power on WQCD/New York, JRN, WLOQ/Orlando and KAJZ/Albuquerque and now has 17 plays at KHJZ/Houston.

It will likely move to top rotation there next week ... **Kim Waters'** "The Ride" (Shanachie) flies 8-5*, has two new adds and is No. 1 Most Increased, with +143 plays ... **Peter White's** "Talkin' Bout Love" (Columbia) gains 93 plays and two adds and leaps 24-19* ... **Hil St. Soul's** "For the Love of You" (Shanachie) jumps 28-23* and gains 85 plays and seven new adds — like KJCD/Denver — for No. 1 Most Added ... **Paul Brown's** "24/7" (GRP/VMG) debuts at 25* with four new adds — WQCD and KSSJ/Sacramento included — and is No. 2 Most Increased, with +130 plays ... Five new adds for **Euge Groove's** "Livin' Large" (Narada), like tastemakers KKSJ, KOAI/Dallas and KJCD, with eight plays ... Five adds also on **Paul Taylor's** "Steppin' Out" (Peak) ... **Richard Smith's** "Sing a Song" (A440) — *great record!* — is embraced by KTWV and KIFM/San Diego ... **Brian Bromberg's** "Bobblehead" (A440) — another dazzler — is added by KKSJ ... FYI, KTWV (The Wave)/Los Angeles adds **Grady Nichols'** "Alright," **Marc Antoine's** "Mediterraneo" (Rendezvous), **Dave Koz'** "All I See Is You," **Brian Culbertson's** "Come On Up" (Warner Bros.) and **Twist of Motown's** "...Grapevine" (GRP/VMG) — *all in one week!* P1s rejoice!



— Carol Archer, Smooth Jazz Editor

Reporters

KAJZ/Albuquerque, NM
PD: Paul Lavoie
APD/MD: Jeff Young
No Adds

KNIK/Anchorage, AK
OM/PD: Aaron Wallender
No Adds

WJZZ/Atlanta, GA
PD/MD: Nick Francis
2 NORAH JONES

KSMJ/Bakersfield, CA
OM/PD/MD: Chris Townshend
APD: Matt Kelly
HIL ST SOUL

WNUA/Chicago, IL
OM: Bob Kaake
PD/MD: Steve Stiles
No Adds

WNWV/Cleveland, OH
DM/PD/MD: Bernie Kimble
6 PETER WHITE

WJZA/Columbus, OH
PD/MD: Bill Harman
RICHARD ELLIOT
PAUL TAYLOR
EUGE GROOVE

KOAI/Dallas, TX
OM/PD: Kurt Johnson
MD: Mark Sanford
EUGE GROOVE

KJCD/Denver, CO
PD/MD: Michael Fischer
10 HEATHER HEADLEY
8 EUGE GROOVE
9 HIL ST SOUL

WVMV/Detroit, MI
OM/PD: Tom Sleeker
MD: Sandy Kovach
No Adds

KEZL/Fresno, CA
PD/MD: J. Weidenheimer
2 NORAH JONES

WDRR/Fl. Myers, FL
DM: Steve Amari
PD: Joe Turner
MD: Randi Bachman
No Adds

KHJZ/Houston, TX
PD: Maxine Todd
APD/MD: Greg Morgan
5 KIM WATERS
5 PETER WHITE
4 RICHARD ELLIOT

WYJZ/Indianapolis, IN
DM/PD/MD: Carl Frye
HIL ST SOUL
MICHAEL McDONALD

KOAS/Las Vegas, NV
OM: Erik Foxx
No Adds

KSBR/Los Angeles, CA
OM/PD: Terry Wedel
MD: Susan Koshbay
1 PAUL JACKSON JR
1 BRIAN HUGHES

KTWV/Los Angeles, CA
PD: Paul Goldstein
APD/MD: Samantha Wiedmann
14 PAUL BROWN
14 EUGE GROOVE
12 RONNY JORDAN
12 PETER WHITE
11 PAUL TAYLOR
9 DIANA KRALL
GRADY NICHOLS
BRIAN CULBERTSON
RICHARD SMITH
TWIST OF MOTOWN
DAVE KOZ
MARC ANTOINE

WELV/Macon, GA
PD/MD: Rick Smith
No Adds

WJZN/Memphis, TN
PD/MD: Norm Miller
No Adds

WLVE/Miami, FL
DM: Rob Roberts
PD/MD: Rick McMillan
BYRONCE GILFILLIAN WANDROSS
PAUL TAYLOR

WJZI/Milwaukee, WI
DM/PD: Steve Scott
MD: Jeff Peterson
3 PAUL TAYLOR
2 BASS X

KRVR/Modesto, CA
DM/MD: Doug Wulff
PD: Jim Bryan
2 PETE BELASCO

Jones Smooth Jazz/Network
PD/MD: Steve Hibbard
3 BRIAN HUGHES
1 PETE BELASCO

WQCD/New York, NY
OM: John Mullen
PD/MD: Charley Connolly
8 PAUL BROWN

WJCD/Norfolk, VA
OM/PD: Daisy Davis
APD/MD: Larry Hollowell
HIL ST SOUL
PAUL TAYLOR
PETER WHITE

WJZJ/Philadelphia, PA
PD: Michael Tozzi
MD: Frank Childs
No Adds

KYOT/Phoenix, AZ
PD: Shaun Holly
APD/MD: Angie Handa
No Adds

KJZS/Reno, NV
OM: Rob Brooks
PD: Harry Reynolds
APD/MD: Doug Thomas
HIL ST SOUL
JEFF GOLUB
KIM WATERS
EUGE GROOVE

WJWV/Richmond, VA
PD: Reid Snider
MICHAEL McDONALD

KSSJ/Sacramento, CA
PD/MD: Lee Hansen
APD: Ken Jones
PAUL BROWN

KBZN/Salt Lake City, UT
DM/PD/MD: Dan Jessop
12 NORAH JONES
4 PAUL BROWN
4 HIL ST SOUL
1 DAVID SANBORN

KIFM/San Diego, CA
DM: John Dimick
PD: Mike Vasquez
APD/MD: Kelly Cole
1 JONAS BUCHHEIM
1 KIRK WHALUM
1 MICHAEL McDONALD
1 RICHARD SMITH
1 BRAXTON BROTHERS

KKSJ/San Francisco, CA
DM: Michael Martin
PD: Michael Erickson
BRIAN BROMBERG
EUGE GROOVE

KJZY/Santa Rosa, CA
PD: Gordon Zlot
APD/MD: Rob Singleton
8 NICK COLONNE
7 DAVID SANBORN
7 DAN SIEGEL
ROONEY JAMES
7 LIZZ WRIGHT
7 HIL ST SOUL

KWJZ/Seattle, WA
PD: Carol Handley
MD: Dianna Rose
9 PETER WHITE

WSSM/St. Louis, MO
PD: David Myers
2 WILL DOWNING

WSJT/Tampa, FL
PD: Ross Block
MD: Kathy Curtis
No Adds

WJZW/Washington, DC
DM: Kenny King
PD: Carl Anderson
MD: Renee Dupuy
No Adds

***Monitored Reporters**

41 Total Reporters

Did Not Report, Playlist Frozen (3):

- WEIB/Springfield, MA
- WLOQ/Orlando, FL
- WZMR/Albany, NY

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America's Best Testing Active Rock Songs 12+
For The Week Ending 1/30/04

Artist Title (Label)	TW	LW	Familiarity	Burn	Men 18-34	Men 18-24	Men 25-34
LINKIN PARK Numb (Warner Bros.)	4.33	4.28	99%	25%	4.05	4.13	3.93
THREE DAYS GRACE (I Hate) Everything About You (Jive)	4.28	4.30	96%	24%	4.08	4.16	3.95
GODSMACK Re-Align (Republic/Universal)	4.19	4.17	78%	12%	3.97	3.82	4.17
HOOBASTANK Out Of Control (Island/IDJMG)	4.12	4.11	87%	14%	3.93	3.93	3.94
TRAPT Still Frame (Warner Bros.)	4.10	4.12	94%	28%	4.07	4.02	4.15
SEVENDUST Enemy (TVT)	4.10	4.13	75%	12%	4.06	4.11	3.97
STAIN'D So Far Away (Flip/Elektra/EEG)	4.06	4.07	98%	39%	3.87	3.88	3.86
A PERFECT CIRCLE Weak And Powerless (Virgin)	4.06	4.09	83%	19%	4.30	4.30	4.31
A PERFECT CIRCLE The Outsider (Virgin)	4.06	4.16	64%	9%	4.22	4.17	4.27
SEETHER Gasoline (Wind-up)	4.00	3.97	74%	14%	3.94	3.82	4.11
KORN Right Now (Epic)	3.98	4.11	85%	19%	4.04	4.04	4.05
SMILE EMPTY SOUL Nowhere Kids (Lava)	3.98	3.98	64%	10%	3.71	3.76	3.63
SHINEDOWN 45 (Atlantic)	3.98	4.05	52%	9%	3.72	3.92	3.42
NICKELBACK Figured You Out (Roadrunner/IDJMG)	3.95	3.98	87%	17%	3.83	3.68	4.02
STAIN'D How About You (Flip/Elektra/EEG)	3.95	3.92	83%	19%	3.84	3.79	3.90
OFFSPRING Hit That (Columbia)	3.92	3.85	93%	24%	3.89	3.75	4.10
PUDDLE OF MUDD Away From Me (Geffen)	3.92	3.96	91%	24%	3.75	3.66	3.88
INCUBUS Megalomaniac (Epic)	3.91	3.89	76%	12%	3.86	3.76	4.03
CHEVELLE Closure (Epic)	3.84	3.92	83%	24%	3.94	4.04	3.79
LOSTPROPHETS Last Train Home (Columbia)	3.84	3.72	46%	7%	3.68	3.62	3.76
P.O.D. Will You (Atlantic)	3.82	3.87	87%	27%	3.68	3.84	3.45
LIMP BIZKIT Behind Blue Eyes (Flip/Interscope)	3.78	3.70	90%	23%	3.53	3.58	3.46
AUDIOSLAVE I Am The Highway (Interscope/Epic)	3.66	3.69	88%	29%	3.76	3.57	4.00
FUEL Million Miles (Epic)	3.66	3.80	56%	9%	3.43	3.59	3.27
TANTRIC Hey Now (Maverick/Reprise)	3.66	3.64	43%	8%	3.64	3.59	3.71
STONE TEMPLE PILOTS All In The Suit That You Wear (Atlantic)	3.59	3.65	73%	20%	3.59	3.40	3.86
RED HOT CHILI PEPPERS Fortune Faded (Warner Bros.)	3.55	3.48	86%	30%	3.52	3.37	3.75
METALLICA The Unnamed Feeling (Elektra/EEG)	3.38	3.45	66%	18%	3.10	3.02	3.20

Total sample size is 421 respondents. Total average favorability estimates are based on a scale of 1-5. (1=dislike very much, 5 = like very much). Total familiarity represents the percentage of respondents who recognized the song. Total burn represents the number of respondents who said they are tired of hearing the song. Songs must have 40% familiarity to appear on survey. Sample composition is based on persons 12+. Persons are screened via the Internet. Once passed, they can take the music test based on the format/music preference. RateTheMusic.com results are not meant to replace callout research. The results are intended to show opinions of participants on the the Internet only. RateTheMusic is a registered trademark of RateTheMusic.com. The RTM system, is available for local radio stations by calling 818-377-5300. RateTheMusic.com data is provided by Mediabase Research, a division of Premiere Radio Networks.

New & Active

THOUSAND FOOT KRUTCH Rawkfish (*Tooth & Nail/EMC*)
Total Plays: 99, Total Stations: 15, Adds: 7

P.O.D. Change The World (*Atlantic*)
Total Plays: 85, Total Stations: 25, Adds: 22

BURDEN BROTHERS Beautiful Night (*Kirtland/Trauma*)
Total Plays: 83, Total Stations: 13, Adds: 4

CROSSFADE Cold (*Columbia*)
Total Plays: 79, Total Stations: 20, Adds: 12

SLOTH Dead Generation (*Hollywood*)
Total Plays: 75, Total Stations: 8, Adds: 2

AUTOMATIC BLACK Go Your Way (*Arista*)
Total Plays: 59, Total Stations: 15, Adds: 3

TESLA Caught In A Dream (*Sanctuary/SRG*)
Total Plays: 54, Total Stations: 9, Adds: 6

PUDDLE OF MUDD Heel Over Head (*Geffen*)
Total Plays: 50, Total Stations: 11, Adds: 6

JOSH TODD Shine (*Todd Entertainment/XSRECORDS*)
Total Plays: 45, Total Stations: 12, Adds: 6

Songs ranked by total plays

Indicator

Most Added*

TRAPT Echo (Warner Bros.)

DAMAGEPLAN Save Me (Elektra/EEG)

BLINDSIDE All Of Us (Elektra/EEG)

TESLA Caught In A Dream (Sanctuary/SRG)

ILL NINO This Time's For Real (Roadrunner/IDJMG)

Reporters

<p>WQBK/Albany, NY* PD/MD: Chili Walker TRAPT P.O.D. TESLA</p> <p>KZRX/Amarillo, TX PD/MD: Eric Staylor TRAPT 5 KID ROCK</p> <p>WWWX/Appleton, WI* PD/MD: Jim Trapp 1 TRAPT CROSSFADE</p> <p>WCHZ/Augusta, GA* SM: Kent Ouma DM: Harley Dwyer PD/MD: Clark Williams 1 P.O.D. JOSH TODD</p> <p>KRAB/Bakersfield, CA* DM: Don Crist PD/MD: Danny Spanis 1 TRAPT 11 LOSTPROPHETS 6 LINKIN PARK 4 SEVENDUST</p> <p>KRFR/Bakersfield, CA* DM: Bob Lewis PD/MD: Alex Quigley TRAPT LO-PRO</p> <p>WIYY/Baltimore, MD* DM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Hedeman No Adds</p> <p>WCPR/Biloxi, MS* DM: Jay Taylor PD: Scott Fox MD: Mitch City 7 ATMOSPHERE 6 P.O.D. CROWNING POOL</p> <p>WKGB/Binghamton, NY DM/MD: Jim Free APD/MD: Tim Boland 1 TRAPT 1 DAMAGEPLAN</p> <p>WAAF/Boston, MA* PD: Keith Hastings MD: Mistress Carrie 24 DAMAGEPLAN SLOTH FUEL P.O.D.</p> <p>WRXR/Citlatanooga, TN* PD: Bone MD: Steve Spain 1 SEVENDUST 1 BLINDSIDE 1 HOOBASTANK CROSSFADE TRAPT</p>	<p>KRQR/Chico, CA DM: Ron Woodward PD/MD: Dann Sandoval SLOTH TESLA AUTOMATIC BLACK</p> <p>WHMS/Cleveland, OH* PD: Jim Trapp MD: Sians KID ROCK</p> <p>KILO/Colorado Springs, CO* DM: Rich Hawk PD/MD: Ross Ford APD: Matt Gentry 15 STATIC-X 1 JET SOL</p> <p>WBZZ/Columbus, OH* PD: Hal Fish APD/MD: Ronni Hunter 5 JET 1 3 DOORS DOWN LO-PRO</p> <p>KCCG/Corpus Christi, TX* PD: Scott Holt MD: Dave Riss 15 DAMAGEPLAN 7 BLINDSIDE 7 SHINEDOWN 7 ILL NINO 7 DROPOX 6 COUNTRY LOVE 6 LO-PRO P.O.D. TRAPT CROSSFADE</p> <p>KEGL/Dallas, TX* PD: Max Dugan APD: Chris Ryan MD: Cindy Seall 9 BROWNING POOL 6 A PERFECT CIRCLE EVERLAST</p> <p>KBP/Denver, CO* PD: Bob Richards APD/MD: Willie B. No Adds</p> <p>KAZR/Des Moines, IA* PD: Ryan Patrick MD: Jo Michaels 1 LO-PRO TRAPT</p> <p>WRIF/Detroit, MI* DM/MD: Doug Poddell APD/MD: Mark Pennington SLOTH BURDEN BROTHERS SLOTH P.O.D.</p> <p>KWRQ/Eugene, OR DM: Russ Davidson PD/MD: Chris Crowley BLINK-182 DAMAGEPLAN</p>	<p>WGBF/Evansville, IN DM: Mike Sanders PD: Falboy APD/MD: Slick Nuck 1 DAMAGEPLAN ILL NINO</p> <p>WWBN/Flint, MI* DM: Jay Patrick PD: Jim Trapp APD/MD: Tony Labrie 1 THOUSAND FOOT KRUTCH 6 KID BELOW SUMMER KORN BLINDSIDE</p> <p>KRZR/Fresno, CA* DM/MD: E. Curtis Johnson APD: Don De La Cruz MD: Rick Roddam 12 P.O.D. 11 DAMAGEPLAN 4 40 BELOW SUMMER</p> <p>WBVR/Ft. Wayne, IN* MD: Greg Gillespie 4 SOL TRAPT</p> <p>WRUF/Gainesville, FL* DM/MD: Harry Gusscott APD: Brian Lee MD: Matt Innes 1 JOSH TODD 1 P.O.D.</p> <p>WKLG/Grand Rapids, MI* DM: Brenti Alberts PD: Carrie Arriens MD: Sean Kelly PUDDLE OF MUDD CROSSFADE TESLA</p> <p>WZOR/Green Bay, WI PD/MD: Roxanne Steele LINKIN PARK SLOTH ILL NINO</p> <p>WXOR/Greenville, NC* PD: Brian Rickman MD: Matt Lee 2 JOSH TODD 1 SLOTH 1 JET 1 P.O.D. 1 DAMAGEPLAN SEVENDUST</p> <p>WTPT/Greenville, SC* DM/MD: Mark Hendrix MD: Smack Taylor 1 DAMAGEPLAN</p> <p>WQXA/Harrisburg, PA* PD: Claudine DeLorenzo MD: Nizon 3 DAMAGEPLAN 1 SEVENDUST AUTOMATIC BLACK JIMMY'S CHICKEN SHACK</p>	<p>WCCC/Hartford, CT* PD: Michael Picozzi APD/MD: Mike Karolyi 2 SOL TRAPT CROSSFADE</p> <p>KPOL/Honolulu, HI* PD: Ryan Sean APD/MD: Fil Slash 90 HOOBASTANK 6 KID BELOW SUMMER THOUSAND FOOT KRUTCH SHINEDOWN LO-PRO DAMAGEPLAN</p> <p>WAMX/Huntington PD/MD: Paul Ostler No Adds</p> <p>WRTT/Huntsville, AL* DM: Rob Harder PD/MD: Jimbo Wood 11 3 DOORS DOWN 11 KORN 4 DAMAGEPLAN CROSSFADE P.O.D.</p> <p>WRXW/Jackson, MS* DM: Brother Sam PD: Phil Con APD: Big Johnson MD: Brad Stevens TRAPT APARTMENT 26 CROSSFADE</p> <p>KORC/Kansas City, MO* PD: Bob Edwards APD/MD: Dave Fritz P.O.D.</p> <p>KLFX/Killeen, TX PD/MD: Bob Fonda 22 METALLICA 15 TESLA 15 3 DOORS DOWN 15 TRAPT</p> <p>WJQX/Lansing, MI* PD: Bob Olson MD: Carolyn Stone 2 TESLA CROSSFADE</p> <p>KOMP/Las Vegas, NV* PD: John Griffin MD: Big Marty PUDDLE OF MUDD JOSH TODD</p> <p>WXZZ/Lexington, KY* APD/MD: Jerome Fischer THOUSAND FOOT KRUTCH KID ROCK</p>	<p>KIBZ/Lincoln, NE DM: Jim Steel PD: E.J. Marshall APD/MD: Sparty 4 FIGHTERS TESLA TRAPT</p> <p>KOJE/Little Rock, AR* DM/MD: Ken Wall SEVENDUST DROPOX</p> <p>WTFX/Louisville, KY* PD: Michael Lee MD: Frank Webb No Adds</p> <p>KFMX/Lubbock, TX DM/MD: Wes Nessmann 6 BLINDSIDE 5 ILL NINO</p> <p>WJJO/Madison, WI* PD: Randy Hawke APD/MD: Blake Patton JET</p> <p>WGR/Manchester, NH PD: Valerie Knight MD: Jason "JR" Russell 3 AFI 1 KORN 1 BLINDSIDE</p> <p>KFRQ/McAllen, TX* PD: Alex Duran MD: Stacy Taylor P.O.D. DAMAGEPLAN CROSSFADE DROPOX JOSH TODD TESLA BLINDSIDE</p> <p>WLRZ/Milwaukee, WI* PD: Sean Ethel MD: Marlyna Mee P.O.D. PUDDLE OF MUDD</p> <p>KOOR/Minneapolis, MN* DM: Dave Hamilton APD/MD: Pablo 22 BURDEN BROTHERS 5 P.O.D. CROSSFADE TESLA TRAPT</p>	<p>KMRQ/Modesto, CA* SM: Gary Halladay DM: Max Miller PD/MD: Jack Paper APD: Matt Foley 6 SEVENDUST 6 DROPOX</p> <p>WRAT/Monmouth, NJ* DM/MD: Carl Craft APD/MD: Robyn Lane 5 KID ROCK TRAPT SEVENDUST</p> <p>WCLG/Morgantown, WV DM/MD: Jeff Miller MD: Dave Murdoch 1 JET 1 BLINDSIDE 1 DAMAGEPLAN</p> <p>WKQZ/Myrtle Beach, SC PD: Brian Rickman APD/MD: Charley WHITE STRIPES YELLOWCARD JET BLINK-182 BLINDSIDE JOSH TODD</p> <p>WNOR/Norfolk, VA* PD: Harvey Kojan APD/MD: Tim Parter THOUSAND FOOT KRUTCH P.O.D. PUDDLE OF MUDD DAMAGEPLAN DROPOX JOSH TODD</p> <p>KATT/Oklahoma City, OK* DM/MD: Chris Bator MD: John Daniels 3 3 DOORS DOWN</p> <p>KROC/Omaha, NE* DM: Jim Steel PD: Tim Sheridan MD: Jon Anzani Terry No Adds</p> <p>WTKX/Pensacola, FL* PD: Joel Sampson APD/MD: Mark The Shark 1 SEVENDUST 1 TRAPT KID ROCK</p> <p>WIXQ/Peoria, IL DM/MD: Matt Balan 32 THOUSAND FOOT KRUTCH TESLA</p> <p>WYSP/Philadelphia, PA* DM/MD: Tim Salean APD: Gil Edwards MD: Rich DeStato 1 TRAPT</p>	<p>KUPD/Phoenix, AZ* PD/MD: Don Harrison MD: Larry McFelle TRAPT</p> <p>KUFO/Portland, OR* DM/MD: Dave Humme APD/MD: Dan Boyck No Adds</p> <p>KORB/Quad Cities, IA* DM: Darren Pitz PD/MD: Dave Levora 7 JET 4 TESLA</p> <p>KDOT/Reno, NV*<td> <p>DM: Jim McClain APD/MD: Jave Patterson 5 DROPOX 1 DAMAGEPLAN TRAPT PUDDLE OF MUDD</p> <p>WVNE/Rochester, NY* PD: Erick Anderson MD: Nick DiTucci P.O.D. AUTOMATIC BLACK</p> <p>WKQZ/Saginaw, MI* PD: Jerry Tarrants APD/MD: Mason Lucas BURDEN BROTHERS THOUSAND FOOT KRUTCH DROPOX JOSH TODD</p> <p>WZBH/Salisbury, MD DM/MD: Shawn Murphy APD/MD: Mike Hunter 15 TRAPT 12 TESLA 5 AUTOMATIC BLACK 5 ILL NINO 5 BLINDSIDE 5 NO MOUTH 5 DAMAGEPLAN LUMP BIZKIT</p> <p>KISS/San Antonio, TX* DM: Kevin Thompson PD: Virgil Vargas MD: C.J. Cruz 1 DARKNESS 1 KORN</p> <p>KOZ/San Diego, CA* DM: Jim Richards APD/MD: Shauna Moran-Brown 1 LINKIN PARK P.O.D. MUSK/HEAD</p> <p>KURO/San Luis Obispo, CA DM/MD: Andy Wilford MD: Stephanie Bell TRAPT</p> </td> </p>	<p>DM: Jim McClain APD/MD: Jave Patterson 5 DROPOX 1 DAMAGEPLAN TRAPT PUDDLE OF MUDD</p> <p>WVNE/Rochester, NY* PD: Erick Anderson MD: Nick DiTucci P.O.D. 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* Monitored Reporters

84 Total Reporters

64 Total Monitored

20 Total Indicator





The Road Ahead

Continued from Page 1

Sevendust, Cold, Powerman 5000 and Mudvayne?

"We also can't forget about the butt-load of core artists who gave us great new music, like Metallica — yes, I like *St. Anger* — Linkin Park, Limp Bizkit, Red Hot Chili Peppers, Nickelback, Korn, Fuel, Staind, Disturbed, A Perfect Circle, Puddle Of Mudd and Godsmack."

Walker believes that comeback artists also contributed to the flow of music. "We saw the return of some old favorites, like Iggy Pop, Anthrax and Dream Theater," he says. "Speaking of which, if you haven't spent time with the new Dream Theater, go back and do so right now, damn it!"

"I could go on forever, and I didn't even mention the stuff that dropped at the end of the year, like Tantric and Incubus. Anyone who says there wasn't anything good to listen to in the last year should clean out their ears, drop the research and go back and actually listen to all the songs they missed. After all, isn't that why we got into the biz, to listen to music?"

"Again, without hesitation, I would say that 2003 was one of the best years for rock music in a long time. With any luck, 2004 will be just as strong, if not stronger. Long live rock!"

"Anyone who says there wasn't anything good to listen to in the last year should clean out their ears, drop the research and go back and actually listen to all the songs they missed."

Chili Walker

Flashes Of Brilliance

Echoing Walker's sentiments is KILO/Colorado Springs PD Ross Ford. "I don't think it was a bad year at all," he says. "Audioslave were one of the best bands to come out over the last six or seven years, easy. The potential there is limitless. Metallica was not the album that everyone expected, but there were some flashes of brilliance in the music of last year."

"Breakthrough bands like The White Stripes worked very well here. We didn't dabble with the previous one, because the rock audience wasn't there, but you see the audience changing, and you see the heavier stuff becoming more acceptable. These are solid years for rock 'n' roll."

"The new bands that are breaking ground include Apartment 26. I love that song. The White

Stripes and Jet are helping break ground for something like that. They're a little different but are still perceived as cool by the rock audience."

"Part of the brilliance of the year was how we could integrate some of this new music with everything else we're playing. You couldn't do that a couple of years ago. The audience is receptive to more sounds, so something like Jet works better. Granted, it's not the most passionate record for our core, but it brings in listeners who are dabbling around the dial and it's not offensive to our core. The core will listen to it, as opposed to some other records, like The Darkness, which has some lethal edges to it."

"Maybe the core won't buy the Jet album and listen to it 800 times, but they like the song and it carries them through to our golds and still does its job of pulling in new people. The Darkness, on the other hand, is very polarizing. It might pull in some fresh people, but I think our core would think, 'What the hell are they playing that for?' and it would discredit a lot of what we try to do."

A Good Rock Community

Regardless of whether a year is perceived to be fat or lean in terms of quality of music, there will always be songs that don't make it. "I hate it when a cool song doesn't get accepted," says Ford, citing one of his favorites that didn't stick, "Monsters" by V Shape Mind.

"People are quick to forget the good music we had; it's become pop culture," Ford says as he recalls more artists with success at the format. "Queens Of The Stone Age had a great album. Linkin Park is another example. Granted, I'm not a big fan, but that album did very, very well, and every song has done well in terms of phones and sales. In fact, Linkin Park is one of the top bands of the year."

"Korn have done well for us even though other stations had a hard time with it because it's aggressive. All three of their new tracks did well for us."

"We have a good rock community here. The state of rock is good. It's our job to make sure it continues down that road by not discrediting everything we do like we did in the late '80s, with the hair



Randy Hawke

because then radio is saying to its audience, 'Here's a piece of crap, but, trust me, if I play it enough, you will like it.' That discredits something else that comes along that really is cool and different. The listeners are not receptive to something cool and different if you're always throwing them stuff that's not rock."

Randy Hawke, PD of WJJO/Madison, points to quality and quantity in assessing the music of last year. "I would say the quality was good, but the quantity of good was low," he says.

"Artists like Linkin Park, Static X, Sevendust, Disturbed, Korn and Mudvayne came out with great active rock records that tested huge and have still not burned. The staying power of these songs and their low burn scores are great. So, we are getting some great records, just not a lot of them."

A 'Primordial Pool' Of Music

WAAF/Boston PD Keith Hastings has a different viewpoint. He says, "2003, like any other year, had plenty of new musical offerings — some good, some bad — but it will mostly be remembered for programmers' and the audience's reception to *St. Anger* from Metallica."

"Nothing less than the direction of an entire format hinged on the latest CD from the Kings of Active Rock. The infamous results have deepened the 'primordial pool' our music now swirls in. We're waiting for a 1991-like chain reaction that may or may not come in a new world filled with exciting evolutions of hip-hop and electronic entertainment choices."

"There's always plenty of music to choose from. The trick is knowing when to play and when to pass. 2003 was one of those years when it wasn't smart to rely solely on the music. The smart money remains on building the unique and local entertainment elements of your station that will ensure its survival in lean



Keith Hastings

"The rays of hope in 2003 were unique-sounding songs from Evanescence, The White Stripes and The Darkness. The biggest bummers were mediocre albums from a couple of the format's core artists."

D.C. Carter

musical times and poise it for greatness when things get hot."

KICT/Wichita PD D.C. Carter says, "I think 2003 was a rather stale year for Active Rock. A lot of stations, including KICT, altered their gold/current ratios to make up for a lack of exciting new product. There tends to be a lot of sameness when we are at the end of any era. Right now we seem to be closing in on the end of the era when gravel-voiced angry white guys ruled."

"The rays of hope in 2003 were unique-sounding songs from Evanescence, The White Stripes and The Darkness. The biggest bummers were mediocre albums from a couple of the format's core artists."

"Also, some of the new artists emerging are having trouble creating meaningful identities, even with lots of airplay. 'Headstrong' is a great song and was easily the biggest song of the year, but even after an excellent followup single, how many Active Rock listeners can tell you the name of the lead singer of Trap?"

Music Is Art

In conclusion, we can see that 2003 was much like other years. The subjective nature of music will ensure that what is deemed good will always be in the ear of the listener. The format will have its wholesale hits and misses, but the familiar refrain "It's different in my market" seems to hold true in this instance.



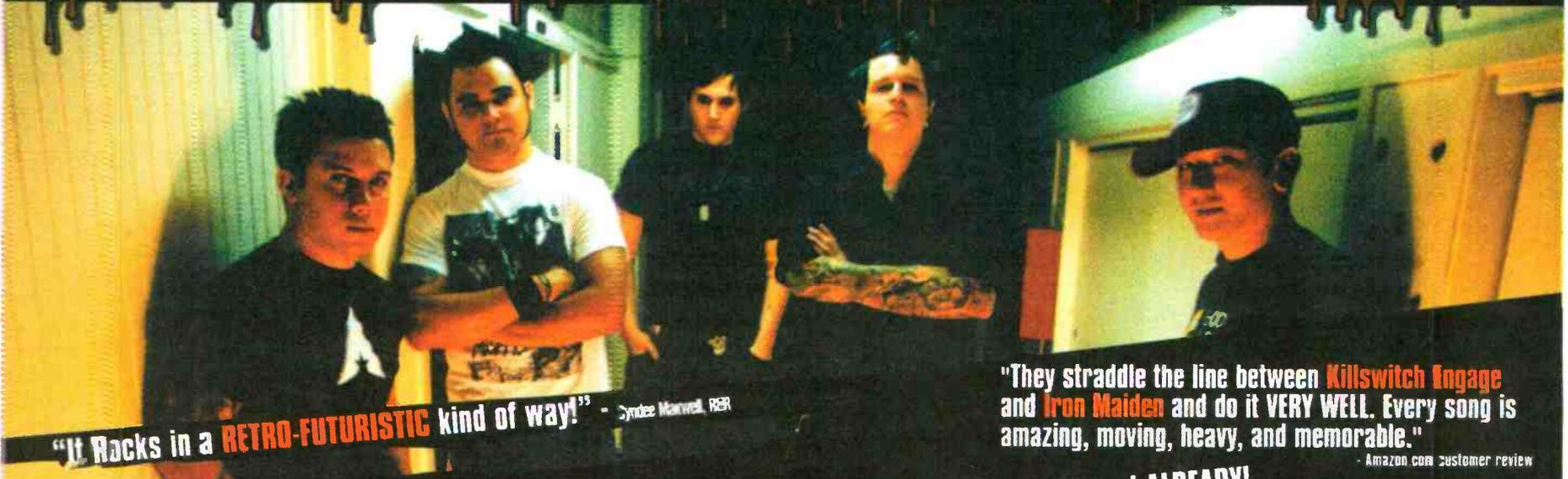
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"Nothing less than the direction of an entire format hinged on the latest CD from the Kings of Active Rock."

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The Rookies Of 2004

Up-and-comers who are ready to rock the world

By Mike Trias

R&R Associate Editor

With a new year comes new priorities. In their never-ending quest to find the next big thing, record labels have scoured the field and drafted the music scene's most promising up-and-coming talent. Here's a quick look at just a few of the many new bands coming your way in 2004.

Edgewater (Wind-up)

Wind-up has had much success spawning baby bands from huge movie soundtracks. This year the label introduces Edgewater with "Eyes Wired Shut," one of two lead singles from *The Punisher* soundtrack. This driving rocker has an extremely catchy hook with a melody and song structure that could easily take it to crossover success.

Though the lyrics seem desperate and searching, the chorus of this coming-of-age song delivers power and inspiration, combining to form a musical enigma that listeners should enjoy. Says Edgewater drummer **Jeremy Rees**, "Our music is like our name. It's got that edge to it, and it's crunchy and really thick in the hardest places, but the overlays and melodies flow like water over the top."



Edgewater

The Vanished (226)

The Vanished enter the arena with "Favorite Scar," a fast-paced ode to past love whose appealing chorus would fit well as the end theme for a teen-angst movie that concludes in bittersweet fashion. Founded by frontman Kevin Kirkwood and guitarist Dallas Perry (both formerly of Seven Channels) in November 2002, this foursome released an EP last October that was so well received that it prompted them to record a full-fledged self-titled album. Drummer Phil Helms and bassist Justin Young round out The Vanished's lineup.

Damageplan (Elektra/EEG)

Dimebag Darrell and Vinnie Paul of Pantera fame didn't have to look far to find members for Damageplan — they just turned to longtime friends. Drummer Bob Zilla came to the band as the boys' tattoo artist. Pat Lachman

was an accomplished guitarist hailing from Halford and Diesel Machine, but he stunned the boys with his singing skills.

On "Save Me" Lachman proves himself with a hypnotic midrange,



Damageplan

pure highs and electrifying screaming when the song calls for it. The players also do their thing, pushing the track with heavy instrumental prowess. "It's a mainstream record, and radio knows the power of Pantera," says Elektra's **George Cappellini** of the band's early radio success.

Thornley (Roadrunner)

"If you like Soundgarden, you should love this," says Roadrunner's **Mark Abramson**. Thornley are the label's latest hopeful hitmakers, with **Ian Thornley** (formerly of Big Wreck) serving as vocalist, songwriter and ringleader of the quartet. Says Thornley about his writing, "There's definitely a singer-songwriter vibe going on, except that I am screaming it at you. Some of it is screaming because I've got to get it out, and other times it's because I just like to scream."

Thornley come to Roadrunner via 604 Records and its label head, Chad Kroeger of Nickelback (he and Ian Thornley were friends before Nickelback climbed to fame).

Burden Brothers (Kirtland/Trauma)

Continuing our theme of longtime friends, Vaden Todd Lewis and Taz Bentley were looking for something new and exciting following stints with their former bands (Lewis came from The Toadies while Bentley served as the drummer for Reverend Horton Heat). At the end of 2000 the pair got together in Texas to form their current



Burden Brothers

five-piece outfit, The Burden Brothers. The two also share co-writing duties on their introductory album, *Buried in Your Black Heart*.

Atomship (Wind-up)

Atomship have come a long way from their days practicing in a storage shed powered by a lone extension cord running from a nearby waffle house. "Pencil Fight," their eclectic single, features a sparse intro, mellow verses, rocking choruses and a bridge of unusual rap styling laid over a marching-band-like cadence.

With its haunting guitar licks, impressive drumming and lead singer



Atomship

Joey Culver's melodies and clear tone, "Pencil Fight" is a good introduction to the band's debut CD, *The Crash of '47*. The album name references the alleged UFO crash in Roswell, NM, and the band's logo (designed by guitarist Nathan Slade) expands on the extraterrestrial theme: It's a cartoon alien rabbit.

Thousand Foot Krutch (Tooth & Nail/EMC)

Rap-rock experiences its latest evolution as Thousand Foot Krutch deliver "RawkFist." The single's hip-hop influence is apparent in the song's verses (imagine rapper Nelly, famous for his sing-song raps, on an aggressive tip), but the chorus is definitely rock. Says vocalist-guitarist **Trevor McNeven** about the song, "It's got a classic rock and hip-hop vibe to it. 'RawkFist' reflects what we're like live — we have a lot of energy and a lot of fun."



Thousand Foot Krutch

Sales for the Toronto band's album *Phenomenon* continue to gain steam, and the single is already making waves at Active Rock. The song has the potential to cross over to Pop as well.

Automatic Black (Arista)

"Go Your Way," a solid single sporting a pop rock hook, is coming your way from Automatic Black. The band performed the song on *America's Party*, the Fox Network's New Year's Eve special, where they were featured as a Band to Watch in 2004. They also have a track on the EA Sports video game *Tiger Woods PGA Tour 2004* (which, apparently, members of the band play religiously).

The band was a bit apprehensive about its future after the recent departure of L.A. Reid from Arista. "He was a big champion for the band," says guitarist **Stevie D**. "We're sorry he won't be able to see the band through, but Arista is a great label, and there's a lot of love there for us." Automatic Black's debut album, *De-Evolution*, streets April 6.

Start Trouble (Columbia)

Pop punk lives, thanks to Start Trouble and their leadoff single, "Chemical." Strangely enough, the verse melody reminds me of Chicago's "Hard to Say I'm Sorry." I wonder if Matt Pinfield of MTV's *120 Minutes* fame was thinking that when he first discovered the band. Pinfield, who had just started in A&R at Columbia, heard "Chemical" and soon after offered the band a contract.

Start Trouble's John Travis-produced debut CD, *Every Solution Has Its Problem*, streets March 23. Start Trouble chose Travis to produce the album



Start Trouble

because they hit it off right away, despite the fact Travis spilled a bottle of wine on one of the bandmembers during their initial meeting.

Crossfade (Columbia)

Desperate songs will continue to rule as Crossfade unleash "Cold" on

Rock radio. The song gives an overall feeling of foreboding, a feat accomplished through the band's standout vocals. The lead singer soars over the top of a bottom-heavy instrumental, and the harmony is impressive and unique. If used as its own melody over acoustic guitars, it would probably make for an interesting (albeit melancholy) reprise. Crossfade are Ed Sloan (lead vocals, guitar), Brian Geiger (drums), Mitch James (bass, backing vocals) and Tony Byroads (vocals, turntables, sampler).

Atreyu (Victory)

Atreyu (pronounced *ah-TRAY-you*) arrive with "Lipgloss and Black," a single fully representative of their dark, progressive hard rock feel. Singer-songwriter Alex Varkatazas (even his name sounds menacing) is the rapping voice of death for the song's verses, while drummer Brandon Saller contributes his epic singing style to the chorus.

"Lipgloss and Black" builds to a climax of "Live! Love! Burn! Die!" before switching time signatures and tempos, bringing the tune to a haunting guitar-solo-and-piano-driven end. The five-piece outfit take their name from the warrior character in the '80s film *The NeverEnding Story*.

Dropbox (Re-Align/Universal)

"Wishbone" by Dropbox is this article's winner of the Meanest Guitar Riff award. The lyrics and melody create a catchy, wicked hook, and though the bridge quiets down a bit, the song's intensity is maintained by the lyric "I want to break you apart." Lee Richards, original guitarist for Godsmack, leads the band. Their self-titled debut drops March 2 on Godsmack member Sully Erna's new label, Re-Align.

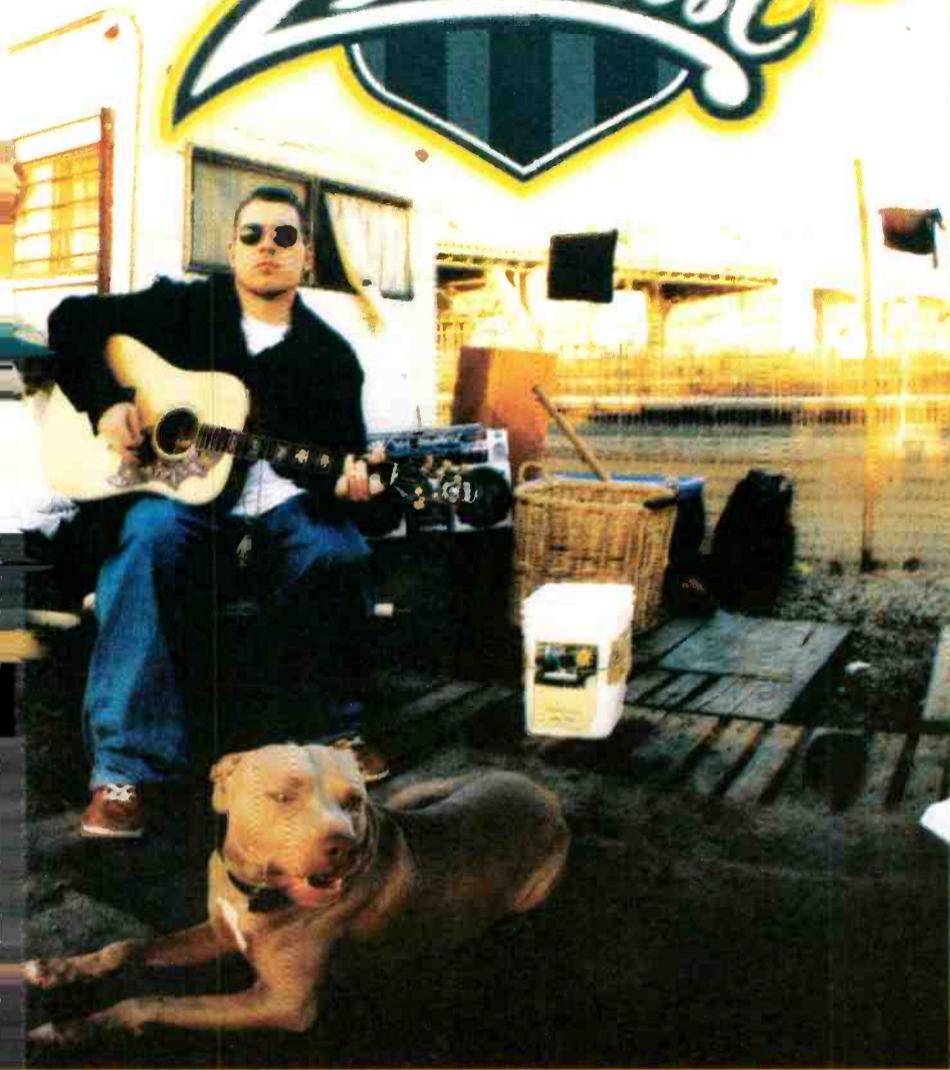


Magna-Fi

Magna-Fi (Aezra)

"Where Did We Go Wrong?" by Magna-Fi is an adrenaline rush waiting to happen. A quiet guitar-and-vocal intro quickly gives way to a fast-paced road-racing tune fueled by a memorable melody. Magna-Fi have relocated their base of operations to Las Vegas, where they continue to keep their day jobs (C.J. Szuter is a slot-machine repairman, and Charlie Smaldino plays the evil pirate captain in the Treasure Island casino pirate show). The quartet have already gained exposure thanks to NBC's Gravity Games, where they opened on the main stage for Die Trying and Static-X.

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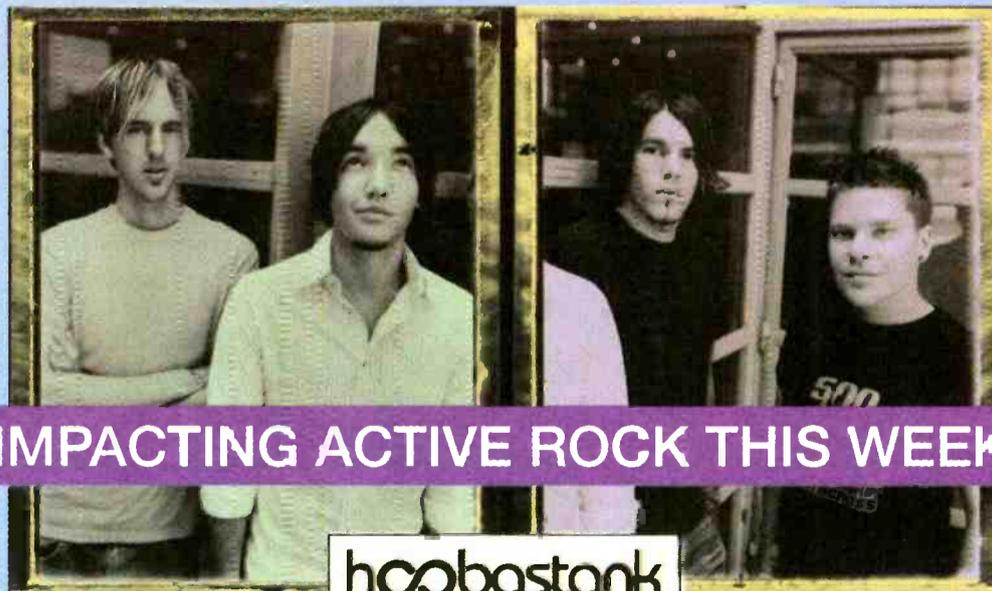
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Same Old Song & Dance?

An epic battle of old philosophies vs. new music

By Keith Berman
Associate Radio Editor

So, you think that Rule No. 1 is that when ratings go down, the best thing to do is increase your gold library? What if I were to tell you that there are some markets where Active Rockers are beating Classic Rockers? So much for the idea that old is good, eh? Why am I saying everything in question form? Am I on *Jeopardy*?

Conventional wisdom holds that people flock to what they know — that gold is good. The recent highly publicized gold rush by a few Alternative stations shows that when the going gets tough, PDs may change stations' directions to focus on old and familiar rather than keeping current and possibly risking losing listeners when they play new music.

The rock genre is especially polarized in this area, since the three formats contained within it — Active Rock, Rock and Classic Rock — are defined by the percentage of currents that they play. This is compounded by the fact that Classic Rockers — a “well, duh” description emphasizing that stations in this format do not play currents — have the potential to eat into Active Rockers' audiences and gold staple songs.

So, is older better? In some markets Classic Rockers are leading in the ratings race; however, there are some key examples of Active Rock stations that are excelling, lending credence to the point of view that it may not be a sure thing to run to the classics when your ratings start to dip.

A Sun Spot

Let's start our journey in the Valley of the Sun — Phoenix — and its Active Rock mainstay, Sandusky's KUPD. In what can only be described as a Rock radio free-for-all, KUPD is sitting on top of the heap

in the fall 2003 book, having successfully fended off a Classic Rocker, a Rock station (both of which, ironically, are also owned by Sandusky) and not one, but *two* Alternatives, one of which is the local affiliate of Howard Stern.

The fact that KUPD was able to achieve this success is even more amazing when you consider that, of all the stations we're looking at in this article, this one has the highest percentage of currents in its playlist — almost 45%. Additionally, KUPD doesn't banish its currents to lunar rotation: Three of its top five songs were most heavily played during middays.

Moving on to Las Vegas, Lotus Active Rocker KOMP is under attack from both sides, classic and current. On the gold front, KOMP is handily beating Beasley Classic Rock KKLZ in the ratings, but when it comes to the new music, the station's numbers are neck and neck with Infinity Alternative KXTE (X-treme 107.5).

This battle is exceptionally fierce, because KXTE is a very active-leaning Alternative station and is currently spinning 11 of KOMP's top 15 songs in regular rotation. Interestingly enough, KOMP beat KXTE in the second phase of the fall trends, but X-treme came back to edge ahead of KOMP by a tenth of a point in the final fall book.

In Hartford, life just became a little easier for Marlin Active Rock WCCC, which, after years of com-

petition, finally won the battle when active-leaning crosstown Clear Channel Alternative WMRQ (Radio 104) flipped to Urban in September 2003.

WCCC had been trouncing Radio 104, with which it shared a good chunk of its currents, by up to — and, at some points in recent books, over — two full share points, leading observers to believe that the victory was inevitable.

According to information presented at the 2003 Jacobs Media Rock Summit, radio is still the No. 1 source of new music for consumers.

Despite the fact that Hartford itself has no Classic Rocker, the market is short-spaced to New Haven and Springfield, MA, home to Cox's WPLR and Saga's WAQY (Rock 102), respectively. Both stations cover the Hartford area with city-grade signals. Needless to say, WCCC led them by almost three shares in the fall book and has beaten them by more than that in past Arbitrons.

Lazer Set On Stun

Hartford's northern neighbor, Springfield, MA, has a unique situation, in that both Rock 102 and local Active Rock WLZX (Lazer 99.3) are owned by Saga and have both been programmed by the same guy, Scott Laudani (who has just left to take the PD reins at WHJY/Providence), who spent over 3 1/2 years at Lazer before adding PD duties at Rock 102 last May.

Under Laudani's command, Lazer has climbed steadily in the past few surveys, to the point where, in the fall book, it tied its Classic sis-

The Numbers Don't Lie

Here are some numbers to take my point and ram it home.

Calls/City	Format	Su '03	Fa '03
KUPD/Phoenix	Active Rock	3.8	4.4
KSLX/Phoenix	Classic Rock	2.6	3.2
KDKB/Phoenix	Rock	3.2	3.0
KOMP/Las Vegas	Active Rock	3.9	4.4
KKLZ/Las Vegas	Classic Rock	2.7	2.9
WCCC/Hartford	Active Rock	5.1	4.6
WAQY/Springfield, MA*	Classic Rock	1.7	1.9
WPLR/New Haven, CT*	Classic Rock	1.3	1.7
KRAB/Bakersfield	Active Rock	4.0	4.0
KDFO/Bakersfield	Classic Rock	3.6	3.1
KRFR/Bakersfield	Active Rock	1.4	2.2
KILO/Colorado Springs	Active Rock	7.5	7.3
KKFM/Colorado Springs	Classic Rock	4.8	4.5
KYZX/Colorado Springs	Classic Rock	2.7	2.4
WLZX/Springfield, MA	Active Rock	5.4	5.5
WAQY/Springfield, MA	Classic Rock	7.3	5.5
WKQZ/Saginaw, MI	Active Rock	7.9†	6.4
WILZ & WYLZ/Saginaw, MI	Classic Rock	4.6†	3.3

* Hartford book

† Spring 2003 Arbitron, non-continuously rated market.

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ter. This is especially noteworthy considering the bleed-in of WCCC and Entercom's WAAF/Boston, each of which takes one or two share points out of the Springfield book.

Bakersfield is another interesting scenario. The market is home to two Active Rockers and a Classic Rocker, and the leading Active Rocker, KRAB, and the Classic Rocker, KDFO, are both owned by Clear Channel. Underdog KRFR upgraded its signal about halfway through the fall book, and the improvement helped, as the station jumped 0.8 in the fall book.

Even though 18 of KRAB's top 20 songs are in heavy or medium rotation on KRFR, KRAB did not lose ground in the fall book; instead, KDFO fell half a point. With more people listening to a more current-intensive station, the Classic Rocker lost listeners. Both Active Rockers have a respectable percentage of currents on their playlists, with KRAB on top with 46.2% and KRFR not far behind at 41.4%.

Colorado Springs is also distinctive, this time in the fact that no one is willing to take on the single Active Rock outlet, KILO, on its own turf. Colorado Springs is home to two Classic Rockers, KYZX and KMOM. KILO and KYZX are both owned by Bahakel, and they are both beating Clear Channel's KMOM.

KILO is far and away the ratings leader in this market, having consistently led KYZX by as many as three or four shares in the past four books and KKFM by as many as five.

While some may contend that having two Classic Rock outlets splits the listeners, they would be wise to use their calculators and take into consideration the fact that if you add the ratings for both Classic Rockers for the past four books, they collectively don't beat KILO: Active Rock still rules in Colorado Springs.

Symbiosis Is Not Just In Nature

One last stop, in Saginaw, MI, shows that even in non-continuously rated markets, Active Rock is able to maintain a good margin over its Classic counterparts. Despite the fact that Active Rock WKQZ and Classic Rock simulcast WILZ & WYLZ are both owned by Citadel and both programmed by the able Jerry Tarrants, WKQZ has consistently beaten sisters WILZ & WYLZ by more than three points over the past three books.

Considering the ratings swings that can occur in twice-a-year markets, this feat is pretty remarkable in the fact that it's constant. WKQZ also maintains a fairly healthy percentage of currents, coming in at 39.8%, and songs are most heavily rotated in middays and evenings.

It's important to keep in mind that new music keeps our business fresh and competitive. Without new artists and songs, Active Rock would slowly transition to Classic Rock, as, over time, Classic Rock continued to usurp older Active Rock titles and make them its hand-me-downs, which takes away from the unique gold catalog that Active Rockers have to offer. Classic-based stations like KLOS/Los Angeles are already starting to add artists like Nirvana, Pearl Jam and The Red Hot Chili Peppers to their playlists.

In addition, it is also essential to remember that, according to information presented at the 2003 Jacobs Media Rock Summit, radio is still the No. 1 source of new music for consumers. We need to continue the symbiotic relationship between the radio and record industries by exposing listeners to new music, which in turn can benefit Active Rockers by giving them the ability to distinguish themselves musically from stations with playlists consisting of older music. The ratings can hold up if you do it.

There are some key examples of Active Rock stations that are excelling in the ratings race, lending credence to the point of view that it may not be a sure thing to run to the classics when your ratings start to dip.

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R&R Active Rock: **20**

R&R Rock: **20**

Active Rock Monitor: **21***

Mainstream Monitor: **23***



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WAAF/Boston

WRIF/Detroit

KXXR/Minneapolis

KQRC/Kansas City

WLZR/Milwaukee

KBER/Salt Lake City

WBZX/Columbus

WNOR/Norfolk

KOMP/Las Vegas

WBBB/Raleigh

WCCC/Hartford

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Pat Martin, KRXQ: "It's kick-ass. We fully intend to move it up in rotation. This is a song that we're all about."
Valorie Knight, WGIR: "Getting Top 5 Phones on it."
Harvey Kojan, WNOR: "Wow-real good!! The Pantera fans should eat it up!"
Doug Podell, WRIF: "Sounds really good. Playing in overnights."
Tim Sheridan, KRQC: "#1 PHONES...shock!"

R&R Active Rock: **38 - 29**
Active Monitor: 35*-31* TOUR PLANS COMING SOON!!!
Mainstream Monitor: 40*-34*

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WXTW WRTT WKQZ WJSE
KQRA WGIR

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LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
	1	NICKELBACK Figured You Out (Roadrunner/IDJMG)	635	+25	35566	11	24/1
	2	AUDIOSLAVE I Am The Highway (Interscope/Epic)	523	+22	25063	17	22/0
	3	PUDDLE OF MUDD Away From Me (Geffen)	438	-18	21235	14	24/0
	4	LINKIN PARK Numb (Warner Bros.)	406	-10	24471	15	20/0
	5	STAIN D So Far Away (Flip/Elektra/EEG)	362	-40	23928	30	22/0
	6	JET Are You Gonna Be My Girl (Elektra/EEG)	348	+45	16689	19	18/0
	7	THREE DAYS GRACE (I Hate) Everything About You (Jive)	341	-5	15026	14	17/1
	8	TRAPT Still Frame (Warner Bros.)	315	-21	16082	24	16/0
	9	AUDIOSLAVE Show Me How To Live (Interscope/Epic)	283	-8	18225	31	22/0
	10	OFFSPRING Hit That (Columbia)	276	+27	16725	10	15/0
	11	STAIN D How About You (Flip/Elektra/EEG)	270	+21	13621	9	19/1
	12	TANTRIC Hey Now (Maverick/Reprise)	264	+19	13504	4	19/1
	13	STONE TEMPLE PILOTS All In The Suit That You Wear (Atlantic)	253	-55	13297	13	15/0
	14	A PERFECT CIRCLE Weak And Powerless (Virgin)	246	-49	13681	23	16/0
	15	GODSMACK Re-Align (Republic/Universal)	235	-44	9333	8	14/0
	16	INCUBUS Megalomaniac (Epic)	229	+43	9105	4	18/2
	17	SEETHER Gasoline (Wind-up)	229	-4	10479	20	14/1
	18	DARKNESS I Believe In A Thing Called Love (Must...Destroy/Atlantic)	212	+34	7663	6	17/1
	19	LIMP BIZKIT Behind Blue Eyes (Flip/Interscope)	165	-11	6801	4	8/0
	20	FUEL Million Miles (Epic)	164	+27	5489	2	16/2
	21	SHINEDOWN 45 (Atlantic)	143	+9	4448	6	14/1
	22	A PERFECT CIRCLE The Outsider (Virgin)	132	+3	3179	2	11/0
	23	RED HOT CHILI PEPPERS Fortune Faded (Warner Bros.)	130	-29	6925	9	14/0
Debut	24	3 DOORS DOWN Away From The Sun (Republic/Universal)	123	+62	5150	1	13/1
	25	CHEVELLE Closure (Epic)	122	-14	4415	14	11/0
	26	DEFAULT (Taking My) Life Away (TVT)	121	-36	6634	12	12/0
Debut	27	TESLA Caught In A Dream (Sanctuary/SRG)	106	+48	5016	1	12/2
	28	HOOBASTANK Out Of Control (Island/IDJMG)	91	-20	2298	11	11/0
	29	KID ROCK Feel Like Makin' Love (Top Dog/Atlantic)	84	-41	3737	13	9/0
	30	P.O.D. Will You (Atlantic)	82	-29	2456	15	11/0

Most Added

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ARTIST TITLE LABEL(S)	ADDS
JET Cold Hard Bitch (Elektra/EEG)	6
P.O.D. Change The World (Atlantic)	4
CHEAP TRICK My Obsession (Big3)	3
KID ROCK Jackson, Mississippi (Top Dog/Atlantic)	3
INCUBUS Megalomaniac (Epic)	2
FUEL Million Miles (Epic)	2
TESLA Caught In A Dream (Sanctuary/SRG)	2
HOOBASTANK The Reason (Island/IDJMG)	2

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
3 DOORS DOWN Away From The Sun (Republic/Universal)	+62
TESLA Caught In A Dream (Sanctuary/SRG)	+48
JET Are You Gonna Be My Girl (Elektra/EEG)	+45
INCUBUS Megalomaniac (Epic)	+43
KID ROCK Jackson, Mississippi (Top Dog/Atlantic)	+38
DARKNESS I Believe In A Thing... (Must...Destroy/Atlantic)	+34
SEVENDUST Broken Down (TVT)	+29
DROPBOX Wishbone (Re-Align/Universal)	+28
FUEL Million Miles (Epic)	+27
OFFSPRING Hit That (Columbia)	+27

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
TRAPT Headstrong (Warner Bros.)	205
BLACK LABEL SOCIETY Stillborn (Spitfire)	185
GODSMACK Serenity (Republic/Universal)	185
WHITE STRIPES Seven Nation Army (Third Man/V2)	185
NICKELBACK Someday (Roadrunner/IDJMG)	163
3 DOORS DOWN When I'm Gone (Republic/Universal)	144
FOO FIGHTERS Times Like These (Roswell/RCA)	140
AUDIOSLAVE Like A Stone (Interscope/Epic)	130
LINKIN PARK Faint (Warner Bros.)	128
3 DOORS DOWN Here Without You (Republic/Universal)	119

Detailed station playlists for all R&R reporters are available on the web at www.radioandrecords.com.

25 Rock reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 1/18-1/24. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 15 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Total Audience equals Average Quarter Hour Persons times number of plays (times 100). Each daypart on each station is assigned an AQH number. Average Quarter Hour Persons used herein with permission from the Arbitron Company (© 2004, The Arbitron Company). © 2004, R&R, Inc.

New & Active

METALLICA The Unnamed Feeling (Elektra/EEG)
Total Plays: 78, Total Stations: 13, Adds: 1

SEVENDUST Broken Down (TVT)
Total Plays: 57, Total Stations: 5, Adds: 0

CHEAP TRICK My Obsession (Big3)
Total Plays: 55, Total Stations: 9, Adds: 3

BLINK-182 Feeling This (Geffen)
Total Plays: 51, Total Stations: 3, Adds: 0

DAMAGEPLAN Save Me (Elektra/EEG)
Total Plays: 49, Total Stations: 4, Adds: 1

TRAPT Echo (Warner Bros.)
Total Plays: 47, Total Stations: 6, Adds: 1

LO-PRO Sunday (Geffen)
Total Plays: 43, Total Stations: 6, Adds: 1

DROPBOX Wishbone (Re-Align/Universal)
Total Plays: 41, Total Stations: 3, Adds: 0

KID ROCK Jackson, Mississippi (Top Dog/Atlantic)
Total Plays: 39, Total Stations: 8, Adds: 3

LOSTPROPHETS Last Train Home (Columbia)
Total Plays: 36, Total Stations: 3, Adds: 0

Songs ranked by total plays

Reporters

KZRR/Albuquerque, NM*
OM: Bill May
PD: Phil Henshaw
MD: Rob Borchers
No Adds

KIOC/Beaumont, TX*
PD: Mike Davis
FUEL
KID ROCK
TESLA

KNCN/Corpus Christi, TX*
OM: Paul Hovell
AP: Nicole Houston
No Adds

WDHA/Morrisstown, NJ*
PD: Tommie Carr
4 KID ROCK
2 APARTMENT 26
CHEAP TRICK

WMWR/Philadelphia, PA*
PD: Sam Miller
AP: Kim Zepko
JET
TANTRIC
INCUBUS

KCAL/Riverside, CA*
PD: Steve Hoffman
AP: M.J. Matthews
JET
KORN

KSJO/San Jose, CA*
PD: Brian Thomas
MD: Zak Taylor
3 THREE DAYS GRACE
2 NICKELBACK

WKLT/Traverse City, MI
PD: Terri Ray
KID ROCK

WZZO/Allentown, PA*
PD: Rick Strass
MD: Keith Meyer
No Adds

WBUF/Bufalo, NY*
PD: John Paul
AP: Joe Russo
METALLICA
JET
TESLA

KLAQ/EI Paso, TX*
OM: Courtney Wilson
AP: Steve Carr
3 DOORS DOWN
P.O.D.

KFZX/Odessa, TX
PD: Steve Orsini
12 KORN
6 GODSMACK

KDKB/Phoenix, AZ*
PD: Joe Bonaccorso
MD: Long Paul
SEETHER
FOO FIGHTERS
JET
FUEL

WROV/Roanoke, VA*
PD: Aaron Roberts
MD: Heidi Krummel-Tate
1 LO-PRO

KZOS/San Luis Obispo, CA
PD: David Alford
No Adds

KMOO/Tulsa, OK*
PD: Rob Hart
No Adds

KWHL/Anchorage, AK
PD: Larry Sailer
1 3 DOORS DOWN
1 DAMAGEPLAN

WRQK/Canton, OH*
PD: Gerald Hart
MD: Kelly Cox
1 HOOBASTANK
TRAPT
JET
THOUSAND FOOT KRUTCH

WPHD/Elmira, NY
PD: George Harris
MD: Stephen Shiner
1 DAMAGEPLAN
1 TESLA

KCLB/Palm Springs, CA
MD: Jim Stone
AP: Rick Sparks
No Adds

WHEB/Portsmouth, NH*
PD: Alex James
AP: Chris "Doc" Garrett
ILL WIND
P.O.D.
KID ROCK

WXRK/Rockford, IL
OM: Keith Edwards
PD: Jim Stone
JET
P.O.D.
HOOBASTANK

KTUX/Shreveport, LA*
PD: Kevin West
MD: Paul Marshall
CHEAP TRICK

WMZK/Wausau, WI
PD: Nick Summers
10 DAMAGEPLAN
9 JET
6 TESLA
5 TRAPT
5 P.O.D.
4 SEVENDUST

KLBJ/Austin, TX*
OM: Jeff Carroll
MD: Luke Lauer
BLUE OCTOBER
LOS LONELY BOYS
CANVAS

WPXC/Cape Cod, MA
OM: Randy Clemens
PD: Suzanne Tonsire
AP: James Gallagher
TRAPT
P.O.D.

WRCQ/Fayetteville, NC*
OM: Perry Stone
PD: Mark Aron
MD: Al Field
No Adds

WRRX/Pensacola, FL*
PD: Dan McCracken
No Adds

WHJY/Providence, RI*
AP: Doug Patenaud
P.O.D.
2 INCUBUS
STAIN D

KRXQ/Sacramento, CA*
OM: Jim Fox
PD: Phil Martin
MD: Paul Marshall
No Adds

*Monitored Reporters

37 Total Reporters

25 Total Monitored

12 Total Indicator



R&R ACTIVE ROCK TOP 50

January 30, 2004

Powered By



LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	LINKIN PARK Numb (Warner Bros.)	2137	-24	98151	17	62/0
3	2	NICKELBACK Figured You Out (Roadrunner/IDJMG)	1901	+11	87399	11	61/0
2	3	PUDDLE OF MUDD Away From Me (Geffen)	1841	-83	86324	14	60/0
4	4	THREE DAYS GRACE (I Hate) Everything About You (Jive)	1792	-95	76656	34	59/0
5	5	OFFSPRING Hit That (Columbia)	1651	+96	66081	11	62/0
6	6	AUDIOSLAVE I Am The Highway (Interscope/Epic)	1625	+84	73564	18	63/0
8	7	INCUBUS Megalomaniac (Epic)	1433	+99	53817	4	63/0
11	8	GODSMACK Re-Align (Republic/Universal)	1234	+100	52645	10	62/0
10	9	LIMP BIZKIT Behind Blue Eyes (Flip/Interscope)	1200	-24	50543	14	49/0
9	10	SEETHER Gasoline (Wind-up)	1177	-146	47836	23	52/0
7	11	TRAPT Still Frame (Warner Bros.)	1161	-179	60360	31	58/0
12	12	STAIN'D How About You (Flip/Elektra/EEG)	1109	+70	40873	11	62/0
16	13	A PERFECT CIRCLE The Outsider (Virgin)	1019	+71	38539	8	61/1
15	14	JET Are You Gonna Be My Girl (Elektra/EEG)	1000	+41	38914	20	53/0
14	15	HOOBASTANK Out Of Control (Island/IDJMG)	989	-26	32652	14	54/0
13	16	CHEVELLE Closure (Epic)	962	-65	35516	19	57/0
17	17	TANTRIC Hey Now (Maverick/Reprise)	893	+54	30430	5	54/1
18	18	STAIN'D So Far Away (Flip/Elektra/EEG)	816	-21	40779	31	61/0
20	19	SHINEDOWN 45 (Atlantic)	796	+44	29263	14	47/2
23	20	FUEL Million Miles (Epic)	718	+97	20113	5	45/1
21	21	KORN Right Now (Epic)	627	-124	30988	15	43/0
24	22	SMILE EMPTY SOUL Nowhere Kids (Lava)	608	+7	13814	11	49/0
25	23	LOSTPROPHETS Last Train Home (Columbia)	602	+25	13492	6	54/1
28	24	KORN Y'All Want A Single (Immortal/Epic)	545	+94	17850	4	45/4
26	25	METALLICA The Unnamed Feeling (Elektra/EEG)	530	-44	14026	6	56/0
29	26	DARKNESS I Believe In A Thing Called Love (Must...Destroy/Atlantic)	509	+93	13708	9	35/1
35	27	3 DOORS DOWN Away From The Sun (Republic/Universal)	466	+200	12609	2	35/4
22	28	RED HOT CHILI PEPPERS Fortune Faded (Warner Bros.)	450	-200	15297	10	39/0
38	29	DAMAGEPLAN Save Me (Elektra/EEG)	429	+171	14762	3	43/14
36	30	SEVENDUST Broken Down (TVT)	423	+158	11687	3	41/9
33	31	LO-PRO Sunday (Geffen)	422	+104	9785	4	44/6
30	32	SKRAPE Stand Up (RCA)	368	-48	5914	12	36/0
31	33	AFI Silver And Cold (DreamWorks)	337	-17	7176	8	28/0
27	34	P.O.D. Will You (Atlantic)	330	-159	11970	17	33/0
32	35	40 BELOW SUMMER Self Medicate (Razor & Tie)	281	-40	4275	13	28/2
50	36	TRAPT Echo (Warner Bros.)	263	+146	6857	2	42/20
42	37	APARTMENT 26 Give Me More (Atlantic)	261	+77	4639	2	24/2
34	38	ELEMENT EIGHTY Broken Promises (Universal)	240	-63	8950	15	28/0
39	39	BLINK-182 Feeling This (Geffen)	216	-38	3379	9	16/0
48	40	JET Cold Hard Bitch (Elektra/EEG)	204	+55	17592	4	16/7
40	41	THRICE Stare At The Sun (Island/IDJMG)	203	-27	2695	7	18/0
47	42	COURTNEY LOVE Mono (Virgin)	200	+50	2141	2	17/1
Debut	43	ILL NINO This Time's For Real (Roadrunner/IDJMG)	183	+92	3535	1	22/3
Debut	44	KID ROCK Jackson, Mississippi (Top Dog/Atlantic)	167	+83	4794	1	17/6
46	45	SWITCHFOOT Meant To Live (Red Ink/Columbia)	167	+13	5192	4	12/0
44	46	FINGER ELEVEN One Thing (Wind-up)	164	-3	7136	18	9/0
49	47	FOO FIGHTERS Darling Nikki (Roswell/RCA)	154	+16	3903	4	4/1
43	48	STATIC-X The Only (Warner Bros.)	134	-47	6172	19	13/0
Debut	49	DROPBOX Wishbone (Re-Align/Universal)	131	+84	2790	1	18/6
Debut	50	BLINDSIDE All Of Us (Elektra/EEG)	120	+85	1546	1	18/5

Most Added®

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ARTIST TITLE LABEL(S)	ADDS
P.O.D. Change The World (Atlantic)	22
TRAPT Echo (Warner Bros.)	20
DAMAGEPLAN Save Me (Elektra/EEG)	14
CROSSFADE Cold (Columbia)	12
SEVENDUST Broken Down (TVT)	9
JET Cold Hard Bitch (Elektra/EEG)	7
THOUSAND FOOT KRUTCH Rawkfst (Tooth & Nail/EMC)	7
LO-PRO Sunday (Geffen)	6
DROPBOX Wishbone (Re-Align/Universal)	6
KID ROCK Jackson, Mississippi (Top Dog/Atlantic)	6
JOSH TODD Shine (Todd Entertainment/XSRECORDS)	6
PUDDLE OF MUDD Heel Over Head (Geffen)	6
TESLA Caught In A Dream (Sanctuary/SRG)	6

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
3 DOORS DOWN Away From The Sun (Republic/Universal)	+200
DAMAGEPLAN Save Me (Elektra/EEG)	+171
SEVENDUST Broken Down (TVT)	+158
TRAPT Echo (Warner Bros.)	+146
LO-PRO Sunday (Geffen)	+104
GODSMACK Re-Align (Republic/Universal)	+100
INCUBUS Megalomaniac (Epic)	+99
FUEL Million Miles (Epic)	+97
OFFSPRING Hit That (Columbia)	+96
KORN Y'All Want A Single (Immortal/Epic)	+94

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
LINKIN PARK Faint (Warner Bros.)	762
DISTURBED Liberate (Reprise)	755
AUDIOSLAVE Show Me How To Live (Interscope/Epic)	680
A PERFECT CIRCLE Weak And Powerless (Virgin)	662
TRAPT Headstrong (Warner Bros.)	651
SEVENDUST Enemy (TVT)	646
CHEVELLE Send The Pain Below (Epic)	610
MUDVAYNE Not Falling (Epic)	545
SHINEDOWN Fly From The Inside (Atlantic)	539
GODSMACK Serenity (Republic/Universal)	520

64 Active Rock reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 1/18-1/24. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 20 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Total Audience equals Average Quarter Hour Persons times number of plays (times 100). Each daypart on each station is assigned an AQH number. Average Quarter Hour Persons used herein with permission from the Arbitron Company (© 2004, The Arbitron Company). © 2004, R&R, Inc.

Detailed station playlists for all R&R reporters are available on the web at www.radioandrecords.com.

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ON THE RECORD

With
Drew Murray
Sr. VP/Promotion,
Sanctuary Records Group



Doug Palmieri graced these pages a few weeks back with some very interesting questions. He wanted to know where the musicians who could be truly considered rock stars have gone — artists in the tradition of Mick Jagger, Robert Plant, David Lee Roth, Axl Rose, et al. Doug wanted to know where are the acts that can come to your town, sell out your arena (by themselves), smoke all your best herb, trash your town's best hotel and have intimate relations with your wife or girlfriend. The guys we all wanted to be when we were growing up. • Oh, they're there. Sully, David Draiman, Dave Grohl, Chris Cornell, Jonathan Davis and Aaron Lewis are carrying on the tradition in their own way. Maybe it's not in the traditional sense; if you want that, look at hip-hop. Listen to "Stand Up" by Ludacris and "Holidae Inn" by Chingy, and you'll find lots of old-school rock attitude. • Our business is based on one very simple notion: People hear a new song on the radio. If they like it, they'll buy it. If they don't, they won't. That's it, pure and simple. If you're a programmer, you may worry that one bad song may cause tune-out. But if your station's image and the trust you've earned from that listener are strong, you'll survive. The artist and company with the bad song will not. The listener will still listen to your station. They will not buy that CD. You're OK. The artist is not. • But, if the CD isn't in the store (retail or online), then you'll never know. And, to get to the point of this exercise, since retail is becoming consolidated into a few powerful national accounts, it takes a big picture to get that CD into the store. • For pure national impact, Active Rock can't compete with other formats. It only exists in eight of the top 20 markets, and out of those eight, half have stations that are conservative by nature and don't normally step out on new artists. So when a record company walks into a retail account and says, "We have top 10 or top 20 at Active Rock," most of them don't care. Why? Because you don't have the audience reach of other formats. Period. Classic Rock exists in all of the top markets. Most of them now play currents from classic artists (if they're good). Alternative exists in all of the top markets. If we tell a retail account an artist is top 20 at Alternative, they pay attention. • Active Rock doesn't have that respect, and Active Rock has been given the job, by the industry, of being the format that's supposed to break new rock bands. Create the new rock stars that Doug Palmieri (and, more specifically, your audience) is looking for. Pay attention to the major stations that step out on a record. There's a reason why people respect Keith Hastings, Doug Podell, J.J. Jeffries and Wade Linder. They play new rock music in top 20 markets. You think they don't have pressure to generate ratings and revenue? Their stakes are higher. Their stations are worth more. They bill more. • So, what's the answer? Very simply, if you believe enough in the artist, *play them!* Stations in the '70s didn't play Led Zeppelin once a day when only cows were listening. Stations in the '80s didn't bury Van Halen and Guns N' Roses in overnights. They didn't wait until Stone Temple Pilots were huge in Boston, Phoenix, Minneapolis and Detroit before they decided it was worth moving the daypart up to 8pm. They played 'em. The radio audience heard them. They bought the albums, the concert tickets, the T-shirts. And they continued to listen to the radio station that first introduced them to their new favorite bands. • This is the year that Active Rock and Rock will be given the opportunity to truly step up and make a difference. With all of the other media opportunities available, there still isn't a better marketing tool for new music than radio. There is a renaissance of rock music going on right now, with more exciting new bands than there have been in over a decade. People want to hear these bands, but you have to play them when people are listening.

Record Of The Week

ARTIST: Iced Earth
TITLE: *The Glorious Burden*
LABEL: SPV



One of the many things legendary headbangers Iron Maiden have taught us is that metal music can not only be inspirational, but educational. That lesson has been taken to heart by Jon Schaffer — guitarist, lyricist, founder and creative nucleus for power metal act Iced Earth — who provides a Cliff's Notes version of military history set to hard rock with IE's 12th album, *The Glorious Burden*. The classic metal guitar harmonies and solos, as well as a dynamic rhythm section, make for appropriate accompaniment to these epic battle tracks. IE relive everything from the American Revolution ("Declaration Day") to 9/11 ("When the Eagle Cries"). And with new member Tim "Ripper" Owens, the banshee-toned vocalist who once replaced Rob Halford in Judas Priest, Schaffer and troops are well armed indeed.

— Frank Correia, Rock Specialty Editor

active INSIGHT

ARTIST: Thousand Foot Krutch

LABEL: Tooth & Nail/EMC

By FRANK CORREIA / ROCK SPECIALTY EDITOR



What is it with Toronto and power trios? No, I'm not talking about the Maple Leafs' power line of Mats Sundin, Gary Roberts and Mikael Renberg. I'm talking about the quality rock bands hailing from the home of the Air Canada Centre. Ever "Fight the Good Fight" with Triumph? Toronto. Rocked out to Rush's "Red Barchetta"? Toronto. Currently loving "I Hate (Everything About You)" by Three Days Grace? I'll give you three guesses where they call home.

Well, three is a magic number once again for Toronto, as Tooth & Nail/EMC's Thousand Foot Krutch are out to prove with their newest album, *Phenomenon*. Formed back in 1997, when all the bandmembers were still in high school, TFK played wherever they could to develop their sound.

"We just wanted to play but weren't a very experienced band," vocalist-guitarist Trevor McNeven recalls. "We were playing everything from people's back porches to corn-roast parties. We even played a few high school proms, which was weird."

Eventually McNeven, bassist Joel Bruyere and drummer Steve Augustine built up a following in and around Toronto, cut a solid demo and began to see a healthy amount of interest in the

MP3s they provided on their website. Signing with Diamante, the group issued *Set It Off*, a blast of hard rock fused with hip-hop that included a rap rock version of EMF's "Unbelievable."

For *Phenomenon* the group jumped to Tooth & Nail, which is working with the EMI Music Collective to bring TFK's music to the masses. So far so good at Active Rock, where the lead single, "RawkFist," is rawkin' hard at WTFX/Louisville, with more than 40 spins a week. TFK have the most played song along with — get this — Three Days Grace. With catchy rhymes and melodies over chest-thumping beats and guitar grooves, "RawkFist" is also pumping at KUPD/Phoenix; WJXQ/Lansing, MI; and KISS/San Antonio. Recent adds include WRIF/Detroit, WLZR/Milwaukee and WIYY/Baltimore. With the strides shown on the new album, *Phenomenon* might just live up to its name.

R&R TOP 20 SPECIALTY ARTISTS

1. ICED EARTH (SPV) "Declaration Day"
2. DAMAGEPLAN (Elektra/EAG) "Breathing New Life"
3. DEVILDRIVER (Roadrunner/IDJMG) "I Could Care Less"
4. GOD FORBID (Century Media) "Better Days"
5. MADBALL (Thorp) "For My Enemies"
6. PREMONITIONS OF WAR (Victory) "The Octopus"
7. APARTMENT 26 (Atlantic) "Give Me More"
8. SYMPHORCE (Century Media) "Whatever Hate Provides"
9. SOIL (RCA) "Cross My Heart"
10. MUSHROOMHEAD (Republic/Universal) "The Dream Is Over"
11. HATEBREED (Universal) "Doomsayer"
12. STAMPIN' GROUND (Century Media) "Killer Of Society"
13. DIRTY RIG (Music Cartel) "Alcohol"
14. YNGWIE MALMSTEEN (Red Ink/Epic) "Razor Eater"
15. END (Relapse) "Organelle"
16. KORN (Epic) "Right Now"
17. VADER (Metal Blade) "We Wait"
18. ILL NINO (Roadrunner/IDJMG) "This Time's For Real"
19. CROWN (Metal Blade) "Natashead Overdrive"
20. KING DIAMOND (Metal Blade) "Living Dead"

Ranked by total number of shows reporting artist.



PART ONE OF A TWO-PART SERIES

How'd They Do That?

Deconstructing the fall book for the A.D.D. crowd

Amid all the excitement, fear and confusion of the last few weeks, I almost forgot there were new ratings rolling across our great land. The fall book is still chewing up the scenery as we speak, but from the results released so far, it's safe to assume the emergency bottle of Jim Beam in most programmers' lower-left drawer is going to take quite a beating and may need to be replaced with a fresh one shortly. However, there are a few bright spots.

Once again we're taking a quick look at those who had good 12+ numbers this book. We do this on a regular basis to offer hope to a despairing populace — and to keep you from yelling at me because I'm not using my cheerleading pompoms enough. As usual, we asked those stations' programmers to tell us, in their own words, what they think happened and why they had good books.

One interesting twist this time is that I also asked each PD to comment on the recent activity in the format — the so-called "neo" radio movement and, perhaps, the advent of a true Classic Alternative uprising (which, just as a reminder, are two separate issues). What's gratifying is that everyone here seems to have an actual strong opinion on this subject — no bland platitudes. The format has definitely been shaken and stirred.

Once more I implore you to allow common sense be your guide as you read the quotes. The variables that allow stations to weep with either joy or grief are almost too numerous to mention. You'll find as many reasons for the upticks as there are markets. Every market is unique, and those who have figured out how to plug in to that uniqueness, quite simply, win.

KPNT (The Point)/St. Louis
Su '03: 4.0 Fa '03: 4.8

Overview: This was a fantastic book for The Point, the highest in well over a year and a half. Its 12+ number puts it at No. 4 in the market. I'll leave it to the data dogs among you to dig up the rest of the station's impressive demos and dayparts.

This was also the book that KPNT lost afternoon drive dude Woody Fife.

PD Tommy Mattern: "It sounds simple, but we just made sure the station was focused in all aspects: Music was tight; imaging was topical, local and creative; and the jocks were prepared and had good content, especially Woody. We had a number of different conflicts going on in afternoon drive that got the listener involved and excited. Woody did a great job during the book with that. Promotions were geared toward lifestyle and giving listeners something they couldn't buy."

Finding Neo: "KPNT is a Jacobs Media client, so we were well aware of what was happening and the things that they were seeing with the format."



We have not tested this concept with our listeners but will be doing so in the near future. It remains to be seen if it would work and if we would even make that move given the success of the station. I think we just want to make sure that we are not vulnerable to a Classic Alternative attack. It would be relatively easy to make minor adjustments to KPNT without altering the plan that we have in place."

KNRK/Portland, OR

Su '03: 2.1 Fa '03: 2.7

Overview: This is really a return to the somewhat normal range for the station. After a fantastic spring that saw a 3.1 12+, the station dropped a whole share point in the summer — very unusual — and PD Mark Hamilton was not a happy camper. Seriously, he goes camping deep in the Oregon woods every summer, and this time he was not happy.

PD Mark Hamilton: "It's nothing special. We're just getting back what we lost in the summer. Don't get me wrong — I'm pleased, but it's not like a spectacular book or anything. It's getting back what we lost in the summer. There are a couple of things we did musically. Feature-wise we started *The '90s at Noon* and *The Cocktail Mix at Six*. The *Cocktail Mix at Six* is a 60-minute, uninterrupted, beat-mixed mix that blends current alternative stuff with a few hip-hop and alternative classics. Moving forward, the focus is going to be on *The Marconi Show*, our morning show."



Mark Hamilton

Finding Neo: "My thoughts on the neo radio movement? This format is notorious for clamoring and hollering and getting all excited about the next big thing in terms of new musical styles. Think back to when electronica was the next big thing, then, nope, it was swing ... no, it's.... And it goes on and on and on. Now the next big thing is '90s songs."

WEDG (The Edge)/Buffalo

Su '03: 3.8 Fa '03: 4.7

Overview: Another return to the normal range for one of our perennial great performers. Similar to what happened in Portland, OR, the summer Buffalo book was a major bummer for The Edge. The last couple of years have seen the station

"The real news here is not these stations' current-to-recurrent ratios. The real news is that a few stations have purged the bulk of their active rock library for a truer alternative-textured library."

Sean Demery

consistently in the mid-fours, so the summer numbers were something of a shock to the system. Everyone at the station may be freezing their asses off right now, but the cocksles of their hearts were warmed by the latest ratings.

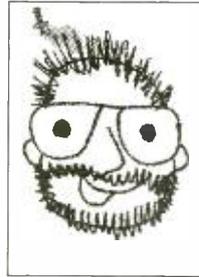
PD Lenny Diana: "A lot of it comes down to the fact that in the last two books we lost focus. In August we got a new GM, Kevin LeGrett. He came in and was able to help me focus on what's important and what's bullshit. Kevin is a big fan of marketing books. For the most part, I think many of the marketing books out there are dopey and based in fantasy. But he gave me a marketing book called *Purple Cow*, and I read that and started to readdress everything we did. A lot of what came out of it was just me going, 'OK, I read the book, now let's compare the station to the book.'

ered that this city is carved out of rock. So I guess I'm saying I don't think it's going to work here."

KITS/San Francisco

Su '03: 2.0 Fa '03: 2.3

Overview: Live 105 has appeared often in these pages in the past year. In fact, many words in multiple trade publications have been devoted to the



Lenny Diana

redefinition, rebirth or re-whatever-you-want of the station. Actually, if you want to talk about rededication to the founding principles of the Alternative ethos, a very strong case could be made that it started here. PD Sean Demery threw out the rule book almost two years ago. The positive street buzz started right away, and now the ratings seem to be following.

PD Sean Demery: "We've been working toward our current position for the last eight months. Research told us to do something, we thought it was a good idea, we did it, and we're starting to see a little residual effect, that's all. The station seems to be pulling back into its normal range of ratings as the heritage Alternative powerhouse in San Francisco."

Finding Neo: "Five things come to mind: 1) Some stations actually put some alternative heritage back into the mix and got press. Some stations said they were addressing their roots, did relatively nothing and still got press. Funny. 2) Everybody in the format wants to sell beer. A few less teens and a few more 25-44s might help. 3) The real news here is not these stations' current-to-recurrent ratios. The real news is that a few stations have purged the bulk of their active rock library for a truer alterna-

"In the two years I've been in Buffalo I've discovered that this city is carved out of rock."

Lenny Diana

"Promotionally, we just did what we normally do. We're a very active station. Musically, we cut out a lot of the fat. I still believe that we have a lot of room to grow, numbers-wise. Historically, autumn's been fine. I haven't had a fall book where I've been like, 'Oh, my God, it's time to hang myself.'"

Finding Neo: "Right now I don't know a ton about it. I've never heard it; I'm seeing it on paper like many other people. If it works, I'm sure these stations will be very happy. I'd love to see what the second act is. I don't believe ratings success hangs entirely on cool music and not trampling over intros and outros of songs. In the two years I've been in Buffalo I've discov-



Sean Demery

tive-textured library. In other words, closer to mass-appeal. 4) Change is good. It works well with music, menu items at Wendy's and your underwear. 5) Consultants love, relish and foster these perceived switches in the paradigms, because it means more work consulting the poor unfortunate who are walking around in the dark wearing sunglasses."

Next time we'll look at San Diego, West Palm Beach and some other twinkling lights of positive bookdom.

"It sounds simple, but we just made sure the station was focused in all aspects: Music was tight; imaging was topical, local and creative; and the jocks were prepared and had good content."

Tommy Mattern



LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	LINKIN PARK Numb (Warner Bros.)	2936	-53	217239	20	74/0
2	2	OFFSPRING Hit That (Columbia)	2667	+33	160376	11	77/0
4	3	INCUBUS Megalomaniac (Epic)	2642	+205	203564	4	81/0
3	4	JET Are You Gonna Be My Girl (Elektra/EEG)	2538	-68	181218	20	77/0
5	5	THREE DAYS GRACE (I Hate) Everything About You (Jive)	2165	-220	154702	31	70/0
6	6	AUDIOSLAVE I Am The Highway (Interscope/Epic)	2133	+94	145086	17	73/0
7	7	SWITCHFOOT Meant To Live (Red Ink/Columbia)	1779	-117	111459	28	63/0
10	8	NICKELBACK Figured You Out (Roadrunner/IDJMG)	1660	+89	80937	9	59/2
12	9	LOSTPROPHETS Last Train Home (Columbia)	1641	+111	110323	6	73/1
13	10	STAIN'D How About You (Flip/Elektra/EEG)	1582	+78	100952	10	68/0
8	11	BLINK-182 Feeling This (Geffen)	1545	-322	112951	15	66/0
11	12	CHEVELLE Closure (Epic)	1401	-135	82507	18	64/0
18	13	STORY OF THE YEAR Until The Day I Die (Maverick/Reprise)	1383	+111	90469	20	63/6
20	14	DARKNESS I Believe In A Thing Called Love (Must...Destroy/Atlantic)	1382	+130	85932	9	65/3
17	15	FINGER ELEVEN One Thing (Wind-up)	1381	+72	90769	13	58/2
9	16	RED HOT CHILI PEPPERS Fortune Faded (Warner Bros.)	1352	-288	76372	11	69/0
14	17	TRAPT Still Frame (Warner Bros.)	1287	-193	74983	28	52/0
19	18	FOO FIGHTERS Darling Nikki (Roswell/RCA)	1265	+9	88197	12	49/1
15	19	PUDDLE OF MUDD Away From Me (Geffen)	1230	-242	60651	14	57/0
21	20	A PERFECT CIRCLE The Outsider (Virgin)	1212	+112	60931	8	65/3
26	21	BLINK-182 I Miss You (Geffen)	1162	+311	102862	5	64/6
22	22	AFI Silver And Cold (DreamWorks)	1135	+58	67901	10	55/0
16	23	HOOBASTANK Out Of Control (Island/IDJMG)	1104	-241	64271	14	59/0
23	24	LIMP BIZKIT Behind Blue Eyes (Flip/Interscope)	1095	+52	60368	8	44/0
24	25	COURTNEY LOVE Mono (Virgin)	981	+63	56753	4	66/3
25	26	CRYSTAL METHOD Born Too Slow (V2)	878	+23	41261	7	50/0
27	27	SMILE EMPTY SOUL Nowhere Kids (Lava)	817	-25	30835	10	50/0
28	28	YELLOWCARD Ocean Avenue (Capitol)	802	+60	37943	4	56/3
31	29	GODSMACK Re-Align (Republic/Universal)	743	+59	35456	8	37/1
32	30	WHITE STRIPES I Just Don't Know What To Do With Myself (Third Man/V2)	687	+114	68071	3	41/1
39	31	TRAPT Echo (Warner Bros.)	601	+217	51816	2	50/15
30	32	OUTKAST Hey Ya! (Arista)	568	-130	39856	20	33/0
33	33	NO DOUBT It's My Life (Interscope)	554	+7	39749	10	19/0
34	34	FUEL Million Miles (Epic)	543	+34	21787	4	32/2
29	35	KORN Right Now (Epic)	532	-181	35589	15	36/0
35	36	DASHBOARD CONFESSIONAL Rapid Hope Loss (Vagrant)	452	+3	15934	5	36/0
50	37	3 DOORS DOWN Away From The Sun (Republic/Universal)	443	+197	15085	2	30/3
49	38	STROKES Reptilia (RCA)	434	+185	29060	2	40/2
40	39	BRAND NEW Sic Transit Gloria...Glory Fad (Triple Crown/Razor & Tie)	427	+46	20158	5	28/1
Debut	40	PHANTOM PLANET Big Brat (Daylight/Epic)	418	+206	22511	1	38/7
46	41	LO-PRD Sunday (Geffen)	417	+105	17585	2	34/4
38	42	THRICE Stare At The Sun (Island/IDJMG)	374	-14	13436	7	31/0
Debut	43	311 Love Song (Maverick/Volcano)	362	+284	43489	1	41/30
Debut	44	JET Cold Hard Bitch (Elektra/EEG)	332	+89	45950	1	17/4
43	45	JACK JOHNSON Taylor (Jack Johnson Music/Universal)	324	-30	16049	6	22/0
37	46	RANCID Red Hot Moon (Hellcat/Warner Bros.)	324	-82	19622	9	29/0
Debut	47	HOOBASTANK The Reason (Island/IDJMG)	303	+86	22299	1	40/30
-	48	KORN Y'All Want A Single (Immortal/Epic)	260	+18	15086	2	19/0
48	49	EVANESCENCE My Immortal (Wind-up)	256	-10	12556	7	14/0
44	50	STROKES 12:51 (RCA)	243	-79	31595	19	18/0

Most Added®

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ARTIST TITLE LABEL(S)	ADDS
311 Love Song (Maverick/Volcano)	30
HOOBASTANK The Reason (Island/IDJMG)	30
P.O.D. Change The World (Atlantic)	26
TRAPT Echo (Warner Bros.)	15
PUDDLE OF MUDD Heel Over Head (Geffen)	13
LIVING END Who's Gonna Save Us? (Reprise)	10
HIM Join Me (Universal)	10
PHANTOM PLANET Big Brat (Daylight/Epic)	7
BLINK-182 I Miss You (Geffen)	6
STORY OF THE YEAR Until The Day I Die (Maverick/Reprise)	6

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
BLINK-182 I Miss You (Geffen)	+311
311 Love Song (Maverick/Volcano)	+284
TRAPT Echo (Warner Bros.)	+217
PHANTOM PLANET Big Brat (Daylight/Epic)	+206
INCUBUS Megalomaniac (Epic)	+205
3 DOORS DOWN Away From The Sun (Republic/Universal)	+197
STROKES Reptilia (RCA)	+185
LIVING END Who's Gonna Save Us? (Reprise)	+144
DARKNESS I Believe In A Thing... (Must...Destroy/Atlantic)	+130
WHITE STRIPES I Just Don't Know What... (Third Man/V2)	+114

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
LINKIN PARK Faint (Warner Bros.)	1005
WHITE STRIPES Seven Nation Army (Third Man/V2)	993
STAIN'D So Far Away (Flip/Elektra/EEG)	983
TRAPT Headstrong (Warner Bros.)	851
AUDIOSLAVE Show Me How To Live (Interscope/Epic)	779
AUDIOSLAVE Like A Stone (Interscope/Epic)	721
A PERFECT CIRCLE Weak And Powerless (Virgin)	721
CHEVELLE Send The Pain Below (Epic)	684
QUEENS OF THE STONE AGE No One Knows (Interscope)	675
FOO FIGHTERS All My Life (Roswell/RCA)	638

Detailed station playlists for all R&R reporters are available on the web at www.radioandrecords.com.

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THE LIVING END

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KFMA WPBZ KJEE WFXH
KMBY WRZK KUCC

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ON THE RECORD

With **Melody Lee**
PD, KROX/Austin



As the search for a morning show host for KROX/Austin continues (I believe we're four months in now), I can't stress enough to programmers the importance of helping the people you have develop into viable — and hireable — talent. • I'm as guilty as any other programmer of getting bogged down in the day-to-day busi-

ness of programming a radio station, but having listened to a couple mail crates of airchecks from morning show hopefuls, I'm beginning to see the error of my ways. • Some of the applicants have no idea how to put together a decent aircheck tape, and many seem to have had no feedback from programmers — ever. So, please take 10 minutes out of your day to give your part-timers some input. • That said, as I step off my soapbox, I am *loving* the Courtney Love (am I her last big fan?), and the Brand New, Foos and Limp are blowing up the phones. I think I'll go aircheck a part-timer now.

All together now: "Linkin Park are No. 1." I hope Edgar's been looking at the charts ... **The Offspring**, meanwhile, are making that final push for the top. No. 2 and counting ... **Incubus** are also moving ahead, sneaking quietly into the No. 3 slot ... **Audioslave** hold at No. 6, but the spins go up ... Nos. 8, 9 and 10 are **Nickelback**, **Lostprophets** and **Staind**, respectively ... **Story Of The Year** make a strong move 18-13 ... **Finger Eleven** show staying power, going 17-15 ... "I Miss You" by **Blink-182** cannot be denied — 26-21 this week ... In four short weeks **Courtney Love** goes to No. 25. Phones are huge. Don't forget the album hits the street Valentine's Day week. It's as deep as the Marianas Trench ... Crystal Method slot in right under Courtney at No. 26. Talk about staying power — I'm proud of our format ... **Yellowcard** have another good week, holding at No. 28. Stay with it ... New to the chart this week: **Phantom Planet** (lots-o-chatter), **311**, **Jet**, **Hoobastank** ... Most Added: Hoobastank, 311, **P.O.D.**, **Trapt**, **Puddle Of Mudd**, **The Living End** ... Most Should Be Added: **HIM**, **Andrews/Juels'** "Mad World" and **Lo-Pro** (46-41 this week), and be on the lookout for new **Vines** coming from Capitol.

Alternative ON THE RADIO

— Max Talkoff, Alternative Editor

COMING RIGHT UP

ARTIST: **Shins, Postal Service**

LABEL: **Sub Pop**

By **FRANK CORREIA**/ALTERNATIVE SPECIALTY EDITOR

Yeah, yeah, yeah — I got it. Alternative radio is going through a shift. Some stations, and I repeat *some*, are digging through the crates — or iPods — for those classic songs (hey, remember the '90s?). Others are sitting lotus position in front of Morrissey posters praying to the Maharaja of Mope for a clearer definition of the term *alternative*. And all the while a certain bald Alternative Editor is calling the movement "neo radio," due to his infatuation with Keanu Reeves and the *Matrix* trilogy.

Sure, many Alternatives will keep filling their cups at the Active Rock keg party, but those stations looking a little left of center for the next current would do well to look to Sub Pop. Remember them? Seattle label? Released records by genre-defining bands like Soundgarden, Mudhoney, Sebadoh, Sonic Youth and a little act by the name of Nirvana?

Yeah, well, take their call. The label that helped define the format is currently home to two of the best records of '03 and carrying that momentum into '04: The Postal Service's *Give Up* and The Shins' *Chutes Too Narrow*.

A side project of Death Cab For Cutie's Ben Gibbard and Dntel's Jimmy Tamborello, The Postal Service are heading up with the aptly titled "Such Great Heights," where Gibbard brings warmth to the synth and mechanical drum beats with lines like "I have to speculate that God himself did make us into corre-



Shins

sponding shapes/Like puzzle pieces from the clay."

Stations going Postal include KROQ/Los Angeles, KITS/San Francisco, WFNX/Boston, WHFS/Washington and KNDD/Seattle. Add to that strong support from video outlets, and it's no wonder the Sub Pop/Postal Service indie tag team has scanned more than 150,000 copies.

Meanwhile, The Shins are racking up acclaim with their album and the single "So Says I." One of the best alterna-rock songs to come down the pipe in a while, "So Says I" beautifully blends today's indie vibe with '60s pop. The group recently played three consecutive sold-out nights at San Francisco's legendary Fillmore, and *Chutes Too Narrow* holds the record for first-week sales in Sub Pop history, with 15,627 scans. KITS and WFNX are showing their love, and MTV2 is all over the video, which will make you think



Postal Service

twice about visiting the penguin exhibit at the local zoo.

So, if you're looking for some new tunes that fit within the shifting neo-radio paradigm ... ah, fuck it — these records are what Alternative should be about!

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Radio Programmers By Format

**WORKING YOUR RECORDS!
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America's Best Testing Alternative Songs 12+ For The Week Ending 1/30/04

Artist Title (Label)	TW	LW	Familiarity	Burn	Persons 18-34	Men 18-34	Women 18-34
LINKIN PARK Numb (Warner Bros.)	4.16	4.11	99%	30%	4.09	3.96	4.18
SWITCHFOOT Meant To Live (Red Ink/Columbia)	4.16	4.02	84%	18%	4.08	4.04	4.11
STORY OF THE YEAR Until The Day I Die (Maverick/Reprise)	4.09	4.12	82%	14%	4.00	3.95	4.04
THREE DAYS GRACE (I Hate) Everything About You (Jive)	4.05	4.09	96%	26%	3.89	3.63	4.07
INCUBUS Megalomaniac (Epic)	4.03	3.97	74%	9%	4.01	3.93	4.06
HOOBASTANK Out Of Control (Island/IDJMG)	4.00	4.05	83%	14%	3.89	3.86	3.92
AFI Silver And Cold (DreamWorks)	4.00	3.99	64%	7%	3.99	3.95	4.02
LOSTPROPHETS Last Train Home (Columbia)	3.98	4.01	48%	6%	3.82	3.94	3.73
FINGER ELEVEN One Thing (Wind-up)	3.97	3.97	59%	10%	3.99	3.92	4.04
TRAPT Still Frame (Warner Bros.)	3.92	3.88	91%	31%	3.85	3.86	3.85
CHEVELLE Closure (Epic)	3.90	3.75	79%	18%	3.89	3.71	4.02
FOO FIGHTERS Darling Nikki (Roswell/RCA)	3.90	3.91	57%	8%	3.97	4.13	3.84
RED HOT CHILI PEPPERS Fortune Faded (Warner Bros.)	3.88	3.81	89%	21%	3.86	3.87	3.86
BLINK-182 Feeling This (Geffen)	3.83	3.90	93%	29%	3.74	3.87	3.65
OFFSPRING Hit That (Columbia)	3.81	3.83	94%	22%	3.70	3.90	3.56
STAIN'D So Far Away (Flip/Elektra/EEG)	3.80	3.78	97%	43%	3.67	3.53	3.77
SMILE EMPTY SOUL Nowhere Kids (Lava)	3.79	3.78	57%	10%	3.53	3.33	3.67
JET Are You Gonna Be My Girl (Elektra/EEG)	3.77	3.76	92%	30%	3.79	3.75	3.82
STAIN'D How About You (Flip/Elektra/EEG)	3.71	3.69	77%	17%	3.56	3.42	3.66
A PERFECT CIRCLE The Outsider (Virgin)	3.70	3.74	53%	9%	3.85	3.98	3.74
AUDIOSLAVE I Am The Highway (Interscope/Epic)	3.68	3.57	80%	26%	3.69	3.76	3.64
PUDDLE OF MUDD Away From Me (Geffen)	3.66	3.66	89%	23%	3.62	3.61	3.63
NICKELBACK Figured You Out (Roadrunner/IDJMG)	3.66	3.69	84%	24%	3.48	3.51	3.45
P.O.D. Will You (Atlantic)	3.62	3.61	82%	23%	3.44	3.41	3.46
OUTKAST Hey Ya! (Arista)	3.57	3.55	96%	51%	3.80	3.73	3.84
LIMP BIZKIT Behind Blue Eyes (Flip/Interscope)	3.53	3.53	86%	24%	3.50	3.35	3.59
KORN Right Now (Epic)	3.16	3.22	73%	25%	3.16	3.24	3.11

Total sample size is 414 respondents. Total average favorability estimates are based on a scale of 1-5. (1=dislike very much, 5=like very much). Total familiarity represents the percentage of respondents who recognized the song. Total burn represents the number of respondents who said they are tired of hearing the song. Songs must have 40% familiarity to appear on survey. Sample composition is based on persons 12+. Persons are screened via the Internet. Once passed, they can take the music test based on the format/music preference. RateTheMusic.com results are not meant to replace callout research. The results are intended to show opinions of participants on the the Internet only. RateTheMusic is a registered trademark of RateTheMusic.com. The RTM system, is available for local radio stations by calling 818-377-5300. RateTheMusic.com data is provided by Mediabase Research, a division of Premiere Radio Networks.

R&R TOP 20 SPECIALTY ARTISTS

1. LIVING END (Reprise) "Who's Gonna Save Us"
2. MIGHTY SIX NINETY (Unsigned) "With You"
3. HIM (Universal) "Join Me"
4. AIR (Astralwerks/EMC) "Cherry Blossom Girl"
5. BLINDSIDE (Elektra/EEG) "All Of Us"
6. DECEMBERISTS (Kill Rock Stars) "The Bachelor & The Bride"
7. ZEBRAHEAD (Columbia) "Rescue Me"
8. DIZZEE RASCAL (Matador) "Fix Up, Look Sharp"
9. BAYSIDE (Victory) "Masterpiece"
10. IMA ROBOT (Virgin) "Alive"
11. START (Nitro) "The 1,2,3,4"
12. LAGUARDIA (Universal) "Holy Ghost"
13. JOSH TODD (Todd Entertainment/XSRECORDS) "Mind Infection"
14. EARL SLICK (Sanctuary/SRG) "Believe"
15. THOUSAND FOOT KRUTCH (Tooth & Nail/EMC) "Rawkfist"
16. STARSAILOR (Capitol) "Silence Is Easy"
17. LO-PRO (Geffen/Interscope) "Sunday"
18. ENDOCHINE (Unsigned) "Enough About You"
19. EVERLAST (Island/IDJMG) "White Trash Beautiful"
20. HUMBLE GODS (Suburban Noize) "Sick World"

Ranked by total number of shows reporting artist.

Record Of The Week

ARTIST: Endochine
TITLE: Day Two
LABEL: Unsigned



Could '04 be the year of the unsigned band? By the looks of the R&R Alternative Specialty chart, indie bands are off to a hell of a start. L.A.'s Mighty Six Ninety spent two weeks at the top, and now Austin's Endochine are making a strong showing with their second independent release, *Day Two*. Take The Beatles' psychedelic trips of the '60s and drop them in Radiohead's coffee, and you might get a sense of what's going on during the album's best moments. The guitars rise and fall like the tides with Nathan Harlan's swooning falsetto, and the atmosphere throughout *Day Two* is thicker than London fog. Check out the opener, "Enough About You," the dynamic tension of "Secret," or "A New Beginning," which builds from piano-driven melancholy to a deliriously dissonant finish. Check them out at SXSW this year, or contact manager Trevor Hance at 512-656-5108 for more info.

— Frank Correia, Rock Specialty Editor

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Reporters

Stations and their adds listed alphabetically by market

<p>WHRL/Albany, NY* OM: John Cooper PD: Lisa Biello 4 JET 2 HOOBASTANK TRAPT</p>	<p>WBTV/Burlington* OM: Matt Grasso MD: Christine Pawlak TRAPT STILLS P.O.D. 311</p>	<p>KTCL/Denver, CO* PD: Mike O'Connor APD: Rich Rubin MD: Hill Jordan 18 311 14 HOOBASTANK</p>	<p>KUCD/Honolulu, HI* PD: Jamie Hyatt 39 UB40 23 GOOD CHARLOTTE HIM PUDDLE OF MUDD LIVING END</p>	<p>KROQ/Los Angeles, CA* PD: Kevin Weatherly APD: Gene Sandiboom 15 HOT HOT HEAT 2 LINKIN PARK DIZZEE RASCAL</p>	<p>WROX/Norfolk, VA* PD: Michele Diamond MD: Mike Powers 16 LINKIN PARK 2 A STATIC LULLABY JET P.O.D. BLINDSIDE HOOBASTANK</p>	<p>WBRU/Providence, RI* PD: Seth Resler MD: Bryan Yen No Adds</p>	<p>XTRA/San Diego, CA* PD: Jim Richards MD: Marty Whitney 6 YELLOWCARD 5 PHANTOM PLANET 5 311 2 HOOBASTANK STORY OF THE YEAR HIM</p>	<p>WSUN/Tampa, FL* PD: Sarah APD: Pal Lugo No Adds</p>		
<p>KTZO/Albuquerque, NM* PD: Scott Souhrada MD: Don Kelley 1 HOOBASTANK 1 311 P.O.D. PUDDLE OF MUDD</p>	<p>WAVF/Charleston, SC* PD: Dave Rossi APD/MD: Susie Bowe HOOBASTANK 311</p>	<p>CIMX/Detroit, MI* PD: Murray Brookshaw APD: Vince Cannova MD: Matt Franklin KID ROCK</p>	<p>KTZB/Houston, TX* PD: Vince Richards APD: Eric Schmidt MD: Don Jantzen 5 LO-PRO 2 FUEL 2 P.O.D. PUDDLE OF MUDD HOOBASTANK TRAPT</p>	<p>WLRS/Louisville, KY* PD: Lance Hale APD/MD: Annrae Fitzgerald 1 STROKES 1 P.O.D.</p>	<p>KORX/Odessa, TX PD/MD: Michael Todd No Adds</p>	<p>WWRX/Providence, RI* PD: Kevin Mays MD: Bryan Slater P.O.D. DROPBOX</p>	<p>KITS/San Francisco, CA* PD: Sean Demery APD: Spud MD: Aaron Aebler 8 MUSE 2 A PERFECT CIRCLE</p>	<p>KFMA/Tucson, AZ* PD: Libby Carlensen MD: Matt Stry 31 FOO FIGHTERS 6 TRAPT 4 311 1 BLINDSIDE HOOBASTANK LIVING END PHANTOM PLANET</p>		
<p>WNNX/Atlanta, GA* OM: Leslie Fram PD: Chris Williams MD: Jay Harren LOSTPROPHETS PUDDLE OF MUDD</p>	<p>WEND/Charlotte* PD: Jack Daniel APD/MD: Kristen Honeycutt P.O.D.</p>	<p>KHRD/El Paso, TX* PD/MD: Jojo Garcia 3 311 BURDEN BROTHERS HIM PUDDLE OF MUDD BUBBA SPARXXX HOOBASTANK</p>	<p>WRZX/Indianapolis, IN* PD: Scott Jameson MD: Michael Young STORY OF THE YEAR</p>	<p>WMFS/Memphis, TN* PD: Rob Cressman MD: Sydney Nabors YELLOWCARD BLINK-182</p>	<p>KHBZ/Oklahoma City, OK* OM: Bill Hurley PD: Jimmy Barreda HOOBASTANK</p>	<p>KRZQ/Reno, NV* OM: Rob Brooks PD: Jeremy Smith APD/MD: Mal Diablo 2 311 1 HIM P.O.D. LD-PRO</p>	<p>KCNL/San Jose, CA* PD/MD: John Allers 13 311 1 TRAPT HOOBASTANK</p>	<p>KMYZ/Tulsa, OK* PD: Lynn Barstow MD: Corbin Pierce 4 PUDDLE OF MUDD 1 STROKES PHANTOM PLANET MICHAEL ANDREWS UGARY JULES</p>		
<p>WJSE/Atlantic City, NJ* PD: Al Panarello 2 3 DOORS DOWN TRAPT HIM P.O.D. BLINDSIDE HOOBASTANK JOSH TODD 311 FORMAT</p>	<p>WKQX/Chicago, IL* PD: Mike Stern MD: Mary Shuminas P.O.D. PUDDLE OF MUDD HOOBASTANK</p>	<p>KXNA/Fayetteville, AR PD/MD: Dave Jackson 19 GOOD CHARLOTTE 1 311</p>	<p>WPLA/Jacksonville, FL* OM: Gail Austin PD: Bo Matthews APD/MD: Chad Chumley 3 DOORS DOWN GODSMACK FINGER ELEVEN STORY OF THE YEAR BLINK-182</p>	<p>WLUM/Milwaukee, WI* PD: Tommy Wilde MD: Kenny Neumann 1 BURDEN BROTHERS LO-PRO P.O.D.</p>	<p>WOGL/Orlando, FL* PD: Bobby Smith COURTNEY LOVE 311</p>	<p>WDYL/Richmond, VA* PD: Mike Murphy 27 NICKELBACK 19 FUEL 4 311 1 HOOBASTANK HIM P.O.D.</p>	<p>KNOD/Seattle, WA* PD: Phil Manning APD: Jim Ketter No Adds</p>	<p>WPBZ/Palm Beach, FL* PD: John O'Connell MD: Eric Krolson 3 311 2 LIVING END 1 TRAPT 1 LO-PRO 1 HOOBASTANK</p>		
<p>WRAX/Birmingham, AL* PD: Susan Groves MD: Mark Lindsey 6 PHANTOM PLANET P.O.D. HOOBASTANK</p>	<p>WZZN/Chicago, IL* PD: Bill Gamble APD: Steve Levy MD: James VanDout 1 TESLA DROWNING POOL SLOTH</p>	<p>KFRR/Fresno, CA* PD: Chris Squires MD: Reverend 12 311 MICHAEL ANDREWS UGARY JULES</p>	<p>WRZJ/Johnson City* PD: Mark McKinney TRAPT COURTNEY LOVE LIVING END</p>	<p>WHTG/Monmouth, NJ* PD: Darrin Smith No Adds</p>	<p>WPLY/Philadelphia, PA* PD: Jim McGuinn MD: Dan Fein 4 311 YELLOWCARD</p>	<p>WRXL/Richmond, VA* OM: Bill Cahill PD/MD: Casey Krukowski HOOBASTANK</p>	<p>KCXX/Riverside, CA* OM/MD: Kelli Clague APD/MD: Daryl James 311</p>	<p>KPNT/St. Louis, MO* PD: Tommy Mattern APD: Woody File MD: Jeff Frisse 1 311 THOUSAND FOOT KRUTCH BLINK-182</p>	<p>WFHS/Washington, DC* PD: Lisa Warden MD: Pat Fevise No Adds</p>	
<p>KQXR/Boise, ID* PD/MD: Jacent Jackson 1 BLINK-182 1 HOOBASTANK JET</p>	<p>WAZZ/Cincinnati, OH* PD/MD: Jeff Nagel 24 JET PHANTOM PLANET 311</p>	<p>WJXB/Fl. Myers, FL* OM/MD: John Rozz APD: Filz Madrid MD: Jeff Zito P.O.D. PUDDLE OF MUDD HOOBASTANK</p>	<p>KRBZ/Kansas City, MO* PD: Greg Bergen APD: Lutz MD: Jason Ulanet 27 EVERLAST 1 HOOBASTANK 1 LIVING END PHANTOM PLANET</p>	<p>KMBY/Monterey, CA* PD/MD: Kenny Allen LIVING END 311</p>	<p>KEDJ/Phoenix, AZ* OM: Laura Havre PD: Nancy Stevens APD: Dead Air Dave MD: Robin Nash 10 DARKNESS 1 LIVING END 1 311</p>	<p>KZDN/Phoenix, AZ* PD/MD: Kevin Mannion THRILLS HIM HOOBASTANK</p>	<p>KWDD/Sacramento, CA* OM: Curtiss Johnson PD: Ron Bunce MD: Marco Collins 15 LUCKY BOYS CONFUSION 1 PHANTOM PLANET POSTAL SERVICE MICHAEL ANDREWS UGARY JULES</p>	<p>WZNE/Rochester, NY* OM/MD: John McCrae MD: Jeff Sottiano 1 P.O.D. HOOBASTANK CHOMSKY BURDEN BROTHERS FORMAT TRAPT</p>	<p>WKRL/Syracuse, NY* OM: Mimi Griswold PD/MD: Abbie Weber 1 TRAPT 1 P.O.D. HOOBASTANK LIVING END SEVENDUST</p>	<p>WWDG/Washington, DC* PD: Joe Benishqua MD: Michelle Flynn 3 311 1 NICKELBACK 1 BLINK-182 1 HOOBASTANK LINKIN PARK</p>
<p>WBCN/Boston, MA* OM: Tony Berardini PD: Odysseus APD/MD: Steven Strick BRAND NEW A PERFECT CIRCLE P.O.D. PUDDLE OF MUDD LIVING END 311</p>	<p>WXTM/Cleveland, OH* PD: Kim Monroe APD: Dom Nardella MD: Pete Schietke ILL NINO PUDDLE OF MUDD</p>	<p>WXTW/Fl. Wayne, IN* OM: JJ Fabini PD: Don Walker APD: Matt Jericho MD: Greg Travis A STATIC LULLABY THOUSAND FOOT KRUTCH HIM P.O.D. HOOBASTANK 311</p>	<p>WNFZ/Knoxville, TN* PD: Anthony Proffitt MD: Dustin Matthews TRAPT</p>	<p>WBUZ/Nashville, TN* OM: Jim Patrick PD/MD: Russ Schenck 4 311 TRAPT THOUSAND FOOT KRUTCH HIM P.O.D. HOOBASTANK AUTOMATIC BLACK</p>	<p>WXDX/Pittsburgh, PA* PD: John Moschitta MD: Vinnie F. 2 STORY OF THE YEAR</p>	<p>WZXX/Salt Lake City, UT* OM: Alan Hogue PD: Todd Noker MD: Artie Fykin MICHAEL ANDREWS UGARY JULES</p>	<p>WWSR/Tallahassee, FL OM: Steve Cannon PD: Dale Flint APD/MD: Mealhead 1 TRAPT 1 DARKNESS 1 HIM 1 P.O.D. 1 BLINDSIDE 1 HOOBASTANK 1 JOSH TODD 1 311</p>	<p>WSFM/Wilmington, NC PD: Knethead MD: Mike Kennedy 2 A STATIC LULLABY 1 JOHN FRUSCIANTE 1 LINKIN PARK</p>		
<p>WFNX/Boston, MA* PD/MD: Paul Driscoll APD: Keith Dakin 2 LAGUARDIA 2 311 1 YEAH YEAH YEAHS</p>	<p>WQZD/Dallas, TX* PD: Duane Doherty APD/MD: Alan Ayo 4 311 MICHAEL ANDREWS UGARY JULES</p>	<p>WGRD/Grand Rapids, MI* PD: Bobby Duncan MD: Michael Grey 4 DARKNESS 1 STORY OF THE YEAR 311</p>	<p>KFTE/Lafayette, LA* PD: Scott Perrin MD: Chris Olivier 1 P.O.D. HOOBASTANK</p>	<p>KKND/New Orleans, LA* PD: Sig 2 P.O.D. 1 NO MOTIV</p>	<p>WCYY/Portland, ME SM: Mike Sambrook PD: Herb Ivy MD: Brian James JET HIM P.O.D. PUDDLE OF MUDD BLINDSIDE HOOBASTANK 311</p>	<p>KBZT/San Diego, CA* PD: Garrett Michaels APD/MD: Michael Halloran No Adds</p>				
<p>WEDG/Buffalo, NY* PD: Lenny Diana 7 COURTNEY LOVE 3 A PERFECT CIRCLE TRAPT HOOBASTANK LIVING END</p>	<p>WQEG/Dayton, OH* OM: Tony Tilford PD: Steve Kramer MD: Boomer 4 FINGER ELEVEN</p>	<p>WFEO/Hagerstown APD/MD: Dave Roberts 1 TRAPT 1 P.O.D. 1 BLINDSIDE 1 HOOBASTANK 1 DEXTER FREEBISH</p>	<p>KLEC/Little Rock, AR* PD: Hoser APD/MD: Adrog 3 DOORS DOWN THOUSAND FOOT KRUTCH HIM P.O.D. HOOBASTANK</p>	<p>WRRV/Newburgh, NY PD/MD: Andrew Boris TRAPT FINGER ELEVEN</p>	<p>WXRK/New York, NY* PD: Robert Cross MD: Mike Peer 6 JAY-Z 1 P.O.D. PUDDLE OF MUDD</p>	<p>KXRR/Salt Lake City, UT* OM: Alan Hogue PD: Todd Noker MD: Artie Fykin MICHAEL ANDREWS UGARY JULES</p>				

* Monitored Reporters

89 Total Reporters

81 Total Monitored

8 Total Indicator



New & Active

APARTMENT 26 Give Me More (*Atlantic*)
Total Plays: 232, Total Stations: 22, Adds: 2

SEVENDUST Broken Down (*TVT*)
Total Plays: 207, Total Stations: 19, Adds: 1

LIVING END Who's Gonna Save Us? (*Reprise*)
Total Plays: 202, Total Stations: 32, Adds: 10

MICHAEL ANDREWS UGARY JULES Mad World (*Down Up Down*)
Total Plays: 183, Total Stations: 13, Adds: 5

BLINDSIDE All Of Us (*Elektra/EEG*)
Total Plays: 174, Total Stations: 19, Adds: 4

THRILLS One Horse Town (*Virgin*)
Total Plays: 166, Total Stations: 10, Adds: 1

RYAN ADAMS So Alive (*Lost Highway/IDJMG*)
Total Plays: 153, Total Stations: 10, Adds: 0

BURDEN BROTHERS Beautiful Night (*Kirtland/Trauma*)
Total Plays: 140, Total Stations: 8, Adds: 3

DROPBOX Wishbone (*Re-Align/Universal*)
Total Plays: 50, Total Stations: 8, Adds: 2

PUDDLE OF MUDD Heel Over Head (*Geffen*)
Total Plays: 43, Total Stations: 16, Adds: 13

Songs ranked by total plays

Indicator

Most Added*

HOOBASTANK The Reason (*Island/IDJMG*)

P.O.D. Change The World (*Atlantic*)

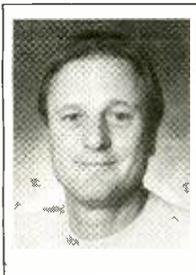
TRAPT Echo (*Warner Bros.*)

BLINDSIDE All Of Us (*Elektra/EEG*)

311 Love Song (*Maverick/Volcano*)

HIM Join Me (*Universal*)

JET Cold Hard Bitch (*Elektra/EEG*)



Reaching A Milestone

Terri Hemmert celebrates 30 years at WXRT/Chicago

It's quite an accomplishment for anyone to say they've been on the air for 30 years, but to be on the air at the same station for three decades is almost unheard of. All told, Terri Hemmert has been in radio for 38 years, and according to her, it's still fun and rewarding.

Hemmert got her start in radio while attending Elmhurst College, where she earned a bachelor of arts degree in speech. Prior to joining the WXRT/Chicago she was an on-air personality at WCMF/Rochester, NY and Programming Coordinator at WGLD (currently WVAZ)/Chicago.

Hemmert joined WXRT in 1973 as an overnight announcer and Public Affairs Director, eventually becoming the first female morning drive personality in Chicago, in 1981. In 1992 she moved to the 9am-noon slot, and in 2002 she became the host of *Breakfast With The Beatles*, which airs on Sunday morning from 9-11am. She's even included in a permanent exhibit at the Rock and Roll Hall of Fame.

Hemmert has also been very active in the community for many years. She has served on the board of directors of the Peace Museum, Facets Multimedia and other not-for-profit groups. She teaches the history of rock and soul in the broadcasting department of Columbia College Chicago, where she has taught for more than 20 years, as well as being an advisor at the student radio station, WCRX.

Hemmert also volunteers with the Inner City Teaching Corps, the Latin School of Chicago and other schools, teaching classes on the roots of rap, women in music, classical music's influence on rock and soul, and other musical topics. She also works on music-education programs with the Chicago Symphony Orchestra and co-hosts *The Classic Encounter Series*.

Hemmert serves on the advisory board of WRSE-FM (the Elmhurst College student radio station), and she is an active volunteer with the AIDS Pastoral Care Network and St. Clement Catholic Church. Finally, Hemmert has hosted Chicago's *Fest for Beatles Fans* for over 20 years.

WXRT VP/Programming Norm Winer recently said, "All activity,

whether humanitarian in nature or a self-serving publicity stunt, generally comes to a halt until the tape or the cameras are rolling. Terri, on the

other hand, is motivated, like a biblical character, by a higher authority — and I'm not talking about our GM, Harvey Wells!

"Terri always does the right thing — time after time — on, and especially off, the air.

She's my friend and my idol. She's our sister and our Aunt Terri. She's been a constant source of inspiration for so many of us."

I talked with Hemmert the day before she celebrated her 30th anniversary on the air at WXRT. As you'll see, she's warm, motivated and sincere.

R&R: *Thirty years! What got you into radio in the first place?*

TH: Ever since high school I wanted to be a disc jockey. My motivation was that I wanted to meet The Beatles. I saw a picture of a DJ from Cleveland interviewing Ringo Starr, and I had heard that certain DJs also went on the road with them during their U.S. tours, so I figured that was my ticket. The Beatles really have been my role models all along. You know, four humble guys from Liverpool who changed the world.

R&R: *You were able to fulfill your dream.*

TH: I feel very fortunate for that. I love everything about music, and being able to play and talk about it on the radio is the best job in the world to me. When I decided to pursue that goal, I didn't stop to think that there really weren't any women on the radio in those days. Needless to say, I ran into plenty of discrimination and have many horror stories because of that, but I persevered, and here I am, 30-something years later, doing it — and very successful at it, I might add.

The key for me, and I think it is

good advice for anyone with any dream, is to be persistent and unrelenting and hang in there until you get what you want. Drive and desire can take you a very long way.

R&R: *WXRT has evolved over the past 30 years, but would you say that the station's spirit has remained intact?*

TH: Oh, yeah. We certainly would have evolved over three decades, even if we were in a vacuum, but we're in a marketplace, and so we have had to adapt to the changes. Our mission has always been to play an eclectic mix of music — old and new, familiar and unfamiliar — and to show respect for the audience. We have never gone the way of the shock jock or used sensational publicity stunts to get attention. We simply try to do quality radio consistently, and I think we have stayed true to that over the years.

"The key for me, and I think it is good advice for anyone with any dream, is to be persistent and unrelenting and hang in there until you get what you want. Drive and desire can take you a very long way."

Sometimes it's hard for me to get next to the idea that I have been here for 30 years, because I just get up every day and come in to work. What I do today and what I have done over the years on the air are really not all that different. For me, it has been a reliable and comfortable job, and I think that reliability and comfort factor translate to my audience.

WXRT is unique in that we have quite a few jocks who have been here for many years and it's become a family. WXRT certainly has very loyal listeners, but so do each of the air personalities. I have some peo-

Terri Hemmert Day

Several special things took place on Friday, Jan. 16, to celebrate Terri Hemmert's 30th anniversary at WXRT/Chicago.

- There was a three-hour special on WXRT simply called *Terri Hemmert's 30th Anniversary Special*. Morning DJ Lin Brehmer served as host. Among the segments of the show was an uninterrupted hourlong montage titled "30 Years in 60 Minutes."
- Chicago Mayor Richard Daley saluted Hemmert for her civic contributions.
- Illinois Attorney General Lisa Madigan acclaimed Hemmert as a role model for women and commended her for "educating us how the joy of music enriches many lives."
- Close friend Buddy Guy praised Hemmert on the air.
- Rock and Roll Hall of Famer Mavis Staples (of Chicago's Staple Singers) did a five-minute testimonial to Hemmert.
- New Orleans R&B legend Irma Thomas acknowledged her friendship with Hemmert. Hemmert goes to Irma's nightclub, the Lion's Den, every year when she attends Jazzfest.
- Billy Corgan performed John Lennon's "Oh My Love" after thanking Hemmert for inspiring him with her love of music, especially The Beatles.
- Ageless Chicago author-storyteller-radio host Studs Terkel honored Hemmert's sense of history in her musical choices.
- Interview excerpts from previous years — including Hemmert's favorites, Paul McCartney, Patti Smith and Bryan Ferry — ran.

ple who have been with me all along, and they have often demonstrated how things that I say or music that I play has touched their lives in one way or another. When I hear that, I know that what I am doing is a bit more than just entertainment.

R&R: *Over years you have developed close relationships with many artists and have even influenced them in certain ways. Do you find it hard not to wax too nostalgic and to remain excited about new artists and music?*

TH: I rarely have to remind myself to stay in the now. Since I have such a genuine enthusiasm for music, I remain as excited about new music as I do about what I have supported and loved in the past. I have a strong desire to remain open-minded, and music has proven to be a great avenue for me to do that. As our morning guy, Lin Brehmer, says, "The past is a great place to visit, but I wouldn't wanna live there."

I also remain very involved in the local music scene. Chicago supports a lot of different kinds of music, but I admit I have a soft spot for blues. In fact, it was because of the blues that I came to Chicago in the first place.

R&R: *How long have you been teaching a class at Columbia College?*

TH: I began shortly after I started at WXRT. That is what keeps me fresh. It gets me out of the studio and allows me to interact with people face to face. Plus, those students are smart, and they keep me on my toes. I feel like I learn as much from them as they learn from me.

R&R: *You are also involved in a lot of community activities.*

TH: I am a Catholic girl. I guess I am just trying to make the world a better place. One of the things the baby boom generation did was to realize that they couldn't change the world in 15 minutes, so they decided to build their own financial portfolios instead. I am not like that; I need to stay involved, and I believe that one person can make a difference.

Because of my position, I realize that I exercise a certain amount of influence on my community. So what do I do with that power? Do I sit at home and look at my trophy case, or do I get off my rear end and go out and try to make a difference? This kind of involvement recharges me and keeps me going. What I do carries a certain amount of responsibility, and so it's payback time.

There are a couple things that come to mind as most gratifying in this area of my life: A woman wrote to me that she was in a dead-end job and felt her life had no meaning. She heard me talking about an AIDS Walk on the air, was motivated, and now, four years later, she's the Executive Director for the Chicago chapter.

I also remember trying to chase down U2 in the mid-'80s to see if I could somehow get them involved with the Peace Museum in Chicago. It took a lot of effort on my part to get a hold of them and convince them to get involved, and it paid off in a big way for me, for the museum and for them.

Through that, they got turned on to Dr. King's works, and they now feel it was a pivotal period in their career. Their album *Unforgettable Fire* emerged from that experience. That's when they started to turn idealism into activism.

The lesson is: Never underestimate what one person can do or how you can influence others to become active and caring. But nothing happens unless you get out there and do it.

TALK BACK TO R&R!

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

Call me at 310-788-1668
or e-mail: jschoenberger@radioandrecords.com

R&R TRIPLE A TOP 30

January 30, 2004

Powered By



LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
	1	COUNTING CROWS She Don't Want Nobody Near (Geffen)	448	+52	20576	12	23/0
5	2	GUSTER Careful (Palm/Reprise)	351	+29	16151	11	22/1
3	3	DAVE MATTHEWS Save Me (RCA)	335	-10	11715	13	21/0
11	4	NORAH JONES Sunrise (Blue Note/EMC)	327	+52	22331	3	21/1
10	5	MELISSA ETHERIDGE Breathe (Island/IDJMG)	326	+49	18386	4	21/1
2	6	HOWIE DAY Perfect Time Of Day (Epic)	311	-65	12759	22	19/0
4	7	SARAH MCLACHLAN Fallen (Arista)	303	-42	19189	18	18/0
9	8	FIVE FOR FIGHTING 100 Years (Aware/Columbia)	293	+14	11360	7	16/0
6	9	INDIGO GIRLS Perfect World (Epic)	291	+7	13336	5	22/0
7	10	STEREOPHONICS Maybe Tomorrow (V2)	287	+4	11708	12	21/0
13	11	THRILLS One Horse Town (Virgin)	284	+25	11813	8	21/2
8	12	JACK JOHNSON Taylor (Jack Johnson Music/Universal)	274	-7	11771	9	21/0
17	13	JET Are You Gonna Be My Girl (Elektra/EEG)	254	+32	10103	5	13/0
14	14	SHERYL CROW The First Cut Is The Deepest (A&M/Interscope)	249	-8	14904	17	22/0
15	15	JOE FIRSTMAN Breaking All The Ground (Atlantic)	242	-1	9086	17	19/1
12	16	TRAIN When I Look To The Sky (Columbia)	240	-23	10411	19	16/0
24	17	STING Sacred Love (A&M/Interscope)	231	+73	13481	2	19/1
20	18	DAMIEN RICE Cannonball (Vector Recordings/Warner Bros.)	223	+25	9091	2	20/0
16	19	JONNY LANG Red Light (A&M/Interscope)	212	-23	15742	20	19/0
18	20	COLDPLAY Moses (Capitol)	206	-5	10633	14	14/0
21	21	JOHN EDDIE If You're Here When I Get Back (Thrill Show/Lost Highway)	204	+8	4155	7	12/0
27	22	JOHN MAYER Clarity (Aware/Columbia)	201	+70	11601	3	17/4
19	23	THORNS Blue (Aware/Columbia)	201	0	7044	12	17/0
22	24	R.E.M. Bad Day (Warner Bros.)	175	+6	8504	18	17/0
26	25	ROONEY I'm Shakin' (Geffen)	159	+20	5487	5	14/0
25	26	MATCHBOX TWENTY Bright Lights (Atlantic)	152	0	9795	10	6/1
Debut	27	LOS LONELY BOYS Real Emotions (Or/Epic)	136	+97	3533	1	13/3
29	28	EASTMOUNTAINSOUTH Rain Come Down (DreamWorks)	135	+15	3279	4	10/0
23	29	VAN MORRISON Once In A Blue Moon (Blue Note/EMC)	127	-40	3049	16	11/0
Debut	30	KEB' MO' Let Your Light Shine (Epic)	123	+47	4155	1	12/0

24 Triple A reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 1/18-1/24. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 15 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Total Audience equals Average Quarter Hour Persons times number of plays (times 100). Each daypart on each station is assigned an AQH number. Average Quarter Hour Persons used herein with permission from the Arbitron Company (© 2004, The Arbitron Company). © 2004, R&R, Inc.

New & Active

RYAN ADAMS Burning Photographs (Lost Highway/IDJMG)

Total Plays: 122, Total Stations: 10, Adds: 1

JOSS STONE Fell In Love With A Boy (S-Curve/EMC)

Total Plays: 120, Total Stations: 11, Adds: 0

3 DOORS DOWN Here Without You (Republic/Universal)

Total Plays: 118, Total Stations: 4, Adds: 0

STARSAILOR Silence Is Easy (Capitol)

Total Plays: 102, Total Stations: 7, Adds: 0

JONATHA BROOKE Better After All (Bad Dog/VMG)

Total Plays: 93, Total Stations: 8, Adds: 0

OWSLEY Be With You (Lakeview)

Total Plays: 77, Total Stations: 5, Adds: 0

STRING CHEESE INCIDENT Valley Of The Jig (SCI-Fidelity)

Total Plays: 73, Total Stations: 7, Adds: 0

WARREN ZEVON Keep Me In Your Heart (Artemis)

Total Plays: 72, Total Stations: 7, Adds: 0

MAROON 5 This Love (Octone/J)

Total Plays: 68, Total Stations: 6, Adds: 0

TEITUR You're The Ocean (Cherry/Universal)

Total Plays: 53, Total Stations: 8, Adds: 1

Songs ranked by total plays

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ARTIST TITLE LABEL(S)	ADDS
BEN HARPER Brown Eyed Blues (Virgin)	7
JOHNNY A. I Had To Laugh (Favored Nations/Red Ink)	6
VAN MORRISON Evening In June (Blue Note/EMC)	6
HOWIE DAY She Says (Epic)	6
JOHN MAYER Clarity (Aware/Columbia)	4
ROBERT EARL KEEN All I Have Is Today (Audium/Koch)	4

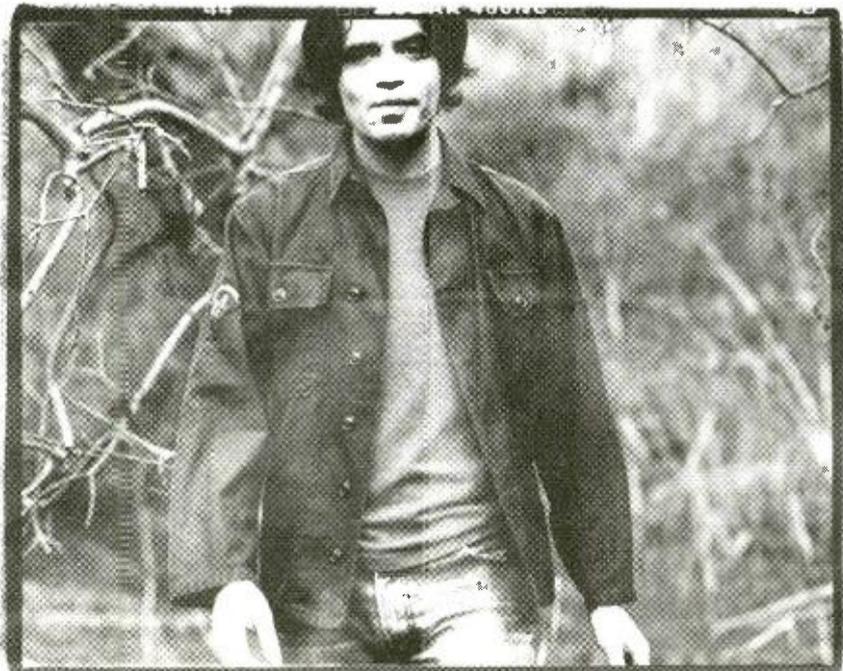
Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
LOS LONELY BOYS Real Emotions (Or/Epic)	+97
STING Sacred Love (A&M/Interscope)	+73
JOHN MAYER Clarity (Aware/Columbia)	+70
COUNTING CROWS She Don't Want Nobody Near (Geffen)	+52
NORAH JONES Sunrise (Blue Note/EMC)	+52
TEITUR You're The Ocean (Cherry/Universal)	+51
MELISSA ETHERIDGE Breathe (Island/IDJMG)	+49
KEB' MO' Let Your Light Shine (Epic)	+47
RYAN ADAMS Burning Photographs (Lost Highway/IDJMG)	+45
BIG HEAD TODD AND THE MONSTERS Imaginary Ships (Sanctuary/SRG)	+43

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
DIDO White Flag (Arista)	218
WALLFLOWERS Closer To You (Interscope)	190
COLDPLAY Clocks (Capitol)	154
JOHN MAYER Bigger Than My Body (Aware/Columbia)	147
JASON MRAZ You And I Both (Elektra/EEG)	140
JACK JOHNSON Wasting Time (Jack Johnson Music/Universal)	139
BEN HARPER Diamonds On The Inside (Virgin)	117
SANTANA f/ALEX BAND Why Don't You & I (Arista)	113
LOS LONELY BOYS Heaven (Or/Epic)	110
TRAIN Calling All Angels (Columbia)	101

Detailed station playlists for all R&R reporters are available on the web at www.radioandrecords.com.



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January 30, 2004

R&R'S EXCLUSIVE REPORTED OVERVIEW OF NATIONAL AIRPLAY

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	DAVE MATTHEWS Save Me (RCA)	310	-44	5152	13	19/0
3	2	STEREOPHONICS Maybe Tomorrow (V2)	305	+5	3696	8	18/1
2	3	COUNTING CROWS She Don't Want Nobody Near (Geffen)	301	-3	3765	11	17/0
7	4	INDIGO GIRLS Perfect World (Epic)	293	+26	4778	4	20/0
6	5	GUSTER Careful (Palm/Reprise)	291	+14	2778	11	13/0
12	6	NORAH JONES Sunrise (Blue Note/EMC)	290	+67	5622	2	22/0
5	7	JACK JOHNSON Taylor (Jack Johnson Music/Universal)	278	-9	2974	9	16/0
9	8	MELISSA ETHERIDGE Breathe (Island/IDJMG)	261	+15	3835	4	21/0
8	9	JOHN MAYER Clarity (Aware/Columbia)	260	+9	4674	4	18/0
4	10	COLDPLAY Moses (Capitol)	251	-45	4116	13	15/0
10	11	THRILLS One Horse Town (Virgin)	235	-2	4001	11	16/0
14	12	JONATHA BROOKE Better After All (Bad Dog/VMG)	217	+11	4997	2	21/0
15	13	DAMIEN RICE Cannonball (Vector Recordings/Warner Bros.)	212	+11	3660	2	22/1
13	14	JOHN EDDIE If You're Here When I Get Back (Thrill Show/Lost Highway)	205	-4	3086	9	17/0
24	15	STARSAILOR Silence Is Easy (Capitol)	193	+42	3891	2	20/1
Debut	16	RYAN ADAMS Burning Photographs (Lost Highway/IDJMG)	184	+113	4307	1	16/0
20	17	FIVE FOR FIGHTING 100 Years (Aware/Columbia)	183	+1	2280	5	10/0
17	18	R.E.M. Animal (Warner Bros.)	181	-16	1514	5	14/0
19	19	SARAH MCLACHLAN Fallen (Arista)	176	-7	2980	15	11/0
22	20	JOSS STONE Fell In Love With A Boy (S-Curve/EMC)	172	+1	5073	3	16/0
21	21	CRASH TEST DUMMIES Flying Feeling (Cha-Ching)	171	-3	2387	7	16/0
18	22	EASTMOUNTAINSOUTH Rain Come Down (DreamWorks)	162	-24	2654	7	14/0
Debut	23	STING Sacred Love (A&M/Interscope)	158	+53	4395	1	15/0
Debut	24	KEB' MO' Let Your Light Shine (Epic)	155	+31	3920	1	18/2
25	25	JET Are You Gonna Be My Girl (Elektra/EEG)	153	+3	1189	4	12/1
16	26	JONNY LANG Red Light (A&M/Interscope)	153	-45	1990	19	12/0
11	27	HOWIE DAY Perfect Time Of Day (Epic)	149	-86	1134	20	10/0
28	28	THORNS Blue (Aware/Columbia)	143	+11	1856	7	12/0
26	29	AL GREEN I Can't Stop (Blue Note/EMC)	139	-5	3528	9	14/0
Debut	30	ROONEY I'm Shakin' (Geffen)	132	+5	1310	1	10/0

25 Triple A reporters. Songs ranked by total plays for the airplay week of Sunday 1/18 - Saturday 1/24.
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Most Added®

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ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
VAN MORRISON Evening In June (Blue Note/EMC)	+9
JOHNNY A. I Had To Laugh (Favored Nations/Red Ink)	+8
BEN HARPER Brown Eyed Blues (Virgin)	+7
HOWIE DAY She Says (Epic)	+6
MATTHEW RYAN Return To Me (Hybrid)	+5
WHEAT I Met A Girl (Aware/Columbia)	+4
ROBERT EARL KEEN All I Have Is Today (Audium/Koch)	+4
PAUL KELLY Won't You Come Around (SpinArt)	+4

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
RYAN ADAMS Burning Photographs (Lost Highway/IDJMG)	+113
LOS LONELY BOYS Real Emotions (Or/Epic)	+89
NORAH JONES Sunrise (Blue Note/EMC)	+67
STING Sacred Love (A&M/Interscope)	+53
BRUCE COCKBURN Put It In Your Heart (True North/Rounder)	+44
VAN MORRISON Evening In June (Blue Note/EMC)	+43
BIG HEAD TODD AND THE MONSTERS Imaginary Ships (Sanctuary/SRG)	+43
STARSAILOR Silence Is Easy (Capitol)	+42
WHEAT I Met A Girl (Aware/Columbia)	+37
SOUTHERN CULTURE ON THE SKIOS Mojo Box (Yep Roc)	+35

Reporters

WAPS/Akron, OH
DM: Bill Bruber
PD: Johnny A.
1 HOWIE DAY
1 MATTHEW RYAN
1 JEN FOSTER
1 VAN MORRISON
1 WHEAT
1 EARL SLICK

KGSR/Austin, TX*
DM: Jeff Carroll
PD: Jody Denberg
APD: Jyl Hershman-Ross
MD: Susan Castle
9 MAVERICKS
8 VAN MORRISON
8 MINDY SMITH
7 LYLE LOVETT
6 RICKIE LEE JONES
4 BEN HARPER

WRNR/Baltimore, MD
DM: Jon Peterson
PD: Alex Cortright
2 DAMIEN RICE
1 BIG HEAD TODD AND THE MONSTERS
1 JOHNNY A.
1 HOWIE DAY
1 WHITE STRIPES
1 BEN HARPER

KNOZ/Billings, MT
DM: Cam Mazell
PD: Casey Paul
HOWIE DAY
AUDIOSLAVE
STRIPES
JONNY LANG
WHEAT

KRVB/Boise, ID*
DM/MD: Dan McColly
HOWIE DAY
JOHN MAYER
PEARL JAM

WBOS/Boston, MA*
DM: Buzz Knight
PD: Michele Williams
MD: David Ginsburg
4 HOWIE DAY

WNCS/Burlington
DM/MD: Mark Abuzahab
10 JOHNNY A.
6 VAN MORRISON
HOWIE DAY

WMVY/Cape Cod, MA
DM/MD: Barbara Dacey
1 VAN MORRISON

WOOD/Chattanooga, TN*
DM/MD: Danny Howard
16 KID ROCK
8 STING
WHEAT
BLINK-182

WXRT/Chicago, IL*
PD: Norm Winer
APD: John Farneda
No Adds

KBXR/Columbia, MO
DM: Jack Lawson
PD/MD: Lana Trezise
APD: Jeff Sweetman
No Adds

WCBE/Columbus, OH
DM: Tammy Allen
PD: Dan Mushalko
MD: Maggie Brennan
9 SOUTHERN CULTURE ON THE SKIDS
9 FLATLANDERS
9 PAUL KELLY
6 CARRIE NEWCOMER
3 JENNIFER MASH
3 OLD CROW MEDICINE SHOW
3 JEN CHAPIN
3 LIBBY KIRKPATRICK
3 ROBERT BRADLEY'S BLACKWATER SURPRISE
3 JOHNNY A.

KBCO/Denver, CO*
PD: Scott Arbough
MD: Keifer
No Adds

WDET/Detroit, MI
PD: Judy Adams
MD: Martin Bandtke
3 BEN HARPER
3 MAVERICKS
3 ROBERT EARL KEEN
3 VAN MORRISON

WVOD/Elizabeth City, NC
PD: Matt Cooper
MD: Tad Abbey
WHEAT
OWSLEY

WNCW/Greenville, SC
DM: Ellen Phimmam
PD/MD: Kim Clark
APD: Martin Anderson
16 GALACTIC
16 MAVERICKS
16 ROBERT EARL KEEN
RYAN ADAMS
JEN CHAPIN
CANDY BUTCHERS
SARA COX
EDIE CASH
HEIDI TALBOT
LIZZA CONNOR
LUCY KAPLANSKY
OLD CROW MEDICINE SHOW
PAUL KELLY
RON LEVY'S WILD KINGDOM
COALMAN

WTTN/Indianapolis, IN*
PD: Brad Holtz
MD: Todd Berryman
THRILLS
LOS LONELY BOYS
JOHNNY A.

KTBG/Kansas City, MO
PD: Jon Hart
MD: Byron Johnson
DAR WILLIAMS
BEN HARPER
STARSAILOR
VAN MORRISON
JOSH RITTER

KZPL/Kansas City, MO
DM: Nick McCabe
PD: Ted Edwards
MD: Jason Justice
6 STEREPHONICS

WOKI/Knoxville, TN*
PD: Jim Ziegler
MD: Aimee Baumer
No Adds

WFPK/Louisville, KY
DM: Brian Ken
PD: Dan Reed
APD/MD: Stacy Owen
POLYPHONIC SPREE
ROBERT EARL KEEN
JOHNNY A.

WMMM/Madison, WI*
PD: Tom Teuber
MD: Gabby Parsons
5 BEN HARPER
4 JOHNNY A.
2 HOWIE DAY

WMPS/Memphis, TN*
PD: Steve Richards
MD: Alexandra Inzer
17 ROBERT EARL KEEN
BIG HEAD TODD AND THE MONSTERS
BEN HARPER

KTCZ/Minneapolis, MN*
PD: Lauren MacLeash
APD/MD: Mike Wolf
BIG HEAD TODD AND THE MONSTERS

WGTX/Minneapolis, MN*
DM: Dave Hamilton
PD: Jeff Collins
14 WHEAT
9 HOWIE DAY

WZEW/Mobile, AL*
DM: Tim Camp
PD: Brian Hart
MD: Lee Ann Konik
2 NORAH JONES
MELISSA ETHERIDGE

WBJB/Monmouth, NJ
DM/MD: Tom Brennan
APD: Leo Zaccari
MD: Jeff Raspe
13 OWLSLEY
ANNIE LENNOX
AUR
LUCY KAPLANSKY
NERISSA NEILDS & KATRYNA

KPIG/Monterey, CA
DM/MD: Laura Ellen Hopper
APD: Aileen MacNeary
4 ROBERT EARL KEEN
4 SOUTHERN CULTURE ON THE SKIDS
4 FLATLANDERS
3 INDIGENOUS

WRLT/Nashville, TN*
DM/MD: David Hall
APD/MD: Rev. Keith Coes
BEN HARPER
BRUCE COCKBURN

WFUV/New York, NY
PD: Chuck Singleton
MD: Rita Houston
9 MAVERICKS
8 VAN MORRISON
4 JOSH RITTER
3 MATTHEW RYAN
NELLIE MCKAY
VAN HUNT
DAVID BERKELEY
BIG HEAD TODD AND THE MONSTERS
JOHNNY A.
LUCY KAPLANSKY
PAUL KELLY
BENS

KCTY/Omaha, NE*
PD/MD: Ryan "Stash" Morton
No Adds

WXPN/Philadelphia, PA
PD: Bruce Warren
APD/MD: Helen Leicht
8 THRILLS
8 JOSH RITTER
5 JACK WHITE
5 BIG HEAD TODD AND THE MONSTERS
1 JOHNNY A.
1 JAMIE CULLUM
1 MATTHEW RYAN

WYEP/Pittsburgh, PA
PD: Rosemary Welsch
MD: Mike Sauter
DAR WILLIAMS
BEN HARPER
VAN MORRISON
JOHNNY A.
SOUTHERN CULTURE ON THE SKIDS

WCLZ/Portland, ME
PD: Herb By
MD: Brian James
10 JOHN WESLEY HARDING

KINK/Portland, OR*
PD: Dennis Constantine
MD: Kevin Welch
WATCHDOG TWENTY
GUSTER
MICHAEL ANDREWS/IGARY JULES

WXRV/Portsmouth, NH*
PD: Nicole Sandler
MD: Dana Marshall
JOHN MAYER
BIG HEAD TODD AND THE MONSTERS
JOHNNY A.
MINDY SMITH

WDST/Poughkeepsie, NY
MD: Roger Menell
15 BEN HARPER
POLYPHONIC SPREE
MATTHEW RYAN
KEB' MO'
MINDY SMITH

KTHV/Reno, NV*
DM: Rob Brooks
PD: Harry Reynolds
APD/MD: David Herold
10 JOHNNY A.
8 VAN MORRISON
4 ZIGGY MARLEY
1 MINDY SMITH
FORMAT
HOWIE DAY
BEN HARPER
JOAN BAEZ
ROBERT EARL KEEN

WOCM/Salisbury, MD
PD: Joshua Ciendaniel
APD/MD: Debora Lee
14 LOS LONELY BOYS
14 JOHNNY LANG
10 BARENAKED LADIES
10 EARL SLICK
7 PAT NEVINS
7 RAINBOW TROUT
7 TONY MARTINO
7 STARSAILOR
7 BIG HEAD TODD AND THE MONSTERS
7 DAVE MURPHY

KENZ/Salt Lake City, UT*
DM/MD: Bruce Jones
MD: Kari Bushman
1 JOHN MAYER
TEITUR

KPRI/San Diego, CA*
PD/MD: Dona Shaieb
2 LOS LONELY BOYS
VAN MORRISON

KFOG/San Francisco, CA*
PD: David Benson
APD/MD: Haley Jones
14 THRILLS
13 JOE FIRSTMAN

KBAC/Santa Fe, NM
PD: Ira Gordon
13 VAN MORRISON
13 BEN HARPER
13 BRUCE COCKBURN
3 SOUL OF JOHN BLACK
LUCY KAPLANSKY
SOUTHERN CULTURE ON THE SKIDS
HOWIE DAY
FLATLANDERS
MINDY SMITH

KTAO/Santa Fe, NM
DM: Mitch Miller
PD: Brad Mockmeyer
MD: Paddy Mac
8 BEN HARPER
8 ZIGGY MARLEY
7 PAUL KELLY
7 VAN MORRISON
6 MATTHEW RYAN
6 FORMAT
6 HOWIE DAY

KRSH/Santa Rosa, CA*
DM/MD: Dean Kaitari
MD: Michelle Marques
2 RYAN ADAMS
1 ROBERT EARL KEEN
1 SHANE WICKOLSON
1 ZIGGY MARLEY
SOUL OF JOHN BLACK
PAUL KELLY
VAN MORRISON
ROBERT BRADLEY'S BLACKWATER SURPRISE
JOHNNY A.
FORMAT
BEN HARPER
PAT GREEN
MATTHEW RYAN

WVVV/Savannah, GA
DM/MD: Bob Neumann
APD/MD: Gene Murrell
2 ROBERT BRADLEY'S BLACKWATER SURPRISE
2 PEARL JAM
2 KEB' MO'

KMTT/Seattle, WA*
PD: Chris Mays
APD/MD: Shawn Stewart
5 LOS LONELY BOYS
1 VAN MORRISON

National Programming

Added This Week



Ali Castelinni 215-898-6677

HOWIE DAY She Says
JOHNNY A. I Had To Laugh
MARK GEARY Gingerman
MATTHEW RYAN Return To Me
SOUL OF JOHN BLACK Scandalous (No. 9)



Rob Reinhart 734-761-2043

BERNIE LEADON Backup Plan
JONATHA BROOKE Better After All
PATRICK PARK Thunderbolt
SCOTT THOMAS Courage

WRNX/Springfield, MA*
PD: Tom Davis
APD: Donnie Moorhouse
MD: Lesa Withane

KCLC/St. Louis, MO
DM: Mike Wall
PD: Rich Reighard
MD: Ervin Williams

*Monitored Reporters

49 Total Reporters

24 Total Monitored

25 Total Indicator



AAA ARTIST OF THE WEEK

ARTIST: Ryan Adams

LABEL: Lost Highway/IDJMG

By JOHN SCHOENBERGER / TRIPLE A EDITOR



Since we were first introduced to Ryan Adams via his band Whiskeytown, it has been quite clear that this man is one of the best songwriters currently on the music scene. Furthermore, since he has been out on his own as a solo artist, he has demonstrated that he has a wealth of musical ideas just dying to come out. From the introspective *Heartbreaker* in 2000 to his 2001 mainstream breakthrough, *Gold*, to his collection of demos, aptly titled *Demolition*, released in 2002, Adams has explored his muse from one end of the musical (and emotional) spectrum to the other.

But as is often the case with an artist as prolific as Adams, it's hard to get him to stand still for very long. After delivering what he thought would be the official followup to *Gold*, he ended up returning to the studio to record another album. As a result, we now have two EPs by the name of *Love Is Hell* and an album called *Rock N Roll* to ponder.

The EPs continue Adams' exploration of love gone terribly wrong, and the subdued nature of the songs allows his amazing sense of melody, song structure and lyrical focus to shine. Highlights include "Political Scientist," "This House Is Not for Sale" and his take on "Wonderwall" from Vol. 1 of *Love Is Hell*; and "City Rain, City Streets," "I See Monsters" and "English Girls Approximately" from Vol. 2. They reveal what I like to think is the real Ryan Adams, when he is alone with himself, drinking from the creative well.

However, as we all know by now, there is another side to Adams' personality that holds as much, if not more, sway over him. That's the artist who views himself

within the historical context of popular music, and, perhaps more importantly, an artist who sees himself as the one who needs to remind us of where rock 'n' roll has been and the unlimited potential the genre still holds.

Adams is still strongly connected to the alt-country garden he bloomed from, but he also wants us to know that he can rock — in a big way. Enter *Rock N Roll*. Sure, the album was quickly brought to fruition at the request of his label, but pulling it off is a big part of Adams' charm. Give him a goal, and he'll reach for it and attain it so he can move on to the next thing.

As with *Gold*, which revealed '70s rock's influence on him, *Rock N Roll* continues his use of certain styles and eras as touchstones to form a new vision. Using the mind-set and the sounds of his forbearers, he takes one step further with songs such as "Burning Photographs," "So Alive" and "This Is It."

Regardless of whether Adams is flexing his ego, his rock 'n' roll attitude (which he has an abundance of) or his creative muscle, there is no denying he is a genius living among us. Meanwhile, he's already hard at work on his next project, or is it two — or three?

ON THE RECORD

With Rita Houston MD, WFUV/New York



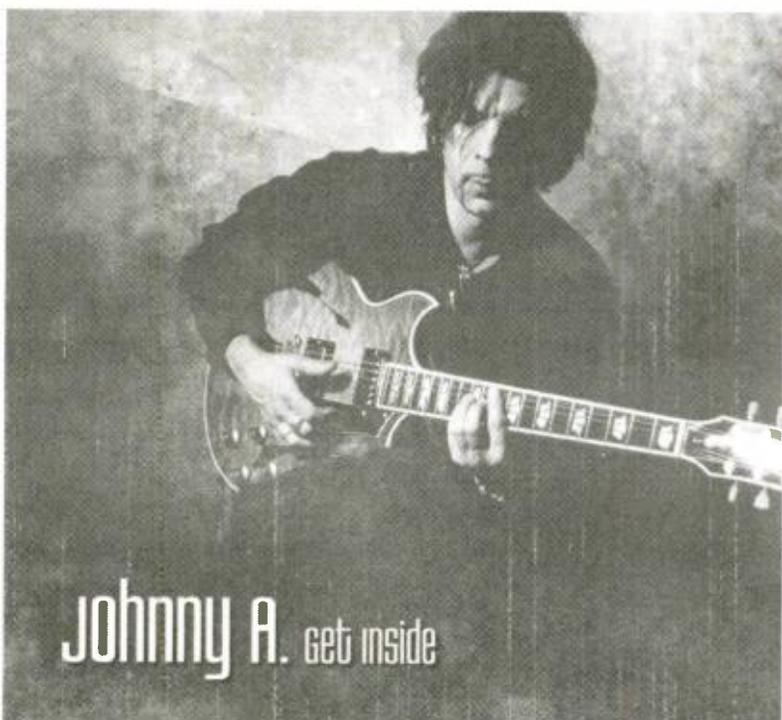
I'm an original, longtime Indigo Girls fan. I was at some of the first shows they ever did, in New York in the late '80s. Now, nine albums and thousands of shows later, Indigo Girls continue to inspire me on both a personal and professional level. • Think about it: What other artist has consistently released solid albums through two decades, with career-spanning sales figures top-

ping 7 million units? That, along with an enormous and loyal fan base, sets the stage for what I believe will be a great Triple A release for 2004: *All That We Let In*, coming in February. • As is usual for Indigo Girls, this album runs deep with catchy songs that mean something. It starts with the first single, "Perfect World," an upbeat song about personal responsibility. Then there's "Tether," a more complex-sounding song with the similarly complex subject matter of war and weapons featuring Joan Osborne on powerful supporting vocals. And the opening track, "Fill It Up Again," compares a doomed relationship to a hole in the ozone, but in a good way. Really! • Of course, any non-believers need only attend an Indigo Girls concert, where you can feel the magic of music, of live performance and of two great songwriters making a mark in our time.

Triple A ON THE RADIO

The bullets are back in a big way this week, as we are going full strength with monitored airplay again. **Counting Crows** hold at 1* for the second week, **Guster** make a big move to 2*, **Norah Jones** leaps up to 4*, and **Melissa Etheridge** rounds out the top five at 5* ... Other projects making solid gains this week include **Five For Fighting**, **The Thrills**, **Jet**, **Sting**, **Damien Rice**, **John Eddie**, **John Mayer**, **Rooney** and **EastMountainSouth** ... **Los Lonely Boys** and **Keb' Mo'** debut ... On the Indicator chart **Dave Matthews** holds at No. 1 for the seventh week, **Indigo Girls** and **Guster** move into the top five, and **Jones** jumps 12*-6* ... Other projects showing growth include **Jonatha Brooke** (14*-12*), **Starsailor** (24*-15*) and **Joss Stone** (22*-20*) ... **Ryan Adams**, **Sting**, **Keb' Mo'** and **Rooney** debut ... It is another week of significant action in the Most Added category, with **Van Morrison** pulling in 15 total adds (No. 2 monitored, No. 1 Indicator), both **Ben Harper** (No. 1 monitored, No. 3 Indicator) and **Johnny A.** (No. 2 on both panels) grabbing 14 total adds, and **Howie Day** getting 12 adds (No. 2 monitored, No. 4 Indicator) ... Also having a good first week were **Robert Earl Keen**, **Wheat**, **The Format**, **Matthew Ryan** and **Paul Kelly** ... **Big Head Todd**, **Mindy Smith**, **Mayer** and **Los Lonely Boys** close some important holes.

— John Schoenberger, Triple A Editor



"I HAD TO LAUGH"
#2 MOST ADDED!
Monitored & Indicator

14 New Adds This Week!

WFUV/New York
WYEP/Pittsburgh
WFPK/Louisville
WMMM/Madison
KTHX/Reno

WXPN/Philadelphia
WCBE/Columbus
WAPS/Akron
KRSH/Santa Rosa
WNCS/Burlington

WRNR/Baltimore
WTTS/Indianapolis
WRNX/Springfield
WXRV/Portsmouth



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LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	THIS WEEK PLAYS	+ / - PLAYS	CUMULATIVE PLAYS
1	1	C.TAYLOR & C. RODRIGUEZ The Trouble With Humans (<i>Lonestar</i>)	737	+6	9633
2	2	ROBERT EARL KEEN Farm Fresh Onions (<i>Audium/Koch</i>)	588	-46	10689
5	3	BOTTLE ROCKETS Blue Sky (<i>Sanctuary/SRG</i>)	570	-23	4425
4	4	MAVERICKS The Mavericks (<i>Sanctuary/SRG</i>)	563	-42	10148
3	5	VARIOUS ARTISTS Just Because I'm A Woman... (<i>Sugar Hill</i>)	542	-63	8843
7	6	LYLE LOVETT My Baby Don't Tolerate (<i>Curb/Lost Highway</i>)	539	-18	10127
6	7	RODNEY CROWELL Fate's Right Hand (<i>DMZ/Columbia</i>)	535	-46	13394
9	8	ADRIENNE YOUNG Plow To The End Of The Row (<i>Addie Belle</i>)	455	-16	8349
8	9	EMMYLOU HARRIS Stumble Into Grace (<i>Nonesuch</i>)	441	-33	8688
10	10	ALBERT LEE Heartbreak Hill (<i>Sugar Hill</i>)	421	-39	5590
12	11	VARIOUS ARTISTS Cold Mountain Soundtrack (<i>DMZ/Sony Music</i>)	397	+18	1084
11	12	HOT CLUB OF COWTOWN Continental Stomp (<i>Hightone</i>)	382	-29	4394
Debut	13	FLATLANDERS Wheels Of Fortune (<i>New West</i>)	379	+310	448
31	14	HOLMES BROTHERS Simple Truths (<i>Alligator</i>)	348	+99	791
14	15	VARIOUS ARTISTS Livin, Lovin, Losin... (<i>Universal South</i>)	342	-15	6452
15	16	DELBERT MCCLINTON Live (<i>New West</i>)	341	-4	3253
16	17	CHRIS KNIGHT The Jealous Kind (<i>Dualtone</i>)	333	-10	8477
13	18	DARRELL SCOTT Theatre Of The Unheard (<i>Full Light</i>)	324	-47	7901
19	19	PAUL BURCH Fool For Love (<i>Bloodshot</i>)	311	-12	3087
18	20	KARL SHIFLETT AND BIG COUNTRY Worries On My Mind (<i>Rebel</i>)	309	-19	3308
20	21	SHELBY LYNNE Identity Crisis (<i>Capitol</i>)	301	-16	8106
17	22	MARTY STUART AND HIS... Country Music (<i>Columbia</i>)	294	-43	5622
21	23	PATTY LOVELESS On Your Way Home (<i>Epic</i>)	283	-18	4763
36	24	MARK ERELLI Hillbilly Pilgrim (<i>Signature Sounds</i>)	274	+94	563
Debut	25	BR5-49 Tangled In The Pines (<i>Dualtone</i>)	271	+156	386
23	26	TIM O BRIEN Traveler (<i>Sugar Hill</i>)	270	-22	11065
26	27	THAD COCKRELL Warmth & Beauty (<i>Yep Roc</i>)	263	-8	3808
24	28	ROSIE FLORES Single Rose (<i>Independent</i>)	260	-18	1774
28	29	JOE ELY Streets Of Sin (<i>Rounder</i>)	252	-1	14616
30	30	LITTLE FEAT Kickin It At The Barn (<i>Hot Tomato</i>)	249	-4	1887

The Americana Airplay chart represents the reported play of terrestrial radio stations, nationally syndicated radio shows, satellite radio and internet stations that have agreed to submit weekly spin counts. For more information please visit www.americanamusic.org. © 2004 Americana Music Association.

Americana Spotlight

by John Schoenberger

Artist: Mark Erelli

Label: Signature Sounds



We were first introduced to Boston-based Mark Erelli back in 1999 with his eponymous debut, and in 2001 he followed that up with *Compass and Companion*. Both projects garnered the young singer-songwriter considerable critical praise and even a couple of Boston Music Award nominations. But with *Hillbilly Pilgrim*, Erelli has decided to try something a little different. After spending some time with old country recordings by artists such as Bob Willis and Hank Thompson, he was inspired to make an album that paid homage to the great days of country swing — but do it with a modern sensibility. "This album is for the optimist in me who needs to cut loose and have some fun every now and then," says Erelli. "There's more to my brand of music than hitting people over the head with everything that's gone wrong." Backed by another Boston-area favorite, The Spurs — Frankie Blandino on steel guitar, Rich Dubois on bass, Jerry Miller on guitar and Johnny Sciacia on bass — Erelli delves into a timeless sound that has plenty of contemporary sass. The group is joined by Erin McKeown, Jake Amerding and Kris Dermhorst on vocals and Lorne Entress on drums. Check out "Pilgrim Highway," "Brand New Baby" and "Let's Make a Family."

Americana News

WGRX/Fredericksburg, VA is looking to increase its Americana programming, and it needs product. Send CDs to Stephanie Taylor at WGRX, 4414 Lafayette Blvd., Ste. 100, Fredericksburg, VA, 22408. Taylor can be reached at 540-891-9696 or staylor@thunder1045.com ... A two-station simulcast in Spokane — KIBR and KICR — is set to launch Americana programming. Send product to Dylan Benefield at KPND, 327 South Marion Ave., Sandpoint, ID, 83864. Contact Benefield at 208-263-2179 or dylan@953kpnd.com ... Recordings by Johnny Cash, Glen Campbell, Floyd Cramer and The Everly Brothers are among the 33 additions to the Grammy Hall of Fame, the Recording Academy recently announced ... The legendary Cherry Bombs — Rodney Crowell, Vince Gill, Tony Brown, Richard Bennett and Hank DeVito — are back in the studio recording their first new album in more than 20 years ... Robin Eila Contreras and her husband, Cruiz, of the band Robinella & The CC String Band are expecting their first child ... The Dixie Chicks will receive the Patrick Lippert Award during the 11th annual Rock the Vote Awards, presented by MTV and Rock the Vote on Feb. 7 ... The North America Folk Music and Dance Alliance will present lifetime achievement awards next month at its convention in San Diego to New Lost City Ramblers, Bess Lomax Hawes and the late Mississippi John Hurt ... Ralph Stanley and his band headlined a benefit recently for the Ralph Stanley Museum and Traditional Mountain Music Center, now under construction in Clintwood, VA.

Note: If you have Americana news, please forward it to jschoenberger@radioandrecords.com.

Most Added®

ARTIST TITLE LABEL(S)	ADDS
Flatlanders Wheels Of Fortune (<i>New West</i>)	33
BR5-49 Tangled In The Pines (<i>Dualtone</i>)	18
Old Crow Medicine Show OCMS (<i>Nettwerk America</i>)	16
Holmes Brothers Simple Truths (<i>Alligator</i>)	10
Mark Erelli Hillbilly Pilgrim (<i>Signature Sounds</i>)	9

KWKYS KOMC WXTU WBT WQLZ KEES WEDR Radio Alegria WNVZ WKIX WKXP KSMB Scot-FM WNEL WPRM Radio Venus WQOK WENN KOKU

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901-725-0855
radio servicing@ardentrecords.com

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417-358-5135
st.annon@shannonbecker.com

Blackberry Records
Sandra Graham
601-684-0117

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bryan@radio-media.com

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Cross-Driven Records
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615-287-9215
dennis@d2entertainment.com

Culdesac Records
Britt Smiley
480-220-4453
britt@culdesacrecords.com

Curb Records
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jbutler@curb.com

Daywind Music Group
Rhonda Thompson
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Eddie Christy Management
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eddie@eddiechristy.com

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Gospo Centric/B-Rite
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615-322-1212
lklosterman@tkomarketing.net

Gotee Records
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Grrr Records
Caryl Montroy
773-561-2450 x6331
cmontroy@jpusa.org

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IHS Promotions
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mtgflorida@aol.com



THE GANG'S ALL HERE It was double trouble as one of American Idol's favorite finalists and new Gospo Centric recording artist R.J. Helton and WONU/Chicago staffers stopped by R&R's Nashville offices at the same time. Seen here during the visit are (l-r, front row) R&R Nashville Office Manager Kyle Anne Paulich; Helton; (middle row, l-r) WONU MD Mallory DeWees; R&R Christian Sales Rep Jennifer Allen and Christian Editor Rick Welke; and WONU Director/Outreach & Marketing Sarah Lenfield, (back row, l-r) Station Manager Bill DeWees and PD Justin Knight.

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615-312-5643
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bblinn@springhillmusic.com

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206-691-9782
amanda@toothandnail.com

Top5Promotions
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The CCM Update

Christian Retail, Radio & Records Newsweekly

The **CCM** Update

Editor
Lizza Connor

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Winter's Spinworthy Projects

Christian labels set eclectic and exciting cold-weather menu

Take a look at this diverse crop of winter releases, featuring warm sounds from established artists and cool offerings from newcomers.

George Rowe

Think About That
(Rockettown)

File Under: Pop/R&B

New artist George Rowe brings a dose of groovy R&B flavor to the



Rockettown roster with his debut, *Think About That*, for which Rowe and producer Brian Steckler penned most of the 10 upbeat, well-written tunes. An accomplished pianist, Rowe holds down the keys with passion and perfect timing, and his vocal delivery sits nicely atop the glossy arrangements.

Piano and tasteful percussion drive the majority of the tracks, lending a pop feel perfect for Christian AC radio. But there's also an obvious gospel influence in the mu-

sic that helps set Rowe apart from his singer-songwriter contemporaries. A song like "We Exalt You," with its soulful vocals and backing gospel choir on the chorus, could have been pulled straight from a Kirk Franklin or Donnie McClurkin record.

"Broken" is a delicate yet powerful piano- and cello-based ballad with a gentle melody and lyrics of longing for redemption and healing from the Heavenly Father. The title track is also a standout, with its catchy, singable chorus and simple groove, and "Swerve" is just a fun song to listen to — kudos to the team for the creative percussion arrangements.

Overall, Rowe's style evokes a mix of Michael Jackson and early 4Him. A strange combination, I know, but listen for yourself, and I think you'll agree. It's a mix that works and a record that deserves a spin.

Out Of Eden

Peace, Love And Happiness
(Gotee)

File Under: Pop/Hip-Hop/R&B

Sister trio Out Of Eden are celebrating their 10 years in music min-

istry with a Feb. 10 release, *Love, Peace and Happiness*, on longtime label home Gotee Records. Rarely have these singers made a misstep during their decade of music-making, and their fifth album is no exception.

Lisa Kimmey, Andrea Kimmey-Baca and Danielle Kimmey all take their turn stepping up to the mike, and each singer's delivery is golden. Their harmony is in tip-top shape, blending effortlessly as only family can.

The production on *Peace, Love and Happiness* is some of the best knob-turning in the business. Contemporary hip-hop styling — which can be credited to the efforts of Lisa Kimmey and cohorts including Kene Bell, Mooki Taylor and Liquid Beats — place the album alongside the best in the current mainstream market.

The album's 12 songs are energetic and danceable, while the lyrics set this album apart from what Missy Elliott, Eve and other hip-hop divas are serving up to their fans. Out Of Eden have always taken great care to deliver tunes with deep meaning and positive messages. The songs on *Peace, Love and Happiness* cover topics ranging from relationships with the opposite sex to a relationship with God above, and Out Of Eden deliver their faith-based worldview

without ever sounding preachy or self-righteous.

So far the result of Out Of Eden's decade of effort has been success to the tune of more than 1 million albums sold. *Peace, Love and Happiness* is sure to take them well beyond the 2 million mark.

Falling Up *Crashings* (BEC)

File under: Metal

Falling Up are a new addition to the BEC roster of rock, metal and emo bands, and the six 20-something members combine angst and emotion quite nicely with the latest traditional praise and worship trend.

The band's name stems from the first song written by the early lineup of vocalist Jessy Ribordy and guitarist Tom Cox. The topic of "Falling Up" was man's imperfection and God's ability to compensate for that via His grace in men's lives.

Since the guys of Falling Up were discovered in Albany, OR by now-labelmates Kutless a few years ago, they've made it their mission, says Ribordy, to "tell everyone who listens to our music and goes to our shows about the love we have in Christ."

The group's 11-song debut combines rock, metal and rap influences and features guest vocals from, among others, Jon Micah Sumrall of Kutless and Ryan Clark of Demon Hunter. Rock producer extraordinaire Aaron Sprinkle (Kutless, Anberlin) astutely steers the new project, *Crashings*, a declaration of love for Christ with dynamic sonic backing.

The first single from *Crashings*, "Broken Heart," recently entered the R&R Christian Rock chart. Fans can catch the band live this winter on the Sea of Faces Tour with Thousand Foot Krutch and FM Static.

Floyd Ellsworth *Cried Holy* (Doxology)

File under: Gospel

In November 2003 Doxology announced the signing of worship artist Floyd Ellsworth, and in a few weeks Ellsworth will release his first national offering on his new label home. *Cried Holy*, slated to hit the market Feb. 24, beautifully bridges the gap between gospel and worship.

Ellsworth's pleasant vocals and mellow arrangements make the listening experience a nice one. Tinkling pianos, light percussion and a backing choir are the core elements of this project, produced by renowned songwriter and worship leader Israel Houghton with Aaron Lindsey and Mark Stocker.

Cried Holy's 14 vertical songs were penned by Ellsworth and the project's producers, and every song on the album could fit right in with the worship standards sung in church on any given Sunday. Each focuses on moving the listener closer to the Father. "The Weight of Your Glory," a lilting duet, is one of my favorite tracks on the CD, and "King of Glory" has a Latin flavor that stretches the boundaries of gospel and worship music.

— Lizza Connor

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January 30, 2004

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+ / - PLAYS	WEEKS ON CHART	TOTAL STATIONS
1	1	MARK SCHULTZ You Are A Child Of Mine (Word/Curb/Warner Bros.)	1605	-19	16	55/0
3	2	THIRD DAY Sing A Song (Essential/PLG)	1547	+91	10	58/3
4	3	STEVEN CURTIS CHAPMAN Moment Made For Worshipping (Sparrow)	1467	+53	11	55/1
5	4	MATTHEW WEST More (Sparrow/Universal South)	1432	+156	8	53/1
2	5	DARLENE ZSCHECH Pray (INO)	1384	-112	16	53/0
8	6	JARS OF CLAY Show You Love (Essential/PLG)	1224	+39	14	46/1
6	7	NEWSBOYS You Are My King (Amazing Love) (Sparrow)	1151	-83	22	38/0
7	8	CASTING CROWNS If We Are The Body (Beach Street/Reunion/PLG)	1149	-53	22	37/0
9	9	JEREMY CAMP Right Here (BEC)	996	+55	10	41/4
12	10	ERIN O'DONNELL Wide Wide World (Inpop)	927	+26	14	36/0
17	11	AUDIO ADRENALINE Leaving 99 (ForeFront)	851	+200	3	41/5
15	12	NATE SALLIE Whatever It Takes (Curb)	838	+113	5	37/6
14	13	WARREN BARFIELD Mistaken (Creative Trust Workshop)	829	+74	9	31/2
18	14	AVALON All (Sparrow)	818	+174	3	41/7
11	15	MERCYME Word Of God Speak (INO)	805	-76	38	27/0
10	16	BIG DADDY WEAVE Fields Of Grace (Fervent)	784	-125	21	33/0
16	17	TAIT Lose This Life (ForeFront)	654	-18	10	29/1
20	18	DAVID CROWDER BAND O Praise Him (All This For A King) (Sixsteps/Sparrow)	609	+25	7	26/0
21	19	JOY WILLIAMS I Wonder (Reunion/PLG)	590	+9	13	25/1
13	20	JODY MCBRAYER & JADYN MARIA Never Alone (Nunca Solo) (Sparrow)	582	-186	18	24/0
24	21	NICHOLE NORDEMAN Even Then (Sparrow)	561	+85	4	27/4
19	22	NATALIE GRANT Deeper Life (Curb)	534	-79	13	24/0
23	23	DELIRIOUS? Rain Down (Sparrow)	510	+32	2	24/3
25	24	POINT OF GRACE The Love Of Christ (Word/Curb/Warner Bros.)	502	+38	3	24/1
26	25	STACIE ORRICO (There's Gotta Be) More To Life (ForeFront/Virgin)	461	+9	24	19/0
22	26	GEORGE ROWE Everlasting (Rocketown)	460	-52	7	18/0
27	27	AMY GRANT Out In The Open (Word/Curb/Warner Bros.)	456	+26	4	19/1
Debut	28	TODD AGNEW Grace Like Rain (Ardent)	406	+84	1	23/7
28	29	FFH Ready To Fly (Essential/PLG)	406	-13	23	16/0
Debut	30	PHILLIPS, CRAIG & DEAN Here I Am To Worship (Sparrow)	390	+68	1	16/1

62 AC reporters. Songs ranked by total plays for the airplay week of Sunday 1/18 - Saturday 1/24. © 2004 Radio & Records.

New & Active

- PLUS ONE** Be Love (Inpop)
Total Plays: 390, Total Stations: 17, Adds: 1
- KRISTY STARLING** Something More (Word/Curb/Warner Bros.)
Total Plays: 381, Total Stations: 17, Adds: 1
- SCOTT RIGGAN** I Love You Lord (Spinning Plates)
Total Plays: 368, Total Stations: 16, Adds: 3
- SONICFLOOD** Shelter (INO)
Total Plays: 344, Total Stations: 18, Adds: 2
- SARAH KELLY** Take Me Away (Gotee)
Total Plays: 284, Total Stations: 14, Adds: 1

- TREE63** Blessed Be Your Name (Inpop)
Total Plays: 229, Total Stations: 13, Adds: 5
- MICHAEL GUNGOR** Move Me (Vertical)
Total Plays: 221, Total Stations: 8, Adds: 0
- JEFF DEYO f/RITA SPRINGER** Bless The Lord (Gotee)
Total Plays: 210, Total Stations: 9, Adds: 0
- SUPERCHICK** I Belong To You (Inpop)
Total Plays: 186, Total Stations: 8, Adds: 0
- BETHANY DILLON** Beautiful (Sparrow)
Total Plays: 184, Total Stations: 10, Adds: 6

Songs ranked by total plays

Most Added®

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ARTIST TITLE LABEL(S)	A00S
AVALON All (Sparrow)	7
TODD AGNEW Grace Like Rain (Ardent)	7
NATE SALLIE Whatever It Takes (Curb)	6
BETHANY DILLON Beautiful (Sparrow)	6
AUDIO ADRENALINE Leaving 99 (ForeFront)	5
TREE63 Blessed Be Your Name (Inpop)	5
JEREMY CAMP Right Here (BEC)	4
NICHOLE NORDEMAN Even Then (Sparrow)	4

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
AUDIO ADRENALINE Leaving 99 (ForeFront)	+200
AVALON All (Sparrow)	+174
BETHANY DILLON Beautiful (Sparrow)	+158
MATTHEW WEST More (Sparrow/Universal South)	+156
NATE SALLIE Whatever It Takes (Curb)	+113
THIRD DAY Sing A Song (Essential/PLG)	+91
NICHOLE NORDEMAN Even Then (Sparrow)	+85
TODD AGNEW Grace Like Rain (Ardent)	+84
TREE63 Blessed Be Your Name (Inpop)	+83
SONICFLOOD Shelter (INO)	+78

Christian Activity

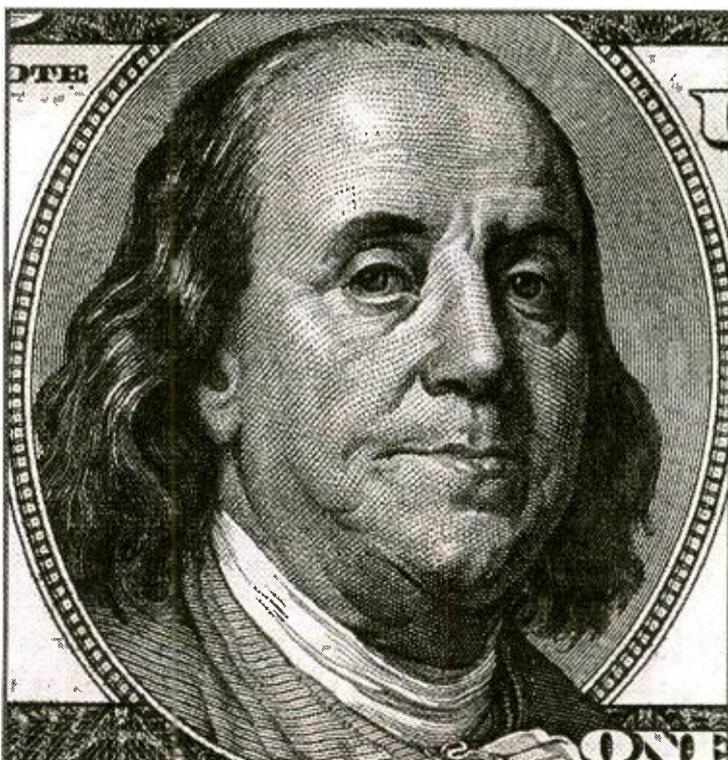
by Rick Welke

Bunching Up

As Mark Schultz celebrates his seventh week at No. 1, there are a few other artists hot on his tail to take over the coveted spot in the next week or two. **Third Day** (3-2, +91) have the best shot, as they're now on 58 stations. **Steven Curtis Chapman** (4-3, +53) and **Matthew West** (5-4, +156) both need significant increases in stations or plays to leap ahead of Third Day.

As the top tier fights over chart position, another bunch are positioning themselves for a brawl for the top in the coming weeks. **Audio Adrenaline** (17-11, +200), **Nate Sallie** (15-12, +113), **Warren Barfield** (14-13, +74) and **Avalon** (18-14, +174) should all make serious dents in the top 10 in the next couple of weeks.

Power movers on the bottom half of the chart include tunes by **Nichole Nordeman**, **Todd Agnew**, **Tree63** and New & Active newcomer **Bethany Dillon**.



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CHR TOP 30

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART	TOTAL STATIONS
1	1	JARS OF CLAY Show You Love (Essential/PLG)	1024	-21	15	27/0
2	2	JEREMY CAMP Right Here (BEC)	1001	+60	11	27/2
3	3	CASTING... If We Are... (Beach Street/Reunion/PLG)	826	-104	19	21/0
4	4	THIRD DAY Sing A Song (Essential/PLG)	774	+16	10	23/1
6	5	TAIT Lose This Life (ForeFront)	754	+88	13	21/1
7	6	PAUL WRIGHT Your Love Never Changes (Gotee)	749	+84	14	21/2
8	7	TODD AGNEW Grace Like Rain (Ardent)	745	+105	8	20/0
14	8	AUDIO ADRENALINE Leaving 99 (ForeFront)	634	+70	4	26/2
9	9	FM STATIC Crazy Mary (Tooth & Nail)	628	+31	20	16/0
5	10	NEWSBOYS You Are My King (Amazing Love) (Sparrow)	627	-110	22	18/0
11	11	MATTHEW WEST More (Sparrow/Universal South)	600	+12	6	18/1
13	12	PLUS ONE Be Love (Inpop)	592	+22	8	20/1
12	13	SKILLET Savior (Ardent)	576	-3	10	16/0
10	14	JOY WILLIAMS By Surprise (Reunion/PLG)	556	-37	14	17/1
18	15	DELIRIOUS? Rain Down (Sparrow)	487	+67	2	20/2
15	16	SARAH KELLY Take Me Away (Gotee)	472	-4	5	16/0
21	17	PILLAR Further From Myself (Flicker)	424	+42	4	16/2
26	18	BARLOWGIRL Harder Than The First Time (Fervent)	416	+55	3	14/1
16	19	SWITCHFOOT Gone (Sparrow)	412	-25	29	11/0
17	20	TELECAST The Way (BEC)	409	-12	6	14/1
19	21	PLUMB Unnoticed (Curb)	389	-15	7	14/0
29	22	WARREN BARFIELD Mistaken (Creative Trust Workshop)	383	+45	2	12/2
22	23	D. CROWDER BAND O Praise Him... (Sixsteps/Sparrow)	368	-11	6	13/0
28	24	JONAH33 Faith Like That (Ardent)	359	+12	11	9/0
24	25	SANCTUS REAL Beautiful Day (Sparrow)	353	-17	5	12/0
20	26	J. MCBRAYER & J. MARIA Never Alone... (Sparrow)	316	-76	12	11/0
-	27	MERCYME Word Of God Speak (INO)	302	-10	4	7/0
27	28	DOWNHERE Breaking Me Down (Squint/Curb/Warner Bros.)	302	-58	4	12/0
23	29	S. ORRICO (There's Gotta Be) More To Life (ForeFront/Virgin)	295	-81	26	10/0
25	30	BIG DADDY WEAVE Fields Of Grace (Fervent)	294	-72	17	8/0

28 CHR reporters. Songs ranked by total plays for the airplay week of Sunday 1/18 - Saturday 1/24.
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New & Active

OUT OF EDEN Love, Peace & Happiness (Gotee)
 Total Plays: 293, Total Stations: 13, Adds: 3

SUPERCHICK I Belong To You (Inpop)
 Total Plays: 282, Total Stations: 10, Adds: 1

SEVEN PLACES Landslide (BEC)
 Total Plays: 265, Total Stations: 13, Adds: 2

NATE SALLIE Whatever It Takes (Curb)
 Total Plays: 225, Total Stations: 9, Adds: 1

M. SCHULTZ You Are A Child Of Mine (Word/Curb/Warner Bros.)
 Total Plays: 210, Total Stations: 8, Adds: 1

ERIN O'DONNELL Wide Wide World (Inpop)
 Total Plays: 201, Total Stations: 7, Adds: 1

BETHANY DILLON Beautiful (Sparrow)
 Total Plays: 178, Total Stations: 9, Adds: 5

TREE63 Blessed Be Your Name (Inpop)
 Total Plays: 137, Total Stations: 8, Adds: 3

KIDS IN THE WAY Hallelujah (Flicker)
 Total Plays: 127, Total Stations: 4, Adds: 1

P.O.D. Will You (Atlantic)
 Total Plays: 118, Total Stations: 3, Adds: 0

ROCK TOP 30

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART	TOTAL STATIONS
1	1	SANCTUS REAL Beautiful Day (Sparrow)	497	+9	9	33/0
2	2	PILLAR Further From Myself (Flicker)	458	0	9	31/1
3	3	TAIT Numb (ForeFront)	456	-1	9	37/1
5	4	KUTLESS Treason (BEC)	425	+24	8	34/0
4	5	SKILLET Savior (Ardent)	397	-51	16	30/0
6	6	KIDS IN THE WAY Hallelujah (Flicker)	390	+22	9	30/2
9	7	SEVEN PLACES Landslide (BEC)	378	+32	9	25/0
7	8	FALLING UP Broken Heart (BEC)	357	+9	6	25/0
8	9	P.O.D. Will You (Atlantic)	291	-56	15	28/0
10	10	PLUMB Unnoticed (Curb)	283	-35	14	25/0
17	11	INSYDERZ Call To Arms (Floodgate)	266	+40	7	23/0
13	12	STRANGE CELEBRITY Rise (Squint/Curb/Warner Bros.)	263	+11	8	26/0
12	13	LAST TUESDAY Retaliation (DUG)	263	+4	4	21/0
11	14	BLEACH Get Up (Tooth & Nail)	255	-24	13	27/1
16	15	JONAH33 Faith Like That (Ardent)	230	-6	18	20/0
18	16	BARLOWGIRL Harder Than The First Time (Fervent)	228	+6	4	26/1
14	17	GS MEGAPHONE Venom (Spindust)	224	-24	12	20/1
	18	Debut> TREE63 The Answer To The Question (Inpop)	219	+77	1	22/6
15	19	DOWNHERE Breaking Me Down (Squint/Curb/Warner Bros.)	219	-20	11	23/0
19	20	TINMAN JONES Say Goodbye (Cross Driven)	206	-2	4	23/0
21	21	SPOKEN Promise (Tooth & Nail)	202	+7	17	16/0
22	22	PLUS ONE Poor Man (Inpop)	198	+4	2	23/1
	23	Debut> THOUSAND FOOT... Rawklist (Tooth & Nail/EMC)	195	+57	1	14/6
23	24	DISCIPLE One More Time (Slain)	193	+6	4	15/0
25	25	HOLLAND Shine Like Stars (Tooth & Nail)	180	-4	3	18/2
26	26	MODERN DAY JOHN Emanate (Independent)	166	-3	9	10/0
	27	Debut> INHABITED Rescue Me (Independent)	157	+31	1	16/3
	28	Debut> SKY HARBOR Welcome (Inpop)	156	+12	1	11/2
	29	Debut> RE:ZOUND Great I Am (Wrinkle Free)	154	+14	1	13/1
	30	Debut> MENDING POINT In Transit (Independent)	151	+24	1	10/2

39 Rock reporters. Songs ranked by total plays for the airplay week of Sunday 1/18 - Saturday 1/24.
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New & Active

BIG DISMAL Just The Same (Wind-up)
 Total Plays: 148, Total Stations: 16, Adds: 5

EAST WEST Seven (Floodgate)
 Total Plays: 132, Total Stations: 14, Adds: 1

CURBSQUIRRELS Six (DUG)
 Total Plays: 124, Total Stations: 9, Adds: 0

APOLOGETIX Look Yourself (Parodudes)
 Total Plays: 117, Total Stations: 11, Adds: 1

LUCERIN BLUE Chorus Of The Birds (Tooth & Nail)
 Total Plays: 107, Total Stations: 7, Adds: 0

GRAND PRIZE Will It Be The Same (Independent)
 Total Plays: 106, Total Stations: 12, Adds: 1

MANNAFEST You At Last (Independent)
 Total Plays: 100, Total Stations: 6, Adds: 0

JOHN REUBEN Move (Gotee)
 Total Plays: 89, Total Stations: 9, Adds: 1

EARTHSUIT Foreign (Math)
 Total Plays: 84, Total Stations: 4, Adds: 0

SEVENTH DAY SLUMBER Spiraling (Crown)
 Total Plays: 83, Total Stations: 10, Adds: 6



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INSPO TOP 20

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+ / - PLAYS	WEEKS ON CHART	TOTAL STATIONS
	1	S. CURTIS CHAPMAN Moment Made... (Sparrow)	375	+20	11	21/0
3	2	GEORGE ROWE Everlasting (Rocketown)	364	+28	12	20/1
2	3	M. SCHULTZ You Are A... (Word/Curb/Warner Bros.)	329	-8	13	18/1
4	4	DARLENE ZSCHECH Pray (IND)	327	+2	16	17/0
6	5	CHRIS RICE Untitled Hymn (Come To Jesus) (Rocketown)	309	+53	9	19/1
9	6	MARTINS What Mercy Means (Spring Hill)	260	+24	12	17/0
8	7	CASTING... If We Are... (Beach Street/Reunion/PLG)	245	-1	11	16/1
5	8	4HIM Fill The Earth (Word/Curb/Warner Bros.)	245	-47	18	15/0
10	9	POINT OF GRACE The Love... (Word/Curb/Warner Bros.)	237	+7	9	15/0
13	10	BIG DADDY WEAVE Completely Free (Fervent)	229	+33	8	13/0
7	11	WATERMARK... There Is None... (Creative Trust Workshop)	218	-31	19	14/0
14	12	RIVER Glorious (Ingrace)	198	+4	14	13/0
12	13	FFH Ready To Fly (Essential/PLG)	189	-18	17	10/0
11	14	VARIOUS ARTISTS The Gathering (Essential/PLG)	186	-30	15	10/0
18	15	C. BILLINGSLEY Your Love For Me (Perpetual Entertainment)	171	+29	3	14/2
20	16	JAMIE SLOCUM By Your Side (Curb)	161	+49	2	16/4
17	17	CECE WINANS Thirst For You (PureSprings/IND)	160	+14	4	12/0
16	18	NICHOLE NORDEMAN Even Then (Sparrow)	155	+9	3	10/0
15	19	KATINAS Changed (Gotee)	141	-19	8	11/2
Debut	20	PHILLIPS, CRAIG & DEAN Here I Am... (Sparrow)	118	+22	1	11/1

21 Inspo-reporters. Songs ranked by total plays for the airplay week of Sunday 1/18 - Saturday 1/24.
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Rhythmic Specialty Programming

RANK	ARTIST TITLE LABEL(S)
1	JOHN REUBEN Move (Gotee)
2	T-BONE Still Preachin' (Flicker)
3	MARS ILL Breathe Slow (Gotee)
4	L.A. SYMPHONY Gonna Be Alright (Gotee)
5	OUT OF EDEN Love, Peace & Happiness (Gotee)
6	VERES Love Triangle (Gotee)
7	MARY MARY Dance, Dance, Dance (Integrity)
8	KJ-52 Dear Slim Pt. 2 (BEC/Uprak)
9	APT. CORE No Such Thing As Time (Rocketown)
10	STUDENT That's It (Illect)

CHR Most Added

www.rindicator.com

ARTIST TITLE LABEL(S)	ADDS
BETHANY DILLON Beautiful (Sparrow)	5
OUT OF EDEN Love, Peace & Happiness (Gotee)	3
TREE63 Blessed Be Your Name (Inpop)	3

Rock Most Added

www.rindicator.com

ARTIST TITLE LABEL(S)	ADDS
TREE63 The Answer To The Question (Inpop)	6
THOUSAND FOOT KRUTCH Rawkfst (Tooth & Nail/EMC)	6
SEVENTH DAY SLUMBER Spiraling (Crowne)	6
BIG DISMAL Just The Same (Wind-up)	5
INHABITED Rescue Me (Independent)	3

Inspo Most Added

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ARTIST TITLE LABEL(S)	ADDS
DAVID PHELPS Arms Open Wide (Word/Curb/Warner Bros.)	5
VARIOUS ARTISTS Sing To The Lord (Discovery House)	5
JAMIE SLOCUM By Your Side (Curb)	4
AVALON All (Sparrow)	4
CHARLES BILLINGSLEY Your Love For Me (Perpetual Entertainment)	2
KATINAS Changed (Gotee)	2
DAMARIS CARBAUGH The Call (Discovery House)	2
LARNELLE HARRIS Never Too Broken To Mend (Crowne)	2
NOT BY SIGHT Borne (Independent)	2



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La Mega: The Best Of New York

An interview with WSKQ PD George Mier

WSKQ (Mega 97.9) is Spanish-language radio in New York. Rarely has any other Spanish-language station come close to its ratings. In the fall '03 book Mega reached No. 2 12+ with a 5.8 rating; its morning show is No. 1 with an 8.0 share, beating shows like Howard Stern.

The Spanish Broadcasting System station's ratings are astonishing not only because it had been years since Mega had been in the No. 2 spot, but also because PD George Mier had recently been at the center of a controversy, when he was accused of not programming enough merengue and of being prejudiced against the Dominican community.

I recently spoke with Mier about the station, what it means to reach No. 2 in the country's No. 1 market, programming and the competition.

R&R: You have the No. 2 station in New York and the No. 1 morning show. How did you do it?

GM: It has been a team effort. To get these kinds of ratings, everything has to be working in unison — the marketing, the promotions, the DJs, the morning show, etc. This past year we were extremely focused on having all these departments working together. That is the only way you can take a station to the top.

R&R: Any programming changes?

GM: No changes. We have followed the same music pattern. What has changed are the new music adds. The station's great results are thanks to a combination of programming and marketing. We also did some promotions, including La Mega Se Pega, in which people called in during each daypart to see how many times they could say "La Mega Se Pega" in five seconds. They would get \$100 for each time they said it, and on Thursdays we doubled the money. We have been

very active with the marketing and promotions, as well as on the streets with our listeners. We haven't let our guard down.

R&R: You recently went through a controversy in which accusations against you made national headlines. Do the current ratings redeem you or make you feel better, knowing that you were programming the best music for your station and your market?

GM: I can tell you truthfully that maybe a handful of the community knew about this whole thing, because it did receive TV coverage. It was a curious topic for some people. Some people who didn't listen to the station or who hadn't listened to it for a while got

curious and tuned in. What they found was a station with good music and good programming, and they gave us their votes of confidence.

R&R: Many Tropical stations say they are not programming much merengue, and they attribute that to the lack of quality product. What do you think about that?

GM: Our ratings are thanks to tropical music, and our programming is mainly based on salsa, because research has shown that it's what our audience wants to hear. In my opinion, it's not that merengue is less popular or that people don't want to hear it, it's that there's no product. It may be that the record labels don't know what they're doing, or it may be a lack of talent.

Each music genre goes through a down cycle at some point. Salsa went through it during the mid-'70s. It

changed during the '80s, with people like Eddie Santiago and Luis Enrique, who gave salsa a new twist. A few years ago we had lots of merengue bands that were hot, but many of them have broken up or haven't recorded new material.

It's definitely a lack of product, because my audience has never stopped liking merengue. We continue to play people like Toros Band and Banda Gorda, for example, because they keep releasing new material, and people like it, which tells me the love for merengue is not what is lacking. What is lacking is good material. A hit is a hit, in any music genre.

R&R: Is reggaetón what's hot right now? Is there more material to choose from there?

"To get these kinds of ratings, everything has to be working in unison — the marketing, the promotions, the DJs, the morning show, etc."

GM: There's a lot of material to choose from, but only some of it fits our programming. There still aren't too many commercial reggaetón songs. Many of reggaetón's lyrics are underground and use harsh language. Some of what the songs talk about is not relatable to our audience.

R&R: Cumbia is also considered tropical music and is popular with the Mexican community. Does Mega play cumbia to target New York's growing Mexican population?

GM: Our market sister WPAT (Amor) does play some cumbia during a Saturday-morning show called Viva México. Mega, though, has remained targeted to the Caribbean and Central and South American communities.

R&R: Mega seems to have a lot more freedom than other stations in terms of what topics are discussed on the air and



WOMAN DRIVER COMING THROUGH During a recent station promotion, KMJE/Denver DJ Chica Lunática visited workers who won a nice Mexican meal. Then they let her drive a tractor! From what we hear, no one was hurt.

how they are discussed. Is it because the New York market is more tolerant than other markets that Mega gets away with more?

GM: We have a bit more leeway in terms of what our DJs can say because we have a morning show that is very free. That allows us to continue with some of that during the rest of the day. We want our audience to have a good time, to laugh, to get motivated, etc. This is a station with a lot of energy and fun music, but we don't want to offend our audience. Just because we're free, we're not going to say the first thing that comes to mind.

I believe that our DJs and the music we program have to relate to the people we're targeting. The DJ has to speak about issues of interest to the audience he or she is talking to. We are free and we're daring, but with just a bit of mischievous behavior. We are a lot more playful than other stations because of the nature of our morning show and because the station has always had that edge.

R&R: Speaking of your morning show, it is No. 1 in the market right now. Why is it that people love Luis Jiménez and Moonshadow so much?

GM: Aside from being two very talented people, Luis Jiménez and Moonshadow have been able to reinvent themselves and adapt to the needs of the people of New York. They also have a lot of chemistry with the people. They are always well informed, and it's not always fun and games. Their roots are in the community. They participate in events, and they have a wonderful connection with the audience. It's like having your best friends in your living room and, when you get up in the morning, they're there with you, talking about all sorts of issues. It's a great way to wake up in the morning.

R&R: Looking toward the future, is it in your plans to take the station to the No. 1 position again? What will you have to do to accomplish that?

GM: The station has been No. 1 before, but it didn't have any competition. I believe it went to No. 2 in 1996 and to No. 1 in 1998, but it didn't have the kind of competition it has now. Besides Amor, which has grown substantially, we have other competitors. Many have come and gone, but they have still diluted the audience. The challenge of being No. 1 is much harder now because of all the competition. Our goal is to stay within the top-rated stations, and all of the company is

"We want our audience to have a good time, to laugh, to get motivated, etc. This is a station with a lot of energy and with fun music, but we don't want to offend our audience."

very committed to maintaining these numbers.

R&R: Speaking of competition, Univision Radio's WCAA (Latino Mix)/New York is now simulcasting with WZAA/New York and has better reach. How do you deal with the competition, and do you make any adjustments?

GM: I'd say that our biggest competitors are the English-language stations, because the Americans look at our ratings and try to take them from us, and they market their stations to our community. Much of the Latin community in New York is bilingual, so they can easily listen to English-language stations. They have that option, so there are lot more distractions now.

As far as WCAA, we have our plans in place, and all bases are covered. We have no plans to change anything. The only thing that has changed is that we brought back a very popular Dominican DJ named El Boy. He's on the air from 3-7pm. That happened because I was on the air during those hours, and it was too much for me to handle with all that is happening at the station. El Boy was under contract with us and doing a bachata show on Sundays, so we brought him over to weekdays. Although we're always looking to better ourselves, we don't make changes unless we are going to improve what we are doing now.

Latino Mix is now reaching an area that we reach with one station. Our station is a full-power station, and it reaches even further than they are reaching now with a new signal. I don't consider them competition.

"Aside from being two very talented people, Luis Jiménez and Moonshadow have been able to reinvent themselves and adapt to the needs of the people of New York."

RADIO MÚSICA[®] by R&R

This Week In Spanish-Language Music

Radio Corner

Mauricio Grullón
PD, WBPS & WBZS/Washington



Mauricio Grullón

We are changing the stations' image. We began during the last few months in 2003 and are continuing to make changes in everything, from how the stations sound on the air to adding intensity to everything we do. Programming in general is changing — the sweepers, liners, drops, promos, music, etc. And we've seen the results in the ratings, which have gone up big time.

We have always been No. 1 in the market in Spanish-language radio. We have no competition. Our programming is Top 40, and the percentage of tropical music we program is less because of the market's population makeup. This is a very diverse market. It's more Central American, and salsa and merengue don't work as well as they would if the majority of the population was Puerto Rican or Dominican. Our programming is a mix of tropical with pop, Spanish rock, etc.

Radio Y Música News

- Michael Salgado has signed an exclusive contract with Freddy Records. The norteño artist's deal with the record company calls for a three albums over the next several years. The first album, *Entre Copas*, is due out Feb. 24. "La Cruz De Vidrio" is the album's first cut.



Michael Salgado

- EMI Latin band Control are in the studio working on their fifth album, which will hit the streets in March. Regarding what the self-titled album will offer fans, lead singer Sergio Degollado says the public will get a quality album with the progressive, provocative and dynamic style that characterizes the band. While fans wait for the new album to be released, they can check out the band's greatest hits, which were just released on an album titled *La Historia*.



Control

- Paulina Rubio is back after an extremely successful Spanish-language album and a debut English-language album. *Pau-Latina* is due out Feb. 10, but the single "Te Quise Tanto" is already in high rotation on Pop stations. For the album, Rubio worked with such renowned producers and songwriters as Emilio Estefan, Chris Rodríguez, Sergio George, Marco Antonio Solís, Marcello Azevedo, Toy Hernández from Control Machete, and Jorge Villamizar from Bacilos.



Paulina Rubio

- Manny Manuel's bolero album *Serenata* was certified gold by the RIAA. The artist, known for his merengue music, has proven his versatility and reached new heights with this album. "Bajo Un Palmar," the first single off the album, is a definite hit in Manny's native Puerto Rico.

- Univision Records is at it again, signing more regional urban artists. This time the label introduces Mexiclán, who, like AKWID, fuse regional Mexican music with hip-hop. Sem Vargas and Marco Antonio Muñoz are Mexiclán, and their self-titled debut album is already out. The first single, a bilingual tune, is "Stupid & Creído."

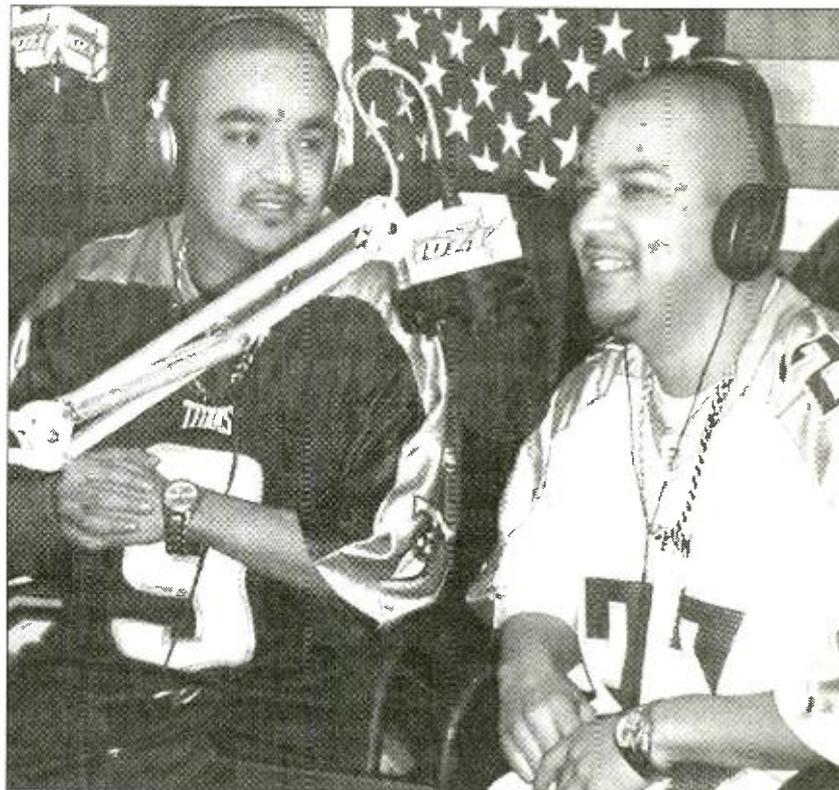


Mexiclán

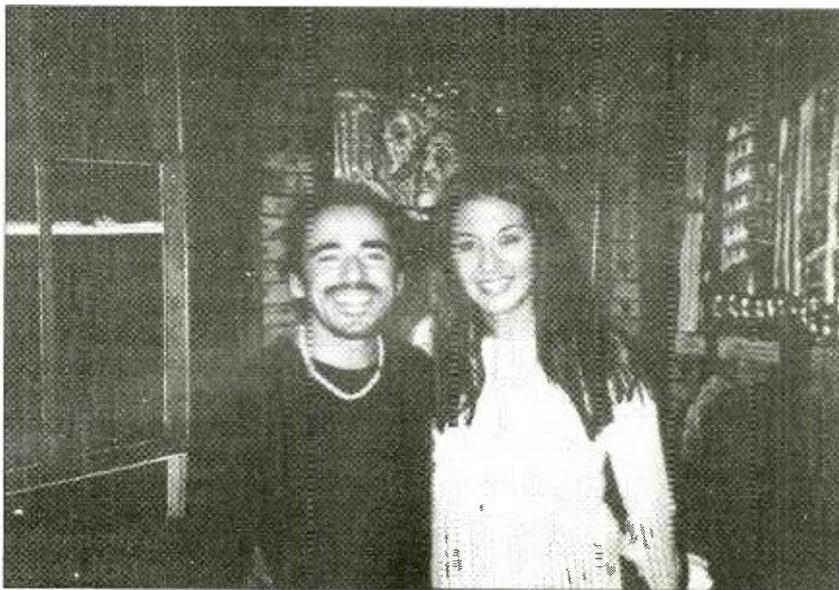
Another of Univision's regional urban releases is *Libérate* by new artist Yahira Araceli García, better known as Flakiss. This album is a hymn of solidarity with women who have been abused physically, verbally and mentally. The first promotional cut is "It's Friday Night."

- The fifth annual Latin Alternative Music Conference will stay in Los Angeles. The conference is set for Aug. 11-14 at the Beverly Hilton Hotel in Beverly Hills, CA. However, this year the conference will host events in New York and even in other countries, which have yet to be announced.

- ASCAP will host its 12th annual Premio ASCAP ceremony, which honors songwriters and publishing companies, on March 11 in Puerto Rico. Johnny Pacheco will be the recipient of this year's Premio Pluma De Plata, which is given to a songwriter with a long and successful career. Pacheco has worked with such artists as Celia Cruz, Willie Colón, Héctor Lavoe, Rubén Blades and Cheo Feliciano.



NO TIME TO WASTE Regional urban act AKWID have wasted no time in the new year and have already begun promotional visits. They are seen here during a stop at KSSE/Los Angeles' morning show, La Regadera.



RUBBING ELBOWS What's R&R Latin Chart Coordinator Marcela García doing rubbing elbows with music greats Café Tacuba? It's all about being a true fan. She met the band during their performance at L.A.'s House of Blues and took this pic with Café Tacuba lead singer Rubén.



ONE DOWN AND MANY TO GO Several artists stopped by WRTO/Miami's Fuego Rock to celebrate the rock show's first anniversary on the station. Here, Hoja Seca bandmembers Iván Iriás (!) and Ariel Himmely flank pop rock singer Jorge Corra.

CONTEMPORARY TOP 25

THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL POINTS
1	SIN BANDERA Mientes Tan Bien (<i>Sony Discos</i>)	73
2	MANA Te Llevaré Al Cielo (<i>Warner M.L.</i>)	54
3	LA OREJA DE VAN GOGH Rosas (<i>Sony Discos</i>)	49
4	THALIA Cerca De Ti (<i>EMI Latin</i>)	48
5	CHAYANNE Cuidarte El Alma (<i>Sony Discos</i>)	46
6	LUIS MIGUEL Te Necesito (<i>Warner M.L.</i>)	46
7	CHAYANNE Un Siglo Sin Ti (<i>Sony Discos</i>)	39
8	OUTKAST Hey Ya! (<i>Arista</i>)	38
9	LA FACTORIA Todavía (<i>Universal</i>)	38
10	LUIS FONSI Quién Te Dijo Eso (<i>Universal</i>)	35
11	NO DOUBT It's My Life (<i>Interscope</i>)	35
12	GILBERTO S. ROSA Un Amor Para La Historia (<i>Sony Discos</i>)	34
13	PAULINA RUBIO Te Quise Tanto (<i>Universal</i>)	33
14	OBIE BERMUDEZ Me Cansé De Ti (<i>EMI Latin</i>)	32
15	MARCO A. SOLIS Más Que Tu Amigo (<i>Fonovisa</i>)	31
16	JUANES La Paga (<i>Universal</i>)	31
17	PEPE AGUILAR A Pierna Suelta (<i>Univision</i>)	29
18	EDNITA NAZARIO Si No Me Amas (<i>Sony Discos</i>)	29
19	ENRIQUE IGLESIAS Adicto (<i>Universal</i>)	28
20	ALEX UBAGO Sin Miedo A Nada (<i>Warner M.L.</i>)	23
21	TISUBY & GEORGINA Por Qué No (<i>Líderes</i>)	21
22	VICTORIA Ya No Me Duele (<i>Mega Music</i>)	20
23	RAMON AYALA Títere En Tus Manos (<i>Freddie</i>)	20
24	SHALIM Donde Corre La Sangre (<i>Crescent Moon</i>)	20
25	YANKEE Dónde Están (<i>Independiente</i>)	20

Data is compiled from the airplay week of January 18-24, and based on a point system.
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Going For Adds

ALEX UBAGO Aunque No Te Pueda Ver (*Warner M.L.*)
DARINA De Corazón A Corazón (*Universal*)
DAVID BISBAL Bulería (*Universal*)
LU Duele (*Warner M.L.*)
MARIANA Me Equivoqué (*Univision*)
SHERRY & SHEYLA Me Siento Elevar (*Universal*)

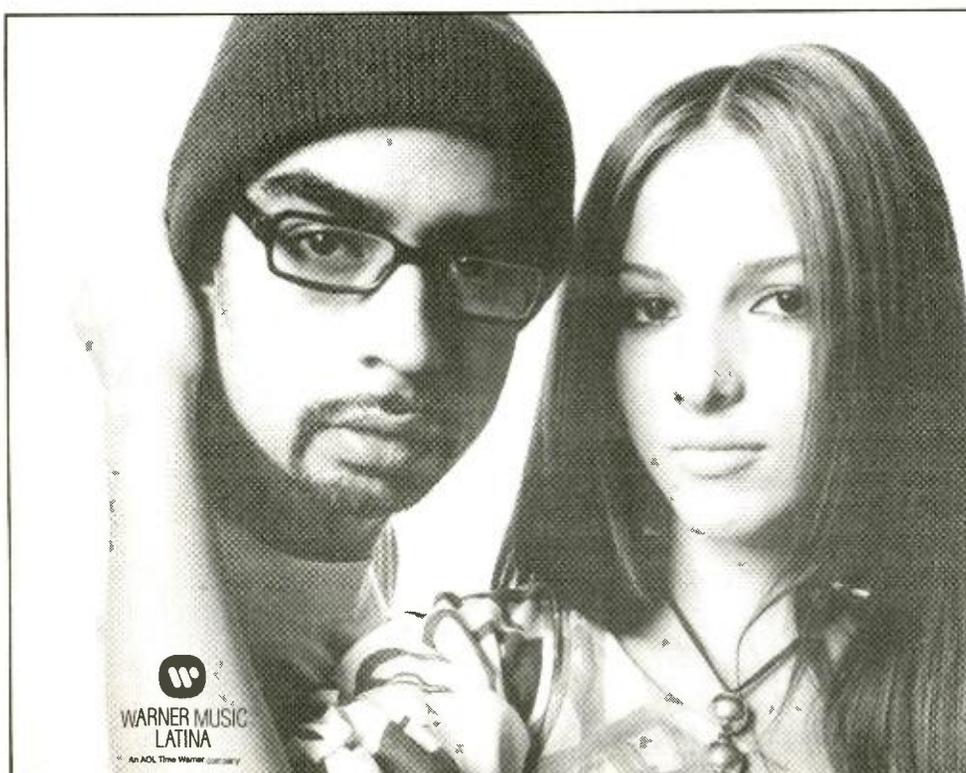
TROPICAL TOP 25

THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL POINTS
1	TOROS BAND Loca Conmigo (<i>Universal</i>)	174
2	JERRY RIVERA Mi Libertad (<i>BMG</i>)	94
3	GRUPO MANIA Sube Sube (<i>Universal</i>)	86
4	CHAYANNE Cuidarte El Alma (<i>Sony Discos</i>)	74
5	AVENTURA Hermanita (<i>Premium</i>)	74
6	PUERTO RICAN POWER Doctor (<i>J&N</i>)	73
7	ANDY ANDY Voy A Tener Que Olvidarte (<i>Sony Discos</i>)	71
8	OBIE BERMUDEZ Me Cansé De Ti (<i>EMI Latin</i>)	70
9	NG2 Quitémonos La Ropa (<i>Sony Discos</i>)	67
10	JUANES La Paga (<i>Universal</i>)	59
11	LOS LONELY BOYS La Contestación (<i>Dr/Epic</i>)	59
12	TOÑO ROSARIO f/TEGO CALDERON Amigo Mío (<i>Warner M.L.</i>)	54
13	SIN BANDERA Mientes Tan Bien (<i>Sony Discos</i>)	51
14	GLORIA ESTEFAN Hoy (<i>Sony Discos</i>)	50
15	TITO ROJAS El Gallo No Olvida (<i>IMP</i>)	49
16	HUEY DUNBAR A Dónde Iré (<i>Sony Discos</i>)	49
17	PAPI SANCHEZ Enamórame (<i>J&N</i>)	48
18	MARIO FELICIANO A Tu Manera No (<i>NH</i>)	47
19	TONNY TUN TUN La Paga (<i>Karen</i>)	43
20	MANA Te Llevaré Al Cielo (<i>Warner M.L.</i>)	41
21	CRISTIAN Te Llamé (<i>BMG</i>)	39
22	SEXAPPEL Meneando La Cola (<i>J&N</i>)	36
23	TITO NIEVES w/CONJUNTO CLASICO Vecinita (<i>Warner M.L.</i>)	35
24	JENNIFER PEÑA A Fuego Lento (<i>Univision</i>)	34
25	ENRIQUE IGLESIAS Adicto (<i>Universal</i>)	31

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Going For Adds

CELIA CRUZ f/EL GENERAL Ella Tiene Fuego (*Sony Discos*)
LOS TRI-O Cómo Fui A Enamorarme De Ti (*Sony Discos*)
SON CALLEJERO Dame La Droga (*Cutting*)
SONORA KALIENTE Llegaste Demasiado Tarde (*Balboa*)



LU

The New Developing Artist of 2004!

Debut Single: Duele

Album: LU in Stores: February 10th 2004





REGIONAL MEXICAN TOP 25

THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL POINTS
1	MONTEZ DE DURANGO Lágrimas De Cristal (Disa)	364
2	BANDA EL RECODO Que Te Ruegue Quien Te Quiera (Fonovisa)	226
3	HURACANÉS DEL NORTE Nomás Por Tu Culpa (Univision)	209
4	INTOCABLE Soy Un Novato (EMI Latin)	207
5	MARCO A. SOLIS Más Que Tu Amigo (Fonovisa)	184
6	CONJUNTO PRIMAVERA Ave Cautiva (Fonovisa)	179
7	TUCANES DE TIJUANA Amor Descarado (Universal)	137
8	KUMBIA KINGS f OZOMATLI Mi Gente (EMI Latin)	132
9	JOAN SEBASTIAN Sentimental (Balboa)	124
10	TIGRES DEL NORTE Causame La Muerte (Fonovisa)	123
11	GERMAN LIZARRAGA Más Terco Que Una Mula (Disa)	120
12	PEPE AGUILAR A Pierna Suelta (Univision)	88
13	VICTOR GARCIA Mi Funeral (Sony Discos)	85
14	BRISEYDA Por Qué Me Haces Llorar (Platino)	82
15	K-PAZ DE LA SIERRA Jumbalaya (Procan)	80
16	BRYNDIS Abrázame (Disa)	79
17	YOLANDA PEREZ Estoy De Ti Enamorada (Fonovisa)	78
18	CARDENALES DE NUEVO LEON Paso A La Reina (Disa)	77
19	RIELEROS DEL NORTE Aquí En Cortito (Fonovisa)	73
20	PAQUITA LA DEL BARRIO Hombres Malvados (Balboa)	67
21	CONJUNTO PRIMAVERA Hazme Olvidarla (Fonovisa)	66
22	NINEL CONDE Callados (Universal)	64
23	AROMA Por Un Rato (Fonovisa)	60
24	COYOTE Y SU BANDA TIERRA SANTA Me Voy A Ir (EMI Latin)	58
25	ANA BARBARA Bandido (Fonovisa)	57

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Going For Adds

- ALEGRIJES Y REBUJOS Alegrijes Y Rebujos (Warner M.L.)
- CAÑA REAL f|NIURKA Vale La Pena (BMG)
- DJ KANE La Negra Tomasa (EMI Latin)
- ELISEO ROBLES El Mundo Es Mío (Univision)
- EMILIO NAVAIRA f|JOSE LUIS AYALA Ambición (BMG)
- JULIO PRECIADO El Palomito (BMG)
- LA ONDA Agárrame La Cintura (EMI Latin)
- LOS CADETES DE FELIX GALLEGOS Me Cansé De Quererte (Balboa)
- LOS RAZOS Me Quiero Morir Bien Loco (BMG)
- LOS TERRIBLES DEL NORTE Mi Chavelita (Freddie)
- MARIANA Me Equivoqué (Univision)
- MICHAEL SALGADO La Cruz De Vidrio (Freddie)
- RAMON AYALA La Hoja Y Yo (Freddie)
- VOCES DEL RANCHO Camarón Pela'o (EMI Latin)

TEJANO TOP 25

THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL POINTS
1	INTOCABLE Soy Un Novato (EMI Latin)	234
2	KUMBIA KINGS f OZOMATLI Mi Gente (EMI Latin)	151
3	JAIME Y LOS CHAMACOS f BOBBY PULIDO Conjunto No Morirá (Freddie)	149
4	PALOMINOS Callejón Sin Salida (Urbana)	147
5	SOLIDO Contando Los Segundos (Freddie)	138
6	BIG CIRCO Una Vez Más (EMI Latin)	135
7	JIMMY GONZALEZ & GRUPO MAZZ Te Llevo En Mi Alma (Freddie)	128
8	JENNIFER PEÑA A Fuego Lento (Univision)	109
9	DUELO Un Minuto Más (Univision)	107
10	MARCOS OROZCO Como Dos Adolescentes (Catalina)	95
11	IMAN Ya No (Univision)	83
12	DJ KANE La Negra Tomasa (EMI Latin)	79
13	RAM HERRERA Muchachita Color Canela (Tejas)	79
14	FRIJOLE ROMANTICOS & BOBBY PULIDO Dónde Está Mi Raza (Universal)	75
15	LA TROPA F Me Dieron Ganas De Llorar (Freddie)	75
16	COSTUMBRE Cuánto Te Amo (Warner M.L.)	68
17	SOLIDO Tal Vez (Freddie)	63
18	CONTROL Me Quiero Casar (EMI Latin)	63
19	ELIDA REYNA Te Voy A Olvidar (Tejas)	56
20	HURACANES DEL NORTE Nomás Por Tu Culpa (Univision)	45
21	JAY PEREZ Mi Destino (La Voice)	41
22	ATM Nadie (Univision)	40
23	LA ONDA w CONTROL Mi Cucu (EMI Latin)	40
24	INTOCABLE Eso Duele (EMI Latin)	34
25	NINEL CONDE Callados (Universal)	33

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Going For Adds

- ALBERT FLORES Y LA JUVENTUD Te Digo Adiós (Juvy)
- JAIME Y LOS CHAMACOS Quisiera Verte Y No Verte (Freddie)
- JESSE MARROQUIN Vives En Mi Pensamiento (JLM)
- LA ONDA Agárrame La Cintura (EMI Latin)
- MICHAEL SALGADO La Cruz De Vidrio (Freddie)
- PRESENCIA Después De Ti (Freddie)
- RAMON AYALA La Hoja Y Yo (Freddie)
- VOCES DEL RANCHO Camarón Pela'o (EMI Latin)

Rock/Alternative

TW	ARTIST Title Label(s)
1	KINKY Presidente (Nettwerk)
2	CONTROL MACHETE Bien, Bien (Universal)
3	SUPERLITIO Qué Vo' Hacer (BMG)
4	PLASTILINA MOSH Peligroso Pop (EMI Latin)
5	CAFE TACUBA Eres (MCA)
6	JULIETA VENEGAS Lento (BMG)
7	GUSTAVO CERATI Karaoke (BMG)
8	JUANES La Paga (Universal)
9	EVANESCENCE My Immortal (Wind-up)
10	LUIS A. SPINETTA Agua De La Miseria (Universal)
11	ZOE Peace And Love (Sony Discos)
12	MUNDO APARTE Adicto (Access Denied Productions)
13	KUMBIA KINGS f OZOMATLI Mi Gente (EMI Latin)
14	HOJA SECA Vagabundo (Respek)
15	NANA PANCHA Wake Up (Pepe Lobo)

Songs ranked by total number of points. 18 Rock/Alternative reporters.

Record Pool

TW	ARTIST Title Label(s)
1	JERRY RIVERA Mi Libertad (BMG)
2	PUERTO RICAN POWER Doctor (J&N)
3	GRUPO MANIA Sube Sube (Universal)
4	NUEVA ERA We Belong Together (Dle Music)
5	VICO-C f EDDIE DEE & TEGO CALDERON El Bueno, El Malo Y El Feo (EMI Latin)
6	RICKY Y DIANA Te Olvidé (Univision)
7	ILEGALES Dame Un Chin (Mock & Roll)
8	BANDA GORDA Sueña (MP)
9	YANI CAMARENA Noche De Estrellas (Dle Music)
10	SONORA CARRUSELES Vengo Caliente (Fuentes)
11	FRUKO Y SUS TESOS Pura Candela (Fuentes)
12	CHARLIE CRUZ Cúrame (Warner M.L.)
13	WILLIE GONZALEZ & EDDIE SANTIAGO Solamente Ella (MP)
14	TOÑO ROSARIO f TEGO CALDERON Amigo Mío (Warner M.L.)
15	E REAL Sola (Cutting)

Songs ranked by total number of points. 23 Record Pool reporters.

NATIONAL



SOUTH

Stunt guy/morning show sidekick needed in Top 30 market

Must be in touch with a female audience as well as entertainment geared toward the female audience. Writing and comedy skills a plus. One year experience required. Please send tapes & resumes to: Radio & Records at 10100 Santa Monica Blvd., 3rd Floor #1114, Los Angeles, CA 90067. EOE.

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POSITIONS SOUGHT

Worker Bee willing to relocate, team player, strong pipes, entertaining delivery, love the phone work, love appearances, Maxine 313.259.2070. (1/30)

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Mornings, Middays, Afternoons, Evenings, Overnights, I've done them all for 11 years. Country preferred. Joe (231) 933-4195 joemacdonald943@yahoo.com. (1/30)

I'm what your looking for in a male air talent, if only a pd out there would believe in me. Call me please at 905-878-9825. (1/30)

MIDWEST

Major Market Exposure For Your Career – Small Town Lifestyle For Your Family

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If this describes you – you need to contact us now!

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- Morning Show Co-Hosts
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- News Directors
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- Receptionist
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WEST

Staff cutbacks? Not here! Kat Country 101.9 KKAT in Salt Lake City is staffing up! We're looking for solid professionals for all shifts:

Morning Drive, Mid-days, Afternoons, Evenings, Weekends, Board Ops, and Production/Creative Services. We're bringing the FUN back to radio and we're inviting you to join us! We're moving fast, so get your materials to us quickly. Send materials to KKAT, c/o John Marks, 2835 East 3300 South Dept C, Salt Lake City, Utah, 84109. Or email MP3 and resume to jmarks@millcreekbroadcasting.com referencing Dept C. No phone calls please. EOE.

WEST

KDES 104.7, Palm Springs, Ca's Oldies station, is looking for it's next programming leader. Must have successful oldies programming experience, on air-talent, strategic thinker capable of performing in a competitive market, Creative, collaborative, understands audience research, marketing oriented, community involved, expert communicator and an inspiration to air talent.

Send package to:

Mike Keane
C/o KDES 104.7
2100 Tahquitz Canyon Way
Palm Springs, Ca 92262.
E-mail: opening@kdes.com
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Fullerton College. FT Tenure Track starting Fall 2004. Salary range: \$41,578-\$69,187. Excellent fringe benefits. Visit our website at www.nocccd.cc.ca.us or contact us at (714) 808-4810. Closing date: 2/20/04.

Opportunity Knocks

in the pages of R&R every Friday
Call: 310-553-4330

RADIO & RECORDS

10100 Santa Monica Blvd., Third Floor, Los Angeles, CA 90067

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To appear in the following week's issue, your ad must be received by **Thursday noon (PST)**, eight days prior to issue date. Free Opportunities listings should be typewritten or printed on 8 1/2" X 11" company/station letterhead and are accepted only by mail or fax: 310-203-8727. Only free positions sought ads are accepted by e-mail to: llinares@radioandrecords.com. Address all 20-word ads to R&R Free Opportunities, 10100 Santa Monica Blvd., Third Floor, Los Angeles, CA 90067.

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1x \$200/inch 2x \$150/inch

Rates are per week (maximum 35 word per inch including heading). Includes generic border. If logo, custom border or larger heading are required, add 1/2 inch (\$60 for 1x, \$50 for 2x). In addition, all ads appear on R&R's website. (www.radioandrecords.com).

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The R&R address and your box number adds 12 words to your ad. Regular Opportunities rates apply to Blind Box ads, but a \$50 service charge is added for shipping and handling.

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 ±ALL CHR #CHR-108, WIOQ, WJMN, WXKS, WPRO-FM, WPHI \$13 CD.
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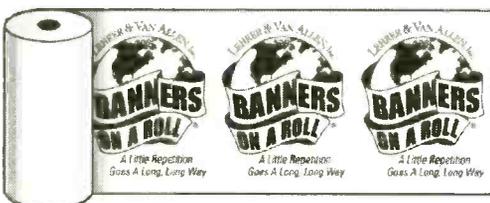
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CHR/POP

LW	TW	ARTIST	SON	RECORD LABEL
1	1	OUTKAST	Hey Ya! (Arista)	
2	2	OUTKAST	The Way You Move (Arista)	
3	3	NICKELBACK	Someday (Roadrunner/IDJMG)	
4	4	BABY BASH	Suga Suga (Universal)	
6	5	NO DOUBT	It's My Life (Interscope)	
5	6	3 DOORS DOWN	Here Without You (Republic/Universal)	
10	7	JESSICA SIMPSON	With You (Columbia)	
8	8	KELIS	Milkshake (Star Trak/Arista)	
7	9	SIMPLE PLAN	Perfect (Lava)	
11	10	LINKIN PARK	Numb (Warner Bros.)	
9	11	LUDACRIS f/SHAWNNA	Stand Up (Def Jam South/IDJMG)	
12	12	CHRISTINA AGUILERA	The Voice Within (RCA)	
26	13	BRITNEY SPEARS	Toxic (Jive)	
17	14	EVANESCENCE	My Immortal (Wind-up)	
15	15	EAMON F**k It	(I Don't Want You Back) (Jive)	
13	16	TRAPT	Headstrong (Warner Bros.)	
14	17	BEYONCÉ	f/SEAN PAUL Baby Boy (Columbia)	
23	18	FUEL	Falls On Me (Epic)	
21	19	GOOD CHARLOTTE	Hold On (Epic)	
24	20	SHERYL CROW	The First Cut Is The Deepest (A&M/Interscope)	
22	21	BEYONCÉ	Me, Myself And I (Columbia)	
19	22	DIDO	White Flag (Arista)	
16	23	CHINGY f/SNOOP DOGG & LUDACRIS	Holidae In (DTP/Capitol)	
27	24	KELLY CLARKSON	The Trouble With Love Is (RCA)	
30	25	M. LEE f/J. DUPRI	Wat Da Hook Gon Be (Fo' Reel/Universal)	
38	26	TWISTA f/KANYE WEST & JAMIE FOXX	Slow Jamz (Atlantic)	
31	27	JC CHASEZ	Some Girls (Dance With Women) (Jive)	
34	28	ALICIA KEYS	You Don't Know My Name (J)	
25	29	PINK	God Is A DJ (Arista)	
36	30	NICK CANNON	Gigolo (Jive)	

#1 MOST ADDED

USHER f/LUDACRIS & LIL' JON Yeah (Arista)

#1 MOST INCREASED PLAYS

BRITNEY SPEARS Toxic (Jive)

TOP 5 NEW & ACTIVE

- SARAH MCLACHLAN Fallen (Arista)
- KIMBERLEY LOCKE 8th World Wonder (Curb)
- KID ROCK Cold And Empty (Top Dog/Atlantic)
- KANYE WEST Through The Wire (Roc-A-Fella/IDJMG)
- FEFE DOBSON Everything (Island/IDJMG)

CHR/POP begins on Page 24.

AC

LW	TW	ARTIST	SON	RECORD LABEL
2	1	TRAIN	Calling All Angels (Columbia)	
3	2	SHANIA TWAIN	Forever And For Always (Mercury/IDJMG)	
1	3	UNCLE KRACKER f/DOBBIE GRAY	Drift Away (Lava)	
4	4	MATCHBOX TWENTY	Unwell (Atlantic)	
8	5	JOSH GROBAN	You Raise Me Up (143/Reprise)	
5	6	PHIL COLLINS	Look Through My Eyes (Walt Disney/Hollywood)	
9	7	SHERYL CROW	The First Cut Is The Deepest (A&M/Interscope)	
7	8	COUNTING CROWS	Big Yellow Taxi (Geffen/Interscope)	
6	9	SIMPLY RED	Sunrise (SimplyRed.com)	
10	10	CELINE DION	Have You Ever Been In Love (Epic)	
13	11	DIDO	White Flag (Arista)	
11	12	LUTHER VANDROSS	Dance With My Father (J)	
14	13	MERCYME	I Can Only Imagine (INO/Curb)	
12	14	CLAY AIKEN	Invisible (RCA)	
16	15	MICHAEL McDONALD	Ain't No Mountain High Enough (Motown)	
15	16	SARAH MCLACHLAN	Fallen (Arista)	
19	17	FIVE FOR FIGHTING	100 Years (Aware/Columbia)	
17	18	TIM MCGRAW	Tiny Dancer (Curb)	
20	19	CHRISTINA AGUILERA	The Voice Within (RCA)	
21	20	SANTANA f/ALEX BAND	Why Don't You & I (Arista)	
18	21	ROD STEWART f/CHER	Bewitched, Bothered And Bewildered (J)	
22	22	HALL & OATES	Getaway Car (U-Watch)	
26	23	MARTINA MCBRIDE	This One's For The Girls (RCA)	
24	24	3 DOORS DOWN	Here Without You (Republic/Universal)	
-	25	SIMPLY RED	You Make Me Feel Brand New (SimplyRed.com)	
23	26	CELINE DION	Stand By Your Side (Epic)	
28	27	ELTON JOHN	The Heart Of Every Girl (Epic)	
25	28	BURKE RONEY	Let It All Come Down (R World/Ryko)	
-	29	RUBEN STUDDARD	Sorry 2004 (J)	
29	30	SUZY K.	Gabriel (Vellum)	

#1 MOST ADDED

SEAL Love's Divine (Warner Bros.)

#1 MOST INCREASED PLAYS

FIVE FOR FIGHTING 100 Years (Aware/Columbia)

TOP 5 NEW & ACTIVE

- ABENAA Song 4 U (Nkumim)
- BABYFACE The Loneliness (Arista)
- SEAL Love's Divine (Warner Bros.)
- KENNY LOGGINS I Miss Us (All The Best)
- WYNNONA I Want To Know What Love Is (Curb)

AC begins on Page 50.

CHR/RHYTHMIC

LW	TW	ARTIST	SON	RECORD LABEL
1	1	TWISTA f/KANYE WEST & JAMIE FOXX	Slow Jamz (Atlantic)	
6	2	USHER f/LUDACRIS & LIL' JON	Yeah (Arista)	
4	3	YING YANG TWINS f/LIL' JON...	Salt Shaker (TVT)	
2	4	KELIS	Milkshake (Star Trak/Arista)	
3	5	OUTKAST	Hey Ya! (Arista)	
7	6	ALICIA KEYS	You Don't Know My Name (J)	
8	7	NICK CANNON	Gigolo (Jive)	
10	8	WESTSIDE CONNECTION	Gangsta Nations (Capitol)	
5	9	OUTKAST	The Way You Move (Arista)	
12	10	CASSIDY f/R. KELLY	Hotel (J)	
17	11	J-KWON	Tipsy (So So Def/Arista)	
9	12	JAGGED EDGE	Walked Outta Heaven (Columbia)	
14	13	KANYE WEST	Through The Wire (Roc-A-Fella/IDJMG)	
16	14	BEYONCÉ	Me, Myself And I (Columbia)	
23	15	CHINGY	One Call Away (DTP/Capitol)	
11	16	LUDACRIS f/SHAWNNA	Stand Up (Def Jam South/IDJMG)	
22	17	LUDACRIS	Splash Waterfalls (Def Jam South/IDJMG)	
13	18	YOUNGBLOODZ f/LIL' JON	Damn! (Arista)	
18	19	LIL' JON & THE EASTSIDE BOYZ	Get Low (TVT)	
19	20	BABY BASH	Suga Suga (Universal)	
26	21	JAY-Z	Dirt Off Your Shoulder (Roc-A-Fella/IDJMG)	
24	22	EAMON F**k It	(I Don't Want You Back) (Jive)	
20	23	2PAC f/NOTORIOUS B.I.G.	Runnin' (Dying To Live) (Amaru/Interscope)	
29	24	PETEY PABLO	Freak-A-Leek (Jive)	
25	25	MARY J. BLIGE f/EVE	Not Today (Geffen)	
27	26	B2K f/FABOLOUS	Bada Boom (Epic)	
30	27	BABY BASH	Shorty Doowop (Universal)	
28	28	G UNIT	Stunt 101 (Interscope)	
37	29	RUBEN STUDDARD	Sorry 2004 (J)	
31	30	TOO SHORT f/LIL' JON	Shake That Monkey (Short/Jive)	

#1 MOST ADDED

SLEEPY BROWN f/OUTKAST I Can't Wait (Interscope)

#1 MOST INCREASED PLAYS

USHER f/LUDACRIS & LIL' JON Yeah (Arista)

TOP 5 NEW & ACTIVE

- GEMINI Crazy For You (Universal)
- BEENIE MAN f/MS. THING Dude (Virgin)
- BLACK EYED PEAS Hey Mama (A&M/Interscope)
- BRITNEY SPEARS Toxic (Jive)
- LIL SCRAPPY Head Bussa (BME/Reprise)

CHR/RHYTHMIC begins on Page 31.

HOT AC

LW	TW	ARTIST	SON	RECORD LABEL
1	1	3 DOORS DOWN	Here Without You (Republic/Universal)	
2	2	SHERYL CROW	The First Cut Is The Deepest (A&M/Interscope)	
3	3	MATCHBOX TWENTY	Bright Lights (Atlantic)	
4	4	SANTANA f/ALEX BAND	Why Don't You & I (Arista)	
5	5	DIDO	White Flag (Arista)	
7	6	NO DOUBT	It's My Life (Interscope)	
6	7	SARAH MCLACHLAN	Fallen (Arista)	
8	8	NICKELBACK	Someday (Roadrunner/IDJMG)	
9	9	TRAIN	When I Look To The Sky (Columbia)	
12	10	FIVE FOR FIGHTING	100 Years (Aware/Columbia)	
10	11	MATCHBOX TWENTY	Unwell (Atlantic)	
13	12	EVANESCENCE	My Immortal (Wind-up)	
11	13	TRAIN	Calling All Angels (Columbia)	
19	14	MELISSA ETHERIDGE	Breathe (Island/IDJMG)	
16	15	JASON MRAZ	You And I Both (Elektra/EEG)	
18	16	OUTKAST	Hey Ya! (Arista)	
14	17	MICHELLE BRANCH	Breathe (Maverick/Warner Bros.)	
27	18	MAROON 5	This Love (Octone/J)	
25	19	JOHN MAYER	Clarity (Aware/Columbia)	
17	20	BARENAKED LADIES	Another Postcard (Chimps) (Reprise)	
22	21	LIZ PHAIR	Extraordinary (Capitol)	
21	22	FUEL	Falls On Me (Epic)	
20	23	COUNTING CROWS	She Don't Want Nobody Near (Geffen)	
23	24	CLAY AIKEN	Invisible (RCA)	
26	25	SIMPLE PLAN	Perfect (Lava)	
24	26	HOWIE DAY	Perfect Time Of Day (Epic)	
28	27	DAVE MATTHEWS	Save Me (RCA)	
37	28	TOBY LIGHTMAN	Devils And Angels (Lava)	
40	29	KID ROCK	Cold And Empty (Top Dog/Atlantic)	
29	30	NELLY FURTADO	Powerless (Say What You Want) (DreamWorks)	

#1 MOST ADDED

SEAL Love's Divine (Warner Bros.)

#1 MOST INCREASED PLAYS

MAROON 5 This Love (Octone/J)

TOP 5 NEW & ACTIVE

- FEFE DOBSON Everything (Island/IDJMG)
- JONNY LANG Red Light (A&M/Interscope)
- SEAL Love's Divine (Warner Bros.)
- KIMBERLEY LOCKE 8th World Wonder (Curb)
- GUSTER Careful (Palm/Reprise)

AC begins on Page 50.

URBAN

LW	TW	ARTIST	SON	RECORD LABEL
2	1	TWISTA f/KANYE WEST & JAMIE FOXX	Slow Jamz (Atlantic)	
1	2	ALICIA KEYS	You Don't Know My Name (J)	
3	3	BEYONCÉ	Me, Myself And I (Columbia)	
7	4	KANYE WEST	Through The Wire (Roc-A-Fella/IDJMG)	
10	5	RUBEN STUDDARD	Sorry 2004 (J)	
4	6	AVANT	Read Your Mind (Geffen)	
5	7	OUTKAST	The Way You Move (Arista)	
6	8	KELIS	Milkshake (Star Trak/Arista)	
14	9	USHER f/LUDACRIS & LIL' JON	Yeah (Arista)	
13	10	LUDACRIS	Splash Waterfalls (Def Jam South/IDJMG)	
11	11	OUTKAST	Hey Ya! (Arista)	
8	12	JAGGED EDGE	Walked Outta Heaven (Columbia)	
9	13	JAY-Z	Change Clothes (Roc-A-Fella/IDJMG)	
15	14	YING YANG TWINS f/LIL' JON...	Salt Shaker (TVT)	
16	15	JUVENILE	In My Life (Cash Money/Universal)	
12	16	R. KELLY	Step In The Name Of Love (Jive)	
17	17	T.I.	Rubber Band Man (Grand Hustle/Atlantic)	
18	18	YOUNGBLOODZ f/LIL' JON	Damn! (Arista)	
36	19	JAY-Z	Dirt Off Your Shoulder (Roc-A-Fella/IDJMG)	
20	20	JOE	More & More (Jive)	
19	21	MARY J. BLIGE f/EVE	Not Today (Geffen)	
23	22	TRILLVILLE	Neva Eva (BME/Warner Bros.)	
39	23	CHINGY	One Call Away (DTP/Capitol)	
32	24	CASSIDY f/R. KELLY	Hotel (J)	
40	25	J-KWON	Tipsy (So So Def/Arista)	
34	26	YOUNG GUNZ	No Better Love (Def Jam/IDJMG)	
37	27	PETEY PABLO	Freak-A-Leek (Jive)	
44	28	MISSY ELLIOTT	I'm Really Hot (Gold Mind/Elektra/EEG)	
29	29	GINUWINE	Love You More (Epic)	
24	30	CHINGY f/SNOOP DOGG & LUDACRIS	Holidae In (DTP/Capitol)	

#1 MOST ADDED

G UNIT f/JOE Wanna Get To Know You (Interscope)

#1 MOST INCREASED PLAYS

JAY-Z Dirt Off Your Shoulder (Roc-A-Fella/IDJMG)

TOP 5 NEW & ACTIVE

- SEAN PAUL I'm Still In Love With You (VP/Atlantic)
- LIL SCRAPPY Head Bussa (BME/Reprise)
- 2PAC f/EMINEM One Day At A Time (Amaru/Interscope)
- BEENIE MAN f/MS. THING Dude (Virgin)
- KNOC-TURN'AL f/SNOOP DOGG The Way I Am (L.A. Confidential/Elektra/EEG)

URBAN begins on Page 35.

ROCK

LW	TW	ARTIST	SON	RECORD LABEL
1	1	NICKELBACK	Figured You Out (Roadrunner/IDJMG)	
2	2	AUDIOSLAVE	I Am The Highway (Interscope/Epic)	
3	3	PUDDLE OF MUDD	Away From Me (Geffen)	
4	4	LINKIN PARK	Numb (Warner Bros.)	
5	5	STAIN'D	So Far Away (Flip/Elektra/EEG)	
9	6	JET	Are You Gonna Be My Girl (Elektra/EEG)	
6	7	THREE DAYS GRACE	(I Hate) Everything About You (Jive)	
7	8	TRAPT	Still Frame (Warner Bros.)	
11	9	AUDIOSLAVE	Show Me How To Live (Interscope/Epic)	
14	10	OFFSPRING	Hit That (Columbia)	
13	11	STAIN'D	How About You (Flip/Elektra/EEG)	
15	12	TANTRIC	Hey Now (Maverick/Reprise)	
8	13	STONE TEMPLE PILOTS	All In The Suit That You Wear (Atlantic)	
10	14	A PERFECT CIRCLE	Weak And Powerless (Virgin)	
12	15	GODSMACK	Re-Align (Republic/Universal)	
17	16	INCUBUS	Megalomaniac (Epic)	
16	17	SEETHER	Gasoline (Wind-up)	
18	18	DARKNESS	I Believe In A Thing Called Love (Must...Destroy/Atlantic)	
19	19	LIMP BIZKIT	Behind Blue Eyes (Flip/Interscope)	
22	20	FUEL	Million Miles (Epic)	
24	21	SHINEDOWN	45 (Atlantic)	
25	22	A PERFECT CIRCLE	The Outsider (Virgin)	
20	23	RED HOT CHILI PEPPERS	Fortune Faded (Warner Bros.)	
-	24	3 DOORS DOWN	Away From The Sun (Republic/Universal)	
23	25	CHEVELLE	Closure (Epic)	
21	26	DEFAULT	(Taking My) Life Away (TVT)	
-	27	TESLA	Caught In A Dream (Sanctuary/SRG)	
28	28	HOOBASTANK	Out Of Control (Island/IDJMG)	
26	29	KID ROCK	Feel Like Makin' Love (Top Dog/Atlantic)	
27	30	P.O.D.	Will You (Atlantic)	

#1 MOST ADDED

JET Cold Hard Bitch (Elektra/EEG)

#1 MOST INCREASED PLAYS

3 DOORS DOWN Away From The Sun (Republic/Universal)

TOP 5 NEW & ACTIVE

- METALLICA The Unnamed Feeling (Elektra/EEG)
- SEVENDUST Broken Down (TVT)
- CHEAP TRICK My Obsession (Big3)
- BLINK-182 Feeling This (Geffen)
- DAMAGEPLAN Save Me (Elektra/EEG)

ROCK begins on Page 60.

URBAN AC

LW	TW	ARTIST	SON	Label
1	1	ALICIA KEYS	You Don't Know My Name (JJ)	
2	2	R. KELLY	Step In The Name Of Love (Jive)	
5	3	AVANT	Read Your Mind (Geffen)	
3	4	GERALD LEVERT U	Got That Love (Call It A Night) (Elektra/EEG)	
4	5	JOE MORE & MORE	(Jive)	
8	6	RUBEN STUDDARD	Sorry 2004 (JJ)	
6	7	LUTHER VANDROSS	Think About You (JJ)	
9	8	MUSIQ	Forthenight (Def Soul/IDJMG)	
7	9	KEM	Love Calls (Motown/Universal)	
16	10	OUTKAST	The Way You Move (Arista)	
11	11	WILL DOWNING	A Million Ways (GRP/VMG)	
12	12	DWELE	Find A Way (Virgin)	
10	13	SMOKIE NORFUL	I Need You Now (EMI Gospel)	
13	14	ERYKAH BADU	Back In The Day (Motown)	
17	15	JAGGED EDGE	Walked Outta Heaven (Columbia)	
14	16	ARETHA FRANKLIN	Wonderful (Arista)	
24	17	BABYFACE	The Loneliness (Arista)	
20	18	VAN HUNT	Seconds Of Pleasure (Capitol)	
23	19	SILK	Side Show (Liquid B)	
22	20	JAVIER	Beautiful U R (Capitol)	
—	21	BEYONCE	Me, Myself And I (Columbia)	
21	22	JAHEIM	Backlight (Divine Mill/Warner Bros.)	
25	23	KEM	Matter Of Time (Motown)	
19	24	ASHANTI	Rain On Me (Murder Inc./IDJMG)	
26	25	KINDRED THE FAMILY SOUL	Stars (Hidden Beach)	
18	26	MICHAEL JACKSON	One More Chance (Epic)	
28	27	AL GREEN	I Can't Stop (Blue Note/EMC)	
—	28	GERALD LEVERT	Wear It Out (Elektra/EEG)	
27	29	BRIAN MCKNIGHT	Back Seat (Gettin' Down) (Motown)	
29	30	JEFF MAJORS	Heard My Cry (Music One)	

#1 MOST ADDED

GERALD LEVERT *Wear It Out* (Elektra/EEG)

#1 MOST INCREASED PLAYS

BABYFACE *The Loneliness* (Arista)

TOP 5 NEW & ACTIVE

MANHATTANS *Turn Out The Stars* (Love-Lee)
 MONTELL JORDAN *Bottom Line* (Koch)
 CARL THOMAS *She Is* (Bad Boy/Universal)
 MARY MARY *Dance, Dance, Dance* (Integrity)
 HIL ST. SOUL *Pieces* (Shanachie)

URBAN begins on Page 35.

ACTIVE ROCK

LW	TW	ARTIST	SON	Label
1	1	LINKIN PARK	Numb (Warner Bros.)	
3	2	NICKELBACK	Figured You Out (Roadrunner/IDJMG)	
2	3	PUDDLE OF MUDD	Away From Me (Geffen)	
4	4	THREE DAYS GRACE	(I Hate) Everything About You (Jive)	
5	5	OFFSPRING	Hit That (Columbia)	
6	6	AUDIOSLAVE	I Am The Highway (Interscope/Epic)	
8	7	INCUBUS	Megalomaniac (Epic)	
11	8	GODSMACK	Re-Align (Republic/Universal)	
10	9	LIMP BIZKIT	Behind Blue Eyes (Flip/Interscope)	
9	10	SEETHER	Gasoline (Wind-up)	
7	11	TRAPT	Still Frame (Warner Bros.)	
12	12	STAINED	How About You (Flip/Elektra/EEG)	
16	13	A PERFECT CIRCLE	The Outsider (Virgin)	
15	14	JET	Are You Gonna Be My Girl (Elektra/EEG)	
14	15	HOOBASTANK	Out Of Control (Island/IDJMG)	
13	16	CHEVELLE	Closure (Epic)	
17	17	TANTRIC	Hey Now (Maverick/Reprise)	
18	18	STAINED	So Far Away (Flip/Elektra/EEG)	
20	19	SHINEDOWN	45 (Atlantic)	
23	20	FUEL	Million Miles (Epic)	
21	21	KORN	Right Now (Epic)	
24	22	SMILE EMPTY SOUL	Nowhere Kids (Lava)	
25	23	LOSTPROPHETS	Last Train Home (Columbia)	
28	24	KORN	Y'all Want A Single (Immortal/Epic)	
26	25	METALLICA	The Unnamed Feeling (Elektra/EEG)	
29	26	DARKNESS	I Believe In A Thing Called Love (Must...Destroy/Atlantic)	
35	27	3 DOORS DOWN	Away From The Sun (Republic/Universal)	
22	28	RED HOT CHILI PEPPERS	Fortune Faded (Warner Bros.)	
38	29	DAMAGEPLAN	Save Me (Elektra/EEG)	
36	30	SEVENDUST	Broken Down (TVT)	

#1 MOST ADDED

P.O.D. *Change The World* (Atlantic)

#1 MOST INCREASED PLAYS

3 DOORS DOWN *Away From The Sun* (Republic/Universal)

TOP 5 NEW & ACTIVE

THOUSAND FOOT KRUTCH *Rawkfst* (Tooth & Nail/EMC)
 P.O.D. *Change The World* (Atlantic)
 BURDEN BROTHERS *Beautiful Night* (Kirtland/Trauma)
 CROSSFADE *Cold* (Columbia)
 SLOTH *Dead Generation* (Hollywood)

ROCK begins on Page 60.

COUNTRY

LW	TW	ARTIST	SON	Label
2	1	ALAN JACKSON	Remember When (Arista)	
1	2	KENNY CHESNEY	There Goes My Life (BNA)	
4	3	TOBY KEITH	American Soldier (DreamWorks)	
3	4	BROOKS & DUNN	You Can't Take The Honky Tonk... (Arista)	
5	5	TIM MCGRAW	Watch The Wind Blow By (Curb)	
6	6	TERRI CLARK	I Wanna Do It All (Mercury)	
7	7	BRAD PAISLEY	Little Moments (Arista)	
11	8	MARTINA MCBRIDE	In My Daughter's Eyes (RCA)	
8	9	TRACY BYRD	Drinkin' Bone (RCA)	
10	10	SHANIA TWAIN	She's Not Just A Pretty Face (Mercury)	
13	11	JIMMY WAYNE	I Love You This Much (DreamWorks)	
12	12	TRACE ADKINS	Hot Mama (Capitol)	
14	13	SARA EVANS	Perfect (RCA)	
9	14	RODNEY ATKINS	Honesty (Write Me A List) (Curb)	
16	15	BUDDY JEWELL	Sweet Southern Comfort (Columbia)	
18	16	KEITH URBAN	You'll Think Of Me (Capitol)	
15	17	JO DEE MESSINA	I Wish (Curb)	
17	18	JOSH TURNER	Long Black Train (MCA)	
19	19	GARY ALLAN	Songs About Rain (MCA)	
20	20	CLINT BLACK	Spend My Time (Equity Music Group)	
23	21	RASCAL FLATTS	Mayberry (Lyric Street)	
21	22	JOE NICHOLS	Cool To Be A Fool (Universal South)	
22	23	BLUE COUNTY	Good Little Girls (Asylum/Curb)	
24	24	CRAIG MORGAN	Every Friday Afternoon (BBR)	
25	25	DIERKS BENTLEY	My Last Name (Capitol)	
26	26	CAROLYN DAWN JOHNSON	Simple Life (Arista)	
27	27	KELLIE COFFEY	Texas Plates (BNA)	
28	28	BRIAN MCCOMAS	You're In My Head (Lyric Street)	
29	29	TRACY LAWRENCE	Paint Me A Birmingham (DreamWorks)	
30	30	CLAY WALKER	I Can't Sleep (RCA)	

#1 MOST ADDED

KENNY CHESNEY *FUJNCLE KRACKER* When The Sun Goes Down (BNA)

#1 MOST INCREASED PLAYS

KENNY CHESNEY *FUJNCLE KRACKER* When The Sun Goes Down (BNA)

TOP NEW & ACTIVE

CHAD BROCK *You Are* (BBR)
 RHONDA VINCENT *If Heartaches Had Wings* (Rounder)
 DIAMOND RIO *We All Fall Down* (Arista)

COUNTRY begins on Page 40.

ALTERNATIVE

LW	TW	ARTIST	SON	Label
1	1	LINKIN PARK	Numb (Warner Bros.)	
2	2	OFFSPRING	Hit That (Columbia)	
4	3	INCUBUS	Megalomaniac (Epic)	
3	4	JET	Are You Gonna Be My Girl (Elektra/EEG)	
5	5	THREE DAYS GRACE	(I Hate) Everything About You (Jive)	
6	6	AUDIOSLAVE	I Am The Highway (Interscope/Epic)	
7	7	SWITCHFOOT	Meant To Live (Red Ink/Columbia)	
10	8	NICKELBACK	Figured You Out (Roadrunner/IDJMG)	
12	9	LOSTPROPHETS	Last Train Home (Columbia)	
13	10	STAINED	How About You (Flip/Elektra/EEG)	
8	11	BLINK-182	Feeling This (Geffen)	
11	12	CHEVELLE	Closure (Epic)	
18	13	STORY OF THE YEAR	Until The Day I Die (Maverick/Reprise)	
20	14	DARKNESS	I Believe In A Thing Called Love (Must...Destroy/Atlantic)	
17	15	FINGER ELEVEN	One Thing (Wind-up)	
9	16	RED HOT CHILI PEPPERS	Fortune Faded (Warner Bros.)	
14	17	TRAPT	Still Frame (Warner Bros.)	
19	18	FOO FIGHTERS	Darling Nikki (Roswell/RCA)	
15	19	PUDDLE OF MUDD	Away From Me (Geffen)	
21	20	A PERFECT CIRCLE	The Outsider (Virgin)	
26	21	BLINK-182	I Miss You (Geffen)	
22	22	AFI	Silver And Cold (DreamWorks)	
16	23	HOOBASTANK	Out Of Control (Island/IDJMG)	
23	24	LIMP BIZKIT	Behind Blue Eyes (Flip/Interscope)	
24	25	COURTNEY LOVE	Mono (Virgin)	
25	26	CRYSTAL METHOD	Born Too Slow (V2)	
27	27	SMILE EMPTY SOUL	Nowhere Kids (Lava)	
28	28	YELLOWCARD	Ocean Avenue (Capitol)	
31	29	GODSMACK	Re-Align (Republic/Universal)	
32	30	WHITE STRIPES	I Just Don't Know What To Do... (Third Man/V2)	

#1 MOST ADDED

311 *Love Song* (Maverick/Volcano)

#1 MOST INCREASED PLAYS

BLINK-182 *I Miss You* (Geffen)

TOP 5 NEW & ACTIVE

APARTMENT 26 *Give Me More* (Atlantic)
 SEVENDUST *Broken Down* (TVT)
 LIVING END *Who's Gonna Save Us?* (Reprise)
 MICHAEL ANDREWS *F/GARY JULES Mad World* (Down Up Down)
 BLINDSIDE *All Of Us* (Elektra/EEG)

ALTERNATIVE begins on Page 69.

SMOOTH JAZZ

LW	TW	ARTIST	SON	Label
1	1	JAZZMASTERS	Puerto Banus (Trippin' N' Rhythm)	
2	2	DAVE KOZ	Honey-Dipped (Capitol)	
4	3	CHRIS BOTTI	Indian Summer (Columbia)	
5	4	NICK COLIONNE	High Flyin' (3 Keys Music)	
8	5	KIM WATERS	The Ride (Shanachie)	
3	6	PRAFUL	Sigh (Rendezvous/N-Coded)	
6	7	CANDY DULFER	Finsbury Park, Cafe 67 (Eagle Rock)	
10	8	JIMMY SOMMERS	Take My Heart... (Gemini/Higher Octave)	
7	9	MINDI ABAIR	Flirt (GRP/VMG)	
9	10	RICK BRAUN	Green Tomatoes (Warner Bros.)	
12	11	SEAL	Touch (Warner Bros.)	
13	12	RICHARD ELLIOT	Sly (GRP/VMG)	
11	13	DARYL HALL	She's Gone (Rhythm & Groove/Liquid B)	
15	14	MICHAEL McDONALD	Ain't No Mountain High Enough (Motown)	
17	15	DAVID BENOIT	Watermelon Man (GRP/VMG)	
16	16	LEE RITENOUR	Inner City Blues (GRP/VMG)	
18	17	STEVE COLE	Everyday (Warner Bros.)	
19	18	MARC ANTOINE	Funky Picante (Rendezvous)	
24	19	PETER WHITE	Talkin' Bout Love (Columbia)	
20	20	DOWN TO THE BONE	Cellar Funk (Narada)	
21	21	PAMELA WILLIAMS	Afterglow (Shanachie)	
22	22	BASS X	Vonni (Liquid B)	
28	23	HIL ST. SOUL	For The Love Of You (Shanachie)	
23	24	KIRK WHALUM	Oo You Feel Me (Warner Bros.)	
—	25	PAUL BROWN	24/7 (GRP/VMG)	
25	26	RICHARD SMITH	Sing A Song (A440)	
26	27	HIROSHIMA	Revelation (Heads Up)	
27	28	GREGG KARUKAS	Riverside Drive (N-Coded)	
30	29	NAJEE	Eye 2 Eye (N-Coded)	
29	30	BRIAN CULBERTSON	Serpentine Fire (Warner Bros.)	

#1 MOST ADDED

HIL ST. SOUL *For The Love Of You* (Shanachie)

#1 MOST INCREASED PLAYS

KIM WATERS *The Ride* (Shanachie)

TOP 5 NEW & ACTIVE

NORAH JONES *Sunrise* (Blue Note/EMC)
 BRIAN BROMBERG *Bobblehead* (A440)
 JEFF GOLUB *Pass It On* (GRP/VMG)
 PAUL TAYLOR *Steppin' Out* (Peak)
 SPECIAL EFX *Ladies Man* (Shanachie)

Smooth Jazz begins on Page 56.

TRIPLE A

LW	TW	ARTIST	SON	Label
1	1	COUNTING CROWS	She Don't Want Nobody Near (Geffen)	
5	2	GUSTER	Careful (Palm/Reprise)	
3	3	DAVE MATTHEWS	Save Me (RCA)	
11	4	NORAH JONES	Sunrise (Blue Note/EMC)	
10	5	MELISSA ETHERIDGE	Breathe (Island/IDJMG)	
2	6	HOWIE DAY	Perfect Time Of Day (Epic)	
4	7	SARAH MCLACHLAN	Fallen (Arista)	
9	8	FIVE FOR FIGHTING	100 Years (Aware/Columbia)	
6	9	INDIGO GIRLS	Perfect World (Epic)	
7	10	STEREOPHONICS	Maybe Tomorrow (V2)	
13	11	THRILLS	One Horse Town (Virgin)	
8	12	JACK JOHNSON	Taylor (Jack Johnson Music/Universal)	
17	13	JET	Are You Gonna Be My Girl (Elektra/EEG)	
14	14	SHERYL CROW	The First Cut Is The Deepest (A&M/Interscope)	
15	15	JOE FIRSTMAN	Breaking All The Ground (Atlantic)	
12	16	TRAIN	When I Look To The Sky (Columbia)	
24	17	STING	Sacred Love (A&M/Interscope)	
20	18	DAMIEN RICE	Cannonball (Vector Recordings/Warner Bros.)	
16	19	JONNY LANG	Red Light (A&M/Interscope)	
18	20	COLDPLAY	Moses (Capitol)	
21	21	JOHN EDDIE	If You're Here When I Get Back (Thrill Show/Last Highway)	
27	22	JOHN MAYER	Clarity (Aware/Columbia)	
19	23	THORNS	Blue (Aware/Columbia)	
22	24	R.E.M.	Bad Day (Warner Bros.)	
26	25	ROONEY	I'm Shakin' (Geffen)	
25	26	MATCHBOX TWENTY	Bright Lights (Atlantic)	
—	27	LOS LONELY BOYS	Real Emotions (Or/Epic)	
29	28	EASTMOUNTAINSOUTH	Rain Come Down (DreamWorks)	
23	29	VAN MORRISON	Once In A Blue Moon (Blue Note/EMC)	
—	30	KEB' MO'	Let Your Light Shine (Epic)	

#1 MOST ADDED

BEN HARPER *Brown Eyed Blues* (Virgin)

#1 MOST INCREASED PLAYS

LOS LONELY BOYS *Real Emotions* (Or/Epic)

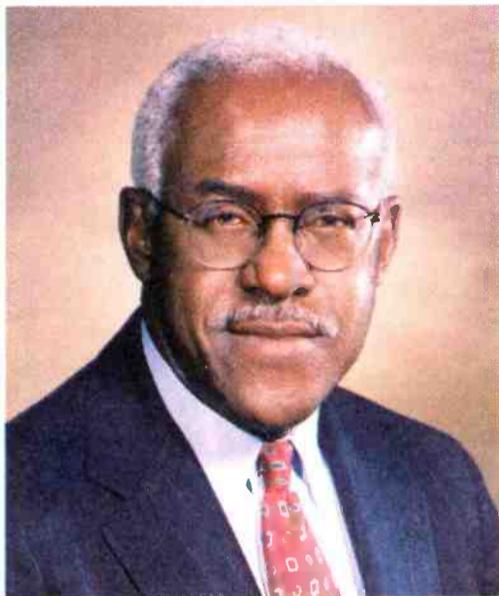
TOP 5 NEW & ACTIVE

RYAN ADAMS *Burning Photographs* (Lost Highway/IDJMG)
 JOSS STONE *Fell In Love With A Boy* (S-Curve/EMC)
 3 DOORS DOWN *Here Without You* (Republic/Universal)
 STARSAILOR *Silence Is Easy* (Capitol)
 JONATHA BROOKE *Better After All* (Bad Dog/VMG)

TRIPLE A begins on Page 74.

Publisher's Profile

By Erica Farber



RONALD DAVENPORT

Chairman, Sheridan Broadcasting Corporation

Ronald Davenport, Chairman of Sheridan Broadcasting, is a leader in the true sense of the word. He is well known for his involvement, both professionally and personally, in the black community, as well as in the broadcast industry. He has been a lawyer and an educator, is deeply involved in community service on both the local and state level and has served on numerous national boards and associations.

Getting into the business: "I'm an old lawyer from the '60s, a law professor, but I'm from the '50s in terms of age and experience. The '50s generation was a business-oriented generation. I always believed that America was big enough for everybody. It was important that African Americans have an economic stake in our society. I've always had an interest in the entertainment industry; I have a great love for it. I thought radio was a good place to start, and I got into radio through ownership."

Vision behind Sheridan Broadcasting: "Sheridan was the street on which we lived here in Pittsburgh at the time I started the company. I came to Pittsburgh in 1963 to teach at Duquesne Law School and became Dean in 1970. I did a lot of civil rights stuff in the '60s. It was my conclusion that it was important that African Americans participate in the economy of this country in a meaningful fashion."

Why radio? "I wanted something that serviced black people. Radio was the most obvious thing you could turn to. My generation of blacks were taught to be the best that we could be and to reduce all the variables so that if you did not obtain a job or get what you thought you deserved, it was because of race, not because you were not prepared. I was very confident of how the country worked and how the economy worked. If you wanted to borrow \$1 million, you had to look like someone to whom \$1 million was loaned."

"I worked for a very long time establishing relationships with the corporate community in Pittsburgh, getting to know people and having them get to know me, what kind of guy I was, what I was about and what my ambitions were. I was blessed in that Pittsburgh was a major corporate headquarters, and I made friends with some senior CEOs. We developed a mutual respect. From that came the relationships that I needed with the bank."

Founding the company: "We started with four radio stations originally: an AM and an FM here in Pittsburgh; an AM in Buffalo, which we still own; and an AM, WILD/Boston, which we sold in 1980."

How he positions the company: "Mutual Broadcasting Systems started Mutual Black Network. Gene Jackson and Sydney Smalls started National Black Network shortly thereafter. We were competing, and Mutual decided it wanted to get out of the black news business. In 1975 they

came to me, and I bought a half interest in the company. In 1978 I bought the other half and changed the name from Mutual Black Network to the Sheridan Broadcasting Network.

"I've made all the mistakes known to man. I was still Dean of the law school then. It was my full-time job. I had reached some goals by 1981, so I resigned as Dean and joined a law firm for two years. I didn't become a full-time broadcaster until 1984. I set out to put the company on the strongest possible footing. What I realized was that no one can live your dream but you. They can talk it, mouth the words, but you have to live it."

The mission of the company: "To be a full-time competitor. I love our business. It's very challenging, but very rewarding as well. Our mission now is to be the best company we can be. On the network side, we have the urban market niche. People are coming after us all the time. Urban music is general-market music, so it's highly competitive, but I know that we can compete. We now have 475 affiliates on the network."

Long-range plans: "I'm not a seller, and I have no interest in buying stations with high multiples in major markets. That's a whole different ballgame. I'm a small player. I'm comfortable with the role I have, and I want to do my best job there."

Biggest challenges: "The quality of people and getting the right folks doing the right kinds of things. And getting them to understand the role we play. People want to be major players. That's not my goal. My goal is to be a good player and to work very hard at doing the best job I can in the market niche that I find myself. I love my niche; I'm very comfortable there. We can do a good job there."

State of the industry: "It's still very good. There are great opportunities. Radio has been pronounced dead since the '50s, when TV came along. Now it's satellite radio. There's going to be competition in varying forms as technology changes, but radio has had amazing resiliency, which I love."

The state of Urban radio: "We have to do a better job at being more than just a jukebox. We have to service people. Folks are getting away from that, but the public will ultimately require that we go back there. I'm old-fashioned in that sense. We have to service people and not the financial markets. I understand the people who are buying stations with these great multiples or who have investors. They have to be concerned about the financial markets. I have the luxury of just having to worry about making sure that I do a good job in terms of the people."

The state of business: "It's OK. We've made some major moves here, so I think I still have a long way to go, frankly. I've got a lot of things I have to do. But I'm blessed: I have two of my three children in the business with me, and they're doing a great job."

Ownership opportunities for African Americans today: "It's very difficult. Things are very expensive now, so there aren't a lot of opportunities for people, regardless of their race. You have to look forward to where things are going, not to where things have been, and figure out how you can make a way for yourself. It's hard. Radio stations are expensive. That means your margin of error is slight. Unless you're exceptionally skillful or lucky, your chances of success are not great."

Thoughts on hip-hop: "I don't try to manage it. I go back to the '50s, when they thought rock 'n' roll was the worst kind of music in the world. Nothing's changed. This fellow was describing a new weapon that was so strong and powerful that it was going to bring about the end of the world. He was talking about the crossbow. Are there things I dislike? Certainly. There are also things that I

like. I don't try to tell America what it should think. That's not my job."

Something about his company that might surprise our readers: "When I was trying to buy a group of stations about 15 years ago, some financial people walked through here, and they were surprised by the number of whites here. They were expecting a black company to be black. My goal has always been to have a successful company made up of whoever wants to help me get there. I'm not concerned about race."

On balancing a commitment to public service and education and running a company: "You make time for those things you want to do and believe in. I'm a trustee of the Committee on Economic Development, which is made up of CEOs from 200 of the top companies in the country. They're people who run businesses and are very successful, yet they make time for the issues that affect their country. You can't have a successful business in an unsuccessful country."

Most influential individual: "I made friends with a number of CEOs here in Pittsburgh. The person who was most influential in that process is the CEO of a company called Toppers, Fletcher Byrum. He's retired now. He's a great man, a wonderful human being. We used to fight and argue about all kinds of things, but out of that came a mutual respect. Fletcher is talented, smart, feisty, tough and honest. That's all you can really ask for. He did not help me in broadcasting as such, but he was very influential in terms of my being accepted by the business community here in Pittsburgh."

Career highlight: "That I'm still here! There was a time in my third year as Dean of the law school when I had 189 kids take the bar exam, and 189 passed. That has nothing to do with me, but I took credit for it, because if 189 had flunked, I would have had to take the responsibility for that. It was wonderful; I was struck by lightning. For me, there's always another mountain to climb."

Career disappointment: "Lots of things, but life balances itself out. Things happen when it's time. I could have bought a group of five radio stations, including WGCI/Chicago, for \$15 million in 1976, and I had the money. For lots of reasons, it didn't happen. That station is now worth maybe \$400 million. I'd probably be slightly better off than I am now, but life goes on. I don't worry about those kinds of things."

Favorite radio format: "I like all kinds. Country, Classical. I love music, period. I love the stuff I grew up with, which is now called urban contemporary. We called it rhythm & blues."

Favorite song: "I love Ray Charles, Sammy Davis Jr., Anthony Newley and Judy Garland."

Favorite television show: "West Wing."

Favorite book: "The Rise of Theodore Roosevelt by Edmund Morris. It's the best book I've ever read. Roosevelt was a phenomenally talented and gifted man, and Edmund Morris writes magnificently."

Favorite movie: "The Treasure of the Sierra Madre, because it shows greed and what it does to you."

Favorite restaurant: "La Grenouille in New York."

Beverage of choice: "White wine."

Hobbies: "Reading."

E-mail address: "rdavenport@sbcol.com."

Advice for broadcasters: "Be the best you can be and believe in what you're doing. I love what I do. It's an exciting time to be in business. Things are happening, technology is changing, and there are new opportunities. People worry too much about what has gone on in the past. I think more about where we are going, not where we've been."

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