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**IMPACTING  
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# SEAL "WAITING FOR YOU"

THE DEBUT SINGLE FROM THE ALBUM THAT PEOPLE ARE TALKING ABOUT

**Another 50,000 albums sold this week!!**

New this week: KSTP WMYX WBAM WMGI KMGL WMAS WJKK WAYV

**R&R HOT AC: 26**  
**R&R AC: 23**

**Adult Top 40 Monitor: 28\***  
**Modern Adult Monitor: 29\***  
**Mainstream AC Monitor: 23\***

#### TV APPEARANCES:

TNT, TBS, CNN, USA, FX and Regal Cinemas feature "Waiting For You" in their campaign for Law and Order through 10/24

10/16 ABC The View

10/8 BET taping of Walk of Fame honoring Aretha Franklin (airs 10/28)

## Most increased at HAC and AC this week!

Majors include: WLTW, KYSR, KBIG, KLLC, Q102, WQSX, WBMX, WLIT, KFMB, WTIC, KQMB, WOMX, WBEB, WASH, WTPI, WQAL, WLTJ, KBEE, KVIL, WLTE, KKLK, KOSI, WJLK, WLNK, KYMX

Produced by Trevor Horn

"Waiting For You" Co-Produced by Mark Batson

Management: azoffmusic management - Irving Azoff, Susan Markheim, John Baruck, Tim Conroy



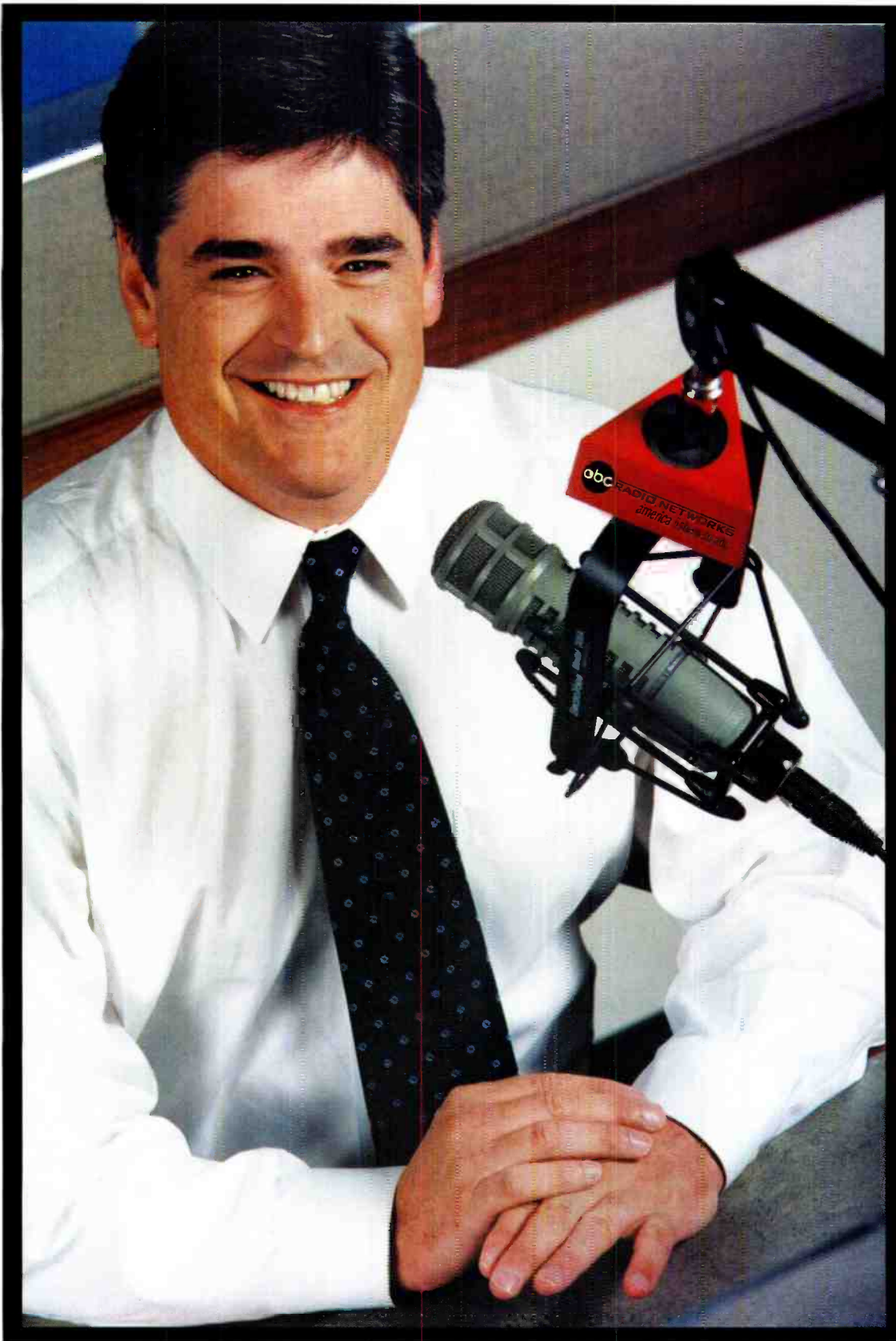
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# Publisher's Profile

By Erica Farber



## LLOYD ROACH

CEO, Route 81 Radio

**L**loyd Roach is passionate about radio and a firm believer that its greatest strength is its ability to be local. In fact, his anchor station, WCOJ-AM/West Chester, PA, is known for "news so local that we even report lost dogs," he says.

Roach's latest venture is the purchase of 12 AM and FM stations located in Pennsylvania and the lower part of New York. Many of the stations currently program nationally syndicated programming, but it is Roach's plan to restore local programming to all of the communities he serves.

**Getting into the business:** "I got out of the Navy on the West Coast and found someone in San Francisco who worked at KGO. He told me it was a cool place to work, but he said I had to go to college. I attended Emerson College in Boston and worked at WHDH/Boston almost full-time the entire four years I was there."

**His first job:** "I got in on the engineering side. I was a transmitter supervisor. I sat and watched the meters. Later I was a studio technician and a board op. I was in the union, and I got these little jobs. One of them was as an announcer on WCAS/Boston, then I did late-nights on WJIB/Boston on weekends. I thought I was going to be the next Johnny Carson."

"My wife and I moved back to Philadelphia, and I went to work for WFIL as a tech. I then became announcer and PD at WIOV/Lancaster, PA. John Tenaglia found me, and I went to work at WFI-FM/Philadelphia, a General Cinema station. I worked my way up through that company, becoming a salesman, then Local Sales Manager, then GSM, then GM."

**Getting into ownership:** "I was working for Dan Lerner as the Manager of WKSZ (Kiss 100)/Philadelphia. It was one of those moments in your career you only get once, when the thing just blows out of the box on Day One. We couldn't do anything wrong. We put it on from a cold start: new building, new frequency. About three years later I thought, 'If I'm going to make a leap, this is the time to do it.' I bought this horrible little AM station, WCDN/Philadelphia. The broker said the station was in the glove compartment. Four other guys and I bought this thing. I had it for 11 years. It was a turning point, because I knew I could never go back to working for someone after that."

**His latest venture:** "I bought WCOJ five years ago, and that's done very well. It's the only station in a county of about 500,000 people. I thought then, and still feel strongly, that this station is the poster child for what community radio should be. We play News/Talk in the morning. We have a music show in the middle of the day. I

run a bluegrass show on the weekends. We do 175-180 remotes a year from everywhere and anything. We have more news people than anybody in Philadelphia except for KYW. I want to do something similar with the 12 stations I just bought. I believe we need to return a lot of these stations to the community. I wanted to see if I could pull this vision off somewhere else besides here, with stations that were not traditional."

**On the name Route 81:** "I was driving up and down Route 81 looking for stations, and my dear wife, Jackie, said, 'Why don't you stop driving up and down Route 81 and come home and get a radio station around here?' That's how I bought WCOJ. Then I started driving up and down Route 81 again. I didn't know that a lot of the stations I was looking at were owned by Citadel. I went to Wilkes Barre, Scranton, Hazleton and Harrisburg and walked into the stations one by one. The ones in Elmira, NY were given to us by a broker when word got out that I was looking. Everyone said, 'Elmira's not on Route 81,' but it 'kind of is: You go there and turn left for about an hour.'"

**Long-term plans:** "I don't know. My problem is, I do this for fun. People in the investment community say you have to have big EBITDA. Yeah, we're going to do that, but we're going to have some fun along the way. Maybe we'll see if the paradigm actually works. The people I've been to see — I go to the Chambers of Commerce before I see brokers — are flipping out at this idea. 'You mean you're going to do a high school football game again?' When I was in Chicago the best little local station I ever heard was WGN. They run a farm show at 12. They talk about lost dogs and trees that fell over, and they get a huge share."

**Biggest challenge:** "Most of these stations don't have any ratings. Some of the FMs will probably do OK. I think we're going to get some ratings in Wilkes Barre. We've got to get past that. I've gotten past that here. We've got a suburban AM station here in the Philadelphia metro. Everyone says you can't do that. The station is profitable, we carry the Phillies, and I don't get any ratings. I'm not in the Philadelphia metro book, and we do fine."

**Personal involvement in the community:** "That's the other part of the trick. This is just the old 'ascertain what the community needs' idea. The FCC used to make us do it. I'm not a government freak, but I think it had something when it forced the radio business to do this stuff. I'm very deep in the community. I have a new manager at WCOJ, and I'm getting her involved now. That's what helps drive the business. They're not going to throw it all at the Clear Channel cluster. They might throw you a bone, let you have a piece of the budget. It adds up."

**State of the industry:** "I've seen a lot since I've gone to these smaller markets. It's not a very happy sight in some places. You find stations simulcasting stations from other markets, complete with their weather forecasts and time. It's on the other side of the mountain, so one side is snowing, the other is raining. I don't think that's very good. I'm interested in making it positive. They're not bad guys; they just don't know what to do. And I think everyone's given up on AM radio. The five top-billing radio stations in America are on AM. Everyone forgets that."

**Thoughts on satellite radio:** "They can't out-local me. If I'm here doing bridge closings for a flood, there's no way any of them are going to bother me. If I ran all tunes,

all the time on my FM station, I might have some trouble with them, but that's not what I do. You can't do super-local stuff all the time — I know that — but we can do enough of it so people know this is where to turn."

**Most influential individual:** "John Tenaglia. He had passion. That's why he yelled at everybody. I think he got frustrated that they weren't as passionate as he was. That rubbed off on me a lot. That may be why we got along fairly well. Not to say he never yelled at me — he did — but I'm a little nuts anyway. He made me see clearly that this is a very special medium. There's nothing like it; television can't even approach it. If you're passionate about it and do things right all the time, it'll be better than anything you can imagine. I really believe that."

**The outlook for those wishing to own stations:** "It's impossible if you want a Class B FM in a market over 200,000. But it's not impossible if you have the balls to go out and get yourself a little AM station someplace and do radio. We're seeing some tremendous buys on some of these low-end, big-signal AM stations everyone is giving up on. They probably think that if they can't have the 'Soft hits of today and yesterday' or something and they can't get a ratings book in two weeks, they can't compete. One of my heroes is Jerry Lee in Philadelphia. His partner, Dave Kurtz, is an engineer. Those two started WBEB cold in 1962, and they never gave up. They still have it. They could have sold out a long time ago."

**Career highlight:** "I really like what I do. I'm proud that I stayed in, and I'm proud that I've become its champion. I'm proud of the people I've worked with."

**Career disappointment:** "I wish I'd done this when I was 25, when I had more energy. But no one would have paid attention to me then. They would have said I was a young nut instead of saying I'm an old nut."

**Favorite radio format:** "I like to listen to anything as long as it's being done well. If it's being done poorly, I get mad at it."

**Favorite television show:** "I never watch TV. I know that sounds terribly self-serving, but I really hate television now. The only thing worse than network television is local news. It's just ghastly."

**Favorite song:** "Country is my favorite type of music. I love Johnny Cash, and he just died, dammit."

**Favorite movie:** "In Harm's Way."

**Favorite book:** "Anything by Charleton Reese."

**Hobbies:** "Amateur radio. I've been a ham radio operator for 42 years. I guess I'm radio 24/7. Ham is really what got me into this thing. I got most of my good jobs in radio through the ham radio connection. Some guy I'd meet on the air would connect me to someone at a station. That's how I got the job at WHDH."

**E-mail address:** "My ham co-sign, w3qt@arrl.net."  
**Advice for broadcasters:** "I'd like them to be happy about what they do. They're making a tremendous contribution, in case they don't know it. My son is a musician in New York City. I asked him about music and the downloading stuff. He said that, despite what everyone says, people still want to get their songs on the radio. It's still the strongest thing out there. He says that radio's going to be fine as long as you understand the power of the medium. On radio, I can start a street riot in 30 minutes. You can't do that on TV. It distresses me when people talk about the decline of business. They've got to stop worrying so much. It's irrelevant. Just be happy. No matter what they do, it's going to be fine."



### URBAN AC

LW	TW	
3	1	LUTHER VANDROSS Dance With My Father (J)
1	2	TAMIA Officially Missing You (Elektra/EEG)
2	3	KEM Love Calls (Motown/Universal)
4	4	HEATHER HEADLEY I Wish I Wasn't (RCA)
7	5	GERALD LEVERT U Got That Love (Elektra/EEG)
5	6	R. KELLY Step In The Name Of Love (Jive)
6	7	JAVIER Crazy (Capitol)
11	8	SMOKIE NORFUL I Need You Now (EMI Gospel)
9	9	DWELE Find A Way (Virgin)
8	10	JAHEIM Put That Woman First (Divine Mill/Warner Bros.)
10	11	RUBEN STUDDARD Superstar (J)
12	12	RHIAN BENSON Say How I Feel (DKG)
13	13	KINDRED Far Away (Epic)
16	14	FLOETRY Getting Late (DreamWorks)
15	15	ANTHONY HAMILTON Comin' From Where I'm From (So So Def/Arista)
19	16	ISLEY BROTHERS fROM ISLEY Busted (DreamWorks)
24	17	ARETHA FRANKLIN Wonderful (Arista)
17	18	CALVIN RICHARDSON Keep On Pushin' (Hollywood)
14	19	FLOETRY Say Yes (DreamWorks)
20	20	JAHEIM Backlight (Divine Mill/Warner Bros.)
21	21	VIVIAN GREEN What Is Love? (Columbia)
15	22	ARETHA FRANKLIN Only Thing Missing Is You (Arista)
23	23	WILL DOWNING A Million Ways (GRP/VMG)
-	24	AVANT Read Your Mind (Geffen)
-	25	JDE More & More (Jive)
26	26	MANHATTANS Turn Out The Stars (Love-Leel)
22	27	MONICA So Gone (J)
29	28	IMPRDMP 2 Mocha Soul (Big3)
27	29	BEYONCÉ fJAY-Z Crazy In Love (Columbia)
28	30	ANN NESBY Make Me Better (UTR Music Group)

#### #1 MOST ADDED

ERYKAH BADU Back In The Day (Motown)

#### #1 MOST INCREASED PLAYS

SMOKIE NORFUL I Need You Now (EMI Gospel)

#### TOP 5 NEW & ACTIVE

EARTH, WIND & FIRE Hold Me (Kalimba)

ASHANTI Rain On Me (Murder Inc./DJJMG)

STEPHANIE MILLS Can't Let Him Go (J&M)

LJ Fortunately (Cool Joe)

J. SOMMERS FR. PATTERSON What Am I Gonna Do (Gemini/Higher Octave)

URBAN begins on Page 36.

### ACTIVE ROCK

LW	TW	
1	1	STAIN'D So Far Away (Flip/Elektra/EEG)
2	2	LINKIN PARK Faint (Warner Bros.)
3	3	DISTURBED Liberate (Reprise)
6	4	A PERFECT CIRCLE Weak And Powerless (Virgin)
4	5	NICKELBACK Someday (Roadrunner/DJMG)
5	6	AUDIOSLAVE Show Me How To Live (Interscope/Epic)
9	7	GODSMACK Serenity (Republic/Universal)
8	8	SMILE EMPTY SOUL Bottom Of A Bottle (Lava)
10	9	TRAPT Still Frame (Warner Bros.)
7	10	SHINEDOWN Fly From The Inside (Atlantic)
11	11	WHITE STRIPES Seven Nation Army (Third Man/V2)
14	12	FUEL Falls On Me (Epic)
12	13	TRAPT Headstrong (Warner Bros.)
17	14	SEETHER Gasoline (Wind-up)
15	15	SEVENDUST Enemy (TVT)
18	16	COLD Suffocate (Flip/Geffen/Interscope)
16	17	MUDVAYNE World So Cold (Epic)
26	18	P.O.D. Will You (Atlantic)
13	19	KORN Did My Time (Immortal/Epic)
19	20	CHEVELLE Send The Pain Below (Epic)
23	21	THREE DAYS GRACE (I Hate) Everything About You (Jive)
21	22	STATIC-X The Only (Warner Bros.)
22	23	CHEVELLE Closure (Epic)
29	24	AUDIOSLAVE I Am The Highway (Interscope/Epic)
24	25	SLOTH Someday (Hollywood)
25	26	MOTOGRAFTER Down (No Name/EEG)
27	27	ILL MIND How Can I Live (Roadrunner/DJMG)
30	28	3 DOORS DOWN Here Without You (Republic/Universal)
28	29	POWERMAN 5000 Action (DreamWorks)
31	30	EVANESCENCE Going Under (Wind-up)

#### #1 MOST ADDED

KORN Right Now (Epic)

#### #1 MOST INCREASED PLAYS

KORN Right Now (Epic)

#### TOP 5 NEW & ACTIVE

MEMENTO Saviour (Columbia)

LIMP BIZKIT Behind Blue Eyes (Flip/Interscope)

SHINEDOWN 45 (Atlantic)

HOBBASTANK Out Of Control (Island/DJMG)

40 BELOW SUMMER Self Medicate (Razor & Tie)

ROCK begins on Page 57.

### COUNTRY

LW	TW	
1	1	TIM MCGRAW Real Good Man (Curb)
5	2	GARY ALLAN Tough Little Boys (MCA)
3	3	A. JACKSON AND J. BUFFETT It's Five O'Clock Somewhere (Arista)
6	4	MARTINA MCBRIDE This One's For The Girls (RCA)
7	5	KEITH URBAN Who Wouldn't Wanna Be Me (Capitol)
4	6	BUDDY JEWELL Help Pour Out The Rain (Lacey's Song) (Columbia)
9	7	TOBY KEITH I Love This Bar (DreamWorks)
8	8	RASCAL FLATTS I Melt (Lyric Street)
11	9	PAT GREEN Wave On Wave (Republic/Universal South)
10	10	CLAY WALKER A Few Questions (RCA)
13	11	BILLY CURRINGTAN Walk A Little Straighter (Mercury)
12	12	GEOERGE STRAIT Cowboys Like Us (MCA)
14	13	CHRIS CAGLE Chicks Dig It (Capitol)
16	14	MONTGOMERY GENTRY Hell Yeah (Columbia)
15	15	PATTY LOVELESS Lcvin' All Night (Epic)
17	16	REBA MCGENTIRE I'm Gonna Take That Mountain (MCA)
18	17	RUSHLOW I Can't Be Your Friend (Lyric Street)
19	18	LONESTAR Walking In Memphis (BNA)
20	19	ROONEY ATKINS Honesty (Write Me A List) (Curb)
22	20	SHERRIE AUSTIN Streets Of Heaven (C4/BBR)
23	21	TRACY BYRD Drinkin' Bone (RCA)
26	22	BROOKS & DUNN You Can't Take The Honky Tonk... (Arista)
24	23	JO DEE MESSINA I Wish (Curb)
25	24	BLAKE SHELTON Playboys Of The Southwestern World (Warner Bros.)
21	25	RACHEL PROCTOR Oys Like This (BNA)
30	26	SCOTTY EMERICK I Can't Take You Anywhere (DreamWorks)
27	27	DIAMOND RIO Wrinkles (Arista)
33	28	TERRI CLARK I Wanna Do It All (Mercury)
29	29	MARK WILLIS And The Crowd Goes Wild (Mercury)
31	30	JOSH TURNER Long Black Train (MCA)

#### #1 MOST ADDED

SHANIA TWAIN She's Not Just A Pretty Face (Mercury)

#### #1 MOST INCREASED PLAYS

TOBY KEITH I Love This Bar (DreamWorks)

#### TOP 5 NEW & ACTIVE

BRIAN MCCOMAS You're In My Head (Lyric Street)

BLUE COUNTY Good Little Girls (Asylum/Curb)

VINCE GILL Young Man's Town (MCA)

KENNY ROGERS Handprints On The Wall (Dreamcatcher)

KEVIN DENNEY A Year At A Time (Lyric Street)

COUNTRY begins on Page 42.

### ALTERNATIVE

LW	TW	
1	1	STAIN'D So Far Away (Flip/Elektra/EEG)
2	2	A PERFECT CIRCLE Weak And Powerless (Virgin)
3	3	LINKIN PARK Faint (Warner Bros.)
4	4	NICKELBACK Someday (Roadrunner/DJMG)
6	5	EVANESCENCE Going Under (Wind-up)
5	6	AUDIOSLAVE Show Me How To Live (Interscope/Epic)
10	7	TRAPT Still Frame (Warner Bros.)
12	8	WHITE STRIPES The Hardest Button To Button (Third Man/V2)
9	9	DASHBOARD CONFESSIONAL Hands Down (Vagrant)
11	10	GODSMACK Serenity (Republic/Universal)
13	11	THREE DAYS GRACE (I Hate) Everything About You (Jive)
7	12	WHITE STRIPES Seven Nation Army (Third Man/V2)
8	13	SMILE EMPTY SOUL Bottom Of A Bottle (Lava)
15	14	FUEL Falls On Me (Epic)
14	15	TRAPT Headstrong (Warner Bros.)
22	16	P.O.D. Will You (Atlantic)
17	17	JET Are You Gonna Be My Girl (Elektra/EEG)
16	18	AFI The Leaving Song Part II (DreamWorks)
21	19	SWITCHFOOT Meant To Live (Red Ink/Columbia)
30	20	CHEVELLE Send The Pain Below (Epic)
23	21	LINKIN PARK Numb (Warner Bros.)
19	22	311 Creatures For A While (Volcano)
23	23	BILLY TALENT Try Honesty (Atlantic)
27	24	COLD Suffocate (Flip/Geffen/Interscope)
25	25	STROKES 12.51 (RCA)
28	26	DISTURBED Liberate (Reprise)
24	27	YELLOWCARD Way Away (Capitol)
36	28	3 DOORS DOWN Here Without You (Republic/Universal)
29	29	SEVENDUST Enemy (TVT)
41	30	AUDIOSLAVE I Am The Highway (Interscope/Epic)

#### #1 MOST ADDED

BLINK-182 Feeling This (Geffen)

#### #1 MOST INCREASED PLAYS

BLINK-182 Feeling This (Geffen)

#### TOP 5 NEW & ACTIVE

ALIEN ANT FARM Glow (DreamWorks)

SOMETHING CORPORATE Space (Drive-Thru/Geffen)

ATARIS The Saddest Song (Columbia)

R.E.M. Bad Day (Warner Bros.)

HOBBASTANK Out Of Control (Island/DJMG)

ALTERNATIVE begins on Page 63.

### SMOOTH JAZZ

LW	TW	
1	1	PAUL JACKSON, JR. It's A Shame (Blue Note)
4	2	CANDY DULFER Finsbury Park, Cafe 67 (Eagle Rock)
2	3	KENNY G. Malibu Dreams (Arista)
3	4	PRAFUL Sigh (Rendezvous/N-Coded)
7	5	URBAN KNIGHTS Got To Give It Up (Narada)
9	6	DAVE KOZ Honey-Dipped (Capitol)
8	7	MINDI ABAIR Firt (GRP/VMG)
6	8	DAVID SANBORN Comin' Home Baby (GRP/VMG)
10	9	M. MCDONALD I Heard It Through The Grapevine (Motown/Universal)
5	10	BRIAN CULBERTSON Say What? (Warner Bros.)
14	11	RICK BRAUN Green Tomatoes (Warner Bros.)
11	12	LUTHER VANDROSS Dance With My Father (J)
13	13	PAUL TAYLOR On The Move (Peak)
16	14	DARYL HALL She's Gone (Rhythm & Groove/Liquid B)
12	15	RICHARD ELLIOT Corner Pocket (GRP/VMG)
15	16	JAZZMASTERS Puerto Banus (Trippin' N' Rhythm)
17	17	CHRIS BOTTI Indian Summer (Columbia)
18	18	CHUCK LOEB eBop (Shanachie)
20	19	JIMMY SOMMERS Take My Heart... (Gemini/Higher Octave)
19	20	ACOUSTIC ALCHEMY No Messin' (Higher Octave)
23	21	TWIST OF MOWTOWN Inner City Blues (GRP/VMG)
21	22	SIMPLY RED Sunrise (simplyred.com)
22	23	STEVE OLIVER Positive Energy (Native Language)
24	24	NICK COLONNE High Flyin' (3 Keys Music)
30	25	MARC ANTOINE Funky Picante (Rendezvous)
-	26	STEVE COLE Everyday (Warner Bros.)
25	27	JEFF GOLUB Boom Boom (GRP/VMG)
28	28	PAMELA WILLIAMS Afterglow (Shanachie)
26	29	RONNY JORDAN At Last (N-Coded)
27	30	BLAKE AARON She's So Fine (Innervation)

#### #1 MOST ADDED

DAVID BENDIT Watermelon Man (GRP/VMG)

#### #1 MOST INCREASED PLAYS

CANDY DULFER Finsbury Park, Cafe 67 (Eagle Rock)

#### TOP 5 NEW & ACTIVE

GREGG KARUKAS Riverside Drive (N-Coded)

DAVID BENDIT Watermelon Man (GRP/VMG)

SEAL Touch (Warner Bros.)

BASS X Vanni (Liquid B)

NORMAN BROWN Night Drive (Warner Bros.)

Smooth Jazz begins on Page 55.

### TRIPLE A

LW	TW	
2	1	R.E.M. Bad Day (Warner Bros.)
1	2	JOHN MAYER Bigger Than My Body (Aware/Columbia)
3	3	BEN HARPER Diamonds On The Inside (Virgin)
4	4	JACK JOHNSON Wasting Time (Jack Johnson Music/Universal)
6	5	STING Send Your Love (A&M/Interscope)
8	6	JONNY LANG Red Light (A&M/Interscope)
7	7	PETE YORN Crystal Village (Columbia)
12	8	SARAH McLACHLAN Fallen (Arista)
9	9	DASHBARD CONFESSIONAL You And I Both (Sanctuary/SRG)
11	10	WALLFLOWERS Closer To You (Interscope)
5	11	EASTMOUNTAINSOUTH You Dance (DreamWorks)
10	12	GUSTER Amsterdam (Gonna Write You A Letter) (Palm/Reprise)
13	13	HOWIE DAY Perfect Time Of Day (Epic)
14	14	LOS LONELY BOYS Heaven (Dr)
16	15	BARENAKED LADIES Another Postcard (Chimps) (Reprise)
23	16	SHERYL CROW The First Cut Is The Deepest (A&M/Interscope)
15	17	DAVE MATTHEWS Gravedigger (RCA)
17	18	DIDD White Flag (Arista)
18	19	TRAIN When I Look To The Sky (Columbia)
20	20	LYLE LOVETT My Baby Don't Tolerate (Curb/Lost Highway)
21	21	JOE FIRSTMAN Breaking All The Ground (Atlantic)
19	22	COLOPLAY God Put A Smile Upon Your Face (Capitol)
24	23	DAMIEN RICE Volcano (Vector Recordings)
26	24	JOHN HIATT Circle Back (New West)
22	25	GRANDADDY Now It's On (V2)
-	26	LIVE Heaven (Radioactive/Geffen)
27	27	SANTANA fALEX BAND Why Don't You & I (Arista)
29	28	VAN MORRISON Once In A Blue Moon (Blue Note/EMC)
-	29	NORTH MISSISSIPPI ALLSTARS Eyes (Tone-Cool/ATD)
-	30	ROBERT RANDOLPH Soul Refreshing (Warner Bros.)

#### #1 MOST ADDED

COLOPLAY Mosses (Capitol)

#### #1 MOST INCREASED PLAYS

SHERYL CROW The First Cut Is The Deepest (A&M/Interscope)

#### TOP 5 NEW & ACTIVE

TRAVIS Re-Offender (Epic)

ZIGGY MARLEY Dragonfly (Private Music/AAL)

MAVERICKS I Want To Know (Sanctuary/SRG)

MATCHBOX TWENTY Bright Lights (Atlantic)

THORNS Blue (Aware/Columbia)

TRIPLE A begins on Page 69.

**CHR/POP**

LW	TW	
1	1	NELLY f/P. DIDDY & MURPHY LEE Shake Ya... (Bad Boy/Universal)
2	3	3 DOORS DOWN Here Without You (Republic/Universal)
3	2	BEYONCE' f/ISEAN PAUL Baby Boy (Columbia)
4	4	CHRISTINA AGUILERA f/LIL' KIM Can't Hold Us Down (RCA)
5	5	BLACK EYED PEAS Where Is The Love? (A&M/Interscope)
6	6	MAROON 5 Harder To Breathe (Octone/LJ)
7	7	SANTANA f/ALEX BAND Why Don't You & I (Arista)
8	8	MYA My Love Is Like...Whoa (A&M/Interscope)
12	9	50 CENT P.I.M.P. (Shady/Aftermath/Interscope)
9	10	JASON MRAZ The Remedy (I Won't Worry) (Elektra/EEG)
10	11	BEYONCE' f/JAY-Z Crazy In Love (Columbia)
11	12	CHINGY Right Thurr (DTP/Capitol)
16	13	TRAPT Headstrong (Warner Bros.)
13	14	JUSTIN TIMBERLAKE Senorita (Jive)
14	15	ATARIS The Boys Of Summer (Columbia)
20	16	LIL' JON & THE EASTSIDE BOYZ Get Low (TVT)
15	17	STACIE ORRICO (There's Gotta Be) More To Life (ForeFront/Virgin)
19	18	FABOLOUS f/TAMIA Into You (Desert Storm/Elektra/EEG)
18	19	KELLY CLARKSON Low (RCA)
23	20	FOUNTAINS OF WAYNE Stacy's Mom (S-Curve/EMC)
21	21	HILARY DUFF So Yesterday (Buena Vista/Hollywood)
27	22	PINK Trouble (Arista)
26	23	BABY BASH Suga Suga (Universal)
24	24	JOHN MAYER Bigger Than My Body (Aware/Columbia)
25	25	LIZ PHAIR Why Can't I? (Capitol)
30	26	MATCHBOX TWENTY Bright Lights (Atlantic)
32	27	PHARRELL f/JAY-Z Frontin' (Star Trak/Arista)
34	28	STAINO So Far Away (Flip/Elektra/EEG)
29	29	LUMIDEE Never Leave You - Uh Ooh, Uh Oooh! (Universal)
33	30	MARIA I Give, You Take (DreamWorks)

**#1 MOST ADDED**

BRITNEY SPEARS f/MADONNA Me Against The Music (Jive)

**#1 MOST INCREASED PLAYS**

FOUNTAINS OF WAYNE Stacy's Mom (S-Curve/EMC)

**TOP 5 NEW & ACTIVE**

MOST VALUABLE PLAYS f/STAGGA LEE Roc Ya Body... (Casablanca)

BRITNEY SPEARS f/MADONNA Me Against The Music (Jive)

FUEL Falls On Me (Epic)

BLAQUE I'm Good (Elektra/EEG)

MEST Jaded (These Years) (Maverick/Reprise)

CHR/POP begins on Page 26.

**AC**

LW	TW	
1	1	UNCLE KRACKER f/DOBBIE GRAY Driit Away (Lava)
2	2	SHANIA TWAIN Forever And For Always (Mercury/IDJMG)
3	3	MATCHBOX TWENTY Unwell (Atlantic)
4	4	CELINE DION Have You Ever Been In Love (Epic)
5	5	LUTHER VANDROSS Dance With My Father (J)
7	6	COUNTING CROWS Big Yellow Taxi (Geffen/Interscope)
6	7	DANIEL BEDINGFIELD If You're Not The One (Island/IDJMG)
10	8	SANTANA f/MICHELLE BRANCH The Game Of Love (Arista)
9	9	MERCYME I Can Only Imagine (NDC/Curb)
11	10	TRAIN Calling All Angels (Columbia)
8	11	EAGLES Hole In The World (ERC)
12	12	SIMPLY RED Sunrise (simplyred.com)
14	13	PHIL COLLINS Look Through My Eyes (Walt Disney/Hollywood)
13	14	CHRISTINA AGUILERA Beautiful (RCA)
15	15	JIM BRICKMAN Peace (Where The Heart Is) (A&I)
19	16	MICHAEL BOLTON When I Fall In Love (Passion Group)
15	17	LEANN RIMES We Can (Asylum/Curb)
17	18	CLAY AIKEN This Is The Night (RCA)
23	19	CELINE DION Stand By Your Side (Epic)
18	20	DARYL HALL Cab Driver (Rhythm & Grooves/Liquid 8)
21	21	MICHAEL BUBLE How Can You Mend A Broken... (143/Reprise)
20	22	GLORIA ESTEFAN Wrapped (Epic)
26	23	SEAL Waiting For You (Warner Bros.)
24	24	K. CARLSON f/B. MARDONES I Know You By Heart (Kataphonic)
22	25	KENNY LOGGINS With This Ring (All The Best)
30	26	SHERYL CROW The First Cut Is The Deepest (A&M/Interscope)
28	27	STEVEN CURTIS CHAPMAN How Do I Love Her (Sparrow)
-	28	SARAH MCLACHLAN Fallen (Arista)
-	29	DIDD White Flag (Arista)
29	30	ANNIE LENNOX Wonderful (J)

**#1 MOST ADDED**

JOSH GROBAN You Raise Me Up (143/Reprise)

**#1 MOST INCREASED PLAYS**

PHIL COLLINS Look Through My Eyes (Walt Disney/Hollywood)

**TOP 5 NEW & ACTIVE**

CLAY AIKEN Invisible (RCA)

BURKE RONEY Let It All Come Down (R World)

TIM MCGRAW Tiny Dancer (Curb)

JOHN MAYER Bigger Than My Body (Aware/Columbia)

HALL & OATES Getaway Car (U-Watch)

AC begins on Page 50.

**CHR/RHYTHMIC**

LW	TW	
1	1	BEYONCE' f/ISEAN PAUL Baby Boy (Columbia)
2	2	LIL' JON & THE EASTSIDE BOYZ Get Low (TVT)
7	3	YOUNGBLOODZ f/LIL' JON Damn! (Arista)
3	4	NELLY f/P. DIDDY & MURPHY LEE Shake Ya... (Bad Boy/Universal)
6	5	BABY BASH Suga Suga (Universal)
4	6	CHINGY Right Thurr (DTP/Capitol)
9	7	LUDACRIS f/SHAWNNA Stand Up (Def Jam South/IDJMG)
11	8	CHINGY f/SHNOOP DOGG & LUDACRIS Holiday In (DTP/Capitol)
10	9	YOUNG GUNZ Can't Stop, Won't Stop (Def Jam/IDJMG)
5	10	PHARRELL f/JAY-Z Frontin' (Star Trak/Arista)
8	11	50 CENT P.I.M.P. (Shady/Aftermath/Interscope)
15	12	OUTKAST The Way You Move (Arista)
13	13	FABOLOUS f/TAMIA Into You (Desert Storm/Elektra/EEG)
14	14	DBIE TRICE Got Some Teeth (Shady/Aftermath/Interscope)
17	15	ASHANTI Rain On Me (Murder Inc./IDJMG)
20	16	MARY J. BLIGE Ooh! (Geffen)
12	17	BOW WOW Let's Get Down (Columbia)
16	18	BUBBA SPARXXX Deliverance (Beatsclub/Interscope)
18	19	50 CENT I I Can't (Shady/Aftermath/Interscope)
21	20	R. KELLY Thoina Thoina (Jive)
23	21	M. LEE f/J. DUPRI Wat Da Hook Gon Be (Fo' Reel/Universal)
26	22	T.I. 24's (Grand Hustle/Arista)
19	23	MYA My Love Is Like...Whoa (A&M/Interscope)
-	24	MISSY ELLIOTT Pass That Dutch (Gold Mind/Elektra/EEG)
24	25	GINUWINE In Those Jeans (Epic)
29	26	MARK RONSON International Affair (Elektra/EEG)
30	27	213 Fly (Geffen)
36	28	WYCLEF JEAN f/MISSY ELLIOTT Party To Damascus (J)
34	29	BIG TYMERS This Is How We Do (Cash Money/Universal)
35	30	M. HOUSTON f/J. BUDDEN & P. PIPER Clubb'n' (T.U.G./EEG)

**#1 MOST ADDED**

2PAC f/MOTORIOUS B.I.G. Runtin' (Dying To Live) (Death Row/Interscope)

**#1 MOST INCREASED PLAYS**

MISSY ELLIOTT Pass That Dutch (Gold Mind/Elektra/EEG)

**TOP 5 NEW & ACTIVE**

BLACK EYED PEAS Shut Up (A&M/Interscope)

TOO SHORT f/LIL' JON Shake That Monkey (Short/Live)

ELEPHANT MAN Pon De River (VP/Atlantic)

LDDN f/MARID WINANS Down For Me (Bad Boy/Universal)

ERYKAH BADU Danger...Block On Lock (Motown/Universal)

CHR/RHYTHMIC begins on Page 32.

**HOT AC**

LW	TW	
1	1	SANTANA f/ALEX BAND Why Don't You & I (Arista)
2	2	MATCHBOX TWENTY Unwell (Atlantic)
3	3	TRAIN Calling All Angels (Columbia)
5	4	LIVE Heaven (Radioactive/Geffen)
6	5	JOHN MAYER Bigger Than My Body (Aware/Columbia)
4	6	JASON MRAZ The Remedy (I Won't Worry) (Elektra/EEG)
7	7	LIZ PHAIR Why Can't I? (Capitol)
9	8	DIDD White Flag (Arista)
12	9	MATCHBOX TWENTY Bright Lights (Atlantic)
11	10	JOSH KELLEY Amazing (Hollywood)
13	11	3 DOORS DOWN Here Without You (Republic/Universal)
10	12	UNCLE KRACKER f/DOBBIE GRAY Driit Away (Lava)
8	13	MICHELLE BRANCH Are You Happy Now? (Maverick/Warner Bros.)
14	14	EVANESCENCE Bring Me To Life (Wind-up)
15	15	3 DOORS DOWN When I'm Gone (Republic/Universal)
16	16	SARAH MCLACHLAN Fallen (Arista)
18	17	BARENAKED LADIES Another Postcard (Chimps) (Reprise)
23	18	SHERYL CROW The First Cut Is The Deepest (A&M/Interscope)
20	19	VERTICAL HORIZON I'm Still Here (RCA)
19	20	GUSTER Amsterdam (Gonna Write You A Letter) (Palm/Reprise)
26	21	NICKELBACK Someday (Roadrunner/IDJMG)
22	22	ATARIS The Boys Of Summer (Columbia)
24	23	STAINO So Far Away (Flip/Elektra/EEG)
21	24	SALIVA Rest In Pieces (Island/IDJMG)
25	25	FOUNTAINS OF WAYNE Stacy's Mom (S-Curve/EMC)
33	26	SEAL Waiting For You (Warner Bros.)
30	27	GAVIN DEGRAW Follow Through (J)
32	28	SHANIA TWAIN Forever And For Always (Mercury/IDJMG)
29	29	SUGAR RAY Is She Really Going Out With Him? (Atlantic)
28	30	MERCYME I Can Only Imagine (NDC/Curb)

**#1 MOST ADDED**

NELLY FURTAO Powerless (Say What You Want) (DreamWorks)

**#1 MOST INCREASED PLAYS**

SHERYL CROW The First Cut Is The Deepest (A&M/Interscope)

**TOP 5 NEW & ACTIVE**

BANGLES Something That You Said (Koch)

HOOTIE & THE BLOWFISH Space (Atlantic)

EVANESCENCE Going Under (Wind-up)

MARIA I Give, You Take (DreamWorks)

MEAT LOAF I Couldn't Have Said It Better (Sanctuary/SRG)

AC begins on Page 50.

**URBAN**

LW	TW	
2	1	BEYONCE' f/ISEAN PAUL Baby Boy (Columbia)
1	2	YOUNGBLOODZ f/LIL' JON Damn! (Arista)
5	3	ASHANTI Rain On Me (Murder Inc./IDJMG)
8	4	LUDACRIS f/SHAWNNA Stand Up (Def Jam South/IDJMG)
6	5	R. KELLY Thoina Thoina (Jive)
3	6	NELLY f/P. DIDDY & MURPHY LEE Shake Ya... (Bad Boy/Universal)
4	7	PHARRELL f/JAY-Z Frontin' (Star Trak/Arista)
13	8	MARY J. BLIGE Ooh! (Geffen)
12	9	JAGGED EDGE Walked Outta Heaven (Columbia)
11	10	YOUNG GUNZ Can't Stop, Won't Stop (Def Jam/IDJMG)
9	11	LIL' JON & THE EASTSIDE BOYZ Get Low (TVT)
7	12	FABOLOUS f/TAMIA Into You (Desert Storm/Elektra/EEG)
14	13	M. HOUSTON f/J. BUDDEN & P. PIPER Clubb'n' (T.U.G./EEG)
15	14	R. KELLY Step In The Name Of Love (Jive)
10	15	CHINGY Right Thurr (DTP/Capitol)
19	16	OUTKAST The Way You Move (Arista)
16	17	AVANT Read Your Mind (Geffen)
22	18	CHINGY f/SHNOOP DOGG & LUDACRIS Holiday In (DTP/Capitol)
18	19	MONICA Knock Knock (J)
21	20	ERYKAH BADU Danger...Block On Lock (Motown/Universal)
24	21	M. LEE f/J. DUPRI Wat Da Hook Gon Be (Fo' Reel/Universal)
25	22	YING YANG TWINS Naggin' (TVT)
26	23	BAD BOY'S DA BAND Bad Boy This Bad Boy That (Bad Boy/Universal)
-	24	MISSY ELLIOTT Pass That Dutch (Gold Mind/Elektra/EEG)
32	25	GINUWINE Love You More (Epic)
33	26	DBIE TRICE Got Some Teeth (Shady/Aftermath/Interscope)
30	27	T.I. 24's (Grand Hustle/Arista)
38	28	WYCLEF JEAN f/MISSY ELLIOTT Party To Damascus (J)
23	29	BOW WOW Let's Get Down (Columbia)
48	30	112 f/LUDACRIS Hot & Wet (Def Soul/IDJMG)

**#1 MOST ADDED**

2PAC f/MOTORIOUS B.I.G. Runtin' (Dying To Live) (Death Row/Interscope)

**#1 MOST INCREASED PLAYS**

MISSY ELLIOTT Pass That Dutch (Gold Mind/Elektra/EEG)

**TOP 5 NEW & ACTIVE**

RAH DIGGA Party &... (Flipmode/LJ)

KELIS Milkshake (Star Trak/Arista)

LIL' M 1st Time (Elektra/EEG)

ANTHONY HAMILTON Comin' From Where I'm From (So So Def/Arista)

TAMIA Officially Missing You (Elektra/EEG)

URBAN begins on Page 36.

**ROCK**

LW	TW	
1	1	STAINO So Far Away (Flip/Elektra/EEG)
2	2	NICKELBACK Someday (Roadrunner/IDJMG)
3	3	AUDIOSLAVE Show Me How To Live (Interscope/Epic)
5	4	3 DOORS DOWN Here Without You (Republic/Universal)
6	5	GOODSMACK Serenity (Republic/Universal)
7	6	FUEL Falls On Me (Epic)
9	7	BLACK LABEL SOCIETY Stillborn (Spitfire)
10	8	A PERFECT CIRCLE Weak And Powerless (Virgin)
6	9	LINKIN PARK Faint (Warner Bros.)
11	10	TRAPT Still Firm (Warner Bros.)
4	11	SHINEDOWN Fly From The Inside (Atlantic)
13	12	WHITE STRIPES Seven Nation Army (Third Man/V2)
12	13	AUDIOSLAVE Like A Stone (Interscope/Epic)
17	14	TRAPT Still Firm (Warner Bros.)
14	15	SEETHER Gasoline (Wind-up)
16	16	DISTURBED Liberate (Reprise)
18	17	SMILE EMPTY SDUL Bottom Of A Bottle (Lava)
20	18	AUDIOSLAVE I Am The Highway (Interscope/Epic)
19	19	JET Are You Gonna Be My Girl (Elektra/EEG)
21	20	COLO Suffocate (Flip/Geffen/Interscope)
22	21	SEVENDUST Enemy (TVT)
-	22	P.O.D. Will You (Atlantic)
23	23	KORN Did My Time (Immortal/Epic)
26	24	MUDVAYNE World So Cold (Epic)
-	25	LINKIN PARK Numb (Warner Bros.)
28	26	ZZ TOP Piece (RCA)
25	27	JANE'S ADDICTION Just Because (Capitol)
27	28	LIMP BIZKIT Eat You Alive (Flip/Interscope)
-	29	CHEVELLE Closure (Epic)
29	30	POWERMAN 5000 Action (DreamWorks)

**#1 MOST ADDED**

SHINEDOWN 45 (Atlantic)

**#1 MOST INCREASED PLAYS**

LINKIN PARK Numb (Warner Bros.)

**TOP 5 NEW & ACTIVE**

IRON MAIDEN Widest Dreams (Columbia)

THREE DAYS GRACE 8 Hate Everything About You (Jive)

ILL NINO How Can I Live (Roadrunner/IDJMG)

LYNYRD SKYNYRD That's How I Like It (Sanctuary/SRG)

BLACK LABEL SOCIETY The Blessed Helride (Spitfire)

ROCK begins on Page 57.



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## RADIO & RECORDS

10100 Santa Monica Blvd., Third Floor, Los Angeles, CA 90067

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**REGIONAL MEXICAN TOP 25**

THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL POINTS
1	<b>INTOCABLE</b> Eso Duele (EMI Latin)	337
2	<b>BRONCO</b> "EL GIGANTE DE AMERICA" Estoy A Punto (Fonovisa)	308
3	<b>CONJUNTO PRIMAVERA</b> Ave Cautiva (Fonovisa)	274
4	<b>MONTEZ DE DURANGO</b> Hoy Empieza Mi Tristeza (Disa)	231
5	<b>TIGRES DEL NORTE</b> Cáusame La Muerte (Fonovisa)	215
6	<b>HURACANES DEL NORTE</b> Nomás Por Tu Culpa (Univision)	212
7	<b>ADOLFO URIAS</b> Amor Bésame (Fonovisa)	161
8	<b>MARCO A. SOLIS</b> Más Que Tu Amigo (Fonovisa)	145
9	<b>PALOMO</b> Te Metiste En Mi Cama (Disa)	119
10	<b>TEMERARIOS</b> Te Regalo Mi Tristeza (Fonovisa)	112
11	<b>ARROLLADORA BANDA EL LIMON</b> En Los Puritos Huesos (Disa)	103
12	<b>CUISILLOS</b> Corazón (Balboa)	98
13	<b>MONTEZ DE DURANGO</b> Lágrimas De Cristal (Disa)	95
14	<b>JOAN SEBASTIAN</b> Sentimental (Balboa)	94
15	<b>LIBERACION</b> Cuánto Me Apuestas (Disa)	93
16	<b>BANDA EL RECODO</b> Que Te Ruegue Quien Te Quiera (Fonovisa)	92
17	<b>COYOTE Y SU BANDA TIERRA SANTA</b> El Rancho Grande (EMI Latin)	92
18	<b>CONJUNTO PRIMAVERA</b> Actos De Un Tonto (Fonovisa)	89
19	<b>PEPE AGUILAR</b> Yo La Amo (Univision)	87
20	<b>VICTOR GARCIA</b> Otra Vez (Sony Discos)	83
21	<b>JOAN SEBASTIAN</b> Así Te Quiero (Balboa)	77
22	<b>NINEL CONDE</b> Callados (Universal)	73
23	<b>JORGE LUIS CABRERA</b> En Realidad (Disa)	72
24	<b>TRINY Y LA LEYENDA</b> Dile (Universal)	67
25	<b>CHUY JR. Y SUS JARDINEROS</b> Mr. Party (EMI Latin)	66

Data is compiled from the airplay week of September 28 - October 4, and based on a point system.  
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**TEJANO TOP 25**

THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL POINTS
1	<b>INTOCABLE</b> Eso Duele (EMI Latin)	263
2	<b>BIG CIRCO</b> La Endiablada (EMI Latin)	157
3	<b>DUELO</b> Desde Hoy (Univision)	154
4	<b>ELIDA REYNA</b> Te Voy A Olvidar (Tejas)	144
5	<b>FRIJOLE ROMANTICOS &amp; BOBBY PULIDO</b> Dónde Está Mi Raza (Universal)	128
6	<b>KUMBIA KINGS f/JOZOMATLI</b> Mi Gente (EMI Latin)	127
7	<b>SOLIDO</b> Contando Los Segundos (Freddie)	109
8	<b>JIMMY GONZALEZ &amp; GRUPO MAZZ</b> Junto A Ti (Freddie)	99
9	<b>JAIME Y LOS CHAMACOS f/BOBBY PULIDO</b> Conjunto No Morirá (Freddie)	96
10	<b>CONTROL</b> Me Quiero Casar (EMI Latin)	87
11	<b>IMAN</b> Amor De Dos Caras (Univision)	86
12	<b>JAY PEREZ</b> No Me Dejes (Sony Discos)	82
13	<b>COSTUMBRE</b> Cuánto Te Amo (Warner M.L.)	79
14	<b>LA ONDA w/CONTROL</b> Mi Cucu (EMI Latin)	72
15	<b>ALAZZAN</b> Cómo Olvidarte (Freddie)	64
16	<b>PALOMINOS</b> Tócame (Fonovisa)	58
17	<b>LA CONTRA</b> Ya Tengo Mi Vida (Univision)	54
18	<b>DANIEL RENE &amp; JENNIFER PEÑA</b> El Deseo De Ti (Univision)	52
19	<b>RUBEN RAMOS</b> Quiero Una Cita (Revolution)	48
20	<b>ESTRUENDO</b> Conquistar Tu Corazón (Univision)	43
21	<b>MARCOS OROZCO</b> Río Rebelde (Catalina)	41
22	<b>BOBBY PULIDO</b> Perdóname (Universal)	32
23	<b>VICTOR GARCIA</b> Otra Vez (Sony Discos)	32
24	<b>FRANKIE J.</b> Ya No Es Igual (Sony Discos)	27
25	<b>LA CONQUISTA</b> La Chica Conquista (Q-Zone)	26

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**Going For Adds**

- ADAN CHALINO SANCHEZ Me Cansé De Morir Por Tu Amor (Univision)
- COSTUMBRE Cuánto Te Amo (Warner M.L.)
- EL AMIGABLE Por Qué No Vienes (Freddie)
- EL COYOTE Y SU BANDA TIERRA SANTA Me Voy A Ir (EMI Latin)
- GRACIELA BELTRAN Qué Difícil Es (Univision)
- JOAN SEBASTIAN Don Marcos (Balboa)
- JULIO PRECIAOO Te Reto A Que Me Olvides (BMG)
- KUMBIA KINGS f/JOZOMATLI Mi Gente (EMI Latin)
- LA ONDA w/CONTROL Mi Cucu (EMI Latin)
- LOS CADETES DE LINARES El Amor Que Te Doy (Univision)
- NICO FLORES Para Morir Iguales (BMG)
- PABLO MONTERO Cuando Calienta El Sol (BMG)
- PANCHO BARRAZA Qué Bien Me Harías (Balboa)
- PAQUITA LA DEL BARRIO Hombres Malvados (Balboa)

**Going For Adds**

- JIMMY GONZALEZ Y EL GRUPO MAZZ Te Llevo En Mi Alma (Freddie)
- JOSE LEON Promesas (Catalina)
- LA CIMA Amiga (Univision)
- LOS BRAVIOS Me Tiene Loco (Freddie)
- MARCOS OROZCO Como Dos Adolescentes (Catalina)
- PESAADO Mátame (Warner M.L.)
- TIGRILLOS Todo Me Sale Mal (Warner M.L.)
- VARONIL Y Lloré (Univision)

We proudly welcome



to the EMI Latin family

Adding one more hit to their successful career with the new single  
**"DE UN RANCHO A OTRO"**

from the highly anticipated album  
**"DE UN RANCHO A OTRO"**

IN STORES NOVEMBER 4





De Un Rancho A Otro



## CONTEMPORARY TOP 25

THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL POINTS
1	CHAYANNE Un Siglo Sin Ti (Sony Discos)	131
2	ALEJANDRO SANZ No Es Lo Mismo (Warner M.L.)	127
3	JUANES & NELLY FURTADO Fotografía (Universal)	113
4	RICKY MARTIN Asignatura Pendiente (Sony Discos)	100
5	LUIS MIGUEL Te Necesito (Warner M.L.)	83
6	GLORIA ESTEFAN Hoy (Sony Discos)	76
7	OBIE BERMUDEZ Antes (EMI Latin)	75
8	MANA Mariposa Traicionera (Warner M.L.)	59
9	RICKY MARTIN Tal Vez (Sony Discos)	58
10	CRISTIAN No Hace Falta (BMG)	53
11	AREA 305 Vive La Vida (Univision)	48
12	DAVID BISBAL Quiero Perderme En Tu Cuerpo (Universal)	47
13	RICARDO ARJONA Minutos (Sony Discos)	46
14	ALEXANDRE PIRES Quitémonos La Ropa (BMG)	45
15	TEMERARIOS Te Regalo Mi Tristeza (Fonovisa)	40
16	MARCO A. SOLIS Tu Amor O Tu Desprecio (Fonovisa)	36
17	SORAYA Sólo Por Ti (EMI Latin)	35
18	BLACK EYED PEAS Where Is The Love? (A&M/Interscope)	35
19	RICARDO MONTANER Qué Ganas (Warner M.L.)	34
20	SIN BANDERA Kilómetros (Sony Discos)	33
21	PEPE AGUILAR Me Falta Valor (Univision)	33
22	TRANZAS Mori (J&N)	32
23	CONJUNTO PRIMAVERA Ave Cautiva (Fonovisa)	30
24	OLGA TAÑON Cuando Tú No Estás (Warner M.L.)	29
25	INSPECTOR Amargo Adiós (Universal)	29

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### Going For Adds

ALEX UBAGO Qué Pides Tú (Warner M.L.)  
 CHRISTINA VALEMI Absolutamente Todos (Universal)  
 DANIEL RENE Jamás (Univision)  
 IMPACTO MC Golosa (Balboa)  
 LORNA & EL CHOMBO Papi Chulo (Balboa)  
 LOS DUEÑOS DEL SOL Que Por Qué Te Quiero (Balboa)  
 MANA Te Llevaré Al Cielo (Warner M.L.)  
 MIA Convencida (Univision)  
 OBIE BERMUDEZ Me Cansé De Ti (EMI Latin)  
 PEPE AGUILAR Yo La Amo (Univision)  
 PUERTO RAICES Enamorados (Sony Discos)  
 RICARDO MONTANER Parado De Manos (Warner M.L.)  
 TIZIANO FERRO Perverso (EMI Latin)

## TROPICAL TOP 25

THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL POINTS
1	CELIA CRUZ Rie Y Lloro (Sony Discos)	168
2	ELVIS MARTINEZ Asi Te Amo (Premium)	101
3	OBIE BERMUDEZ Antes (EMI Latin)	94
4	KEVIN CEBALLO Tú Volverás (Universal)	92
5	GLORIA ESTEFAN Hoy (Sony Discos)	84
6	INDIA Soy Mujer (Sony Discos)	78
7	HUEY DUNBAR Sin Poderte Hablar (Sony Discos)	70
8	CHAYANNE Un Siglo Sin Ti (Sony Discos)	67
9	GILBERTO S. ROSA Un Amor Para La Historia (Sony Discos)	60
10	ALEJANDRO SANZ No Es Lo Mismo (Warner M.L.)	58
11	ANTHONY RIOS El Bolsillo Izquierdo (Premium)	57
12	VICTOR MANUELLE Poco Hombre (Sony Discos)	56
13	SOPHY Cuéntale A Ella (Premium)	55
14	ISMAEL MIRANDA Te Solté La Rienda (Universal)	48
15	SON DE CALI Son De Cali (Univision)	45
16	CRISTIAN No Hace Falta (BMG)	44
17	SHALIM Se Me Olvidó Tu Nombre (Crescent Moon)	41
18	DANIEL RENE & JENNIFER PEÑA El Deseo De Ti (Univision)	41
19	SON CALLEJERO No Sé (Cutting)	40
20	OSCAR D'LEON La Mazucamba (Universal)	40
21	RICKY MARTIN Asignatura Pendiente (Sony Discos)	39
22	NEGROS Me Cambiaste La Vida (Premium)	39
23	AREA 305 Vive La Vida (Univision)	36
24	THALIA f/FAT JOE Me Pones Sexy (EMI Latin)	36
25	PAPI SANCHEZ Enamórame (Sony Discos)	35

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### Going For Adds

ANDY ANDY Voy A Tener Que Olvidarte (Sony Discos)  
 JHONNY RAFAEL Vivir Sin Ti (Univision)  
 OBIE BERMUDEZ Me Cansé De Ti (EMI Latin)

## Rock/Alternative

TW	ARTIST Title Label(s)
1	PLASTILINA MOSH Peligroso Pop (EMI Latin)
2	LA LEY Más Allá (Warner M.L.)
3	CIRCO La Sospecha (Universal)
4	CAFE TACUBA EO (MCA)
5	FASE Tania (Universal)
6	LOS TETAS Tómalá (Universal)
7	JUMBO Bajo Control (BMG)
8	JARABE DE PALO Ying Yang (Warner M.L.)
9	LA MOSCA TSE TSE Muchachos, Esta Noche Me Emborracho (EMI Latin)
10	PANTEON ROCOCO Tu Recuerdo Y Yo (BMG)
11	MOLOTOV Here We Kum (Universal)
12	GUSTAVO CERATI Karaoke (BMG)
13	PASTILLA Comezón (Antídoto)
14	JULIETA VENEGAS Andar Conmigo (BMG)
15	ANA TORROJA El Arte De Llorar (BMG)

Songs ranked by total number of points. 18 Rock/Alternative reporters.

## Record Pool

TW	ARTIST Title Label(s)
1	FRUKO Y SUS TESOS Gringo Rumbero Pachanguero (Fuentes)
2	SONORA CARRUSELES La Comay (Fuentes)
3	ORQUESTA GUAYACAN Vas A Llorar (MP)
4	GLORIA ESTEFAN Hoy (Sony Discos)
5	OLGA TAÑON Cuando Tú No Estás (Warner M.L.)
6	CELIA CRUZ Rie Y Lloro (Sony Discos)
7	FASE Tania (Universal)
8	MOSA PROJECT Dámelo (Latinflava)
9	OBIE BERMUDEZ Antes (EMI Latin)
10	JHONNY VENTURA Allá Se Quedó (MP)
11	OSCAR D'LEON La Mazucamba (Universal)
12	INDIA Soy Mujer (Sony Discos)
13	DON DINERO Ahí Parí (Universal)
14	RICHIE RAY 40 Años (Combo)
15	AREA 305 Vive La Vida (Univision)

Songs ranked by total number of points. 21 Record Pool reporters.



# RADIO Y MÚSICA™ R&R

## This Week In Spanish-Language Music

### Radio Y Música News

PD, Miguel Soler  
WFNO/New Orleans

On Sept. 21 we celebrated Central American Independence at an event at Six Flags. Grupo Manía, Mokuanes from Nicaragua and Five Star Band from Honduras performed. We had attendance of over 3,500 people.

Most of the Hispanics who live in this area are from Central America, predominantly from Honduras, but there are also a lot of people from Nicaragua and El Salvador. We wanted to celebrate their independence with them, and their response was wonderful. This is the second festival we've done this year. Our audience has responded very well, so we're doing it again next year.



Because our audience is so diverse, our station plays a lot of different styles of music. Although we're a contemporary station, we include some tropical hits as well as Regional Mexican. The Central American communities really enjoy all this music.

### See Them Live

#### October

- 17 Maná, TD Waterhouse Center, Orlando
- 18 La Oreja de Van Gogh, Webster Hall, New York
- 21 Gustavo Cerati, JC Fandangos, Anaheim, CA
- 22 Maná, Entertainment Center, Laredo, TX
- 24 Jumbo, Club Monaco, Sunnyvale, CA
- 24 Maná, American Airlines Center, Dallas
- 24 Juanes, Madison Square Garden, New York
- 25 Los Lonely Boys, La Zona Rosa, Austin
- 25 Maná, Cynthia Woods Mitchell Pavilion, Houston
- 25 Los Prisioneros, Gustavo Cerati & Jarabe de Palo, Nations, Washington, DC
- 26 Los Lonely Boys, Concrete Amphitheater, Corpus Christi, TX
- 26 Jumbo, JC Fandangos, Anaheim, CA
- 28 Maná, Cricket, Phoenix
- 30 Maná, Mandalay Bay, Las Vegas



Maná

#### November

- 1 Luis Miguel, Smirnoff Music Center, Dallas
- 1 Quetzal, Denise Roberge Art Gallery, Palm Desert, CA
- 1 Raphael, James L. Knight Center, Miami
- 2 Luis Miguel, SBC Center, San Antonio
- 4 Luis Miguel, Laredo Entertainment Center, Laredo, TX
- 6 Quetzal, Whittier College/Shannon Center for the Arts, Whittier, CA
- 8 Luis Miguel, United Center, Chicago
- 9 El Tri, Sports Arena, Los Angeles
- 11 Luis Miguel, Madison Square Garden, New York
- 13 Luis Miguel, American Airlines Arena, Miami
- 13 Lo MCXIMO De La Música Tour, Verizon Wireless Theater, Houston
- 14 Lo MCXIMO De La Música Tour, Hammerstein Ballroom, New York
- 15 Lo MCXIMO De La Música Tour, James L. Knight Center, Miami
- 22 Quetzal, The Citadel Outlets, Los Angeles
- 23 Lo MCXIMO De La Música Tour, Universal Amphitheater, Los Angeles
- 24 Enanitos Verdes & Circo, Coliseo Pachins Vicens, Puerto Rico
- 25 Jarabe de Palo, Anfiteatro Tito Puente, Puerto Rico
- 28 Jaguares, Long Beach Arena, Long Beach, CA
- 30 Jaguares, Marquee Theater, Tempe, AZ



Luis Miguel



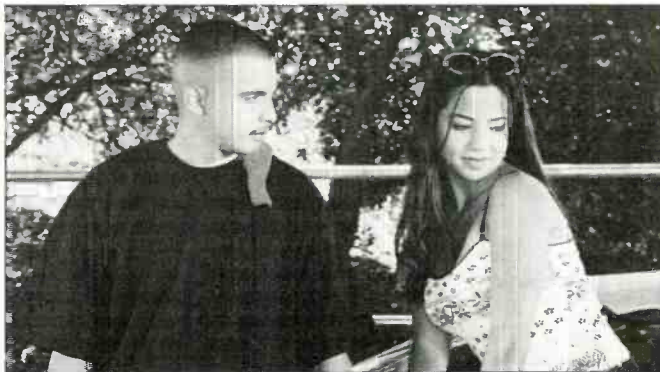
Jaguares



**PIRES AT THE WHITE HOUSE** Brazilian singer Alexandre Pires was invited to the White House as part of the Hispanic Heritage Month Celebration. He and other artists performed for President George W. Bush. Pires is seen here singing "Chica De Ipanema" in his native Portuguese.



**BANDA EL RECODO CELEBRATE** Banda El Recodo, a.k.a. the Mother of All Bands, celebrated 65 years in the music business with three shows at Mexico City's Auditorio Nacional (Sept. 12-14). El Recodo will also be touring the U.S. and will soon be releasing their new album, Por Ti.



**NEW RECORD AND VIDEO** Adán Chalino Sánchez (l) recently filmed the video for "Me Cansé De Morir Por Tu Amor," the first single off the album Un Soñador. The singer is seen here during the shoot in Malibu, CA.



**AZUL AZUL ARE UNIVERSAL** Bolivian pop band Azul Azul signed with Universal Music Latino. The band, who had a major hit with "La Bomba," released their new album, Apretaito, on Universal on Sept. 18. Seen here are (l-r) Universal Music Latino President John Echevarría, bandmember Ricardo Fries, Universal Music Latino A&R VP Eddie Fernández, band leader and songwriter Fabio Zambrano, bandmember Rui Prado and Universal Music Latino Sr. A&R/Marketing VP Walter Kohm.





# Recipes For Success

PDs talk about what makes a great promotion

**W**ho doesn't like radio promotions? For the audience, there's excitement in trying to win tickets to their favorite concert; getting the chance to attend a private event and meet their favorite artist; or winning a trip, a car or money. Then there are the benefits for the stations: higher ratings and TSL, new listeners tuning in, etc.

Some stations go all-out and give away brand-new cars and thousands of dollars in cash. But what about stations that don't have the budgets to do expensive promotions? Can they compete? The answer is yes. What I discovered from the PDs I spoke with this week is that, generally, it's not about what the station gives away, but how it does it. Here are their recipes for great promotions.

## Danny García

### KLEY/San Antonio

• The promotion has to be something the audience wants. If the prize is perceived as something people want, it will be a success. Cash continues to be the most attractive prize, but other things, like store gift cards or certificates, also work well. The big prizes, like cars, houses, trips, etc., are attractive, but the audience many times thinks that if the prize is worth a lot, they will never win it.



Danny García

• Even though a prize may be ordinary, you have to present it as extraordinary. A T-shirt and a few CDs can seem to have little value, but if you present them as must-haves, they will be perceived that way.

• The promotion must be formulated in such a way that it will increase your TSL and come.

There's no point in doing a promotion just to have something to talk about during the breaks. The main objective of all promotions must be to increase ratings. That's why you have to pay a lot of attention to the promotion's mechanics and find a way to get the best out of it in regard to TSL and come.

• Promotions must be fun and entertaining and out of the ordinary. An ordinary promotion will not get the audience's attention or enthusiasm. A promotion that gets

people talking automatically increases your audience, because people who normally don't listen to your station will tune in out of curiosity if they hear your faithful listeners talk about your promotion.

• The radio team presenting the promotion must be convinced that it is great, and they must show this whether they are on the air or on the street. If they are not convinced that the promotion is effective, they will not convince anyone else. That's why it's important to take your team into consideration when planning promotions, because their opinions can take an ordinary promotion to a higher level. And the team will feel proud about participating.

## Gilbert Esparza

### KEJS/Lubbock, TX

• Whatever you're giving away, it must be a must-have.

• The promotion has to be convenient: phone registrations (this method provides me with important data about our listeners), registration boxes in the neighborhoods that listen to your station, registration boxes in high-traffic areas and on-location remotes to increase awareness.

• The promotion must be worth the effort. I try to think like the listener: What's in it for me?

• The promotion must have a generous amount of on-air promotion.

• When possible, cross-promoting with other media is a very effective technique.

• Try to make the promotions fun and easy, because that keeps the listeners tuning in to find out what else the station is giving away or planning.

## Richard Torres

### La Favorita Network/CA

• If you look in the dictionary, the definition of promotion is "to contribute to further growth or prosperity." I like to run promotions that give us as much exposure as possible to people who aren't our regular listeners.

• Develop and run good, fun contests. That's what we do.

• Try to encourage the regular lis-



**SANZ MEETS KOLO** While in Los Angeles to promote his very successful album *No Es Lo Mismo*, Alejandro Sanz (l) made an afternoon stop at KSSE, where DJ Kolo Barrera asked him the fun and personal questions all the fans wanted the answers to.

tener or new listener to listen for a longer period of time. That will contribute to your growth.

• When you think promotion, think visibility. Get the station out in front of people through personal appearances, community involvement, events and advertising on billboards and TV.

## Juan Carlos Hidalgo

### KLAX/Los Angeles

• First, it is important to determine the objective. Is it to increase TSL, to attract a particular demo of listeners, to position the station, etc.

• It is very important to analyze whether the prize or event is something the majority of the audience that you want to attract wants. If not, the promotion will go on without much attention from the audience.

• The contest you develop has to be fun and not too complicated. It not only has to entertain or get a reaction from the person trying to win, but also from those people who don't have time to participate or never call the station. Contests are another tool the DJ uses to entertain and attract an audience.

• From the moment the promotion begins, it is essential that the teasers, the liners, the promos and all the advertising are clear. The DJs must also clearly understand the concept of the promotion so they can explain it to the audience.

• If the promotion goes on for more than three weeks, it is up to the PD to keep it fresh and to motivate the DJs to keep up their enthusiasm, because, many times, by the time the promotion ends, no one cares.

• Some of the most popular and effective promotions are those that include sound effects, the song of the day, mixing songs, "la bomba,"

"the million-dollar machine" or the roulette wheel.

## Alicia Zertuche

### KTXZ/Austin

• First, you have to come up with a very creative idea, something that people will really get into.

• Then, work on the elements: the sponsor, the radio team, the artists, etc. Everyone must be in agreement and support the promotion.

• It's also very important to create a lot of excitement around the promotion. Even if you're giving away something small, you have to create excitement. For example, we do lots of promos, remotes, etc., to support our promotions. Let people know there's something great going on.

• People are always interested in winning big prizes, like trips, and prizes like that really spotlight the station. But once someone wins a

trip there's the matter of asking for time off and other issues. So, it's best to do a local promotion that is great but that will be easy for the winner to claim and enjoy. It's better to do a promotion that is more personal and that they'll never forget, like giving them the chance to meet an artist.

• It's also important that everyone in the station gets involved in the promotion. All the DJs should support it and promote it with a lot of excitement.



Juan Carlos Hidalgo



Alicia Zertuche



**MAKING THE ROUNDS** Ninel Conde and José Manuel Figueroa recently stopped by KZOL/Fresno. Conde is promoting her self-titled debut album on Universal Music Latino. Hubby and Singer Figueroa was there for support. They're seen here with (l) KZOL PD Pepe Reyes.

## TALK BACK TO R&R!

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

Call me at 310-788-1670 or e-mail:

jmadrigal@radioandrecords.com



**INSPO TOP 20**

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART	TOTAL STATIONS
1	1	JAMIE SLOCUM I Cannot Turn Away (Curb)	372	-11	11	21/0
2	2	TWILA PARIS God Of All (Sparrow)	366	-4	12	20/0
3	3	JACI VELASQUEZ Jesus is (Word/Curb/Warner Bros.)	365	0	9	19/0
7	4	SCOTT KRIPPAYNE You Are Still God (Spring HAVO)	306	+34	6	18/0
5	5	NATALIE GRANT I Desire (Curb)	293	-27	12	17/0
4	6	PHILLIPS, CRAIG & DEAN Hallelujah ... (Sparrow)	287	-81	14	15/0
9	7	WATERMARK... There Is... (Creative Trust Workshop)	286	+39	5	23/0
8	8	CAEDMON'S CALL Hands Of The Potter (Essential)	276	+28	6	16/1
6	9	C.RICE Smile (Just Want To Be With You) (Rocketown)	274	-29	16	16/0
11	10	4HIM Fill The Earth (Word/Curb/Warner Bros.)	253	+33	4	19/1
10	11	RUSS LEE Satisfied In You (Discovery House)	230	+7	7	15/0
12	12	COREY EMERSON Sanctuary (Discovery House)	194	-11	8	14/0
15	13	FFH Ready To Fly (Essential)	184	+5	3	14/1
14	14	JIM WITTER You Are The Son (Curb)	171	-13	0	13/0
<b>Debut</b>	15	VARIOUS ARTISTS The Gathering (Essential)	155	+20	1	13/2
20	16	DARLENE ZSCHECH Pray (INO)	155	+12	2	15/1
19	17	SHANNON WEXELBERG In The Waiting (Doxology)	150	+5	3	11/0
13	18	CHARMAINE All In All (Elevate/Inpop)	149	-50	13	11/0
18	19	JILL PHILLIPS Wrecking Ball (Fervent)	148	-2	4	8/0
-	20	MERCYME Word Of God Speak (INO)	144	+8	21	8/0

22 Inspo reporters. Songs ranked by total plays for the airplay week of Sunday 9/28 - Saturday 10/4.  
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**Rhythmic Specialty Programming**

RANK	ARTIST TITLE LABEL(S)
1	KJ-52 Dear Slim Pt. 2 (BEC/Uprok)
2	VERBS Live To The Music (Gotee)
3	T-BONE Still Preachin' (Flicker)
4	LPG Never Did I (Uprok)
5	SOULJAHZ Jubilee (Squint/Curb/Warner Bros.)
6	KJ-52 f JOHN REUBEN The Choice Is Yours (Uprok)
7	MARS ILL Breathe Slow (Gotee)
8	OUT OF EOEN Showpiece (Gotee)
9	JOHN REUBEN Run The Night (Gotee)
10	OJ MAJ The Ringleader (Gotee)

**CHR Most Added**

**www.rrindicator.com**

ARTIST TITLE LABEL(S)	ADDS
JOY WILLIAMS By Surprise (Reunion)	5
FM STATIC Crazy Mary (Tooth & Nail)	4
PLUMB Unnoticed (Curb)	3

**Rock Most Added**

**www.rrindicator.com**

ARTIST TITLE LABEL(S)	ADDS
P.O.D. Will You (Atlantic)	13
SKILLET Savior (Ardent)	9
BLEACH Get Up (BEC)	5
ROCK 'N' ROLL WORSHIP CIRCUS A Beautiful Glow (INO)	4
KUTLESS Pride Away (BEC)	4
PLUMB Unnoticed (Curb)	4
GS MEGAPHONE Venom (Spindust)	4

**Inspo Most Added**

**www.rrindicator.com**

ARTIST TITLE LABEL(S)	ADDS
MARK SCHULTZ You Are A Child Of Mine (Word/Curb/Warner Bros.)	5
GEORGE ROWE Everlasting (Rocketown)	3
VARIOUS ARTISTS The Gathering (Essential)	2
RIVER Glorious (Ingrace)	2
KATINAS Changed (Gotee)	2
MICHAEL W. SMITH The Wonderful Cross (Reunion)	2
MARTINS What Mercy Means (Spring Hill)	2
SHANE BARNARD & SHANE EVERETT Mercy Reigns (Inpop)	2

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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	SWITCHFOOT Gone (Sparrow)	1035	-15	15	25/0
2	2	STACIE ORRICO (There's Gotta Be)...(ForeFront/Virgin)	995	+8	12	26/0
3	3	ZOEGIRL You Get Me (Sparrow)	905	+16	14	25/0
5	4	NATE SALLIE All About You (Curb)	785	+30	10	22/0
9	5	NEWSBOYS You Are My King (Amazing Love) (Sparrow)	752	+112	8	20/2
4	6	TODD AGNEW This Fragile Breath (Ardent)	732	-112	20	18/0
6	7	SEVEN PLACES Everything (BEC)	674	-30	19	18/0
7	8	EVERYDAY SUNDAY Hanging On (Flicker)	660	-22	22	17/0
8	9	MERCYME The Change Inside Of Me (INO)	630	-15	15	17/1
10	10	JEREMY CAMP I Still Believe (BEC)	534	-87	23	15/0
12	11	TOBYMAC Love Is In The House (ForeFront)	529	-46	17	15/0
18	12	FM STATIC Crazy Mary (Tooth & Nail)	512	+108	6	18/4
17	13	CASTING... If We Are The Body (Beach Street/Reunion)	484	+62	5	17/2
13	14	BIG DISMAL Remember (I.O.U.) (Wind-up)	473	-83	13	13/0
14	15	BY THE TREE Far Away (Fervent)	470	0	12	14/0
19	16	BIG DADDY WEAVE Fields Of Grace (Fervent)	437	+45	3	16/0
11	17	W. BARFIELD My Heart... (Creative Trust Workshop)	427	-152	17	9/0
16	18	SIXPENCE NONE... Waiting... (Squint/Curb/Reprise)	419	-17	9	14/0
15	19	DOWNHERE What It's Like (Word/Curb/Warner Bros.)	388	-57	19	13/0
20	20	SHAUN GROVES See You (Rockettown)	381	-11	10	14/0
21	21	RELIENT K Getting Into You (Gotee/EMC)	289	-62	30	8/0
24	22	SWIFT 'Til I Met You (Flicker)	287	-12	5	11/0
22	23	JEFF DEYO I Give You My Heart (Gotee)	279	-28	15	8/0
Debut	24	JARS OF CLAY Show You Love (Essential)	277	+74	1	15/2
Debut	25	MICHAEL W. SMITH Signs (Reunion)	270	+33	1	12/2
26	26	AUDIO ADRENALINE Strong (ForeFront)	270	0	8	11/0
23	27	SONICFLOOD Cry Holy (INO)	269	-32	7	10/0
25	28	LIFEHOUSE Take Me Away (Sparrow/DreamWorks)	262	-36	22	8/1
Debut	29	JUMP 5 Why Do I Do (Sparrow)	241	+34	1	11/1
Debut	30	ACROSS THE SKY Found By You (Word/Curb/Warner Bros.)	234	+52	1	10/1

27 CHR reporters. Songs ranked by total plays for the airplay week of Sunday 9/28 - Saturday 10/4.  
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**New & Active**

**PAUL WRIGHT** Your Love Never Changes (Gotee)  
Total Plays: 233, Total Stations: 13, Adds: 2

**AMY GRANT** Simple Things (Word/Curb/A&M/Interscope)  
Total Plays: 199, Total Stations: 6, Adds: 0

**TAIT** Lose This Life (ForeFront)  
Total Plays: 197, Total Stations: 10, Adds: 2

**REBECCA ST. JAMES & CHRIS TOMLIN** Expressions Of Your Love (ForeFront/Sparrow)  
Total Plays: 194, Total Stations: 11, Adds: 2

**AVALON** New Day (Sparrow)  
Total Plays: 183, Total Stations: 7, Adds: 0

**FFH** Ready To Fly (Essential)  
Total Plays: 180, Total Stations: 9, Adds: 0

**J. MCBRAYER & J. MARIA** Never Alone (Nunca Solo) (Sparrow)  
Total Plays: 178, Total Stations: 9, Adds: 2

**JILL PAQUETTE** Not The Only One (Reunion)  
Total Plays: 176, Total Stations: 8, Adds: 2

**JOY WILLIAMS** By Surprise (Reunion)  
Total Plays: 175, Total Stations: 12, Adds: 5

**DAKONA** Richest Man (Maverick/Warner Bros.)  
Total Plays: 162, Total Stations: 7, Adds: 1

**ROCK TOP 30**

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART	TOTAL STATIONS
1	1	FM STATIC Crazy Mary (Tooth & Nail)	446	-17	10	31/0
2	2	JEREMY CAMP Take My Life (BEC)	436	+22	10	33/0
3	3	SUPERCHICK Me Against The World (Inpop)	403	-4	5	30/0
5	4	NATE SALLIE All About You (Curb)	394	-7	15	23/0
4	5	RELIENT K Forward Motion (Gotee)	394	-13	12	32/0
6	6	BIG DISMAL Reality (Wind-up)	382	+18	8	31/0
13	7	SKILLET Savior (Ardent)	369	+88	2	33/9
8	8	JONAH33 Faith Like That (Ardent)	355	+28	4	33/3
11	9	THOUSAND FOOT KRUTCH Phenomenon (Tooth & Nail)	350	+50	4	30/3
7	10	SEVENTH DAY SLUMBER Innocence (Crowne)	333	-19	12	30/0
10	11	ROCK 'N' ROLL WORSHIP... A Beautiful Glow (INO)	332	+31	7	36/4
9	12	SKY HARBOR In Stereo (Inpop)	321	0	14	30/0
14	13	DAKONA Richest Man (Maverick/Warner Bros.)	297	+21	6	24/2
12	14	STEREO MOTION Rise (Flicker)	289	-2	10	23/1
16	15	T-BONE, M. TAIT & D. LEWIS Raised In Harlem (Mcaux)	282	+18	9	27/0
15	16	AUDID ADRENALINE Worldwide: Two (ForeFront)	278	+7	10	34/2
17	17	EVERYDAY SUNDAY Lose It Again (Flicker)	269	+15	9	24/2
22	18	KUTLESS Pride Away (BEC)	265	+37	4	26/4
18	19	ANBERLIN Cadence (Tooth & Nail)	265	+20	3	25/2
23	20	SPOKEN Promise (Tooth & Nail)	238	+11	3	15/1
19	21	SWITCHFOOT Ammunition (Red Ink/Columbia)	235	-6	7	28/0
25	22	OLD MAN SHATTERED Sentimental... (Acoustic Live)	220	+11	6	13/1
28	23	SLICK SHOES Now's The Time (SideOneDummy)	216	+34	3	18/1
24	24	RADIAL ANGEL Your Name (Squint/Curb/Warner Bros.)	209	-12	6	18/1
21	25	PILLAR Indivisible (MCA)	205	-26	13	26/0
27	26	HANGNAIL I Aspire (Tooth & Nail)	201	+9	5	18/3
20	27	38TH PARALLEL Turn The Tides (Squint/Curb/Warner Bros.)	191	-42	17	20/0
Debut	28	P.O.D. Will You (Atlantic)	173	+129	1	25/13
Debut	29	NUMBER ONE GUN On And On (Savage/Floodgate)	162	+39	1	10/3
Debut	30	COOL HAND LUKE This Is Love (Floodgate)	156	-6	1	11/1

42 Rock reporters. Songs ranked by total plays for the airplay week of Sunday 9/28 - Saturday 10/4.  
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**New & Active**

**PLUMB** Unnoticed (Curb)  
Total Plays: 155, Total Stations: 18, Adds: 4

**WATASHI WA** All Of Me (Tooth & Nail)  
Total Plays: 120, Total Stations: 9, Adds: 0

**RE:ZOUND** Hallelujah (Independent)  
Total Plays: 114, Total Stations: 5, Adds: 0

**BY THE TREE** Far Away (Fervent)  
Total Plays: 111, Total Stations: 6, Adds: 0

**TREE63** All Hands (Inpop)  
Total Plays: 74, Total Stations: 12, Adds: 2

**GS MEGAPHONE** Venom (Spindust)  
Total Plays: 72, Total Stations: 10, Adds: 4

**MODERN DAY JOHN** Emanate (Independent)  
Total Plays: 72, Total Stations: 5, Adds: 2

**PIVITPLEX** Overshaken (Sonic Fish)  
Total Plays: 66, Total Stations: 7, Adds: 0

**SWITCHFOOT** Meant To Live (Red Ink/Columbia)  
Total Plays: 65, Total Stations: 3, Adds: 0

**BLEACH** Knocked Out (Tooth & Nail)  
Total Plays: 54, Total Stations: 3, Adds: 0

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October 10, 2003

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART	TOTAL STATIONS
1	1	ZOEGIRL You Get Me (Sparrow)	1595	-77	14	58/0
2	2	AVALON New Day (Sparrow)	1425	+19	10	57/0
5	3	NEWSBOYS You Are My King (Amazing Love) (Sparrow)	1396	+85	8	52/1
4	4	SONICFLOOD Cry Holy (INO)	1381	-11	17	53/1
3	5	MERCYME Word Of God Speak (INO)	1318	-77	24	42/0
7	6	FFH Ready To Fly (Essential)	1281	+77	9	51/1
6	7	ACROSS THE SKY Found By You (Word/Curb/Warner Bros.)	1241	-6	12	44/0
10	8	MICHAEL W. SMITH Signs (Reunion)	1099	+66	6	50/1
8	9	CHRIS RICE Smile (Just Want To Be With You) (Rocketown)	1065	-72	22	36/1
9	10	NEWSONG Life In My Day (Reunion)	1045	-8	11	41/0
12	11	STACIE ORRICO (There's Gotta Be) More To Life (ForeFront/Virgin)	958	+11	10	39/0
14	12	CASTING CROWNS If We Are The Body (Beach Street/Reunion)	936	+93	8	37/1
17	13	BIG DADDY WEAVE Fields Of Grace (Fervent)	935	+151	7	42/3
13	14	CAEDMON'S CALL Hands Of The Potter (Essential)	806	-67	14	29/0
11	15	JACI VELASQUEZ Jesus is (Word/Curb/Warner Bros.)	776	-188	15	31/0
23	16	MARK SCHULTZ You Are A Child Of Mine (Word/Curb/Warner Bros.)	722	+154	2	40/8
18	17	THIRD DAY You Are So Good To Me (Essential)	693	-4	31	24/2
25	18	DARLENE ZSCHECH Pray (INO)	689	+131	2	35/4
21	19	TODD AGNEW This Fragile Breath (Ardent)	684	+37	10	24/0
19	20	JEREMY CAMP I Still Believe (BEC)	660	-14	29	24/1
26	21	JODY MCBRAYER & JADYN MARIA Never Alone (Nunca Solo) (Sparrow)	654	+124	4	32/2
16	22	WARREN BARFIELD My Heart Goes Out (Creative Trust Workshop)	649	-157	21	25/0
22	23	PHILLIPS, CRAIG & DEAN Hallelujah (Your Love Is Amazing) (Sparrow)	607	+6	16	25/1
28	24	R. ST. JAMES & C. TOMLIN Expressions Of Your Love (ForeFront/Sparrow)	574	+101	4	27/1
15	25	SHAUN GROVES See You (Rocketown)	564	-245	17	27/0
20	26	AMY GRANT Simple Things (Word/Curb/A&M/Interscope)	555	-96	12	24/0
27	27	4HIM Fill The Earth (Word/Curb/Warner Bros.)	503	+20	3	25/2
24	28	JAMI SMITH Salt And Light (Integrity)	473	-91	11	20/0
Debut	29	VARIOUS ARTISTS The Gathering (Essential)	408	+43	1	21/2
29	30	PAUL COLMAN TRIO I'll Be With You (Essential)	388	-33	8	17/1

62 AC reporters. Songs ranked by total plays for the airplay week of Sunday 9/28 - Saturday 10/4.  
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## New & Active

**SWIFT** Til I Met You (Flicker)  
Total Plays: 326, Total Stations: 15, Adds: 1  
**NATALIE GRANT** Deeper Life (Curb)  
Total Plays: 324, Total Stations: 16, Adds: 0  
**ERIN O'DONNELL** Wide Wide World (Inpop)  
Total Plays: 319, Total Stations: 17, Adds: 2  
**JARS OF CLAY** Show You Love (Essential)  
Total Plays: 313, Total Stations: 21, Adds: 9  
**JONATHAN PIERCE** Still The Love Of My Life (Word/Curb)  
Total Plays: 276, Total Stations: 13, Adds: 1

**TAIT** Lose This Life (ForeFront)  
Total Plays: 273, Total Stations: 13, Adds: 1  
**JOY WILLIAMS** I Wonder (Reunion)  
Total Plays: 249, Total Stations: 16, Adds: 5  
**AUDIO ADRENALINE** Strong (ForeFront)  
Total Plays: 240, Total Stations: 10, Adds: 1  
**GEORGE ROWE** Everlasting (Rocketown)  
Total Plays: 214, Total Stations: 12, Adds: 3  
**SCOTT KRIPPAYNE** You Are Still God (Spring Hill)  
Total Plays: 178, Total Stations: 9, Adds: 1

Songs ranked by total plays

## Most Added®

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ARTIST TITLE LABEL(S)	ADDS
JARS OF CLAY Show You Love (Essential)	9
MARK SCHULTZ You Are A Child Of Mine (Word/Curb/Warner Bros.)	8
JOY WILLIAMS I Wonder (Reunion)	5
DARLENE ZSCHECH Pray (INO)	4
BIG DADDY WEAVE Fields Of Grace (Fervent)	3
GEORGE ROWE Everlasting (Rocketown)	3
DAVID CROWDER BAND O Praise Him... (Sixsteps/Sparrow)	3

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
JARS OF CLAY Show You Love (Essential)	+157
M. SCHULTZ You Are A Child Of Mine (Word/Curb/Warner Bros.)	+154
BIG DADDY WEAVE Fields Of Grace (Fervent)	+151
DARLENE ZSCHECH Pray (INO)	+131
J. MCBRAYER & J. MARIA Never Alone (Nunca Solo) (Sparrow)	+124
R. ST. JAMES & C. TOMLIN Expressions... (ForeFront/Sparrow)	+101
CASTING CROWNS If We Are The Body (Beach Street/Reunion)	+93
GEORGE ROWE Everlasting (Rocketown)	+86
NEWSBOYS You Are My King (Amazing Love) (Sparrow)	+85
NATALIE GRANT Deeper Life (Curb)	+78

## Christian Activity

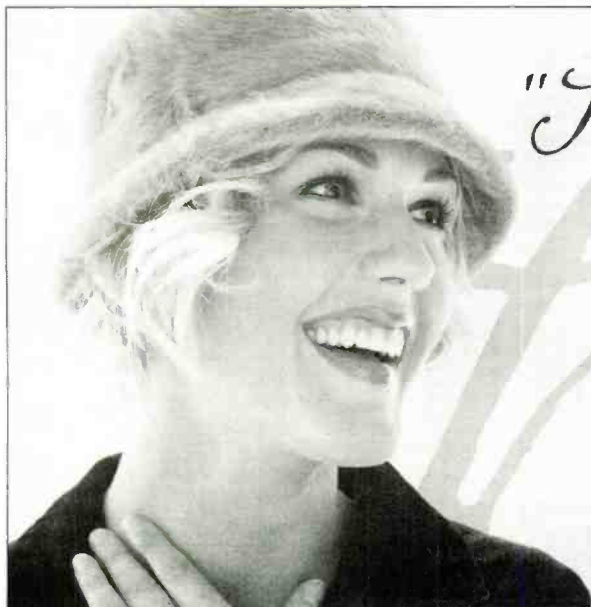
by Rick Welke

## Sparrow Perches On Top

Sparrow Records grab the top three spots at Christian AC: ZOEgirl score a fifth week at No. 1 with "You Get Me," Avalon are now a solid second with "New Day," and Newsboys "You Are My King (Amazing Love)" moves 5-3\*.

Meanwhile, Switchfoot remain at No. 1 on the Christian CHR chart for a fifth week with "Gone" (Sparrow) — at the same time the band reaches the top 20 at Alternative radio with "Meant to Live." Newsboys move 9-5\*, and FM Static score a six-point jump with "Crazy Mary" (Tooth & Nail), moving 18-12\*. The track is also on top of the Christian Rock chart for a seventh week.

Most Added this week: "Will You" by P.O.D. (Atlantic) at Rock, Jars Of Clay's "Show You Love" (Essential) at AC and Joy Williams' "By Surprise" (Reunion) at CHR.



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# The CCM Update

Christian Retail, Radio & Records Newsweekly

The **CCM** Update

Editor  
Lizza Connor

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## New Album Spotlight: The Katinas

The brothers return to their *Roots*

The Katinas — brothers John, Jesse, Sam, James and Joe — are currently in the middle of a promotional tour for *Roots*, released this week. This new project marks the group's return to the studio after last year's live worship album, *Lifestyle*.

A 17-show fall tour with Joy Williams and a Christmas tour with Point Of Grace and Michael W. Smith should boost The Katinas' profile in coming months as they introduce their new project to audiences across the country. *Roots* is The Katinas' first entirely self-produced studio effort, and it finds the Gotee artists experimenting sonically with more world beats and less studio gloss than on past efforts. The record includes a handful of songs with themes that speak to the its title, reflecting the family's roots. John Katina tells THE CCM UPDATE:

Katina recently spoke with CCM UPDATE Editor Lizza Connor about the new release.

CCM: What's in the name *Roots*?

JK: It was the first title we thought of, even before we began to write the record. It has several different meanings. One, obviously, is linked to our



Katinas

new seeds. Most of the bandmembers go to the same church here in Nashville, and our pastor has really been speaking new revelation into our lives. It's stuff we've always heard, but as one matures in God, this truth takes on new meaning.

CCM: Talk a bit about the some of the new roots that have taken hold in your own life.

JK: There's a song, "Back to Love," that talks about going back to the basics of our first love, Jesus Christ. There's also a song on the album called "Movin'" that urges believers to be proactive in their faith rather than having the mentality of "Jesus is coming back soon." That's true, but the Bible says to occupy ourselves until he comes! We want to encourage people to live life to the fullest. That song encourages people to be excited about their faith and to do what they can to impact the world.

CCM: How would you characterize the sound of the album?

JK: It's got little bits and pieces of everything we've grown up with. We've grown up listening to black gospel and Motown, lots of soulful music like that. Our taste for different styles has evolved. This record is more organic than any other we've ever done. All the tracks have live instrumentation, rather than the programming we did on our previous records.

It's more guitar-driven, and there's more of a rock element that we've

learned to love and appreciate. There's always that soulful beat in our vocals. Overall, it's a funky, soulful rock album with The Katinas' typical power ballads that radio has embraced in the past.

CCM: What's your favorite song from the album?

JK: It changes every day. I have been listening to the album quite a bit lately, and I guess one of my favorites is "Faithfully," which my wife and I wrote. We had the opportunity to work with Tommy Simms, one of the most talented musicians in Nashville, on that song. He played all the guitars and sang on the second verse.

CCM: This is the first album The Katinas have produced on their own. What was that like?

JK: It was a great experience in the studio. On most of the records we've been part of, we would come in on the vocal arrangement. This time we were there from start to finish. When we signed with Gotee about six years ago the label heads encouraged us to be as creative as we wanted to be. It's a unique label in that it encourages its artists to get involved in all aspects, from the writing to the production. It's been like baby steps for us.

On the first record we weren't involved in any of the production except for some vocal arrangements and 65% of the songwriting. On our second record, *Destiny*, we started co-producing. With the live worship album, *Lifestyle*, we co-produced as well. With *Roots*, we felt like we were ready. I think there's always room to grow and learn, but we felt like it was time to do the whole thing. We were encouraged by the guys who co-produced with us as well. We're proud of the outcome. There are always things you'll want to change, but we feel like this was a success.

CCM: Will you take the producer's chair on future albums?

JK: Yes, definitely. We've also found more of our sound at this point. The challenge for us in the past has been to put on record what we do in our live performances. There's a lot of energy and charisma in the music we do live, and it's been a challenge trying to record that in the studio. Meshing the new technology and the

## CCM UPDATE GALLERY



**GOLF SHIRTS** Ten Shekel Shirt recently performed at the chapel during a Professional Golfers Association tour event in Farmington, PA. The opportunity was set up by PGA tour veteran and Ten Shekel fan Lee Janzen. Seen here are (l-r) Ten Shekel's Austin Morrison, golfer David Gossett, Janzen and the band's Lamont Heibert.



**FISHY FUN** Point Of Grace recently helped WFSH (104.7 The Fish)/Atlanta celebrate its third birthday at the North Georgia State Fair. Over 5,000 Fish listeners were in attendance for the quartet's performance and autograph session. Here, Grace's (l-r) Heather Payne, Terry Jones, Denise Jones and Shelley Breen take time out to enjoy some traditional fair goodies.



**LIVING DANGEROUSLY** Steven Curtis Chapman recently performed at the annual Congressional Angels in Adoption awards banquet, hosted by the Congressional Coalition on Adoption Institute. The gala was held at the Ronald Reagan Building & International Trade Center in Washington, DC. This year's Angel in Adoption awards went to Muhammad and Lonnie Ali and Bruce Willis for their work advocating adoption and foster parenting. Steven and Mary Beth Chapman received the award in 2001. Here, Chapman (l) picks a fight with Ali.

**"Overall, it's a funky, soulful rock album with The Katinas' typical power ballads that radio has embraced in the past."**

heritage. We have strong family ties back in the Samoan Islands. Our father is a pastor there, and this record encompasses all the music we grew up listening to and what we learned from our parents.

The other meaning with *Roots* is that ongoing process, that journey, that we should uproot the old habits that aren't healthy for us and plant

live vibe was something we hadn't captured until this record.

CCM: How do you select which songs will make it onto a record?

JK: Everybody contributes equally, and we have an understanding that we choose the best songs. If the best songs come from James, then that's how it is. We have a great arrangement, maybe unusual, but we all have an equal split. It may be unorthodox in the writing world, but we feel like, since we are brothers, and since everyone contributes to the band and we're using this ministry as an outlet for the songs, it doesn't matter who has written what. It motivates us to come to the table with

the best stuff. On most of the writing, we collaborate.

CCM: What's it like in the studio when there are five strong personalities turning the knobs?

JK: It wasn't as difficult or complicated as you would think. We all have our strong say, and even though we all have a common style, we all bring something different to the table. We've learned the art of compromise. When it comes to arranging, Sam and James take the lead. Jesse and I do most of the lead vocals, and the guys give us freedom to be creative on our own. Then we all come together and fall into our places.



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# Smitty Keeps Pressing On

Two decades of ministry and hits keep Michael W. Smith on top

What kind of stats would Michael W. Smith have put up if he had followed his first dream of playing professional baseball? With 17 albums and 28 No. 1 songs on the books, we know that Smith's career was meant to be played in the field of music. I sat down with this legend to take a look back at a marvelous and celebrated calling and to see what this multitasker will be up to in the near future.

Artist. Father. Musician. Husband. Label owner. Pioneer. So many words describe Michael W. Smith. And yet so many of those words fall short of the magnitude of the impact he has had upon the music industry and the world at large.

Smith began writing songs back when he was a keyboard player in Amy Grant's band. He remembers the beginning of his career quite well. "I was writing songs in Nashville for Amy and the *Age to Age* album," he says. "I was really getting the hang of it. I played Amy's managers a few songs other than the ones I had written for her, and they actually liked them.

"Mike Blanton and Dan Harrell both told me that if I could come up with nine more songs like one of them I had already written — 'You Need a Savior' — we could start putting an album together. After that, we tried to get signed by a label. Funny thing was, nobody would sign me. So Mike and Dan said that they would start up their own record company and put it out themselves."

## Being Different

Touring with Amy Grant in the spring of 1982, Smith began to get

the reaction that set him on course for the rest of his 20-year career up to this point. "After that first record, audiences on tour were really starting to warm up to me," he says. "They were very receptive.

"Thinking back, the Straight Ahead tour in 1984 went really well. I remember that because I came into it wondering if anybody would remember who I was. But people responded like they'd known me for years. I thought to myself how awesome it was. It really took my breath away."

**"The Big Picture was a bigger risk than I realized at the time, and even today I wonder how we got away with it."**

Among the highlights of Smith's career were a few projects he put out about halfway through his first decade as an artist. *The Big Picture* and *i 2 (EYE)* set new industry standards when they were released. "On *The Big Picture* I felt I had to do something different," Smith says. "That third album was very important. Getting out of Nashville was also a priority.

"Randomly finding a producer for that project wasn't an option either. We hit the jackpot when we lined up John Potoker and went to the Power Station in New York City. We spent a crazy amount of money on that album, but we were determined to raise the bar and do something out of the ordinary. It was a bigger risk than I realized at the time, and even today I wonder how we got away with it."

If you scrape the dust off *The Big Picture* or *i 2 (EYE)*, you'll hear that the sonic resonance of those projects matches up nicely with CDs that are coming out today. Smith concurs, saying, "*i 2 (EYE)* was a close second

to *The Big Picture* in that regard. We cut a lot of it at the Bennett House in Nashville. We set up all of the gear in that large room and took advantage of its big sound. It was huge. I still enjoy listening to that record."

## The Worship Decision

Putting out a worship project wasn't something Smith was looking to do. Sure, he had thought about it, but it wasn't anything he wanted to pursue. But a specific moment in time made his desire and that of his Creator come together as one.

"I was very hesitant to do that first worship record [*Worship*]," he says. "I was fearful of what people would think. Most people didn't know that I had led worship at my church for a long time before that whole experience. At the time worship was selling a lot of records. I didn't want anyone to think I was jumping on the bandwagon.

"But I woke up one morning at 3 and just knew that God wanted me to do that record. It was the first project I ever did that I didn't write anything on. Getting the right songs together was important, not just two or three good songs and the rest throwaways. We really wanted this album to be special."

The disc hit stores on Sept. 11, 2001. "It wasn't a coincidence that the record came out then," Smith says. "Endless stories continue to pour into my office about people having miracles happen in their lives because of the music on that album. The music seems to connect with specific things happening in people's lives.

"I just finished reading a letter from one of our soldiers in Iraq. He commented that with all of the shooting and chaos over there, his lifeblood is simply listening to that CD on his Walkman. That's powerful stuff. He's being comforted by that music every single day."

## New Horizons

On Smith's newest record, *The Second Decade*, he offers up several hits from the past 10 years and a few new tunes. One of them, the current R&R AC- and CHR/Pop-charting single "Signs," was co-written by his

son. "It was awesome writing with my son," Smith says. "Having him involved was incredible.

"He writes songs all the time, so it was great to have him in on this one. It didn't happen right away either. It took a few times on the lyrics, but he nailed it. He also directed the video to the song. He's a really great director."

So, what's next for Smith? "An independent film is a possibility," he says. "If all of the funding comes together, I could find myself in front of the camera for several weeks. It's a little bizarre to think of me playing a starring role in a movie, but I'm ready for that challenge if it happens."

He also has a label, Rocketown Records, that continues to grow and introduce great new artists. In fact, two new Rocketown artists are hitting radio right now: George Rowe and Taylor. Both have major possibilities with totally different audiences than Rocketown is known for reaching.

"George is creating a buzz out there," Smith says. "And Taylor could have a lot of legs, with the raw rock sound he puts out. But who knows? Part of the process of running or owning a label is branching out and introducing new artists to the industry."

Also on the horizon is a new pop record that's set for release sometime in 2004. It would be the first pop disc from Smith since 1999. "We've already started recording the new record," he says. "I'm really getting into the songs we have on hand. It's going to be special. It's pretty wild, because you can only take it one record at a time."

The passion of the man behind the music is evident in all that he does. With 20 years in the business and 10 million albums sold, one has to wonder what other new ground Smitty might be looking to break. We wouldn't have it any other way.

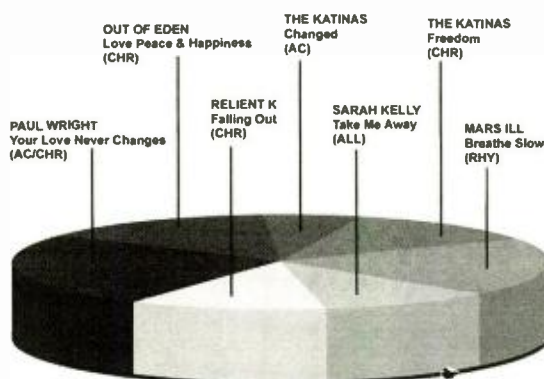
## TALK BACK TO R&R!

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

Call me at 615-244-8822 or e-mail:

rwelke@radioandrecords.com

## WHAT STATIONS SHOULD BE ADDING (or seriously considering)



\*Margin of error 0%. All data compiled by Ed Placencia at Gotee Records and is based on a survey of various employees and artists at Gotee Records. For servicing of the above songs and other fine music your listeners will love, contact ed@gotee.com.





LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	THIS WEEK PLAYS	+/- PLAYS	CUMULATIVE PLAYS
1	1	RODNEY CROWELL Fate's Right Hand (Columbia)	792	+51	4349
2	2	JOE ELY Streets Of Sin (Rounder)	670	-2	9572
3	3	TIM O BRIEN Traveler (Sugar Hill)	615	-7	5907
5	4	WAYNE HANCOCK Swing Time (Bloodshot)	594	+7	4389
4	5	DWIGHT YOAKAM Population Me (Audiium)	583	-6	8603
8	6	MAVERICKS The Mavericks (Sanctuary/SRG)	579	+97	1383
6	7	CHRIS KNIGHT The Jealous Kind (Dualtone)	560	+65	2276
15	8	LYLE LOVETT My Baby Don't Tolerate (Curb/Lost Highway)	556	+155	1379
10	9	SHELBY LYNNE Identity Crisis (Capitol)	525	+66	2486
13	10	ROBERT EARL KEEN Farm Fresh Onions (Audiium/Koch)	511	+91	1364
7	11	JUNE CARTER CASH Wildwood Flower (Dualtone)	502	+13	3168
19	12	EMMYLOU HARRIS Stumble Into Grace (Nonesuch)	491	+129	995
11	13	C. TAYLOR & C. RODRIGUEZ The Trouble... (Lonestar)	480	+26	1699
14	14	DEL MCCOURY BAND It's Just the Night (McCoury Music)	417	+13	2388
9	15	J. LAUDERDALE W/ D. THE BUFFALO Wait ... (Dualtone)	415	-53	7351
16	16	DARRELL SCOTT Theatre Of The Unheard (Full Light)	404	+17	2272
20	17	ADRIENNE YOUNG Plow To The End Of The Row (Aldie Belle)	400	+47	1757
12	18	SCOTT MILLER Upside Downside (Sugar Hill)	391	-48	11390
18	19	CHRIS SMITHER Train Home (Hightone)	351	-18	4811
17	20	DANNY BARNES Dirt On The Angel (Terminus)	332	-43	3120
Debut	21	CHIEFTAINS Further Down The Old Plank Road (BMG Heritage)	316	+56	882
Debut	22	VARIOUS ARTISTS Just Because I'm A Woman - Songs... (Sugar Hill)	308	+186	430
22	23	GILLIAN WELCH Soul Journey (Acony)	298	-10	9312
21	24	E. SCRUGGS, D. WATSON, R. SKAGGS The Three... (Rounder)	294	-20	4423
29	25	VARIOUS ARTISTS Livin', Lovin', Losin'-Songs... (Universal South)	286	+24	1157
24	26	ALLISON MOORER Show (Universal South)	268	-32	4971
26	27	PO GIRL Po Girl (Hightone)	265	-4	1632
25	28	KATE CAMPBELL Twang On A Wire (Large River Music)	261	-9	1558
Debut	29	JOAN BAEZ Dark Chords On A Big Guitar (Koch)	258	+40	1405
28	30	K. KRISTOFFERSON Broken Freedom Song: Live ... (Oh Boy)	253	-11	2179

## Americana Spotlight

by John Schoenberger

Artist: Chris Knight

Label: Dualtone



When Chris Knight came onto the scene in 1998 with his self-titled debut, it didn't take long for Americana programmers and music critics alike to recognize that his music was something special. Hailing from the small Kentucky town of Slaughters — where he still lives today with his family — he presented a true and honest sound that touched upon universal themes and emotions without any pretense or contrivance. In short, the life and people he was singing about came from experience. Knight returned in 2001 with *A Pretty Good Guy*, which furthered his reputation

as a songwriter who falls somewhere between the poetic slant of John Prine and hard-knocks lessons of Steve Earle. Knight now presents *The Jealous Kind*. Co-produced by Dan Baird and Joe Hardy, the album rocks a bit more, although it is still clearly a roots-driven project. Furthermore, Knight reached out a bit this time around and co-wrote some of the material with such composers as Gary Nicholson, Chuck Prophet and Matraca Berg. Standouts include the title track, "Banging Away," "The Border" and "Me and This Road."

## Americana News

According to an open letter posted by Natalie Maines on The Dixie Chicks' website, bandmate Martie Maguire never said they don't feel like part of the country scene any longer and that it can't be their home anymore, as was quoted in *Spiegel* magazine ... Production on a Carter Family tribute album by Dualtone has been temporarily halted due to Johnny Cash's death. Tracks have already been cut by Cash and June Carter Cash, Janette and Joe Carter, Willie Nelson, Rosanne Cash, Ricky Skaggs, Sheryl Crow and others, with Emmylou Harris next up at bat. Look for the album sometime next summer ... Longtime music journalist and historian Alex Tobin has just launched Americana Europe, Europe's newest and youngest independent music promotion and publicity company. For more information, log on to [www.americana-europe.com](http://www.americana-europe.com) ... Rockabilly guitarist Paul Burlison, best known for his work with the Rock 'n' Roll Trio, is dead at 74. He is credited as a major influence on such artists as Jimmy Page, Jeff Beck and Eric Clapton ... Ralph Stanley & The Clinch Mountain Boys will take their music to Great Britain in November, with dates in Manchester, Glasgow, London and Dublin ... Clem Snide is putting the finishing touches on his new *Beautiful* EP. The project contains covers of Christina Aguilera's "Beautiful" and a song by The Velvet Underground, as well as a few originals ... Allison Moorer kicked off a 20-city acoustic tour on Wednesday, Oct. 1.

Note: If you have Americana news, please forward it to [jschoenberger@radioandrecords.com](mailto:jschoenberger@radioandrecords.com).

## Most Added

ARTIST TITLE LABEL(S)	ADDS
Various Artists Just Because I'm A Woman - Songs Of Dolly Parton (Sugar Hill)	24
Albert Lee Heartbreak Hill (Sugar Hill)	12
Lyle Lovett My Baby Don't Tolerate (Curb/Lost Highway)	9
Patty Loveless On Your Way Home (Epic)	8
Red Stick Ramblers Bring It On Down (Independent)	7
Robert Earl Keen Farm Fresh Onions (Audiium/Koch)	7

The Americana Airplay chart represents the reported play of terrestrial radio stations, nationally syndicated radio shows, satellite radio and internet stations that have agreed to submit weekly spin counts. For more information please visit [www.americanamusic.org](http://www.americanamusic.org). © 2003 Americana Music Association.

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## ON THE RECORD

With  
**Michele Williams**  
Asst. PD/MD, WBOS/Boston



Howie Day is a great young artist for WBOS/Boston. He is something of a local boy (he's from Bangor, ME) and has spent many years on the Boston music scene. Day has built a strong and passionate following through years of memorable, moving performances. So, when his last CD, *Australia*, was released nationally, we readily embraced it. • Here at the station we were instantly excited when his latest song, "Perfect Time of Day," hit our desks. The song has lots of dimension, and the audience has reacted positively to it. We were all wondering how a major-label signing, new producers and a full-band approach would affect Day's music. Well we love the results! • We were also worried about how longtime Howie Day fans would receive his new style. He has been known as a one-man (and loop machine) show, but the response to his latest incarnation has all been positive. • I've heard some people say "Perfect Time of Day" sounds like U2. Hearing it play back-to-back with "Beautiful Day," I'd have to agree. This song has so much texture that it really stands out. It gets better with every listen.

We have a new No.1 song on the monitored airplay chart this week: R.E.M.'s "Bad Day," which is still increasing dramatically in spins ... Jonny Lang is headed for top five at 6\*, and Sarah McLachlan is now top 10 at 8\* ... Sheryl Crow had a big jump this week, from 23\*-16\* (+77 in spins) ... Projects showing staying power include Howie Day, Los Lonely Boys, Dido and Damien Rice ... Gainers this week include Train, Lyle Lovett, Joe Firstman and John Hiatt ... Live are starting to show new life ... North Mississippi Allstars and Robert Randolph debut ... Keep an eye on Ziggy Marley, Travis, Matchbox Twenty and Will Hoge ... On the Indicator chart, Sting jumps up to the top slot, John Mayer and R.E.M. are top five, and Los Lonely Boys and Lang are now top 10 at 6\* and 9\*, respectively. Michael Franti & Spearhead round out the top 10 at 10\* ... Big gainers this week are Van Morrison (21\*-15\*), Crow (27\*-16\*), Shelby Lynne (25\*-18\*) and Lovett (23\*-19\*) ... McLachlan, Josh Rouse and Marley debut ... In the Most Added category, the new Coldplay track takes top honors with 18 total adds (No. 1 on both panels), Rickie Lee Jones and Galactic grab a total of seven adds each, Matthew Ryan has six total adds, Norah Jones and Nickel Creek bring in five each, and Nelly Furtado starts off with four ... The Thorns, Ryan Adams, The Thrills, Warren Zevon and EastMountainSouth close some important holes.



— John Schoenberger, Triple A Editor

# AAA ARTIST

OF THE WEEK

ARTIST: **Dave Matthews**

LABEL: **RCA**

By **JOHN SCHOENBERGER** / TRIPLE A EDITOR



With their humble origins back in 1991, Dave Matthews Band are one of the best examples of how grass-roots marketing can reach astronomical proportions in just a few short years. The band's debut album, *Remember Two Things*, was independently released on their Bama Rags label and ultimately sold more than a million copies. After signing with RCA, the band released 1994's *Under the Table and Dreaming*, which has since been certified four-times platinum. *Crash* came next, in 1996, and *Before These Crowded Streets* in 1998. Both have sold millions of copies and catapulted Dave Matthews Band to national stardom. They were the top-grossing touring act in 2000. The Glenn Ballard-produced *Everyday* arrived in 2001 and has also sold more than 3 million copies; 2002's *Busted Stuff* kept the winning streak going.

In addition, this 10-year period saw the release of five separate live CDs, a video compilation and a couple DVD sets, which established Dave Matthews Band as one of the most successful and influential acts in popular music in several years.

So, what was next? Well, a few years ago Dave Matthews became a father, and the experience caused him to pause and reassess what's important in his life. Certainly, he and his band would continue to record and tour, but Matthews felt it was time to step out on his own with a solo project.

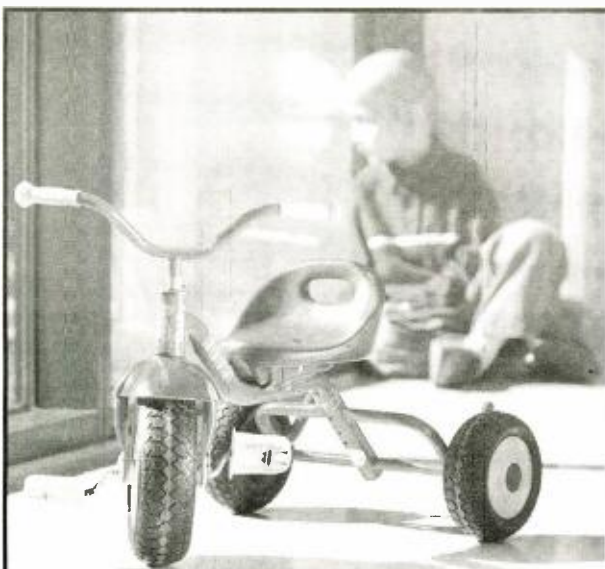
According to Matthews, the songs that he was writing seemed to fall outside the realm of the band experience. By tackling the big themes — life, death, love, loss.

faith — the songs on *Some Devil* explore his musical ability to express complex emotions while at the same time keeping things basic and organic.

"I have some sort of allegiance to simple melodies, but I was trying to be as experimental as I could," he says. "These songs came out of me with a great deal of honesty. I didn't try to hide behind ambiguity as much as I often think I do. This is the finest collection of songs that I've written since my daughters were born."

To help him realize his vision for this album, Matthews teamed with producer Steve Harris, who had worked with him on *Busted Stuff*. Joining them were drummer Brady Blade and bassist Tony Hall, who form the rhythm section of Emmylou Harris' band. In addition, guest appearances abound on the album, with such diverse players as The Dirty Dozen Brass Band and the strings of the Seattle Music Group (both arranged by Audrey Riley) and guitarists Tim Reynolds and Trey Anastasio. And, yes, that's Dave on electric and acoustic guitar.

*Some Devil* offers 13 new compositions that touch on many styles of music. Songs such as "Some Devil," "Gravedigger," "Trouble," "Oh," "Save Me" and "Too High" will give you a good idea of the depth and breadth of the project. In addition, the limited-edition version of the CD features a second disc of five songs featuring Matthews and Reynolds in a live setting. Look for a tour starting in December and lasting into January.



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October 10, 2003

## 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
3	1	STING Send Your Love (A&M/Interscope)	275	+12	1507	7	16/0
1	2	BEN HARPER Diamonds On The Inside (Virgin)	255	-10	1709	10	16/0
5	3	JOHN MAYER Bigger Than My Body (Aware/Columbia)	241	+14	1561	8	16/2
2	4	DAVE MATTHEWS Gravedigger (RCA)	239	-25	1462	8	17/0
6	5	R.E.M. Bad Day (Warner Bros.)	236	+17	1191	3	18/0
8	6	LOS LONELY BOYS Heaven (Dr)	223	+22	1405	12	17/0
7	7	JASON MRAZ You And I Both (Sanctuary/SRG)	213	-6	1461	15	13/0
4	8	JACK JOHNSON Wasting Time (Jack Johnson Music/Universal)	209	-46	1375	14	14/0
11	9	JONNY LANG Red Light (A&M/Interscope)	189	+19	1429	5	15/1
9	10	MICHAEL FRANTI / SPEARHEAD Everyone Deserves Music (iMusic)	188	+6	558	10	16/0
10	11	PETE YORN Crystal Village (Columbia)	174	-5	1440	13	9/0
13	12	HOWIE DAY Perfect Time Of Day (Epic)	170	+19	1280	6	12/1
14	13	NORTH MISSISSIPPI ALLSTARS Eyes (Tone-Cool/ATO)	151	+7	620	6	16/1
15	14	ROBERT RANDOLPH Soul Refreshing (Warner Bros.)	149	+8	778	7	14/1
21	15	VAN MORRISON Once In A Blue Moon (Blue Note/EMC)	143	+20	699	2	16/2
27	16	SHERYL CROW The First Cut Is The Deepest (A&M/Interscope)	136	+21	850	2	13/2
17	17	JOHN HIATT Circle Back (New West)	136	+2	863	8	14/0
25	18	SHELBY LYNNE Telephone (Capitol)	128	+12	533	5	11/0
23	19	LYLE LOVETT My Baby Don't Tolerate (Curb/Lost Highway)	128	+8	729	2	14/1
18	20	MAVERICKS I Want To Know (Sanctuary/SRG)	118	-13	440	4	12/0
Debut	21	SARAH MCLACHLAN Fallen (Arista)	113	+41	497	1	8/0
26	22	NEIL YOUNG Bandit (Reprise)	112	-4	746	8	12/0
20	23	KELLER WILLIAMS Love Handles (Sanctuary/SRG)	111	-15	218	9	12/0
12	24	EASTMOUNTAINSOUTH You Dance (DreamWorks)	111	-44	818	17	10/0
30	25	BARENAKED LADIES Another Postcard (Chimps) (Reprise)	109	+4	635	2	9/1
28	26	WALLFLOWERS Closer To You (Interscope)	108	-4	990	9	7/0
Debut	27	JOSH ROUSE Come Back (Light Therapy) (Rykodisc)	107	+14	167	1	11/0
29	28	TRAIN When I Look To The Sky (Columbia)	107	0	557	3	9/0
16	29	DAMIEN RICE Volcano (Vector Recordings)	107	-29	722	15	10/0
Debut	30	ZIGGY MARLEY Dragonfly (Private Music/AAL)	104	+5	575	1	12/1

19 Triple A reporters. Songs ranked by total plays for the airplay week of Sunday 9/28 - Saturday 10/4.  
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## Most Added\*

www.rrindicator.com

ARTIST TITLE LABEL(S)	ADDS
COLDPLAY Moses (Capitol)	9
RICKIE LEE JONES Second Chance (V2)	4
GALACTIC Uptown Odyssey (Sanctuary/SRG)	4
MATTHEW RYAN The Little Things (Hybrid)	3
THORNS Blue (Aware/Columbia)	3

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
RYAN ADAMS So Alive (Lost Highway/DJMG)	+59
WARREN ZEVON Disorder In The House (Artemis)	+52
SARAH MCLACHLAN Fallen (Arista)	+41
ROBERT EARL KEEN Furnace Fan (Audium/Koch)	+35
S. WINWOOD Why Can't We Live Together (WinCraft/SCI-Fidelity)	+27
COLDPLAY Moses (Capitol)	+26
GALACTIC Uptown Odyssey (Sanctuary/SRG)	+25
TRAVIS Re-Offender (Epic)	+24
RICKIE LEE JONES Second Chance (V2)	+23
THRILLS One Horse Town (Virgin)	+23

## Reporters

**WAPS/Akron, OH**  
 PD: Bill Gruber  
 1. MORAN JONES  
 2. ROBERT RANDOLPH  
 3. LYLE LOVETT  
 4. LARRY HARRISMAN-ROSS  
 5. RICKIE LEE JONES  
 6. GALACTIC

**KBAC/Albuquerque, NM\***  
 PD: Ira Gordon  
 13. DAVE MATTHEWS BAND

**KGSR/Austin, TX\***  
 DM: Jeff Carroll  
 PD: Jody Domborg  
 APD: Jyl Harshman-Ross  
 MD: Susan Castle  
 BRUCE COCKBURN

**WRNR/Baltimore, MD**  
 DM: Jen Peterson  
 PD: Alex Carrigan  
 2. COLDPLAY  
 4. THORNS  
 5. MATTHEW RYAN

**KRVB/Boise, ID\***  
 DM/MD: Dana McCarty  
 1. STEVE WINWOOD  
 1. VAN MORRISON

**WBOS/Boston, MA\***  
 APD/MD: Michele Williams  
 1. COLDPLAY  
 2. SEAL

**WXRV/Boston, MA\***  
 PD: Nicole Sandler  
 DM: Dana Marshall  
 2. BRUCE COCKBURN  
 1. ZIGGY MARLEY

**WNCS/Burlington**  
 PD/MD: Mark Abuzahab  
 4. ZIGGY MARLEY

**WNVY/Cape Cod, MA**  
 DM: Steve Berman  
 1. NORTH MISSISSIPPI ALLSTARS  
 1. SEAN PAUL

**WDDO/Chattanooga, TN\***  
 DM/MD: Danny Howard  
 COLDPLAY

**WXRT/Chicago, IL\***  
 PD: Norm Winer  
 APD: John Farneda  
 13. COLDPLAY  
 3. DAVE MATTHEWS  
 4. BOB MARLEY  
 5. BOB MARLEY

**KBXR/Columbia, MO**  
 DM: Jack Lawson  
 PD/MD: Lana Traxler  
 No Adds

**KBCO/Denver, CO\***  
 PD: Scott Ashworth  
 MD: Kaefer  
 2. EASTMOUNTAINSOUTH

**WDET/Detroit, MI**  
 PD: Judy Adams  
 MD: Martin Banalyte  
 1. MORAN JONES  
 2. COLDPLAY  
 3. SHERYL CROW

**WVOD/Elizabeth City, NC**  
 PD: Matt Cooper  
 MD: Ted Adams  
 1. RYAN ADAMS  
 2. SHERYL CROW  
 3. SHERYL CROW  
 4. JONNY LANG  
 5. BARENAKED LADIES

**WNCW/Greenville, SC**  
 DM: Brian Pittman  
 PD/MD: Kim Clark  
 APD: Martin Anderson  
 1. BRUCE COCKBURN  
 2. RORY BLOCK  
 3. SHERYL CROW  
 4. OZOMATI  
 5. MICHAEL MESSIAH  
 6. MARCIA BALL  
 7. RANDY NEWMAN

**WTTT/Indianapolis, IN\***  
 PD: Brad Holtz  
 MD: Todd Berryman  
 No Adds

**KMTN/Jackson, WY**  
 DM: Scott Anderson  
 PD/MD: Mark "Fish" Fishman  
 1. COLDPLAY  
 2. THORNS  
 3. BRUCE COCKBURN  
 4. MATTHEW RYAN  
 5. NELLY FURTADO

**KTGB/Kansas City, MO**  
 PD: Jon Hart  
 MD: Byron Johnson  
 11. BOB MARLEY  
 12. BOB MARLEY  
 13. HOWIE DAY  
 14. RYAN ADAMS  
 15. RICKIE LEE JONES

**WOKI/Knoxville, TN\***  
 PD: Jim Ziegler  
 MD: James Soumer  
 No Adds

**WFPK/Louisville, KY**  
 DM: Brian Conn  
 PD: Dan Reed  
 MD: Stacy Owen  
 1. JOHN MAYER  
 2. SPINALTAP  
 3. RICKIE LEE JONES  
 4. GALACTIC  
 5. JEB FOSTER  
 6. JOE HENRY

**WKOC/Norfolk, VA\***  
 PD: Paul Shugart  
 MD: Kristin Croft  
 1. COLDPLAY  
 2. SHERYL CROW  
 3. SHERYL CROW  
 4. VAN MORRISON  
 5. BOB MARLEY

**NCTY/Omaha, NE\***  
 DM: Brian Burt  
 PD/MD: Ryan "Stash" Morton  
 1. MATTHEW RYAN  
 2. NELLY FURTADO

**WMMH/Madison, WI\***  
 PD: Bruce Warren  
 APD/MD: Helen Licht  
 7. WARREN ZEVON  
 8. RICKIE LEE JONES  
 9. DAMIEN RICE

**WMPW/Memphis, TN\***  
 PD: Steve Richards  
 MD: Alexander Itzer  
 1. NICKEL CREEK

**KTCZ/Minneapolis, MN\***  
 PD: Larry MacLennan  
 APD/MD: Mike West  
 COLDPLAY

**WGVL/Minneapolis, MN\***  
 DM: Dave Hamilton  
 PD: Jeff Collins  
 No Adds

**WZEW/Mobile, AL\***  
 DM: Tim Camp  
 PD: Brian Hart  
 MD: Lee Ann Kunkin  
 1. COLDPLAY  
 2. THRILLS

**KPIQ/Monterey, CA**  
 DM/MD: Lew Cline Hopper  
 APD: Allison MacIntyre  
 1. JEFF BRIDGES  
 2. EASTMOUNTAINSOUTH  
 3. JOHN COCHRANE  
 4. BOB DYLAN  
 5. STEVE EARLE

**WRLL/Nashville, TN\***  
 DM/MD: David Hall  
 APD/MD: Rev. Keith Cox  
 1. SHERYL CROW  
 2. KATHLEEN EDWARDS  
 3. RICKIE LEE JONES  
 4. NICKEL CREEK

**WFUV/New York, NY**  
 PD: Chuck Slightfoot  
 MD: Nina Housman  
 1. COLDPLAY  
 2. ALISON KRAUSS  
 3. GARY STRANGE  
 4. BELLE & SEBASTIAN  
 5. JESSE STRUBBER  
 6. CESARIA EVORA

**WKOC/Norfolk, VA\***  
 PD: Paul Shugart  
 MD: Kristin Croft  
 1. COLDPLAY  
 2. SHERYL CROW  
 3. SHERYL CROW  
 4. VAN MORRISON  
 5. BOB MARLEY

**NCTY/Omaha, NE\***  
 DM: Brian Burt  
 PD/MD: Ryan "Stash" Morton  
 1. MATTHEW RYAN  
 2. NELLY FURTADO

**WXPN/Philadelphia, PA**  
 PD: Bruce Warren  
 APD/MD: Helen Licht  
 7. WARREN ZEVON  
 8. RICKIE LEE JONES  
 9. DAMIEN RICE

**WYEP/Pittsburgh, PA**  
 MD: Mike Sester  
 1. MICHAEL MESSIAH  
 2. OZOMATI  
 3. LYLE LOVETT  
 4. ALEX MURDOCH  
 1. FOURTARMS OF WAYNE

**WVIZ/Portland, ME**  
 PD: Herb Jay  
 MD: Brian James  
 COLDPLAY  
 THRILLS  
 RICKIE LEE JONES

**KINK/Portland, OR\***  
 PD: Donnie Constantine  
 MD: Marie Welch  
 1. HANE ROSS  
 2. RICKIE LEE JONES

**WDST/Poughkeepsie, NY**  
 PD: Greg Gattine  
 APD: Christine Martinez  
 MD: Brian Meehan  
 COLDPLAY  
 VAN MORRISON  
 JOSS STONE  
 GALACTIC

**KTHX/Reno, NV\***  
 DM: Rob Brooks  
 PD: Henry Reynolds  
 APD/MD: David Harold  
 3. SHERYL CROW  
 4. SHERYL CROW  
 5. ROBERT EARL KEEN  
 6. MORAN JONES  
 7. MORAN JONES  
 8. MORAN JONES  
 9. BARENAKED LADIES

**KENZ/Salt Lake City, UT\***  
 DM/MD: Bruce Jones  
 MD: Kari Fishman  
 COLDPLAY  
 TRAIN

**KPRI/San Diego, CA\***  
 PD/MD: Dennis Shalabi  
 8. WARREN ZEVON  
 2. DAMIEN RICE

**KFQJ/San Francisco, CA\***  
 PD: David Benson  
 APD/MD: Haley Jones  
 No Adds

**KOTR/San Luis Obispo, CA**  
 PD/MD: Drew Ross  
 4. JOHN MAYER  
 4. ROBERT EARL KEEN  
 4. SEAL

**KTAG/Santa Fe, NM**  
 DM: Mitch Miller  
 PD: Brad Hochmeyer  
 MD: Pauline Blue  
 8. MATTHEW RYAN  
 8. FRANKS  
 6. COLDPLAY  
 2. NICKEL CREEK  
 2. NELLY FURTADO

**KRSH/Santa Rosa, CA\***  
 DM/MD: Steve Eastart  
 MD: Michelle Marques  
 6. NICKEL CREEK  
 COLDPLAY  
 1. MATTHEW RYAN  
 1. JOHN BALZ  
 1. ELVIS COSTELLO

**KMTT/Seattle, WA\***  
 PD: Chris Mays  
 APD/MD: Steven Stewart  
 1. VAN MORRISON

**WRNK/Springfield, MA\***  
 PD: Tom Davis  
 APD: Denise Moorhouse  
 MD: Leon Williams  
 NICKEL CREEK  
 MORAN JONES  
 MATTHEW RYAN  
 MORAN JONES  
 NELLY FURTADO  
 LESLIE MILLS

\*Monitored Reporters  
 45 Total Reporters  
 26 Total Monitored  
 19 Total Indicator



## National Programming

Added This Week



Ali Castellini 215-898-6677

JILL SOBULE Que Sera Sera  
 MATT NATHANSON Suspended  
 RYAN ADAMS So Alive  
 TWILIGHT SINGERS Teenage Wristband



Rob Reinhart 734-761-2043

ALISON KRAUSS 9 To 5  
 ALISON KRAUSS & JAMES TAYLOR How's The World Treating You  
 GEOFF MULDAUR Singin' The Blues  
 MICHAEL FRANTI Love Invincible  
 RANDY NEWMAN Lonely At The Top  
 ROBERT EARL KEEN Here In The Middle

## 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 John Schoenberger:  
 10100 Santa Monica Blvd., 3rd Floor,  
 Los Angeles, CA 90067  
 Email: jschoenberger@radioandrecords.com

October 10, 2003

Powered By



LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	Δ PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ADDS
2	1	R.E.M. Bad Day (Warner Bros.)	568	+64	34412	4	26/0
1	2	JOHN MAYER Bigger Than My Body (Aware/Columbia)	530	-10	29516	9	22/0
3	3	BEN HARPER Diamonds On The Inside (Virgin)	482	-8	22728	10	26/0
4	4	JACK JOHNSON Wasting Time (Jack Johnson Music/Universal)	449	-18	21637	14	24/0
6	5	STING Send Your Love (A&M/Interscope)	386	-17	22645	7	23/0
8	6	JONNY LANG Red Light (A&M/Interscope)	384	+25	18017	6	23/1
7	7	PETE YORN Crystal Village (Columbia)	370	-30	18627	14	22/0
12	8	SARAH MCLACHLAN Fallen (Arista)	346	+18	25450	4	17/0
9	9	JASON MRAZ You And I Both (Sanctuary/SRG)	340	-5	12418	15	21/0
11	10	WALLFLOWERS Closer To You (Interscope)	327	-2	13279	15	22/0
5	11	EASTMOUNTAINSOUTH You Dance (DreamWorks)	319	-92	11993	14	23/1
10	12	GUSTER Amsterdam (Gonna Write You A Letter) (Palm/Reprise)	305	-39	18528	20	22/0
13	13	HOWIE DAY Perfect Time Of Day (Epic)	298	+2	14632	8	23/0
14	14	LOS LONELY BOYS Heaven (Or)	272	+2	8461	10	19/0
16	15	BARENAKED LADIES Another Postcard (Chimps) (Reprise)	245	-1	11620	4	18/1
23	16	SHERYL CROW The First Cut Is The Deepest (A&M/Interscope)	227	+77	13468	3	18/1
15	17	DAVE MATTHEWS Gravedigger (RCA)	211	-43	8193	8	17/0
17	18	DIDO White Flag (Arista)	205	+11	14070	11	9/0
18	19	TRAIN When I Look To The Sky (Columbia)	197	+7	7194	5	16/1
20	20	LYLE LOVETT My Baby Don't Tolerate (Curb/Los: Highway)	190	+19	10265	3	13/0
21	21	JOE FIRSTMAN Breaking All The Ground (Atlantic)	181	+23	5516	3	16/0
19	22	COLDPLAY God Put A Smile Upon Your Face (Capitol)	168	-8	7257	6	7/0
24	23	DAMIEN RICE Volcano (Vector Recordings)	162	+13	10945	5	19/3
26	24	JOHN HIATT Circle Back (New West)	141	+7	5380	3	13/0
22	25	GRANDADDY Now It's On (V2)	141	-15	6623	11	11/0
-	26	LIVE Heaven (Radioactive/Geffen)	138	+40	6365	14	5/0
27	27	SANTANA JALEX BAND Why Don't You & I (Arista)	138	+9	9584	9	6/0
29	28	VAN MORRISON Once In A Blue Moon (Blue Note/EMC)	130	+11	6465	2	16/3
Debut	29	NORTH MISSISSIPPI ALLSTARS Eyes (Tone-Cool/ATO)	127	+18	3529	1	12/0
Debut	30	ROBERT RANDOLPH Soul Refreshing (Warner Bros.)	120	+10	5973	1	10/0

26 Triple A reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 9/28-10/4. 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 (© 2003, The Arbitron Company). © 2003, R&R, Inc.

## New & Active

TRAVIS Re-Offender (Epic)  
Total Plays: 117, Total Stations: 10, Adds: 0  
ZIGGY MARLEY Dragonfly (Private Music/AAL)  
Total Plays: 116, Total Stations: 13, Adds: 1  
MAVERICKS I Want To Know (Sanctuary/SRG)  
Total Plays: 111, Total Stations: 10, Adds: 1  
MATCHBOX TWENTY Bright Lights (Atlantic)  
Total Plays: 108, Total Stations: 2, Adds: 0  
THORNS Blue (Aware/Columbia)  
Total Plays: 101, Total Stations: 9, Adds: 0

O.A.R. Hey Girl (Lava)  
Total Plays: 88, Total Stations: 8, Adds: 0  
3 DOORS DOWN Here Without You (Republic/Universal)  
Total Plays: 87, Total Stations: 3, Adds: 0  
AUDIOSLAVE Like A Stone (Interscope/Epic)  
Total Plays: 82, Total Stations: 4, Adds: 0  
WILL HOGE Secondhand Heart (Atlantic)  
Total Plays: 70, Total Stations: 6, Adds: 0  
CRACKER Duty Free (Music)  
Total Plays: 62, Total Stations: 5, Adds: 0

Songs ranked by total plays

## Most Added\*

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
COLDPLAY Moses (Capitol)	9
NICKEL CREEK This Side (Sugar Hill)	4
DAMIEN RICE Volcano (Vector Recordings)	3
VAN MORRISON Once In A Blue Moon (Blue Note/EMC)	3
RICKIE LEE JONES Second Chance (V2)	3
MATTHEW RYAN The Little Things (Hybrid)	3
NORAH JONES Turn Me On (Blue Note/Virgin)	3
THRILLS One Horse Town (Virgin)	2
WARREN ZEVON Disorder In The House (Artemis)	2
NELLY FURTADO Powerless (Say What You Want) (DreamWorks)	2

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
SHERYL CROW The First Cut Is The Deepest (A&M/Interscope)	+77
R.E.M. Bad Day (Warner Bros.)	+64
COLDPLAY Moses (Capitol)	+42
THORNS Blue (Aware/Columbia)	+40
LIVE Heaven (Radioactive/Geffen)	+40
DAVE MATTHEWS BAND So Damn Lucky (RCA)	+37
RICKIE LEE JONES Second Chance (V2)	+34
RYAN ADAMS So Alive (Lost Highway/IDJMG)	+32
S. WINWOOD Why Can't We Live Together (Wincraft/SCI-Fidelity)	+29
WARREN ZEVON Disorder In The House (Artemis)	+29

## Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
TRAIN Calling All Angels (Columbia)	254
COLDPLAY Clocks (Capitol)	236
JASON MRAZ The Remedy (I Won't Worry) (Elektra/EEG)	236
NICKEL CREEK Smoothie Song (Sugar Hill)	197
MATCHBOX TWENTY Unwell (Atlantic)	164
MAROON 5 Harder To Breathe (Octone/J)	157
JACK JOHNSON The Horizon... (Jack Johnson Music/Universal)	147
TORI AMOS A Sorta Fairytale (Epic)	139
COUNTING CROWS Big Yellow Taxi (Geffen/Interscope)	135
ZIGGY MARLEY True To Myself (Private Music/AAL)	132

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

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PART TWO OF A TWO-PART SERIES

# A View From The Top

## More from the Triple A Summit's executive panel

As you read last week, there was a radio executives panel, moderated by R&R's very own Publisher and CEO, Erica Farber, at this year's Triple A Summit. This week we continue with highlights from that session.

Last week we covered some of the issues facing radio, such as the changing role of upper management since consolidation, new pressures for increased revenue and cash flow, the needs of programming under the new cluster paradigm and the challenges both the FCC and Congress are throwing at broadcasting.

In this column the panel addresses accountability at the local level, combating the public's perception of corporate-owned radio, expanding the Triple A base of stations, competing in an ever-growing media landscape and the evolving relationship between radio and records.

Once again, the panel comprised Susquehanna-owned KFOG/San Francisco GM Dwight Walker; Infinity-owned KINK/Portland, OR GM Stan Mak; Entercom-owned KMTT/Seattle Station Manager Chris Mays; Clear Channel-owned KBAC/Santa Fe-Albuquerque GM Ira Gordon; and Shaw Pittman attorney David Oxenford.

### Rank And File

Though the ownership landscape continues to evolve, the reality is that home-office policies for revenue goals and management style are still often being influenced by the folks in the field. Yet many industry critics would have us believe that everything is coming down from the top.

Mak feels that the key to being successful in corporate America these days is to do what you say you are going to do. How can the home office make projections or policy decisions if the feedback it is getting from the field is unreliable?

"After all, Wall Street is now involved, and that, directly or indirectly, affects everyone's lives," Mak said. "When a company tells the analysts what it expects to do quarter by quarter, that is largely based on what we in each market have told the company we can do. It is important for the rank and file to deliver on their promises as much as possible, because what we say and do flows up to them but ultimately flows back down to us again."

Gordon said that with only four Triple As among the 1,200-plus stations Clear Channel owns, the format gets treated a little differently than



Dwight Walker

some others. "Even though we seem like somewhat of an anomaly, my most immediate bosses also know that we have a unique and profitable niche," he said. "They basically feel like we know what we are doing, and they try to protect us as much as possible."

"But, by the very nature of Triple A radio, we have to be careful with all this high-profile press about corporate radio and consolidation. It's no secret that Clear Channel is perceived by many as the devil incarnate, and we have to try to distance our stations from that image."

Walker agreed and said that, although Susquehanna is a small company compared to Clear Channel, its situation is very similar. "We are still being painted in that same 'big radio is bad' picture," he said.

"Even in our listeners panels, we find that we are perceived as corporate, and so we have to be very careful in the way we present ourselves. The best way to combat that has to do with what you do on the air and how you interface with the community."

### Growing The Format

A question was raised in the audience about how, in the age of consolidation, we can go about growing the Triple A format. Each of the larger broadcast groups has a few successful Triple A stations within its ranks. How do we spread the word and get the home office to try the format in more markets?

Gordon said, "Actually, with KBCO/Denver and KTCZ/Minneapolis at the forefront for the format for Clear Channel, I would hope that they are getting noticed at the home office. I guess we need to just keep communicating their successes back up the chain, so maybe when they are considering a format change in another

market, Triple A will come to mind."

Mays believes that a high profile for the format in the trades plays a vital role. "Erica's being at the Summit and R&R's backing of Triple A in general are helping us to get the word out about this format to the decisionmakers," she said. "It is a step in the right direction for us on the road to credibility."

**"We on the radio side need to do a better job of helping to sell music. There are plenty of new strategic alliances we can nurture toward that end."**

Dwight Walker

"But one of the real reasons we haven't seen the format grow into other markets is because it is seen as a long-term proposition, and, frankly, most owners can't afford to be that patient. If we can find ways to be quicker and smarter about developing Triple A in a new market — and I believe many of us in this room could now do that, because we have learned enough — then we can demonstrate that it doesn't take five to 10 years to take hold."

Mak likened the format to a restaurant, saying, "When you think about Triple A, we are talking about a quality radio station that is well thought-out and tries to do everything well, from the selection of music to on-air delivery to its amazing dedication to the community. It's like running a gourmet restaurant. Why shouldn't a well-run gourmet restaurant be successful anywhere in America?"

### Fewer Listeners

Farber then changed the subject,



**LADIES OF THE SUMMIT** This shot was captured during this year's Triple A Summit in Boulder, CO. Pictured here are (back row, l-r) WMVY/Cape Cod, MA's Barbara Dacey; WKZE/Sharon, CT's Christine Zoro; WKVL/Knoxville's Sarah McClune; Songlines' Louise Coogan; freelancer Dawn Richardson; (front row, l-r) ATO's Alli Groman and KPIG/Monterey's Laura Hooper.

asking, "Over the past 15 years we have seen a gradual decline in radio listenership as people's time is being divided among more and more avenues of entertainment. What, if anything, can radio do about that?"

Mak thinks the audience erosion from radio is being greatly exaggerated. "Sure, we have seen a gradual decline as the media landscape has become more diverse and fragmented," he said. "I can liken it to the way television changed. However, since many of the new channels are premium-type channels, the TV networks are still one of the most effective ways for an advertiser to reach a sizable audience."

"So, if you parallel radio against that scenario, I still feel we are in a great position to provide the exposure and audience an advertiser needs to justify the cost. Frankly, I firmly believe that radio is undervalued in terms of what it can do for an advertiser. After all, we are still a free, over-the-air medium that reaches a broad spectrum of people every single day."

However, he cautioned, "If all we are to certain listeners is a jukebox, we will lose out to CDs and MP3 players every time. Perhaps, in this day and age, we have to find ways to be more than just the music to keep them listening. The challenge is to find out what they want, to prevent audience erosion. Are we creating a compelling station that the listeners can't wait to listen to?"

Walker feels that the best way to combat all the other media choices is to embrace them within your own product as best you can. "Each one needs to be approached differently, and not all of them make sense, but many of these new technologies can advance the cause of your station and add to its hipness," he said. "These are just some of the many ways that you have to continue to move forward with your listeners and to respond to their needs."

Mays feels that the best way terrestrial radio can compete is to remain local. "That's the one thing we can take advantage of that many of them can't," she said. "And I know of few formats that capitalize on that better than Triple A. We can change what we do on the air quickly. Take Sept. 11, 2001, for example, and how fast local-

based media outlets responded to the community's needs."

### Label Cooperation

The music business expands and contracts like an accordion, and it is currently in a major contraction. Yet at a time when the labels are at their most vulnerable and when their business is dramatically down, it still seems radio stations expect the labels to support them at the same level as before. What is radio doing to address that very real problem?

Walker said that radio certainly still depends on the support of the labels,



Chris Mays

but he also feels there is more radio can do to help the situation turn around. "Part of it goes to the tremendous pressure stations are under to deliver revenue and cash flow," he said. "Individual stations are forced to be resourceful to pay for things, and that, often, is directed to the record labels. And I want

to state for the record that we appreciate that support.

"But having said that, I think radio is now beginning to understand that the labels have limits to how far they can go to support us and that those limits are tightening. At the same time, we put forth that one of the most important partnerships out there is between radio and artists.

"It is certainly a benefit for us, but we also contend that it is a tremendous benefit for the artists we support. We have to work together, and we are perhaps now more willing on the radio side to make those partnerships work — otherwise, we aren't in business either.

"In that train of thought, and in light of the fact that we are seeing a decline in the retail sales of music, we on the radio side need to do a better job of helping to sell music. There are plenty of new strategic alliances we can nurture toward that end."

### 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

Stations and their adds listed alphabetically by market

**Reporters**

<p><b>WHRL/Albany, NY*</b>                  DM: John Cooper                  PD: Lisa Gatto                  5 KORN                  LINKIN PARK</p>	<p><b>WBTV/Burlington*</b>                  DM: Matt Grass                  PD: Caroline Pirolet                  1 BLINK-182                  HOBBASTANK</p>	<p><b>CMX/Detroit, MI*</b>                  PD: Murray Brookshaw                  APD: Vince Conover                  DM: Matt Franklin                  12 BLINK-182                  1 DEFAULT                  AUDIOSLAVE</p>	<p><b>KUCD/Honolulu, HI*</b>                  PD: Jamie Hyatt                  9 HOBBASTANK                  4 DEFAULT</p>	<p><b>WMFS/Memphis, TN*</b>                  PD: Rob Crossman                  MD: Mike Edgerton                  1 OUTKAST                  BLINK-182                  JAMES ADONCTION</p>	<p><b>KORY/Odessa, TX</b>                  PD: Richard Todd                  17 ADEMA                  17 BLINK-182                  2 SWITCHFOOT                  2 SOCIALBORN                  7 CHEMICAL BROTHERS                  7 SEVENDUST                  IGGY POP</p>	<p><b>WBRU/Providence, RI*</b>                  PD: Scott Reiser                  MD: Andy Yen                  21 KORN                  19 BLINK-182                  8 COLDFPLAY                  ATARIS                  JET</p>	<p><b>KXRX/Salt Lake City, UT*</b>                  DM: Alan Hayes                  PD: Todd Heiser                  MD: Annie Fulton                  21 BLINK-182                  1 KORN                  ADEMA                  IGGY POP                  SWITCHFOOT</p>	<p><b>WRLR/Syracuse, NY*</b>                  DM: Matt Grissold                  PD/MD: Abbie Walter                  1 BLINK-182                  1 KORN                  ADEMA                  IGGY POP</p>
<p><b>KTEG/Albuquerque, NM*</b>                  PD: Bill May                  MD: Marc Young                  2 KORN                  HOBBASTANK</p>	<p><b>WAVF/Charlotte, SC*</b>                  PD: Dave Rossi                  APD/MD: Dwayne Wilkshob                  ATARIS                  DEFAULT</p>	<p><b>KHRD/E Paso, TX*</b>                  DM: Mike Preston                  PD/MD: Jeff Garcia                  3 BLINK-182                  KORN                  COLDFPLAY                  RAFFIURE                  IGGY POP</p>	<p><b>KTBY/Houston, TX*</b>                  PD: Vince Richards                  APD: Eric Schmidt                  9 HOBBASTANK                  BLINK-182</p>	<p><b>WZTA/Miami, FL*</b>                  PD: Tony Hanson                  12 P.O.D.                  8 BLINK-182                  1 KORN                  4 JET                  IGGY POP                  COLDFPLAY</p>	<p><b>KHYZ/Oklahoma City, OK*</b>                  DM: Bill Harley                  PD: Jeremy Barredo                  19 GOODSACK                  8 BLINK-182                  8 HOBBASTANK                  HOT HOT HOT                  SOMETHING CORPORATE</p>	<p><b>WWRX/Providence, RI*</b>                  PD/MD: Steve Mays                  9 BLINK-182                  6 KORN                  ATARIS</p>	<p><b>KBZT/San Diego, CA*</b>                  PD: Sam Richards                  APD/MD: Michael Halforan                  9 BLINK-182</p>	<p><b>WRSR/Tallahassee, FL</b>                  DM: Kris Van Dyke                  PD: Dale Fink                  APD/MD: Sheehood                  1 SHINEDOWN                  1 BLINK-182                  1 HOBBASTANK                  1 KORN</p>
<p><b>KTZD/Albuquerque, NM*</b>                  PD: Scott Swadlow                  MD: Don Kelley                  8 BLINK-182                  1 HOBBASTANK                  1 KORN                  COLDFPLAY</p>	<p><b>WEND/Charlotte*</b>                  DM: Helen Berak                  PD: Jack Daniel                  APD/MD: Kristina Honeycutt                  ADEMA                  ALIEN ANT FARM</p>	<p><b>KNRQ/Eugene, OR</b>                  SM: Mike Greenberg                  DM: Russ Davidson                  PD: Chris Crowley                  APD/MD: Stu Allen                  10 SEETHER                  10 3 DOORS DOWN                  BLINK-182                  HOBBASTANK</p>	<p><b>WRZX/Indianapolis, IN*</b>                  PD: Scott Janssen                  MD: Michael Young                  2 BLINK-182                  1 KORN                  1 AUDIOSLAVE                  LINKIN PARK</p>	<p><b>WLUM/Milwaukee, WI*</b>                  PD: Tommy White                  MD: Kevin Newman                  13 HOBBASTANK                  6 BLINK-182                  5 DEFAULT                  5 COLDFPLAY                  3 KORN                  2 SHINEDOWN                  1 IGGY POP</p>	<p><b>WJRR/Oriando, FL*</b>                  DM: Adam Cook                  PD: Paul Lynch                  APD: Rick Everett                  MD: Brian Oberman                  18 KORN                  16 BLINK-182                  2 SHINEDOWN                  1 IGGY POP</p>	<p><b>KRZO/Reno, NV*</b>                  DM: Rob Smith                  PD: Jeremy Smith                  APD/MD: Mark DeLano                  3 BLINK-182                  2 HOBBASTANK                  DISTILLERS</p>	<p><b>KITS/San Francisco, CA*</b>                  PD: Sean Denery                  APD: Spud                  MD: Aaron Azoum                  1 RAVE/ETTES                  1 HOBBASTANK                  JET                  TRAVIS                  BLINK-182</p>	<p><b>WSUN/Tampa, FL*</b>                  PD: Shari                  APD: Paul Lange                  6 HOBBASTANK                  2 BLINK-182                  STRONGS</p>
<p><b>WNXX/Atlanta, GA*</b>                  DM: Leslie Fram                  PD: Chris Williams                  MD: Jay Hesse                  23 HOBBASTANK                  6 BLINK-182                  1 KORN                  DEFAULT                  COLDFPLAY                  YELLOWCARD</p>	<p><b>WKQX/Chicago, IL*</b>                  MD: Mike Stern                  MD: Marc Sheinman                  13 BLINK-182                  HOBBASTANK</p>	<p><b>KXNA/Fayetteville, AR</b>                  PD/MD: Drew Jackson                  19 HOBBASTANK                  15 P.O.D.                  14 THREE DAYS GRACE                  10 DEFAULT                  1 311</p>	<p><b>WPLA/Jacksonville, FL*</b>                  DM: Gail Austin                  PD: Be Matthews                  APD/MD: Chad Chumbley                  No Adds</p>	<p><b>WHFG/Monmouth, NJ*</b>                  PD: Dennis Smith                  No Adds</p>	<p><b>WOGL/Oriando, FL*</b>                  PD: Alan Smith                  MD: Bobby Smith                  19 311                  15 HOBBASTANK                  12 JANE S ADDICTION                  8 BLINK-182</p>	<p><b>WRXL/Richmond, VA*</b>                  DM: Bill Cahill                  PD/MD: Casey Lynkosta                  9 HOBBASTANK                  BLINK-182                  2 LINKIN PARK                  KID ROCK</p>	<p><b>KCNL/San Jose, CA*</b>                  PD/MD: Jane Allers                  9 BLINK-182</p>	<p><b>KMYZ/Tulsa, OK*</b>                  PD: Lynn Barstow                  MD: Corbin Pines                  2 BLINK-182                  1 HOBBASTANK                  1 ATARIS</p>
<p><b>WJSE/Atlantic City, NJ*</b>                  PD: Al Parascio                  APD/MD: Jason Utzart                  COLDFPLAY                  RAFFIURE                  ADEMA                  IGGY POP                  RYAN ADAMS                  KORN</p>	<p><b>WAQZ/Cincinnati, OH*</b>                  PD: Bill Hoge                  15 BLINK-182                  15 BLINK-182                  2 COLDFPLAY</p>	<p><b>KFRF/Fresno, CA*</b>                  PD: Chris Squares                  MD: Tommaso                  6 BLINK-182                  KINGS OF LEON                  ATARIS</p>	<p><b>KRBZ/Kansas City, MO*</b>                  PD: Greg Berge                  MD: Lash                  26 POSTAL SERVICE                  21 BLINK-182                  13 COLDFPLAY                  IGGY POP</p>	<p><b>KNBY/Monterey, CA*</b>                  PD/MD: Casey Allen                  1 BLINK-182</p>	<p><b>WPLV/Philadelphia, PA*</b>                  PD: Jim McGowan                  MD: Dan Fels                  9 BLINK-182                  1 COLDFPLAY                  3 KORN</p>	<p><b>KJEE/Santa Barbara, CA</b>                  PD: Eddie Gutierrez                  MD: Daniel                  2 HOBBASTANK                  COLDFPLAY                  BLINK-182</p>	<p><b>WPBZ/W Palm Beach, FL*</b>                  MD: Eric Kristensen                  1 EYE E                  IGGY POP                  BLINK-182</p>	
<p><b>KROV/Austin, TX*</b>                  DM: Jeff Carroll                  PD: Melissa Lee                  MD: Taly Rene                  1 BLINK-182</p>	<p><b>WXTM/Cleveland, OH*</b>                  PD: Tom Henson                  APD: Dean Herdella                  MD: Pete Scholte                  15 BLINK-182                  HOBBASTANK                  FOO FIGHTERS</p>	<p><b>WXRZ/Myers, FL*</b>                  DM/MD: Jake Ruzz                  APD: Eric Madrigal                  MD: Jeff Zuo                  2 KORN                  1 BLINK-182</p>	<p><b>WVFX/Knoxville, TN*</b>                  PD: Anthony Proffitt                  MD: Dustin Matthews                  BLINK-182                  KORN</p>	<p><b>WBUZ/Washville, TN*</b>                  DM: Russ Parsons                  PD/MD: Russ Schantz                  3 BLINK-182                  COLDFPLAY                  FINGER ELEVEN</p>	<p><b>KEEJ/Phoenix, AZ*</b>                  DM: Laura Stevens                  APD: David Air Dore                  MD: Robin Rish                  13 BLINK-182                  2 HOT HOT HEAT                  1 ME FIRST AND THE GAME GAMES                  1 ADEMA</p>	<p><b>KNDD/Seattle, WA*</b>                  PD: Phil Manning                  APD: Jim Keller                  17 BLINK-182                  7 COLDFPLAY                  1 DEATH CAB FOR CUTIE                  STANF</p>	<p><b>WVFS/Washington, DC*</b>                  MD: Paul Farina                  14 KORN                  RYAN ADAMS</p>	
<p><b>WRAX/Birmingham, AL*</b>                  PD: Susan Gross                  MD: Mark Lindsay                  2 COLDFPLAY                  2 BLINK-182                  LINKIN PARK</p>	<p><b>WARD/Columbia, SC*</b>                  PD: Dave Stevens                  MD: Dave Fave                  3 BLINK-182                  1 KORN                  DEFAULT                  COLDFPLAY</p>	<p><b>WTTW/WL Wayne, IN*</b>                  DM: JJ Fahini                  PD: Don Walker                  APD: Matt Jericha                  MD: Greg Travis                  3 BLINK-182                  1 HOBBASTANK                  1 IGGY POP                  ADEMA                  KORN</p>	<p><b>KTFA/Lafayette, LA*</b>                  PD: Scott Pernia                  MD: Chris Olivier                  1 BLINK-182                  ATARIS</p>	<p><b>KNND/New Orleans, LA*</b>                  DM/MD: Rob Summers                  APD/MD: Sig                  8 KORN                  2 LINKIN PARK                  ATARIS</p>	<p><b>KZOM/Phoenix, AZ*</b>                  PD/MD: Steve Mammola                  9 COLDFPLAY                  BLINK-182                  NELLY FURTADO</p>	<p><b>WZZV/Roanoke, VA*</b>                  DM: Bob Travis                  PD: Greg Travis                  MD: Robert Johnson                  COLDFPLAY                  ADEMA                  ADEMA                  SOMETHING CORPORATE                  IGGY POP</p>	<p><b>KSRY/Shreveport, LA*</b>                  DM: Howard Clark                  PD: Rod "The Human Tripod"                  2 BLINK-182                  2 KORN                  RAFFIURE                  ADEMA                  SOMETHING CORPORATE                  IGGY POP</p>	<p><b>WVDC/Washington, DC*</b>                  MD: Donnie Flynn                  11 HOBBASTANK                  6 BLINK-182                  3 KID ROCK                  1 TRAPT</p>
<p><b>KDRV/Boise, ID*</b>                  PD: Jason Jackson                  MD: Kaitae                  7 BLINK-182</p>	<p><b>WWCD/Columbus, OH*</b>                  DM: Randy Malloy                  PD: Andy Darr                  MD: Jack Daniels                  BEN HARPER                  ATARIS                  IGGY POP                  BLINK-182                  CRACKER</p>	<p><b>WTRD/Grand Rapids, MI*</b>                  PD: Bobby Duncan                  MD: Mitchell Gray                  6 BLINK-182                  6 HOBBASTANK                  4 DEFAULT</p>	<p><b>KXTE/Las Vegas, NV*</b>                  PD: Dave Williamson                  APD/MD: Chris Bailey                  15 BLINK-182                  13 HOBBASTANK                  CHELLE                  ROB DUNBE</p>	<p><b>WYRK/New York, NY*</b>                  PD: Robert Cass                  MD: Mike Peaz                  15 HOBBASTANK                  7 BLINK-182                  COLDFPLAY</p>	<p><b>WXOX/Pittsburgh, PA*</b>                  PD: John Henschel                  MD: Vianne F.                  5 BLINK-182                  5 HOBBASTANK</p>	<p><b>WZME/Rochester, NY*</b>                  DM: Peter DeCra                  18 KORN                  18 DEFAULT                  10 BLINK-182                  TAKING BACK SUNDAY                  COLDFPLAY</p>	<p><b>KPWT/SI, Louis, MO*</b>                  PD: Tammy Walters                  APD: Woody Fife                  MD: Jeff Frisco                  1 BLINK-182                  1 HOBBASTANK                  1 KORN                  ATARIS</p>	<p><b>WFSM/Wilmington, NC</b>                  PD: Keithwood                  MD: Bill Kennedy                  10 KORN                  2 DROPCUP MURPHYS                  2 ADEMA                  2 JET</p>
<p><b>WBCN/Boston, MA*</b>                  DM: Tony Burrell                  PD: Geddes                  APD/MD: Steven Strick                  11 BLINK-182                  DARKNESS</p>	<p><b>KDGE/Dallas, TX*</b>                  PD: Deane Doherty                  APD/MD: Alisa Ayo                  5 BLINK-182                  3 GOOD CHARLOTTE                  2 SWITCH30T</p>	<p><b>WVNR/Greenville, NC*</b>                  PD: Jeff Sanders                  APD/MD: Turner Watson                  7 KORN                  5 HOBBASTANK                  4 3 DOORS DOWN</p>	<p><b>KLEC/Little Rock, AR*</b>                  DM/MD: Hezer                  MD: Aron                  29 EVANGESCENCE                  BLINK-182                  LINKIN PARK                  IGGY POP</p>	<p><b>WRRV/Newburgh, NY</b>                  PD/MD: Andrew Boris                  26 COLDFPLAY                  23 BLINK-182                  6 KORN                  DEFAULT                  HOBBASTANK</p>	<p><b>WYCY/Portland, ME</b>                  SM: Mike Samsbrook                  PD: Herb by                  MD: Brian James                  9 KORN                  4 HOBBASTANK                  3 BLINK-182                  SHINEDOWN                  OUTKAST</p>	<p><b>KWOD/Sacramento, CA*</b>                  DM: Carlos Johnson                  PD: Rob Besce                  MD: Marco Collins                  31 BLINK-182                  17 LINKIN PARK                  7 YELLOWCARD                  THREE DAYS GRACE</p>	<p><b>KCPX/Salt Lake City, UT*</b>                  DM: Keith Adams                  PD: Ian McCallin                  MD: Jays                  14 BLINK-182                  1 THURSDAY</p>	<p><b>WROX/Morion, VA*</b>                  PD: Michele Diamond                  MD: Mike Powers                  19 HOBBASTANK                  TAKING BACK SUNDAY                  RAFFIURE                  PENNYWISE                  BLINK-182</p>

**\*Monitored Reporters**  
**94 Total Reporters**  
**85 Total Monitored**  
**9 Total Indicator**

**New & Active**

- ALIEN ANT FARM** Glow (*DreamWorks*)  
 Total Plays: 426, Total Stations: 34, Adds: 1
- SOMETHING CORPORATE** Space (*Drive-Thru/Geffen*)  
 Total Plays: 421, Total Stations: 38, Adds: 2
- ATARIS** The Saddest Song (*Columbia*)  
 Total Plays: 373, Total Stations: 41, Adds: 11
- R.E.M.** Bad Day (*Warner Bros.*)  
 Total Plays: 297, Total Stations: 21, Adds: 0
- HOBBASTANK** Out Of Control (*Island/IDJMG*)  
 Total Plays: 284, Total Stations: 29, Adds: 28

- KINGS OF LEON** Molly's Chamber (*RCA*)  
 Total Plays: 284, Total Stations: 25, Adds: 2
- FINGER ELEVEN** One Thing (*Wind-up*)  
 Total Plays: 266, Total Stations: 20, Adds: 1
- MPX** Everything Sucks (When You're Gone) (*A&M/Interscope*)  
 Total Plays: 219, Total Stations: 18, Adds: 0
- SAVES THE DAY** Anywhere With You (*Vagrant/DreamWorks*)  
 Total Plays: 195, Total Stations: 18, Adds: 0
- COLDFPLAY** Moses (*Capitol*)  
 Total Plays: 190, Total Stations: 28, Adds: 22

**Indicator**

- Most Added\***
- BLINK-182** Feeling This (*Geffen*)
  - HOBBASTANK** Out Of Control (*Island/IDJMG*)
  - KORN** Right Now (*Epic*)
  - COLDFPLAY** Moses (*Capitol*)
  - IGGY POP** Little Know It All (*Virgin*)
  - ADEMA** Promises (*Arista*)
  - SHINEDOWN** 45 (*Atlantic*)
  - DEFAULT** Taking My Life Away (*TVT*)

**Please Send Your Photos**

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

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

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**America's Best Testing Alternative Songs 12 +  
For The Week Ending 10/10/03**

Artist Title (Label)	TW	LW	Familiarity	Burn	Persons 18-34	Men 18-34	Women 18-34
LINKIN PARK Faint (Warner Bros.)	4.21	4.33	99%	27%	4.25	4.20	4.31
SWITCHFOOT Meant To Live (Red Ink/Columbia)	4.06	4.12	67%	11%	4.00	3.90	4.10
SMILE EMPTY SOUL Bottom Of A Bottle (Lava)	4.03	4.01	86%	21%	3.89	3.73	4.07
AFI The Leaving Song Part II (DreamWorks)	3.99	3.98	82%	16%	3.94	3.84	4.03
TRAPT Still Frame (Warner Bros.)	3.97	4.07	89%	18%	3.86	3.84	3.89
TRAPT Headstrong (Warner Bros.)	3.96	4.00	100%	48%	3.93	3.80	4.04
THREE DAYS GRACE (I Hate) Everything About You (Live/)	3.95	4.03	81%	12%	3.97	3.88	4.06
STAINED So Far Away (Flip/Elektra/EEG)	3.94	3.98	98%	32%	3.91	3.86	3.96
ATARIS The Boys Of Summer (Columbia)	3.92	3.98	98%	43%	3.98	3.96	4.00
NICKELBACK Someday (Roadrunner/IDJMG)	3.90	3.80	93%	18%	3.89	3.73	4.06
RANCID Fall Back Down (Hellcat/Warner Bros.)	3.89	3.79	76%	14%	3.82	3.69	3.96
EVANESCENCE Going Under (Wind-up)	3.88	3.93	98%	35%	3.96	3.85	4.05
FOUNTAINS OF WAYNE Stacy's Mom (S-Curve/EMC)	3.83	-	87%	23%	3.66	3.88	3.45
DASHBOARD CONFESSIONAL Hands Down (Vagrant)	3.83	3.84	82%	15%	3.71	3.47	3.95
FUEL Falls On Me (Epic)	3.81	3.95	79%	14%	3.81	3.63	4.00
311 Creatures (For A While) (Volcano)	3.80	3.86	90%	22%	3.72	3.55	3.78
COLD Suffocate (Flip/Geffen/Interscope)	3.80	-	57%	9%	3.71	3.70	3.71
CHEVELLE Send The Pain Below (Epic)	3.79	3.90	97%	46%	3.79	3.63	3.95
A PERFECT CIRCLE Weak And Powerless (Virgin)	3.76	3.75	74%	13%	3.79	3.85	3.71
3 ODORS DOWN Here Without You (Republic/Universal)	3.75	3.78	80%	21%	3.80	3.68	3.93
DISTURBED Liberate (Reprise)	3.70	3.61	83%	23%	3.58	3.67	3.50
AUDIOSLAVE Show Me How To Live (Interscope/Epic)	3.61	3.59	89%	34%	3.79	3.81	3.77
BILLY TALENT Try Honesty (Atlantic)	3.61	3.57	55%	11%	3.58	3.50	3.69
JANE'S ADDICTION Just Because (Capitol)	3.57	3.54	91%	34%	3.59	3.60	3.58
JET Are You Gonna Be My Girl (Elektra/EEG)	3.53	3.63	51%	10%	3.50	3.26	3.65
WHITE STRIPES Seven Nation Army (Third Man/V2)	3.46	3.58	96%	51%	3.62	3.56	3.67
P.O.D. Will You (Atlantic)	3.45	-	49%	10%	3.44	3.34	3.56
GOODSMACK Serenity (Republic/Universal)	3.44	3.55	82%	28%	3.36	3.31	3.42
WHITE STRIPES The Hardest Button... (Third Man/V2)	3.28	3.27	69%	23%	3.30	3.19	3.44
STROKES 12:51 (RCA)	3.26	-	41%	10%	3.31	3.02	3.57

*Total sample size is 427 respondents. Total average favorability estimates are based on a scale of 1-5. (1=dislike very much, 5 = like very much). Total familiarity represents the percentage of respondents who recognized the song. Total burn represents the number of respondents who said they are tired of hearing the song. Sample composition is based on persons 12+. 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. DISTILLERS (Maverick/Reprise) "Drain The Blood"
2. IGGY POP (Virgin) "Little Know It All"
3. RYAN ADAMS (Lost Highway/IDJMG) "So Alive"
4. THE RAPTURE (Universal) "House Of Jealous Lovers"
5. CHEMICAL BROTHERS (Astralwerks/EMC) "The Golden Path"
6. THRILLS (Virgin) "One Horse Town"
7. SPIRITUALIZED (Sanctuary/SRG) "She Kissed Me (It Felt Like A Hit)"
8. BELLE & SEBASTIAN (Sanctuary/SRG) "Step Into My Office, Baby"
9. THURSDAY (Island/IDJMG) "Signals Over The Air"
10. STORY OF THE YEAR (Maverick/Reprise) "Until The Day I Die"
11. FIRE THEFT (Rykodisc) "Uncle Mountain"
12. TO MY SURPRISE (Roadrunner/IDJMG) "Get It To Go"
13. BRONX (White Drugs/Ferret) "White Tar"
14. MY MORNING JACKET (RCA) "One Big Holiday"
15. AKAS (Fueled By Ramen) "Generation Vexed"
16. STRIKE ANYWHERE (Jade Tree) "Infrared"
17. UNDERWORLD SOUNDTRACK (Lakeshore) "Worms Of The Earth"
18. NETWORK (Adeline) "Supermodel Robots"
19. TAKING BACK SUNDAY (Victory) "You're So Last Summer"
20. MOTOR ACE (Sputnik) "Pieces"

Ranked by total number of shows reporting artist.

**Record Of The Week**

ARTIST: The Chemical Brothers  
TITLE: *Singles 93-03*  
LABEL: Astralwerks



Time flies not only when you're having fun, but also when you're creating fun for others. And Tim Rowlands and Ed Simmons, collectively known as The Chemical Brothers, have blasted out so many good-time grooves for dance music fans that a decade has passed in the flash of a glowstick. A chronological two-disc history of the Chems' most intoxicating moments, *Singles 93-03* is a must-have for the casual observer as well as hard-core fans. The latter are rewarded with two new songs here, including a collaboration with The Flaming Lips' Wayne Coyne, "The Golden Path." Watershed moments like "Block Rockin' Beats" sound as fresh as ever, and "Setting Sun," "The Test" and more prove that The Chemical Brothers rightfully deserve their place as electronica's premier ambassadors.

— Frank Correia, Rock Specialty Editor

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## ON THE RECORD

With

**Salmon Rushdie,**  
Giant Dead Fish From Alaska



Well, up until last week it was a great summer in Alaska. Then R&R Active Rock/Rock Editor Cyndee Maxwell paid a visit. The next thing I know, I'm freezing my ass off in a duffel bag headed for Los Angeles. • "Where the heck are we going?" I asked Cyndee. She replied, "Alternative Editor Max Tolkoff was buggin' me for fish the next time I went to Alaska. I need to shut him up. Ten pounds of whole

fresh frozen salmon right from the river should do the trick." • Then she stuck some noise-canceling headphones on me, and I listened to CDs for the rest of the trip. Love the new Iggy Pop. I also listened to most of the new Distillers album, and I gotta say it's gonna be huge. I still can't figure out why radio isn't all over that

B.R.M.C. album — it's fantastic! This band Atmosphere is a completely new kind of hip-hop. I hear the kids are really into it. • But the band I loved the most is from this place called Vermont. I think they spell the name of the band "Phish." Could be huge, I'm telling ya! Anyway, don't forget to add Hoobastank, Blink-182 and, especially, Three Days Grace — 'cause that's about all I have left in this world. Farewell!

Well, well, well, what do we have here? **Staind** at No. 1? Who knew? By the way, the add date for "How About You" is Nov. 3. Consider yourself warned ... Moving into the No. 2 spot are **A Perfect Circle**. Nice job, Virginians — or is it Virgin-ites? ... **Evanescence** continue to eke out gains, going 6-5 this week ... Warner Bros. still has the touch, as **Trapt** go 10-7 ... **The White Stripes** are looking to capture the top spot again, with "Hardest Button to Button" rising 12-8 ... **Dashboard Confessional** hold at No. 9, but the spins keep going up ... Rounding out the top 10 are **Godsmack** right at No. 10, up from No. 11 ... See how great **Three Days Grace** are doing? They're knocking on the top 10's door, going 13-11 this week ... In other news, **Jet** keep pushing forward as a result of the good buzz from both radio and the public. They go 18-17 ... **Switchfoot** are also creeping upward, 21-19 ... **Linkin Park's** "Numb" is quickly picking up the slack as "Faint" moves down; the new track goes 33-21 ... Keep your peepers on **Yellowcard**, **3 Doors Down**, **Sevendust**, **Hot Hot Heat** and **OutKast**. These are the bands that will make it through the end of the year in nice shape ... New to the chart: **Jane's Addiction**, **Blink-182** and **Korn** ... Most Added: **Blink-182** (by a huge margin — what's up with those of you who *didn't* add them this week? You 10 are on detention), **Korn**, **Hoobastank**, **Coldplay**, **Iggy Pop** ... Most Should Be Added: **B.R.M.C.**, **Atmosphere**, **The Rapture**, **Yellowcard**, **Distillers**, **OutKast** (I can't believe you haven't figured this out yet).

— Max Tolkoff, Alternative Editor



ARTIST: **Korn**

LABEL: **Immortal/Epic**

By **FRANK CORREIA** / ROCK SPECIALTY EDITOR

While many music snobs may sniff at the mention of Korn, they were undoubtedly one of the most important acts of the '90s. With the grunge tide receding back to Seattle, a new sound was rumbling underneath the weak foundations of watered-down alt rock bands playing it safe. Leave it to a group from the land of earthquakes to shake things up a bit.

In 1994 Korn sprouted from the underground with their self-titled debut. While it built slowly, *Korn* was the sound of a new movement. Just throw the disc back into your player, and you'll hear the moment a newer, more violent breed of hard rock came rolling down the mountain. Quiet cymbals, watery guitars, deeper-than-a-mineshaft bass and mortuary-science-student-turned-singer Jonathan Davis growling "Are you ready?" just before the whole damn thing collapses into an anguished torrent of downtuned, seven-string Ibanezes. Richter-scale beats and brain-shaking bass. This was "Blind," and it opened the eyes and ears of a new generation of rock fans.

For better or worse, the group spawned a whole new sound and a host of imitators. But in an era of bandwagons, Korn were the workhorses pulling the carriage, slugging it out on the road and converting throngs of fans to their sound. With

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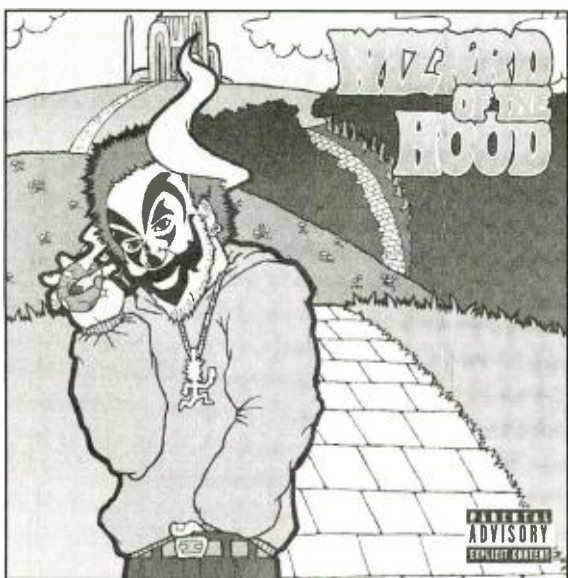
## COMING RIGHT UP



1996's *Life Is Peachy* they gained even more steam and broke through to platinum sales before 1998's *Follow the Leader* finally established the group at radio with hits like "Got the Life" and "Freak on a Leash."

Korn were pretty much a household name, even earning the disdain of a Michigan teacher who suspended a student in '98 for wearing a shirt with the group's distinctive logo. Not coincidentally, the group established the Family Values tour the same year with Limp Bizkit, Ice Cube and Rammstein. In 1999 *Issues* brought more platinum and more raves, but while 2002's *Untouchables* sold more than 1.3 million copies, it was viewed by many as a misstep.

Now, with *Take a Look in the Mirror*, Korn do exactly what the album title suggests, reverting to the primal sound that cemented their place in fans' hearts. Entirely self-produced, *Mirror* is first reflected in the lead single, "Right Now," a three-minute ball of hate that comes crashing down like a rockslide. All the angst fans could want is here, as Davis whispers psychotically, "You open your mouth again, I swear I'm gonna break it." Davis' disgust is winning hearts at radio, with strong support for the single in the top three markets; KNDD/Seattle pounding it; and solid spins at KXTE/Las Vegas, WXTM/Cleveland and more proving that healthy Alternatives still need a steady diet of Korn to succeed.



The first single from the magical new album  
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# R&R ALTERNATIVE TOP 50

October 10, 2003

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LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (000)	WEEKS ON CHART	TOTAL STATIONS/ADDS
1	1	STAINED So Far Away (Flip/Elektra/EEG)	2983	-52	208687	17	78/0
3	2	A PERFECT CIRCLE Weak And Powerless (Virgin)	2713	+162	188922	10	82/0
2	3	LINKIN PARK Faint (Warner Bros.)	2712	-153	208604	28	79/0
4	4	NICKELBACK Someday (Roadrunner/IDJMG)	2335	-31	155682	10	77/0
6	5	EVANESCENCE Going Under (Wind-up)	2224	+34	147440	18	72/0
5	6	AUDIOSLAVE Show Me How To Live (Interscope/Epic)	2060	-176	169469	18	63/0
10	7	TRAPT Still Frame (Warner Bros.)	1841	+180	103133	14	69/1
12	8	WHITE STRIPES The Hardest Button To Button (Third Man/V2)	1724	+136	117412	16	76/0
9	9	DASHBOARD CONFESSIONAL Hands Down (Vagrant)	1695	+19	111947	14	70/0
11	10	GODSMACK Serenity (Republic/Universal)	1647	+52	97986	16	62/1
13	11	THREE DAYS GRACE (I Hate) Everything About You (Jive)	1600	+97	100519	17	68/1
7	12	WHITE STRIPES Seven Nation Army (Third Man/V2)	1574	-199	139740	34	74/0
8	13	SMILE EMPTY SOUL Bottom Of A Bottle (Lava)	1558	-135	108304	26	63/0
15	14	FUEL Falls On Me (Epic)	1490	+87	91141	11	61/0
14	15	TRAPT Headstrong (Warner Bros.)	1412	-80	123225	49	72/0
22	16	P.O.D. Will You (Atlantic)	1367	+362	96996	3	70/1
18	17	JET Are You Gonna Be My Girl (Elektra/EEG)	1330	+125	92511	6	66/2
16	18	AFI The Leaving Song Part II (DreamWorks)	1168	-179	83211	17	59/0
21	19	SWITCHFOOT Meant To Live (Red Ink/Columbia)	1167	+72	60393	14	53/2
20	20	CHEVELLE Send The Pain Below (Epic)	1139	-56	94790	37	69/0
33	21	LINKIN PARK Numb (Warner Bros.)	1041	+310	88684	6	62/7
19	22	311 Creatures (For A While) (Volcano)	1038	-162	63133	15	60/0
23	23	BILLY TALENT Try Honesty (Atlantic)	1007	+4	50462	12	57/0
27	24	COLD Suffocate (Flip/Geffen/Interscope)	963	+106	40114	7	52/0
25	25	STROKES 12:51 (RCA)	955	+41	74197	5	55/1
24	26	DISTURBED Liberate (Reprise)	928	-43	52402	17	41/0
28	27	YELLOWCARD Way Away (Capitol)	923	+114	41788	10	56/2
26	28	3 DOORS DOWN Here Without You (Republic/Universal)	921	+54	56972	10	38/1
31	29	SEVENDUST Enemy (TVT)	822	+42	36309	7	41/0
41	30	AUDIOSLAVE I Am The Highway (Interscope/Epic)	783	+182	51400	3	49/2
29	31	FOUNTAINS OF WAYNE Stacy's Mom (S-Curve/EMC)	767	-35	47212	8	35/0
39	32	CHEVELLE Closure (Epic)	714	+87	37022	4	50/2
30	33	JANE'S ADDICTION Just Because (Capitol)	671	-127	43740	19	48/0
35	34	SEETHER Gasoline (Wind-up)	670	-6	31130	7	38/0
43	35	HOT HOT HEAT Talk To Me, Dance With Me (Sub Pop/Reprise)	669	+95	44513	5	42/2
Debut	36	JANE'S ADDICTION True Nature (Capitol)	667	+293	32732	1	51/2
45	37	THURSDAY Signals Over The Air (Island/IDJMG)	660	+123	38419	6	50/1
37	38	BRAND NEW The Quiet Things That No One... (Razor & Tie)	639	-7	48326	9	35/0
44	39	OUTKAST Hey Ya! (Arista)	611	+62	72856	6	26/1
38	40	RADIOHEAD Go To Sleep (Capitol)	575	-63	37085	7	41/0
34	41	KORN Did My Time (Immortal/Epic)	546	-170	36225	15	33/0
40	42	DAVE MATTHEWS Gravedigger (RCA)	525	-75	44967	7	34/0
46	43	STORY OF THE YEAR Until The Day I Die (Maverick/Reprise)	523	+3	21298	6	40/1
32	44	RANCID Fall Back Down (Hellcat/Warner Bros.)	517	-252	37009	12	49/0
Debut	45	BLINK-182 Feeling This (Geffen)	501	+464	52567	1	73/73
48	46	B.R.M.C. Stop (Virgin)	499	-3	22918	9	37/0
Debut	47	KORN Right Now (Epic)	483	+450	61600	1	44/30
42	48	EVE 6 Think Twice (RCA)	466	-134	28688	20	25/0
36	49	LIMP BIZKIT Eat You Alive (Flip/Interscope)	451	-215	17295	9	35/0
49	50	STATIC-X The Only (Warner Bros.)	442	+16	19798	3	32/0

83 Alternative reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 9/28-10/4. 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 (© 2003, The Arbitron Company). © 2003, R&R, Inc.

## Most Added\*

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
BLINK-182 Feeling This (Geffen)	73
KORN Right Now (Epic)	30
HOOBASTANK Out Of Control (Island/IDJMG)	28
COLDPLAY Moses (Capitol)	22
IGGY POP Little Know It All (Virgin)	14
ATARIS The Saddest Song (Columbia)	11
DEFAULT Taking My Life Away (TVT)	10
LINKIN PARK Numb (Warner Bros.)	7
ADEMA Promises (Arista)	7
RAPTURE House of Jealous Lovers (Strummer/Universal)	5

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
BLINK-182 Feeling This (Geffen)	+464
KORN Right Now (Epic)	+450
P.O.D. Will You (Atlantic)	+362
LINKIN PARK Numb (Warner Bros.)	+310
JANE'S ADDICTION True Nature (Capitol)	+293
HOOBASTANK Out Of Control (Island/IDJMG)	+243
AUDIOSLAVE I Am The Highway (Interscope/Epic)	+182
TRAPT Still Frame (Warner Bros.)	+180
A PERFECT CIRCLE Weak And Powerless (Virgin)	+162
COLDPLAY Moses (Capitol)	+146

## Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
ATARIS The Boys Of Summer (Columbia)	1070
AUDIOSLAVE Like A Stone (Interscope/Epic)	1044
QUEENS OF THE STONE AGE No One Knows (Interscope)	885
RED HOT CHILI PEPPERS Can't Stop (Warner Bros.)	878
FOO FIGHTERS Times Like These (Roswell/RCA)	878
FOO FIGHTERS All My Life (Roswell/RCA)	874
LINKIN PARK Somewhere I Belong (Warner Bros.)	702
COLD Stupid Girl (Flip/Geffen/Interscope)	691
EVANESCENCE Bring Me To Life (Wind-up)	620
CHEVELLE The Red (Epic)	614

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

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# Getting Our Bearings

Is the format on track? A few observations from the crow's nest.

By Dave Beasing

**T**he residents of Los Angeles have no idea how lucky they are to have a station like KROQ in their fair city. But even KROQ has no idea what it has wrought with the now-insanely popular Inland Invasion series of annual concerts that take place, yes, inland, on the edge of desert country, miles from the heart of the city.

Many of the industry types who attended this year's offering staggered away stunned at how well the past, present and future blended together. There was more post-event chatter for this event this year than for the perennial favorite Weenie Roast. Most impressed was Jacobs Media's Dave Beasing, who raced home and, in a fit of inspiration, wrote a sort of state-of-the-format white paper for his client stations.

Dave is good at tracking the accordionlike expansions, contractions and general ups and downs of our universe. He was kind enough to allow us to share his thoughts with our readers, thus sparing you more of my insane gibberish. Here's Dave.

**Some of the best companies in our industry obviously recognize the Alternative franchise's value.**

## Painting By Numbers

Allow me to paint a picture for you. It's been a two-hour drive on a Saturday afternoon into the hot desert east of Los Angeles, a trip that would have taken half that time in good traffic. When you get there, you spend \$20 for so-called "preferred parking" — which puts you only a 10-minute walk away instead of 20.

Once inside the outdoor amphitheater you realize that this is probably the largest crowd you've ever been part of, and it's certainly the most dense. You're elbow-to-elbow

with an estimated 55,000 people, from tiny children to people in their 60s. Lines for the men's room take a half-hour or more. (I'll spare you the graphic description of what the bathrooms look like once you get inside.) Lines for refreshments take even longer. Sound like fun? Maybe not, but trust me, it was a blast!

As you hear this crowd roar its approval, a noise like you've never imagined, you get goose bumps and realize two things: 1) Alternative is back, and 2) it was never dead.

This year's KROQ Inland Invasion had a decidedly retro feel, headlined as it was by bands like The Psychedelic Furs, The Violent Femmes, Duran Duran and The Cure. New bands that sound a lot like old bands (Jet, Interpol, Hot Hot Heat) were sprinkled throughout the lineup and were equally well received by both young and old. Looking beyond their age differences, what all these bands have in common is obvious: They're not played on mainstream Rock radio.

## The Franchise

Many successful stations like KROQ have continued to program something called "Alternative" and make lots of money doing it. In fact, most of the stations that program today's Alternative have been holding their own in the ratings, too, despite the format's bad PR.

If you've been keeping track of ratings trends in the format, you'll note that the average Alternative station is off about a quarter-share from a year ago. That's the bad news. The good news is that 55 stations posted increases from winter to spring, with 41 stations showing 12+ AQH losses. Combine that with some good summer trends around the country, and it appears that we may be turning the ratings corner.

Some of the best companies in our industry obviously recognize the Alternative franchise's value. They're

waging expensive Alternative turf wars in markets like Chicago, San Diego, Richmond, Orlando, Boston, Washington and Salt Lake City, to name a few.

Smart radio operators have spent the years since the grunge explosion building solid radio stations in every daypart. Morning shows like KROQ's *Kevin and Bean* and WXRK/New York's syndicated Howard Stern far outpace the rest of the station. So do afternoon shows like *The Marconi Show* on KNRK/Portland, OR. On KPNT/St. Louis, where

**As you hear the crowd roar its approval, a noise you've never imagined, you get goose bumps and realize two things: 1) Alternative is back, and 2) it was never dead.**

Howard Stern garners a 15 share 18-34 in morning drive, Woody Fife has been posting a 17 share with a mix of talk and music in afternoons.

Profitable Alternative sales departments convey the immense buying power of the 18-to-34 demographic. Many of these departments have matured to the point that they're well positioned beyond their core demographics, regularly getting on buys from advertisers as diverse as car dealers, banks and grocery stores.

And the tide is turning toward Alternative at the agencies. A recent Interep study shows that dollars allocated to the 25-54 demographic have fallen for the seventh consecutive year, while the fastest-growing

**If some radio owners want to abandon the Alternative format in their markets, maybe that's not entirely bad. It just means that other operators in those markets will invest in Alternative.**

target is adults 18-49, putting this financial opportunity well within reach of most Alternative stations.

## Metamorphosis?

But while many stations have remained healthy, no one can deny that alternative music itself has been losing its uniqueness and, in the process, its passion. This could be changing with the success of bands like The White Stripes, Coldplay and Radiohead.

While most Alternative programmers also wisely play harder hits, our audiences are becoming open to a much more varied and alternative sound — and most Active Rock and mainstream Rock listeners are not. Therefore, Rock is dividing again.

As in the past, very few of the new bands on the horizon will be successful, but just playing the odds based on what's being offered by the record labels, alternative sounds are on their way.

These include garage bands like The Strokes and Thursday; punk like Brand New, Yellowcard and this year's MTV2 Award recipient at the *Video Music Awards*, AFI; and folk singer-songwriter, acoustic and emo types like Kings Of Leon, Dashboard Confessional, Taking Back Sunday, Saves The Day and Finch.

Where are the new hard rock bands? They're few and far between, leading many Active Rock stations to reconsider their current percentage. How are new releases from established harder bands like Metallica and Limp Bizkit doing on the radio? Not well, so far.

Meanwhile, some stations are starting to have ratings success by combining the new and old, as reflected by KROQ's Inland Invasion set list. You'll find older fans of new music listening to *Little Steven's Underground Garage* on Classic Rock stations. Longtime Springsteen sidekick and *Sopranos* star Steven Van Zandt hosts the two-hour syndicated program.

"I had quit music entirely in the '90s," Van Zandt told the *Detroit Free Press*. "I couldn't relate to what it had become, so I just walked away. Then I stumbled into the garage scene and saw a bunch of kids making music based on the essence of

the '50s, '60s and '70s, but in a contemporary way. I thought I had died and gone to heaven." Van Zandt wants to expand the program to a 24-hour format and threatens to take it to satellite radio if terrestrial radio passes.

## A New Alternative?

In San Diego a new over-the-air Alternative station has arrived at some of the same conclusions as Van



Dave Beasing

Zandt. Although KBZT is playing fewer current releases than some, it is playing lots of new music that meshes well with the gold library. So, you'll hear heavy doses of Hot Hot Heat alongside old favorites like The Cure, co-headlining bands at the KROQ show that sound very similar.

If you want more than mental pictures to back up my claims, you'll find actual ones in any men's fashion magazine. Pick up *Details* or *GQ* or watch the reality shows on MTV. Notice that retro fashions — the same clothes and hairstyles that defined the early grunge years — are back. I was recently scolded for threatening to throw out a bunch of my old promotional T-shirts. "These would cost \$20 each at the Gap!"

No one can predict the future, but history tells us that rock music — as are all mainstays of pop culture — is cyclical. If some radio owners want to abandon the Alternative format in their markets, maybe that's not entirely bad. It just means that other operators in those markets will invest in Alternative, thus spawning the next generation of these stations. Twenty-plus years into Alternative radio, we may be ready for the format's next metamorphosis.

## TALK BACK TO R&R!

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

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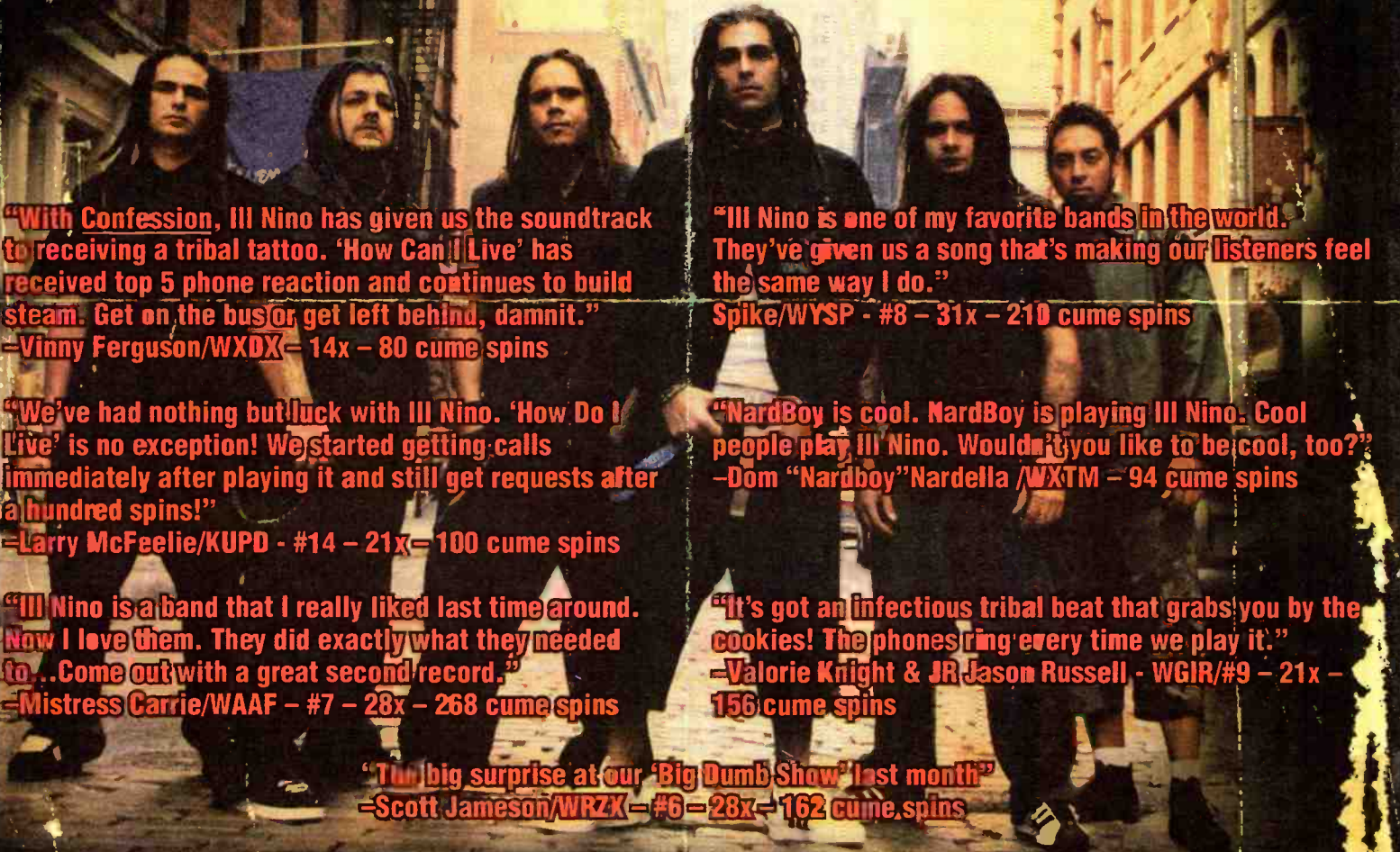


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"With Confession, Ill Nino has given us the soundtrack to receiving a tribal tattoo. 'How Can I Live' has received top 5 phone reaction and continues to build steam. Get on the bus or get left behind, damnit."  
-Vinny Ferguson/WXDX - 14x - 80 cume spins

"Ill Nino is one of my favorite bands in the world. They've given us a song that's making our listeners feel the same way I do."  
Spike/WYSP - #8 - 31x - 210 cume spins

"We've had nothing but luck with Ill Nino. 'How Do I Live' is no exception! We started getting calls immediately after playing it and still get requests after a hundred spins!"  
-Larry McFeelie/KUPD - #14 - 21x - 100 cume spins

"NardBoy is cool. NardBoy is playing Ill Nino. Cool people play Ill Nino. Wouldn't you like to be cool, too?"  
-Dom "Nardboy" Nardella/WXTM - 94 cume spins

"Ill Nino is a band that I really liked last time around. Now I love them. They did exactly what they needed to... Come out with a great second record."  
-Mistress Carrie/WAAF - #7 - 28x - 268 cume spins

"It's got an infectious tribal beat that grabs you by the cookies! The phones ring every time we play it."  
-Valorie Knight & JR Jason Russell - WGIR/#9 - 21x - 156 cume spins

"The big surprise at our 'Big Dumb Show' last month"  
-Scott Jameson/WRZX - #6 - 28x - 162 cume spins

- KCPX/SLC - #8 - 35x - 187 cume spins
- KQRC/KC - 18x - 133 cume spins
- WHRL/Alb - 28x - 276 cume spins
- WKRL/Syr - 22x - 175 cume spins

PRODUCED BY BOB MARLETTE  
CO-PRODUCED BY DAVE CHAVARRI  
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ALL THE SIGNS ARE THERE - WE'RE JUST GETTING STARTED



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TAKEN FROM THE NEW ALBUM CONFESSION IN STORES NOW



**ON THE RECORD**  
with  
**David McGilvray**  
Sr. Director/National Rock Promotion,  
Island Def Jam Music Group

I would like to go on the record as saying it is brutal out there. Radio and records are a bit out of sync with what moves the kids, what's testing and what's selling — save for a handful of artists. What are we doing to invest in our future, and what is our role in building that future? Does radio even feel it has a role in breaking and developing artists? I ask, because some days



I really question if any of the information we pass along matters. Are radio stations not the front line for introducing new music to people? Don't stations constantly remind us of that in their slogans each day? • Thursday and Thrice represent so much more — above and beyond just the current singles we are working from each

of these young accomplished artists. All the complaining about the sharing and the burning — let me tell you something: Sales are mostly down because labels have been slinging crap for so long. If the art is compelling and the story is real, the kids will share it, burn it, buy it and go to every show and dance. • As we work hard to do our part to create a vital future for young artists and to shape what you program today and tomorrow, everyone needs to recognize their responsibilities. Playing yesterday's music for results today is certainly not an investment in an audience tomorrow. As ripped off by Arbitron as many of us are monthly, quarterly, semi-annually, whatever, how horrible is it when similarly archaic music research systems diminish our music and our artists? Tossed aside. Disposable. Just inventory. Slots. No! • The Thursday and Thrice shows many of you will witness this fall will affect us all. The result will be programmers saying, "I want this room in my city with my station. I want this to be my show." Only you can bring the feeling back to your desks and radio stations. Don't fall into the administrative tasks and meetings that pull us away from why we are here. Do not let it be lost.

**A** week before the box, **Hoobastank** reel in 27 adds on "Out of Control," launching the next stage in their already-successful young career ... It's no surprise that **Korn** are Most Added, with 37 stations and a whopping +331 spins giving "Right Now" a solid debut at 34 ... "Promises" by **Adema** is on its way, with 15 adds this week ... **Linkin Park's** "Numb" gets a big shot in the arm with +228 spins, though the chart above it is so tight that the song only moves 34-32 ... **40 Below Summer** fight the good fight with another handful of adds on "Self Medicate" ... The countdown continues for "Headstrong" by **Trapt**, now at 52 weeks on the chart. **MAX PIX: HOOBASTANK "Out of Control" (Island/IDJMG)**



— Cyndee Maxwell, Active Rock/Rock Editor

**Record Of The Week**

**ARTIST:** Avenged Sevenfold  
**TITLE:** *Waking the Fallen*  
**LABEL:** Hopeless



Not many bands have attempted to cram the entire history of heavy metal and hard rock onto one disc, but Avenged Sevenfold nearly accomplish the formidable task with *Waking the Fallen*. Only a quarter of the way through the album, you've experienced everything from death metal growls to operatic melodies, old-school head-banging speed-metal to screamo antics, and everything in between. The only thing you won't find here, thankfully, is rap metal. And all of this comes from a band with a gothed-up image, a la AFI, and great stage names like Zacky Vengeance (guitarist) and Johnny Christ (bassist). Lead guitarist Synyster Gates shows his allegiance to old-school metal with blazing guitar solos, and the guitar harmonies throughout *Waking the Fallen* are lovingly copied from Iron Maiden's playbook. Unlike too many others in the metalcore genre, Avenged Sevenfold are pushing things exciting new directions.

— Frank Correia, Rock Specialty Editor

active  
**INSIGHT**

**ARTIST:** Adema

**LABEL:** Arista

By **FRANK CORREIA** / ROCK SPECIALTY EDITOR



**N**u-metal. No one's exactly sure when, or why, the term was forged. My guess is it came into being shortly after Korn's eponymous debut in 1994, an album that helped shape the face of hard rock for the next decade. Nu-metallers were pretty much anyone caught in Korn's wake, for better or for worse.

And for Arista rock act Adema, the nu-metal tag could have been a particularly heavy albatross. Not only do they hail from Korn's hometown of Bakersfield, but Adema frontman Mark Chavez had some particularly big Adidas to fill as the younger half-brother of Korn howler Jonathan Davis.

But with Adema's self-titled debut in 2001, they proved that they could ditch the Davis connection and establish themselves on their own sound, which eschewed many of the trappings of the nu-metal tag they, too, had been labeled with. Singles like "Giving In" and "The Way You Like It" proved that Adema were a unique entity ready to make inroads at both Active Rock and Alternative.

And when it came to touring, Adema was like Visa — everywhere you want to be. Their onstage resume includes the Music as a Weapon tour with Disturbed and Drowning Pool, Linkin Park's Projekt Revolution Tour and, in a rare feat for a baby band, a mainstage spot at Ozzfest.

"We'd all become better players from all our touring, and we wanted to use that in the writing," bassist Dave DeRoo says of the group's new effort, *Unstable*. One listen to the disc reveals that the group lives up to the promise, taking giant strides from their debut with a focused balance of melody and aggression. "Co-Dependent" opens the album with an adrenalized kick, while tracks like the acoustic-driven "Promises" and the atmospheric "Blame Me" show a band expanding their horizons. And with vocal training three times a week during recording, Chavez emerges as an even stronger frontman.

Meanwhile, the title track and lead single, "Unstable," has gained support from Actives like KHTQ/Spokane, WQXA/Harrisburg and WLZR/Milwaukee. With an undeniably hooky chorus and guitars that slice like butcher blades, the track may be the group's strongest effort to date. Just don't call it nu-metal. Says drummer Kris Kohls, "We go onstage and rock — we don't go onstage and 'nu-metal.'"

R&R **TOP 20 SPECIALTY ARTISTS**

1. **HATEBREED** (Universal) "This Is Now"
2. **STATIC-X** (Warner Bros.) "The Only"
3. **SIX FEET UNDER** (Metal Blade) "Bringer Of Blood"
4. **SEPULTURA** (SPV) "Come Back Again"
5. **ILL NINO** (Roadrunner/IDJMG) "How Can I Live"
6. **MORBID ANGEL** (Earache) "Beneath The Hollow"
7. **MUSHROOMHEAD** (Universal) "Sun Doesn't Rise"
8. **SPINESHANK** (Roadrunner/IDJMG) "Violent Mood Swings"
9. **DIMMU BORGIR** (Nuclear Blast) "Progenies Of The Great Apocalypse"
10. **CHILDREN OF BODOM** (Century Media) "Chokehold"
11. **AVENGED SEVENFOLD** (Hopeless) "Eternal Rest"
12. **ARCH ENEMY** (Century Media) "Silent Wars"
13. **40 BELOW SUMMER** (Razor & Tie) "Self Medicate"
14. **FIREBALL MINISTRY** (Century Media) "Flatline"
15. **PISSING RAZORS** (Spitfire) "Hanging On The Cross"
16. **SUPERJOINT RITUAL** (Sanctuary/SRG) "Death Threat"
17. **BLEEDING THROUGH** (Trustkill) "This Is Love, This Is Murderous"
18. **IRON MAIDEN** (Columbia) "Rainmaker"
19. **UNDERWORLD SOUNDTRACK** (Lakeshore) "Throwing Punches"
20. **ROB ZOMBIE** (Geffen/Interscope) "Two Lane Blacktop"

Ranked by total number of shows reporting artist.



**America's Best Testing Active Rock Songs 12 +  
For The Week Ending 10/10/03**

Artist Title (Label)	TW	LW	Familiarity	Burn	Men 18-34	Men 18-24	Men 25-34
<b>DISTURBED</b> Liberate (Reprise)	4.34	4.39	95%	15%	4.26	4.24	4.29
<b>STATIC-X</b> The Only (Warner Bros.)	4.24	4.19	61%	3%	4.16	4.23	4.03
<b>MUDVAYNE</b> World So Cold (Epic)	4.23	4.21	86%	11%	4.27	4.38	4.10
<b>KORN</b> Did My Time (Immortal/Epic)	4.19	4.18	95%	19%	4.13	3.99	4.36
<b>LINKIN PARK</b> Faint (Warner Bros.)	4.15	4.14	98%	33%	4.18	4.17	4.21
<b>SEVENDUST</b> Enemy (TVT)	4.15	4.08	69%	8%	4.12	4.15	4.07
<b>STAIN'D</b> So Far Away (Flip/Elektra/EEG)	4.12	4.08	99%	30%	3.87	3.87	3.87
<b>TRAPT</b> Still Frame (Warner Bros.)	4.11	4.09	88%	18%	4.01	3.94	4.11
<b>COLD</b> Suffocate (Flip/Geffen/Interscope)	4.11	4.04	78%	11%	4.12	4.23	3.93
<b>SHINEDOWN</b> Fly From The Inside (Atlantic)	4.09	4.12	75%	14%	3.93	3.94	3.93
<b>A PERFECT CIRCLE</b> Weak And Powerless (Virgin)	4.05	4.12	87%	14%	3.98	3.86	4.15
<b>GODSMACK</b> Serenity (Republic/Universal)	4.04	4.03	94%	25%	3.89	3.62	4.26
<b>THREE DAYS GRACE</b> (I Hate) Everything About You (Live)	4.04	3.90	82%	14%	3.74	3.83	3.61
<b>SMILE EMPTY SOUL</b> Bottom Of A Bottle (Lava)	3.94	3.81	91%	28%	3.75	3.70	3.82
<b>ILL NINO</b> How Can I Live (Roadrunner/IDJMG)	3.94	3.84	56%	6%	3.95	4.04	3.82
<b>TRAPT</b> Headstrong (Warner Bros.)	3.89	4.02	98%	50%	3.80	3.65	4.02
<b>POWERMAN 5000</b> Action (DreamWorks)	3.87	3.97	63%	9%	3.76	3.64	3.95
<b>CHEVELLE</b> Closure (Epic)	3.85	3.81	70%	11%	3.74	3.79	3.66
<b>SEETHER</b> Gasoline (Wind-up)	3.84	3.97	67%	13%	3.69	3.75	3.60
<b>AUDIOSLAVE</b> Show Me How To Live (Interscope/Epic)	3.82	3.94	96%	36%	3.93	3.83	4.08
<b>EVANESCENCE</b> Going Under (Wind-up)	3.82	-	94%	33%	3.79	3.71	3.92
<b>FUEL</b> Falls On Me (Epic)	3.79	3.81	83%	19%	3.51	3.30	3.84
<b>CHEVELLE</b> Send The Pain Below (Epic)	3.76	3.91	97%	49%	3.62	3.58	3.69
<b>AUDIOSLAVE</b> I Am The Highway (Interscope/Epic)	3.73	-	67%	15%	3.65	3.49	3.86
<b>NICKELBACK</b> Someday (Roadrunner/IDJMG)	3.72	3.88	96%	28%	3.40	3.43	3.35
<b>3 DOORS DOWN</b> Here Without You (Republic/Universal)	3.67	-	79%	21%	3.39	3.39	3.40
<b>SLDTH</b> Someday (Hollywood)	3.62	3.65	51%	10%	3.46	3.35	3.68
<b>LIMP BIZKIT</b> Eat You Alive (Flip/Interscope)	3.59	3.52	91%	23%	3.65	3.80	3.42
<b>WHITE STRIPES</b> Seven Nation Army (Third Man/V2)	3.30	3.51	97%	50%	3.19	3.09	3.35

Total sample size is 419 respondents. Total average favorability estimates are based on a scale of 1-5. (1=dislike very much, 5=like very much). Total familiarity represents the percentage of respondents who recognized the song. Total burn represents the number of respondents who said they are tired of hearing the song. Sample composition is based on persons 12+. 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.

**New & Active**

- MEMENTO** Saviour (Columbia)  
Total Plays: 93, Total Stations: 22, Adds: 8
- LIMP BIZKIT** Behind Blue Eyes (Flip/Interscope)  
Total Plays: 81, Total Stations: 9, Adds: 6
- SHINEDOWN** 45 (Atlantic)  
Total Plays: 70, Total Stations: 18, Adds: 10
- HOOBASTANK** Out Of Control (Island/IDJMG)  
Total Plays: 56, Total Stations: 27, Adds: 27
- 40 BELOW SUMMER** Self Medicate (Razor & Tie)  
Total Plays: 54, Total Stations: 18, Adds: 5
- ROB ZOMBIE** Two Lane Blacktop (Geffen)  
Total Plays: 54, Total Stations: 10, Adds: 9
- DEFAULT** Taking My Life Away (TVT)  
Total Plays: 38, Total Stations: 8, Adds: 8
- ADEMA** Promises (Arista)  
Total Plays: 14, Total Stations: 16, Adds: 15

**Indicator**

Songs ranked by total plays

**Most Added\***

- KORN** Right Now (Epic)
- SHINEDOWN** 45 (Atlantic)
- ROB ZOMBIE** Two Lane Blacktop (Geffen)
- LIMP BIZKIT** Behind Blue Eyes (Flip/Interscope)
- JET** Are You Gonna Be My Girl (Elektra/EEG)
- HOOBASTANK** Out Of Control (Island/IDJMG)
- LINKIN PARK** Numb (Warner Bros.)
- ADEMA** Promises (Arista)
- BLINK-182** Feeling This (Geffen)
- SOCIALBURN** I'm Happy (Elektra/EEG)

**Reporters**

<p><b>WORK/Albany, NY*</b> OM: Ryan Walker 11 KORN 11 LIMP BIZKIT SHINEDOWN KORN</p> <p><b>KZRK/Amarillo, TX</b> PD: Eric Stuyler 1 LIMP BIZKIT 3 KORN 11 HOOBASTANK 5 SOCIALBURN</p> <p><b>WWWX/Appleton, WI*</b> PD: Guy Dink 1 HOOBASTANK 2 LIMP BIZKIT</p> <p><b>WCHZ/Augusta, GA*</b> OM: David Dyer PD: Chuck Williams KORN HOOBASTANK KORN</p> <p><b>KRAB/Saltersfield, CA*</b> OM: Dan Crist PD: Danny Spantz 2 KORN NO ROCK KORN</p> <p><b>KRFR/Saltersfield, CA*</b> OM: Bob Lewis PD: Alz Gueyly 2 KORN THREE DAYS GRACE</p> <p><b>WYYY/Baltimore, MD*</b> OM: Barry Pappas PD: Dave Hill APD/MD: Rob Hechtman No Adds</p> <p><b>WCPR/Bloom, MS*</b> OM: Jay Taylor PD: Scott Fox 11 HOOBASTANK 3 KORN</p> <p><b>WAFF/Boston, MA*</b> PD: Terri Hastings OM: Melissa Carter 1 SHINEDOWN 11 ELEMENT EIGHTY</p> <p><b>WRXR/Chattanooga, TN*</b> PD: Doree OM: Dave Smith 11 FRAGER EIGHTY 3 KORN 40 BELOW SUMMER GODSMACK AUDIOSLAVE</p>	<p><b>KROR/Chicago, CA</b> OM: Ryan Winters PD: Dale Stansfeld SHINEDOWN AGRA KORN KORN</p> <p><b>WMMW/Cleveland, OH*</b> PD: Jim Trapp MD: Steve 11 HOOBASTANK THREE DAYS GRACE</p> <p><b>KILO/Colorado Springs, CO*</b> OM: Rich Hove PD: Russ Ford APD: Matt Gentry 1 LIMP BIZKIT HOOBASTANK</p> <p><b>WRXZ/Columbus, OH*</b> PD: Hal Fish APD/MD: Russ Hunter AGRA SHINEDOWN</p> <p><b>KCCG/Corpus Christi, TX*</b> PD: Scott Hill MD: Dave Ross 11 HOOBASTANK KORN</p> <p><b>KEGL/Dallas, TX*</b> PD: Bob Depp APD: Chris Pyle MD: Cindy Scoll 1 KORN</p> <p><b>KSPR/Denver, CO*</b> PD: Bob Richards APD/MD: Willie B. 11 HOOBASTANK KORN</p> <p><b>KAZR/Des Moines, IA*</b> MD: Jo Michaels 2 HOOBASTANK 1 SHINEDOWN AGRA SHARP</p> <p><b>WRFR/Detroit, MI*</b> OM/MD: Doug Poddell APD/MD: Rick Pennington 11 KORN 3 SHINEDOWN AGRA AGENTS OF THE SUN</p>	<p><b>WGBF/Evanston, IN</b> OM: Mike Sanders PD: Folley APD/MD: Rick Mich 11 HOOBASTANK KORN</p> <p><b>WWWM/Flint, MI*</b> OM: Jay Patrick PD: Brian Swisher APD/MD: Tony Lallina 3 KORN NEWBIO</p> <p><b>KRZR/Fresno, CA*</b> OM: Michael Piazzi APD: E. Curtis Johnson MD: Rick Rodden 14 KORN KORN</p> <p><b>WRDQ/ Ft. Myers, FL*</b> PD: Dave Fitt MD: Tim Savage 3 KORN 11 SHINEDOWN HOOBASTANK</p> <p><b>WBYR/ Ft. Wayne, IN*</b> OM/MD: Harry Gascott APD: Brian Lee MD: Chris Pyle HOOBASTANK KORN</p> <p><b>WIKQ/Grand Rapids, MI*</b> OM: Brent Alberts PD: Brent Alberts MD: Chris Cantile AGRA HOOBASTANK KORN</p> <p><b>WZOR/Green Bay, WI</b> PD/MD: Horace Steels 11 KORN</p> <p><b>WQOR/Greenville, NC*</b> PD: Steve Ricman MD: Matt Lee 11 KORN 1 LIMP BIZKIT 5 HOOBASTANK AGENTS OF THE SUN</p>	<p><b>WPTT/Greenville, SC*</b> PD: Mark Hendrix MD: Sarah Taylor AGRA HOOBASTANK KORN</p> <p><b>WQXA/Harrisburg, PA*</b> PD: Catherine DeLencio MD: Adam 11 HOOBASTANK AGRA HOOBASTANK KORN</p> <p><b>WCCG/Hartford, CT*</b> PD: Michael Piazzi APD/MD: Mike Kowaly 5 KORN AGRA ELEMENT EIGHTY HOOBASTANK</p> <p><b>KPOM/Honolulu, HI*</b> PD: Ryan Sean APD/MD: PJ Stash 11 HOOBASTANK JETT HOOBASTANK</p> <p><b>WAMX/Huntington</b> PD/MD: Paul Ostlund 6 KORN 2 KORN 2 KORN 1 SHINEDOWN 1 SHINEDOWN 1 JANE'S ADDICTION</p> <p><b>WRIT/Huntsville, AL*</b> OM: Rob Harter PD/MD: Justin Wood APD: Joe Kester SHINEDOWN HOOBASTANK KORN</p> <p><b>WRXW/Jackson, MS*</b> PD: Brad Sam APD: Brad Sam MD: Brad Sam HOOBASTANK KORN</p> <p><b>KORC/Kansas City, MO*</b> PD: Bob Edwards APD/MD: Don Jackson 11 KORN 11 HOOBASTANK AGRA KORN</p> <p><b>KLXK/Killeen, TX</b> PD/MD: Bob Frazier 15 WRIT STRIPES 11 FRAGER EIGHTY 12 J.T. 11 P.O.D.</p>	<p><b>WDXD/Lansing, MI*</b> PD: Bob Owen MD: Kevin Conrad 11 HOOBASTANK 2 KORN 11 HOOBASTANK HOOBASTANK</p> <p><b>KOMP/Las Vegas, NV*</b> PD: John Smith MD: Bob Marly 2 DEFAULT AGRA</p> <p><b>WZZZ/Lexington, KY*</b> PD/MD: Andrew Fischer 2 LIMP BIZKIT 1 HOOBASTANK</p> <p><b>KRIZ/Lincoln, NE</b> OM: Jim Stuel PD: E.J. Starnhall APD/MD: Sperry SHINEDOWN KILLING JOE KORN DEFAULT</p> <p><b>WTFX/Louisville, KY*</b> PD: Michael Lee MD: Frank Webb 1 HOOBASTANK</p> <p><b>KPFX/Lubbock, TX</b> OM/MD: The Neumann 10 KORN 5 SOCIALBURN</p> <p><b>WLDQ/Madison, WI*</b> PD: Randy Hays APD/MD: Blake Patten 16 KORN KILLING JOE ELEMENT EIGHTY KORN 40 BELOW SUMMER HOOBASTANK</p> <p><b>WGRW/Manchester, NH</b> PD: Valerie Hays MD: Jason "JR" Russell 11 HOOBASTANK 1 LIMP BIZKIT AGRA KORN</p> <p><b>KFRQ/McAllen, TX*</b> PD: Alan Davis MD: Stacy Taylor SHINEDOWN HOOBASTANK KORN</p> <p><b>WLRZ/Milwaukee, WI*</b> PD: Scott Elms MD: Marvyn Eise NO ADDS</p>	<p><b>IOOR/Minneapolis, MN*</b> OM: Dave Hamilton PD: Wade Linder APD/MD: Pablo 5 KORN 11 HOOBASTANK DEFAULT HOOBASTANK</p> <p><b>KMRQ/Modesto, CA*</b> OM: Gary Hestley MD: Mike Miller PD/MD: Jack Paper APD/MD: Matt Foley 11 KORN SHINEDOWN HOOBASTANK</p> <p><b>WRAT/Monmouth, NJ*</b> OM/MD: Carl Crut APD/MD: Rayne Lane NO ADDS</p> <p><b>WKZQ/Myrle Beach, SC</b> PD: Brian Friedman APD/MD: Sherry LIMP BIZKIT BLINK-182 KORN</p> <p><b>WHOR/Norfolk, VA*</b> PD: Harvey Saper APD/MD: Tim Puffer 11 HOOBASTANK 40 BELOW SUMMER</p> <p><b>KATT/Oklahoma City, OK*</b> OM/MD: Chris Butler MD: Justin Daniels 7 LIMP BIZKIT 11 KORN AGRA CHELLE</p> <p><b>KRQO/Omaha, NE*</b> OM: Jim Stuel PD: Tim Sheridan MD: Jim "Sammy" Terry 4 KORN KORN</p> <p><b>WTOX/Pensacola, FL*</b> PD: Jeff Sampson APD/MD: Mark The Shark 6 KORN HOOBASTANK</p> <p><b>WPCO/Peoria, IL</b> OM/MD: Brad Babas 37 GODSMACK SHINEDOWN KORN</p>	<p><b>WYSP/Philadelphia, PA*</b> OM/MD: Tim Sabron PD: Gil Edwards MD: Rick DeLuca NO ADDS</p> <p><b>KUPD/Phoenix, AZ*</b> PD: J.J. Jenkins MD: Larry McFalls 11 KORN REVS SHINEDOWN 40 BELOW SUMMER HOOBASTANK</p> <p><b>KUFO/Portland, OR*</b> OM/MD: Doug Hummel SETH THREE DAYS GRACE</p> <p><b>KORR/Quad Cities, IA*</b> OM: Darne Piers MD: Rick Johnson 1 HOOBASTANK 1 JANE'S ADDICTION LIMP BIZKIT</p> <p><b>WBBB/Raleigh, NC*</b> PD/MD: Jay Nichols LIMP BIZKIT</p> <p><b>KDOT/Reno, NV*</b> OM: Jim McNeil PD/MD: Jeff Patterson 11 HOOBASTANK 40 BELOW SUMMER</p> <p><b>WVVE/Rochester, NY*</b> PD: Erick Anderson MD: Rick D'Arcy 10 KORN AGRA HOOBASTANK</p> <p><b>KRXO/Sacramento, CA*</b> OM: Jim Fox PD: Paul Marlin MD: Paul Marshall 10 KORN</p> <p><b>WKDZ/Saginaw, MI*</b> PD: Jerry Tarant APD/MD: Jay Randall SHINEDOWN AGRA 40 BELOW SUMMER KORN</p> <p><b>WZBH/Salisbury, MD</b> OM/MD: Shaun Murphy APD/MD: Matt Hunter KORN</p>	<p><b>WLSX/Springfield, MA*</b> PD: Scott Landon MD: Bucky Pabody 1 KORN SHINEDOWN</p> <p><b>WAOX/Syracuse, NY*</b> NO ADDS</p> <p><b>KIOZ/San Diego, CA*</b> OM: Jim Richards PD/MD: Shana Mera-Brown 1 STUTZ</p> <p><b>KURJ/San Luis Obispo, CA</b> OM: Keith Royer PD: Adam Barnes MD: Shoshana Bell 7 KORN HOOBASTANK</p> <p><b>WRBR/South Bend, IN</b> OM/MD: Ron Strayer 22 KORN</p> <p><b>KHTQ/Sooke, WA*</b> OM: Brew Michaels PD: Ken Richards MD: Barry Bennett 2 KORN SHINEDOWN AGRA</p> <p><b>WOLZ/Springfield, IL</b> PD: Ray Lytle MD: Steve 1 LIMP BIZKIT 1 SHINEDOWN 4 DISTURBED ELEMENT EIGHTY 105 POP</p> <p><b>KCTW/Wichita, KS*</b> OM: Ron Eric Taylor PD: D.C. Carter MD: Rick Thomas NEWBIO</p> <p><b>WBSX/Wilkes Barre, PA*</b> PD: Chris Lloyd MD: Frankie 17 KORN 11 DOORS DOWN 1 KORN HOOBASTANK FRAGER EIGHTY</p>
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\* Monitored Reporters

79 Total Reporters

63 Total Monitored

16 Total Indicator

Did Not Report, Playlist Frozen (1):  
KZRQ/Springfield, MO





# R&R ACTIVE ROCK TOP 50

October 10, 2003

Powered By



LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ADDS
1	1	STAIN'D So Far Away (Flip/Elektra/EEG)	2132	+14	124527	17	62/0
2	2	LINKIN PARK Faint (Warner Bros.)	2011	-84	123946	22	62/0
3	3	DISTURBED Liberate (Reprise)	1854	+85	100686	19	62/0
6	4	A PERFECT CIRCLE Weak And Powerless (Virgin)	1733	+73	99163	10	63/0
4	5	NICKELBACK Someday (Roadrunner/IDJMG)	1686	-74	83003	10	60/0
5	6	AUDIOSLAVE Show Me How To Live (Interscope/Epic)	1650	-29	86317	28	59/0
9	7	GODSMACK Serenity (Republic/Universal)	1446	+14	87934	17	58/0
8	8	SMILE EMPTY SOUL Bottom Of A Bottle (Lava)	1426	-11	69447	27	62/0
10	9	TRAPT Still Frame (Warner Bros.)	1404	+149	63708	17	61/0
7	10	SHINEDOWN Fly From The Inside (Atlantic)	1318	-139	70064	29	61/0
11	11	WHITE STRIPES Seven Nation Army (Third Man/V2)	1075	+27	45941	21	50/1
14	12	FUEL Falls On Me (Epic)	989	+87	45215	11	50/0
12	13	TRAPT Headstrong (Warner Bros.)	932	+5	58188	52	58/0
17	14	SEETHER Gasoline (Wind-up)	913	+45	29456	9	58/1
15	15	SEVENDUST Enemy (TVT)	912	+15	35281	8	59/0
18	16	COLD Suffocate (Flip/Geffen/Interscope)	853	+38	29590	9	56/0
16	17	MUDVAYNE World So Cold (Epic)	848	-29	35090	22	52/0
26	18	P.O.D. Will You (Atlantic)	814	+257	32797	3	57/0
13	19	KORN Did My Time (Immortal/Epic)	789	-134	30547	15	46/0
19	20	CHEVELLE Send The Pain Below (Epic)	770	-26	40141	38	54/0
23	21	THREE DAYS GRACE (I Hate) Everything About You (Jive)	738	+109	27039	20	53/3
21	22	STATIC-X The Only (Warner Bros.)	734	+37	21655	5	58/1
22	23	CHEVELLE Closure (Epic)	674	+34	24304	5	53/1
29	24	AUDIOSLAVE I Am The Highway (Interscope/Epic)	615	+99	23554	4	50/4
24	25	SLOTH Someday (Hollywood)	601	+4	15447	12	52/0
25	26	MOTOGRATER Down (No Name/EEG)	565	+7	18309	12	48/0
27	27	ILL NINO How Can I Live (Roadrunner/IDJMG)	550	-3	21304	10	44/0
30	28	3 DOORS DOWN Here Without You (Republic/Universal)	536	+20	18679	10	33/1
28	29	POWERMAN 5000 Action (DreamWorks)	527	-2	15350	8	45/1
31	30	EVANESCENCE Going Under (Wind-up)	517	+35	17756	12	25/0
20	31	LIMP BIZKIT Eat You Alive (Flip/Interscope)	512	-196	17164	9	48/0
34	32	LINKIN PARK Numb (Warner Bros.)	497	+228	19461	3	50/6
32	33	FINGERTIGHT Guilt (Hold Down) (Columbia)	341	+6	6370	11	38/0
Debut	34	KORN Right Now (Epic)	339	+331	20266	1	47/37
36	35	JET Are You Gonna Be My Girl (Elektra/EEG)	318	+63	7576	6	27/1
38	36	JANE'S ADDICTION True Nature (Capitol)	291	+82	8964	2	30/1
43	37	REVIS Seven (Epic)	274	+97	8911	2	34/1
41	38	V SHAPE MIND Monsters (Republic/Universal)	223	+34	3570	7	17/0
40	39	FINGER ELEVEN One Thing (Wind-up)	216	+25	4552	4	23/1
37	40	JANE'S ADDICTION Just Because (Capitol)	207	-15	9760	19	23/0
35	41	THRICE All That's Left (Island/IDJMG)	197	-61	2821	14	28/0
39	42	SPINESHANK Smothered (Roadrunner/IDJMG)	178	-22	3324	4	23/1
33	43	METALLICA Frantic (Elektra/EEG)	168	-166	5306	14	30/0
50	44	LACUNA COIL Heavens A Lie (Century Media)	162	+38	6125	3	16/1
46	45	MUSHROOMHEAD Sun Doesn't Rise (Republic/Universal)	134	-3	4419	6	15/0
48	46	BLACK LABEL SOCIETY The Blessed Hellride (Spitfire)	132	-2	4558	5	13/0
Debut	47	ELEMENT EIGHTY Broken Promises (Universal)	131	+54	5294	1	17/4
44	48	DEFTONES Hexagram (Maverick/Reprise)	123	-42	2624	5	15/0
45	49	ENDD Simple Lies (DVB/Columbia)	122	-27	975	4	17/0
49	50	ATARIS The Boys Of Summer (Columbia)	109	-20	4050	17	10/0

## Most Added\*

www.radds.com

ARTIST TITLE LABEL(S)	ADDS
KORN Right Now (Epic)	37
HOOBASTANK Out Of Control (Island/IDJMG)	27
ADEMA Promises (Arista)	15
SHINEDOWN 45 (Atlantic)	10
ROB ZOMBIE Two Lane Blacktop (Geffen)	9
MEMENTO Saviour (Columbia)	8
DEFAULT Taking My Life Away (TVT)	8
LINKIN PARK Numb (Warner Bros.)	6
LIMP BIZKIT Behind Blue Eyes (Flip/Interscope)	6
40 BELOW SUMMER Self Medicate (Razor & Tie)	5

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
KORN Right Now (Epic)	+331
P.O.D. Will You (Atlantic)	+257
LINKIN PARK Numb (Warner Bros.)	+228
TRAPT Still Frame (Warner Bros.)	+149
THREE DAYS GRACE (I Hate) Everything About You (Jive)	+109
AUDIOSLAVE I Am The Highway (Interscope/Epic)	+99
REVIS Seven (Epic)	+97
FUEL Falls On Me (Epic)	+87
DISTURBED Liberate (Reprise)	+85
JANE'S ADDICTION True Nature (Capitol)	+82

## Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
AUDIOSLAVE Like A Stone (Interscope/Epic)	655
SEETHER Fine Again (Wind-up)	654
COLD Stupid Girl (Flip/Geffen/Interscope)	585
MUDVAYNE Not Falling (Epic)	583
LINKIN PARK Somewhere I Belong (Warner Bros.)	537
3 DOORS DOWN When I'm Gone (Republic/Universal)	536
DISTURBED Prayer (Reprise)	509
CHEVELLE The Red (Epic)	505
FOO FIGHTERS All My Life (Roswell/RCA)	471
GODSMACK Straight Out Of Line (Republic/Universal)	469

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

63 Active Rock reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 9/28-10/4. 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 (© 2003, The Arbitron Company). © 2003, R&R, Inc.

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Table with columns: LAST WEEK, THIS WEEK, ARTIST TITLE LABEL(S), TOTAL PLAYS, +/- PLAYS, TOTAL AUDIENCE (00), WEEKS ON CHART, TOTAL STATIONS/ ADDS. Lists top 30 songs including Staind, Nickelback, Audioslave, 3 Doors Down, Godsmack, Fuel, Black Label Society, A Perfect Circle, Linkin Park, Trapt, Shinedown, White Stripes, Seether, Disturbed, Smile Empty Soul, Jet, Cold, Sevendust, Korn, Mudvayne, Linkin Park, ZZ Top, Jane's Addiction, Limp Bizkit, Chevelle, Powerman 5000.

Most Added

Table with columns: ARTIST TITLE LABEL(S), ADDS. Lists new additions including Shinedown, Korn, Default, Linkin Park, Rush, P.D.D., Finger Eleven, Kid Rock, Hoobastank, IGGY POP.

Most Increased Plays

Table with columns: ARTIST TITLE LABEL(S), TOTAL PLAY INCREASE. Lists songs with significant play increases including Linkin Park, P.D.D., Trapt, Lynyrd Skynyrd, 3 Doors Down, Audioslave, Staind, White Stripes.

Most Played Recurrents

Table with columns: ARTIST TITLE LABEL(S), TOTAL PLAYS. Lists frequently played songs including Foo Fighters, 3 Doors Down, Seether, Chevelle, Saliva, Godsmack.

31 Rock reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 9/28-10/4. 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 (© 2003, R&R, Inc.

New & Active

- IRON MAIDEN Wildest Dreams (Columbia) Total Plays: 83, Total Stations: 6, Adds: 0
THREE DAYS GRACE (I Hate) Everything About You (Jive) Total Plays: 80, Total Stations: 7, Adds: 1
ILL NINO How Can I Live (Roadrunner/IDJMG) Total Plays: 79, Total Stations: 9, Adds: 0
LYNYRD SKYNYRD That's How I Like It (Sanctuary/SRG) Total Plays: 71, Total Stations: 9, Adds: 1
BLACK LABEL SOCIETY The Blessed Helride (Spitfire) Total Plays: 70, Total Stations: 6, Adds: 0

- STATIC-X The Only (Warner Bros.) Total Plays: 63, Total Stations: 6, Adds: 0
FINGER ELEVEN One Thing (Wind-up) Total Plays: 58, Total Stations: 8, Adds: 2
REVIS Seven (Epic) Total Plays: 51, Total Stations: 6, Adds: 0
SLOTH Someday (Hollywood) Total Plays: 51, Total Stations: 5, Adds: 0
PORCUPINE TREE Blackest Eyes (Lava) Total Plays: 51, Total Stations: 5, Adds: 1

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

Songs ranked by total plays

Reporters

Grid of reporter information including station call letters, location, and contact details. Includes stations like KZRR/Albuquerque, NM; WBUF/Buffalo, NY; KLAQ/El Paso, TX; WDHQ/Morristown, NJ; WHEB/Portsmouth, NH; KSJO/San Jose, CA; WKLT/Traverse City, MI; WMKZ/Wausau, WI; KZMZ/Alexandria, LA; WRQK/Canton, OH; WPHD/Elimira, NY; WBAB/Nassau, NY; KEZO/Omaha, NE; WRCQ/Fayetteville, NC; KLOL/Houston, TX; WRRX/Pensacola, FL; WWCT/Peoria, IL; WRQV/Roanoke, VA; WWRX/Rockford, IL; KBER/Salt Lake City, UT; KZOO/San Luis Obispo, CA; KLPX/Tucson, AZ; KATS/Yakima, WA; KXFX/Santa Rosa, CA; KNQQ/Tulsa, OK; WNCN/Youngstown, OH; KISW/Seattle, WA; KTUX/Shreveport, LA; KKUS/Springfield, MO.

Summary statistics: \*Monitored Reporters 51 Total Reporters, 31 Total Monitored, 20 Total Indicator. Includes 'Did Not Report, Playlist Frozen (4): WKGB/Binghamton, NY; KFZX/Odessa-Midland, TX; KCLB/Palm Springs, CA; WRQR/Wilmington, NC. No Longer A Reporter (1): WYBB/Charleston, SC.





**CYNDEE MAXWELL**  
cmaxwell@radioandrecords.com

# Reporting Criteria

The whats and whys behind our panels

One of the questions most frequently asked of R&R's format editors concerns the criteria we use to decide which stations gain, keep or lose their reporting status. At least, it is in Rock. I have an accordion file five feet thick of station applications from my own tenure here — let alone those of Rock editors before me.

Before I get too far into this, I have to make the disclaimer that these criteria are subject to change based on the needs of the industry. We don't have grandfather clauses, so all stations are subject to the current rules. As stations change and evolve, it's often necessary for their status to be adjusted to reflect those changes.

The criteria are different for each format because each format has its own unique challenges and thus its own specific needs. There was a time when R&R took a lot of flak for this, and people perceived that we were inconsistent and arbitrary. Several years ago we cut down the criteria to the basics and applied them across the board to correct this widespread notion, because, let's face it, perception is reality.

However, the real reality is that one set of standards does not apply across the board. Been there, done that, got the T-shirt — and it's faded. It simply does not fit. So what follows are the criteria for the Active Rock and Rock formats only.

## Market-Size Standard

Stations in markets 1-140 must be monitored by Mediabase to become R&R reporters. However, not all stations monitored by Mediabase necessarily qualify as reporters.

Stations in markets 141-220 may qualify as Indicator reporters. The cut-off point for market size is 150,000 persons in the metro, as determined by Arbitron. Stations in smaller markets do not qualify at this time. However, this policy is under review, and we invite your comments on the matter.

## Ratings Requirement

One of the hallmarks of R&R reporters is that they must achieve a level of success in the ratings to qualify to be on the panel.

The following are the minimum ratings requirements. The markets are grouped based on population breakouts. The AQH numbers for our reporting stations in all formats in each market-size grouping were evaluated to determine attainable median AQH numbers. We took into account the varying sizes of formats and tried to be as inclusive as possible. In other words, a sliding scale is in effect.

Markets	Population	AQH requirement
1-3	7 million-plus	12,000
4-6	4,000,000-6,999,000	13,000
7-14	3,000,000-3,999,000	7,500
15-23	2,000,000-2,999,000	6,000
24-28	1,500,000-1,999,000	5,000
29-40	1,200,000-1,499,000	4,000
41-48	1,000,000-1,199,000	3,500
49-60	750,000-999,000	3,000
61-71	600,000-749,000	2,000
72-113	400,000-599,000	1,500
114-140	300,000-399,000	1,000

All Indicator reporters must achieve at least 1,000 AQH persons 12+ in the metro.

## The Music

When it comes to music, I think we have found a happy medium between the warring factions of record people who want 100% new music and radio people who want 0% new music. Stations must be at least 20% current to qualify for Rock reporter status and at least 30% current to qualify for Active Rock reporter status. Recur-

rents are not counted in these equations.

A song is a current as long as it is on the R&R chart. A 24/7 clock is used to determine current percentage, because a weeklong picture, as opposed to any one day or daypart, provides the overall feel of a station.

**The real reality is that one set of standards does not apply across the board.**

Three hundred and fifty total current spins in one week meets the 20% minimum, and 500 total current plays in a week achieves the 30% requirement. On average, this comes out to two currents per hour to hit 20% and three currents per hour to hit 30%.

Naturally, a talk-intensive daypart will necessitate making up these numbers in other dayparts. At the present time we do not have a requirement that current airplay be in any particular dayparts.

With the advent of monitoring, "paper adds" and falsified reports are largely a thing of the past. However, we still reserve the right to drop stations that consistently misrepresent their reports in any way, including by adding records in a week and not playing them during that week. The airplay week and add week are both Sunday at midnight to Saturday at 11:59pm.

## Texture Issue

The days when a hard-rocking station was automatically an Active Rocker are long gone. Blame the "Classic Rock that really rocks" fan club, the "male Alternatives" or whoever or whatever else you'd like.

For the purposes of a national chart, Active Rock stations are determined by taking into consideration the station's music and its current percentage. R&R does not equate the word *active* with hard music texturally. Therefore, a station that plays hard music but does not meet the minimum current percentage for Active would be classified as Rock, as long as it meets that minimum.

This provides a stable reporter panel that does not change every time a new music trend develops. We maintain the position we established when



**JET ARRIVE ON TIME** Put your tray tables up and fasten your seat belts for the on-time arrival of Jet in your neighborhood. While "Are You Gonna Be My Girl" rises up the charts, the foursome tore apart L.A. one night, then did a special gig at Club R&R. Here's a group shot of the band and Elektra promo reps mingling with the R&R staff.



**GASOLINE FOR KLBJ** Seether played at KLBJ/Austin's studios recently and knocked the socks off the station's staff and audience. Seen here (l-r) are the band's Kevin Soffera and Dale Stewart, KLBJ OM Jeff Carrol and bandmembers Shaun Morgan and Pat Callahan.

we first divided the Rock panel, in 1995: The term *Active Rock* defines current percentage, not musical style.

The very reason for the creation of the Active Rock panel out of the Rock format was because the Active stations were very active musically and primarily targeted the male 18-34 demo. That means they added and played a significant amount of new music; they gave new music a shot based on its merits, not whether it was from an established artist or not; and they were willing to explore new music trends.

**The days when a hard-rocking station was automatically an Active Rocker are long gone.**

## Your Subscription

Reporters are required to maintain an active subscription to the R&R newspaper for a couple of reasons. First, it ensures that the reporter values its reporting status with us, is involved in the business and wants to be continually informed of developments within the industry.

We stand behind our product and work hard to produce a fair, intelligent newspaper that provides an ongoing education on the business. Our airplay charts are also a part of the package, giving you the big picture from

around the country. Reporters also receive a complimentary copy of the weekly Rock News Hotfax with advance charts. The cost of a subscription is a minimal investment compared to the value of the editorial product.

Second, radio stations that are reporters receive priority service and promotional opportunities from labels that they might not otherwise have access to. I hear from non-reporting stations regularly, bemoaning the simple lack of basic service — yes, even in this technological day and age.

In conclusion, R&R has always supported the idea that all stations need to do what they deem is right and appropriate for them. We will continue to value and respect that. At the same time, we have needs too. Our needs are to provide a fair and accurate national overview, and to do that, we have to have a set of guidelines.

At the risk of looking like hard-asses, we ask that you please understand that it's in the spirit of sharing information that we offer this to you. Evaluating reporting status is a job that takes a considerable amount of time and effort, and it's one we don't take lightly. We will continue to work diligently to provide the industry with timely, credible information, and we sincerely thank you for your support.

## For The Record

In the Sept. 12 Rock column, "Active's Spring '03 Ratings," the rank for WAQX/Syracuse in men 25-54 was incorrect. WAQX ranked No. 2 in the demo.



**SEETHER KEEP PUMPIN'** Here's a shot of Seether at KLBJ/Austin. Seen here are (l-r) Seether's Kevin Soffera and Dale Stewart, KLBJ's Peggy Simmons, the band's Shaun Morgan and Pat Callahan and KLBJ MD Loris Lowe.



October 10, 2003

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	PAUL JACKSON, JR. It's A Shame (Blue Note)	819	-15	78882	21	39/0
4	2	CANDY DULFER Finsbury Park, Cafe 67 (Eagle Rock)	788	+90	95829	18	42/0
2	3	KENNY G. Malibu Dreams (Arista)	747	+31	97678	14	38/0
3	4	PRAFUL Sigh (Rendezvous/N-Coded)	743	+37	97397	13	43/1
7	5	URBAN KNIGHTS Got To Give It Up (Narada)	632	+9	55741	21	32/0
9	6	DAVE KOZ Honey-Dipped (Capitol)	620	+77	79509	7	43/0
8	7	MINDI ABAIR Flirt (GRP/VMG)	581	+17	61372	13	39/2
6	8	DAVID SANBORN Comin' Home Baby (GRP/VMG)	558	-75	50329	22	35/0
10	9	M. MCDONALD I Heard It Through The Grapevine (Motown/Universal)	508	-24	46666	19	37/0
5	10	BRIAN CULBERTSON Say What? (Warner Bros.)	475	-187	47196	26	30/0
14	11	RICK BRAUN Green Tomatoes (Warner Bros.)	465	+24	44549	11	38/0
11	12	LUTHER VANDROSS Dance With My Father (JJ)	462	-38	63228	20	34/0
13	13	PAUL TAYLOR On The Move (Peak)	458	-1	59134	18	31/0
16	14	DARYL HALL She's Gone (Rhythm & Groove/Liquid 8)	417	+16	35385	4	30/0
12	15	RICHARD ELLIOT Corner Pocket (GRP/VMG)	408	-61	47241	27	28/0
15	16	JAZZMASTERS Puerto Banus (Trippin' 'N' Rhythm)	406	+3	52216	9	34/0
18	17	CHRIS BOTTI Indian Summer (Columbia)	401	+48	37667	4	36/1
17	18	CHUCK LOEB eBop (Shanachie)	387	-4	49476	11	31/0
20	19	J. SOMMERS Take My Heart ... (Gemini/Higher Octave)	307	+10	43141	8	27/3
19	20	ACOUSTIC ALCHEMY No Messin' (Higher Octave)	285	-40	12925	15	24/0
23	21	TWIST OF MOTOWN Inner City Blues (GRP/VMG)	271	+86	34981	3	26/3
21	22	SIMPLY RED Sunrise (simplyred.com)	261	-6	14300	9	18/0
22	23	STEVE OLIVER Positive Energy (Native Language)	202	+5	6363	7	18/0
24	24	NICK COLIONNE High Flyin' (3 Keys Music)	194	+20	26633	2	21/3
30	25	MARC ANTOINE Funky Picante (Rendezvous)	178	+42	15276	2	16/1
Debut	26	STEVE COLE Everyday (Warner Bros.)	174	+58	21246	1	19/2
25	27	JEFF GOLUB Boom Boom (GRP/VMG)	168	+6	16933	7	17/0
28	28	PAMELA WILLIAMS Afterglow (Shanachie)	165	+23	13327	2	16/2
26	29	RONNY JORDAN At Last (N-Coded)	164	+8	27665	11	14/0
27	30	BLAKE AARON She's So Fine (Innervision)	161	+5	5362	5	13/1

43 Smooth Jazz reporters. Songs ranked by total plays for the airplay week of 9/28-10/4. 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 (© 2003, The Arbitron Company). © 2003, R&R, Inc.

## New & Active

**GREGG KARUKAS** Riverside Drive (N-Coded)  
Total Plays: 156, Total Stations: 14, Adds: 0

**DAVID BENOIT** Watermelon Man (GRP/VMG)  
Total Plays: 143, Total Stations: 17, Adds: 5

**SEAL** Touch (Warner Bros.)  
Total Plays: 126, Total Stations: 12, Adds: 3

**BASS X Vonn** (Liquid 8)  
Total Plays: 79, Total Stations: 8, Adds: 0

**NORMAN BROWN** Night Drive (Warner Bros.)  
Total Plays: 75, Total Stations: 7, Adds: 0

**KIRK WHALUM** Do You Feel Me (Warner Bros.)  
Total Plays: 67, Total Stations: 8, Adds: 1

**BOB JAMES** Just One Thing (Warner Bros.)  
Total Plays: 63, Total Stations: 5, Adds: 0

**BERNIE WILLIAMS** f/DAVID BENOIT Just Because (GRP/VMG)  
Total Plays: 63, Total Stations: 4, Adds: 0

**KEN NAVARRO** Bringing Down The House (Shanachie)  
Total Plays: 56, Total Stations: 5, Adds: 0

**STEVE WINWOOD** Why Can't We Live Together (Wincraft/SCI-Fidelity)  
Total Plays: 55, Total Stations: 5, Adds: 1

Songs ranked by total plays

## Most Added

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

ARTIST TITLE LABEL(S)	ADDS
DAVID BENOIT Watermelon Man (GRP/VMG)	5
BRIAN CULBERTSON Serpentine Fire (Warner Bros.)	5
JIMMY SOMMERS Take My Heart... (Gemini/Higher Octave)	3
TWIST OF MOTOWN Inner City Blues (GRP/VMG)	3
NICK COLIONNE High Flyin' (3 Keys Music)	3
SEAL Touch (Warner Bros.)	3
MICHAEL MCDONALD Ain't No Mountain High Enough (Motown)	3

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
CANDY DULFER Finsbury Park, Cafe 67 (Eagle Rock)	+90
TWIST OF MOTOWN Inner City Blues (GRP/VMG)	+86
DAVE KOZ Honey-Dipped (Capitol)	+77
STEVE COLE Everyday (Warner Bros.)	+58
CHRIS BOTTI Indian Summer (Columbia)	+48
KIRK WHALUM Do You Feel Me (Warner Bros.)	+43
MARC ANTOINE Funky Picante (Rendezvous)	+42
PRAFUL Sigh (Rendezvous/N-Coded)	+37
S. WINWOOD Why Can't We Live Together (Wincraft/SCI-Fidelity)	+35
KENNY G. Malibu Dreams (Arista)	+31

## Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
CHIELI MINUCCI Kickin' It Hard (Shanachie)	322
JEFF LORBER Gigabyte (Narada)	299
PHIL COLLINS Come With Me (Atlantic)	214
SPYRO GYRA Getaway (Heads Up)	199
WALTER BEASLEY Precious Moments (N-Coded)	190
DARYL HALL Cab Driver (Rhythm & Groove/Liquid 8)	169
PIECES OF A DREAM Love's Silhouette (Heads Up)	160
EUGE GROOVE Rewind (Warner Bros.)	131
RICK DERRINGER Hot And Cool (Big3)	99
KIM WATERS Waterfall (Shanachie)	89
FATTBURGER Sizzlin' (Shanachie)	79
PETER WHITE Who's That Lady? (Columbia)	61
BRIAN MCKNIGHT Shoulda, Woulda, Coulda (Motown/Universal)	58
J. THOMPSON Tell Me The Truth (AMH)	55
GREG ADAMS 'Sup With That (Ripa/Blue Note)	55
STEVE OLIVER High Noon (Native Language)	38

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



**Voodoo Village**  
"Memphis Underground"

"It is the perfect "fall book into the holidays" tune that will liven up the music mix of every Smooth Jazz station's broadcast day."

Norm Miller  
Program Director  
WJZN FM 98.9  
Memphis, TN

going for adds 10/13



Contains the Smooth Jazz hit  
**"Memphis Underground"**  
A Tribute to Herbie Mann

Members of VOODOO VILLAGE have recorded or toured with such Smooth Jazz greats as Kirk Whalum, Najee, Michael McDonald, and Tom Scott, as well as Blues and Soul legends B.B. King, Etta James, Al Green, and Isaac Hayes. Special Guest appearances by The Memphis Horns.







# Smooth Jazz Meets Its Match

## A new program targets upscale wine lovers

Like chardonnay and sea bass, cabernet with a great New York strip or champagne with caviar, there are some matches made in heaven. And for "The Wine Experience Radio Show," the perfect mate is Smooth Jazz.

What is "The Wine Experience"? Smooth Jazz stations around the country are finding it to be a unique new programming and sales feature that is a natural complement to these stations' relationships with listeners.

It is a new one-minute daily feature that celebrates wine and brings listeners all the important elements of choosing, buying, serving and enjoying wine as a part of their lifestyle. From matching wine with favorite foods to simple tips on tasting, from exploring wine varieties to planning wine-country travel, every show provides reliable and interesting information for wine novices and enthusiasts alike.

Perhaps the most unique part of this program, though, is that it does all this in an easygoing and decidedly unsnooty way — no wine snobs here! With top-notch production that includes appropriate effects and original music, it pairs up perfectly with the sound and attitude of Smooth Jazz.

### Upscale Lifestyles

Chicago-based Corkscrew Productions produces and syndicates the show as feature programming that speaks directly to the interests of Smooth Jazz listeners. At the same time, the show can be used by sales as an ideal sponsorship and nontraditional-revenue opportunity.

Stations like WQCD (CD101.9)/New York; WSSM/St. Louis; WJZK/Columbus, OH; KOAS/Las Vegas; and KIFM/San Diego have taken on the program both as pure programming and as an advertising-driven anchor to create premium-priced sales packages.

"Because of the success of CD101.9's Wine Festival last year, we knew we had uncovered another key revenue category for our radio station," says WQCD LSM Michael Novara. "The Smooth Jazz format has always been conducive to drawing upscale listen-

ers who live a certain lifestyle, and enjoying the nuances and pleasures of wines is part of that lifestyle.

"The Wine Experience" is a vehicle through which we can continue to appreciate our listeners about the virtues of wine. We can also use the program to generate sponsorship revenue from spirits distributors and specific wine brands."

The feature's companion website, [www.wineexp.com](http://www.wineexp.com), adds even more station-branding and promotional considerations. It provides listeners with more in-depth information about the topics covered on the show that day, as well as an archive of the shows, which are accessible for listening or download after they air.

It also gives stations content and links to add to their individual sites, a feature WQCD took full advantage of as it packaged an integrated program for a major advertiser.

### Demystifying Wine

An interest in wine is an indicator of an active and social lifestyle that includes entertaining, dining out, travel and, of course, music. It's no surprise that the almost 50 million Americans who drink wine are among the most sought-after consumers, considering the wide variety of products and services that contribute to their highly engaged way of life.

"The Wine Experience" was created specifically to demystify wine and help people get the most from each glass or bottle. When you combine that with the ever-increasing popularity and affordability of quality wines, it creates the opportunity to build a long-term audience relationship.

"The Wine Experience" takes care not to rely on "wine-speak." Instead, it puts its great information about wine into everyday language. The presenter, "Ken," is the personification of a knowledgeable wine guy who is one of us.

This character is brought to life by radio personality Steve Downes, who, when not engaging listeners as "Ken," is the successful morning man on WDRV (The Drive)/Chicago, as well

as host of United Stations' syndicated weekly offering *The Classics*.

The show is not created in a vacuum. Prior to its launch research was conducted to identify people's attitudes and behavior when it comes to wine and shopping for wine. Five thousand wine drinkers were contacted, and 650 responded — a pretty impressive response rate!

Among the key findings was that less than half were willing to ask for

**"The Smooth Jazz format has always been conducive to drawing upscale listeners who live a certain lifestyle, and enjoying the nuances and pleasures of wines is part of that lifestyle."**

Michael Novara

help at the wine store, and two-thirds indicated that they were not at all confident in making a wine selection — and these were wine drinkers. Clearly, there was a window of opportunity to bring people usable, interesting, fun and nonintimidating radio about wine.

### Expert Opinions

Each "Wine Experience" episode is validated by a true wine expert: Patrick Fegan. Fegan is the Director of the Chicago Wine School and the only Chicagoan to have passed the world's most rigorous wine-tasting exam, the Institute of Masters of Wine in London.

Fegan's professional background and expertise in all areas of wine knowledge are unsurpassed. In a career spanning 30 years, he has penned numerous articles about wine for respected publications and major news-

papers; authored two books; acted as contributing editor on two of the most influential reference books on wine, *The Oxford Companion on Wine* and *Wine for Dummies*; and taught more than 17,000 students about wine. Fegan ensures that all the information presented to listeners is as accurate and reliable as it can be.

"The Wine Experience" represents a creative approach to syndication for a short-form feature. Recognizing that features can be interruptive, especially in music-intensive formats like Smooth Jazz, the show is offered to stations with an unbundled national barter minute.

This gives stations the highest degree of flexibility in scheduling and the use of promotional inventory and the ability to create sales packages with the program adjacency. Corkscrew Productions accepts its barter units within a broader rotational window. It's a smart understanding of the difficulties that programmers face maintaining the integrity of the listening experience.

### A New Company

Corkscrew Productions is new to radio syndication. The company was formed by two former advertising and media executives — Len Watson and myself — whose relationships with radio are based on advertising-agency creative, media development and buying. However, we've assembled a team of real radio pros to make each episode of "The Wine Experience" sound great and to provide contact and counsel for stations on sales and online opportunities.

Award-winning production talent and current Creative Director for WLUP (The Loop)/Chicago Matt Bisbee brings his magic to the studio, working closely with Steve Downes. Brad Fuhr, our affiliate-relations contact, is a radio veteran from Emmis and Bonneville/Chicago, where he worked on Internet and radio initiatives. He handled affiliate relations for MJI Broadcasting and is a member of the Conclave board of directors.

With wine becoming a key part of station events and promotions in many markets, creating a long-term association with wine is a way to bond with listeners. Whether just coming to the beverage or true enthusiasts, wine drinkers represent precisely the kind of highly social, active and influential people who can make a station a focal point for local dining and entertainment.

Whether the market is large or small, the growth in interest in all things related to food and wine is proven by the incredible popularity of tastings and festivals. One event website has counted over 22,000 wine and food festivals in the last two years alone.

Great radio taps in to the interests and passions of the listener, and smart stations can become part of how that listener defines his or her taste, hipness and social experiences. It's the same with wine and food. That's why we created "The Wine Experience" to offer a fun and relatable way for stations to further connect with those interested.

### A Simple Rule

There's a simple rule when it comes to learning about wine: Taste, taste, taste. So, for a taste of "The Wine Experience," check out the website and listen for yourself. Corkscrew would love your comments, questions or suggestions about the show, certainly, but we would also like to hear what wines you like or want to know more about.

Here's a final word from the show host, "Ken:" "Hi, this is Ken with 'The Wine Experience.' We think wine is all about being with friends, having good times, traveling to beautiful places and enjoying good food. Mostly it's about the fun of exploring and discovering along the way.

"It doesn't matter whether you're a wine nut or just like an occasional glass. Here's our promise to you: none

**Great radio taps into the interests and passions of the listener, and smart stations can become part of how that listener defines his or her taste, hipness and social experiences.**

of that snooty wine-speak! We have fun with the how to, where from, what if and why not of wine.

"So, here's your first tip: To kick back after a long day, my favorite is a peppery Shiraz from Australia. They're easy to find, easy to drink and easy on your wallet too. Put on Grover Washington's 'Winelight,' and pop the cork!"

Some matches are made in heaven.

*Kenneth Ohr is an advertising, sales and marketing executive who has held top management positions at J. Walter Thompson, Ogilvy & Mather and USA Today and is considered an expert in multimedia and integrated communications. For the past year he has immersed himself in the wine business while establishing Corkscrew Productions and developing "The Wine Experience."*

### TALK BACK TO R&R!

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

Phone: 310-788-1665

E-mail:

[carcher@radioandrecords.com](mailto:carcher@radioandrecords.com)

Fax: 310-203-9763



**America's Best Testing Hot AC Songs 12 +  
For The Week Ending 10/10/03**

Artist (Label)	TW	LW	Familiarity	Burn	Women 18-34	Women 18-24	Women 25-34
<b>MATCHBOX TWENTY</b> Bright Lights (Atlantic)	4.29	4.21	84%	6%	4.21	4.15	4.36
<b>3 DOORS DOWN</b> Here Without You (Republic/Universal)	4.27	4.20	88%	14%	4.30	4.27	4.38
<b>SANTANA</b> f/ALEX BAND Why Don't You & I (Arista)	4.18	4.26	87%	22%	4.14	4.15	4.11
<b>NICKELBACK</b> Someday (Roadrunner/IDJMG)	4.14	-	66%	8%	4.24	4.34	4.08
<b>MATCHBOX TWENTY</b> Unwell (Atlantic)	4.12	4.18	99%	45%	4.17	4.06	4.42
<b>JASON MRAZ</b> The Remedy (I Won't Worry) (Elektra/EEG)	4.11	4.13	97%	38%	4.13	4.20	3.95
<b>VERTICAL HORIZON</b> I'm Still Here (RCA)	4.11	4.19	76%	9%	4.12	4.15	4.03
<b>JOSH KELLEY</b> Amazing (Hollywood)	3.99	3.96	74%	16%	4.10	4.21	3.87
<b>LIVE</b> Heaven (Radioactive/Geffen)	3.98	4.10	86%	21%	4.08	4.04	4.16
<b>ATARIS</b> The Boys Of Summer (Columbia)	3.96	3.94	96%	31%	3.97	4.10	3.67
<b>SARAH MCLACHLAN</b> Fallen (Arista)	3.94	3.99	56%	7%	4.01	3.98	4.07
<b>JOHN MAYER</b> Bigger Than My Body (Aware/Columbia)	3.93	3.93	89%	20%	3.95	3.97	3.91
<b>GUSTER</b> Amsterdam (Gonna Write You A Letter) (Palm/Reprise)	3.93	3.88	57%	10%	3.78	3.94	3.47
<b>GAVIN DEGRAW</b> Follow Through (J)	3.92	3.83	38%	6%	4.00	4.11	3.84
<b>LIZ PHAIR</b> Why Can't I? (Capitol)	3.91	3.92	87%	23%	3.88	3.95	3.72
<b>STAIN'D</b> So Far Away (Flip/Elektra/EEG)	3.89	3.99	78%	18%	3.88	3.90	3.86
<b>SALIVA</b> Rest In Pieces (Island/IDJMG)	3.89	3.98	70%	15%	3.68	3.73	3.56
<b>TRAIN</b> Calling All Angels (Columbia)	3.82	3.87	98%	44%	3.69	3.72	3.64
<b>DIDD</b> White Flag (Arista)	3.82	3.71	76%	16%	3.85	3.87	3.81
<b>MICHELLE BRANCH</b> Are You Happy Now? (Maverick/Warner Bros.)	3.78	3.99	98%	43%	3.75	3.80	3.64
<b>SHERYL CROW</b> The First Cut Is The Deepest (A&M/Interscope)	3.73	3.65	50%	9%	3.71	3.63	3.83
<b>EVANESCENCE</b> Bring Me To Life (Wind-up)	3.69	3.77	98%	57%	3.68	3.60	3.87
<b>BARENAKED LADIES</b> Another Postcard (Chimps) (Reprise)	3.67	3.85	52%	8%	3.61	3.72	3.38
<b>FOUNTAINS OF WAYNE</b> Stacy's Mom (S-Curve/EMC)	3.56	3.61	88%	29%	3.19	3.21	3.13
<b>SUGAR RAY</b> Is She Really Going Out With Him? (Atlantic)	3.47	3.39	81%	26%	3.26	3.22	3.33
<b>UNCLE KRACKER</b> f/DOBBIE GRAY Drift Away (Lava)	3.36	3.34	97%	58%	3.31	3.33	3.26
<b>KELLY CLARKSON</b> Miss Independent (RCA)	3.34	3.47	96%	58%	3.35	3.52	2.93
<b>WILSHIRE</b> Special (Columbia)	3.33	3.47	46%	14%	3.28	3.33	3.17
<b>STING</b> Send Your Love (A&M/Interscope)	3.32	3.29	40%	10%	3.14	2.83	3.67

Total sample size is 441 respondents. Total average favorability estimates are based on a scale of 1-5. (1=dislike very much, 5=like very much). Total familiarity represents the percentage of respondents who recognized the song. Total burn represents the number of respondents who said they are tired of hearing the song. Sample composition is based on persons 12+. 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 local research. The results are intended to show opinions of participants on the Internet only. RateTheMusic is a registered trademark of RateTheMusic.com. The RTM system, is available for local radio stations by calling 818-377-5300. RateTheMusic.com data is provided by Mediabase Research, a division of Premiere Radio Networks.

**New & Active**

**BANGLES** Something That You Said (Koch)  
Total Plays: 259, Total Stations: 22, Adds: 1

**HOOTIE & THE BLOWFISH** Space (Atlantic)  
Total Plays: 246, Total Stations: 13, Adds: 0

**EVANESCENCE** Going Under (Wind-up)  
Total Plays: 222, Total Stations: 16, Adds: 0

**MARIA** I Give, You Take (DreamWorks)  
Total Plays: 214, Total Stations: 20, Adds: 1

**MEAT LOAF** I Couldn't Have Said It Better (Sanctuary/SRG)  
Total Plays: 192, Total Stations: 16, Adds: 2

**FUEL** Falls On Me (Epic)  
Total Plays: 184, Total Stations: 15, Adds: 2

**EASTMOUNTAINSOUTH** You Dance (DreamWorks)  
Total Plays: 150, Total Stations: 11, Adds: 0

**R.E.M.** Bad Day (Warner Bros.)  
Total Plays: 147, Total Stations: 13, Adds: 0

**TRAIN** When I Look To The Sky (Columbia)  
Total Plays: 119, Total Stations: 11, Adds: 10

**NELLY FURTADO** Powerless (Say What You Want) (DreamWorks)  
Total Plays: 98, Total Stations: 34, Adds: 34

Songs ranked by total plays

**Indicator Most Added\***

**MICHELLE BRANCH** Breathe (Maverick/Warner Bros.)

**NELLY FURTADO** Powerless (Say What You Want) (DreamWorks)

**Reporters**

**WKDD/Akron, OH**  
OM/PM: Keith Kennedy  
No Adds

**WRYE/Albany, NY**  
PD: Randy McClellan  
AP/MD: Emily Bush  
MD: Trent Hales  
1 BARENAKED LADIES

**KPXC/Albuquerque, NM**  
PD: Tom Hines  
MD: Doreen McClellan  
CONTACT: MARI  
NELLY FURTADO

**KMXS/Anchorage, AK**  
PD: Ross Lamson  
MD: Amanda Thomas  
No Adds

**WDMN/Atlantic City, NJ**  
PD: Brad Carson  
MD: Sam Turner  
VERTICAL HORIZON  
BARENAKED LADIES

**KAMD/Westin, TX**  
PD: Scooby Stevens  
MD: Clay Cooper  
1 NELLY FURTADO  
JASON MRAZ  
BANG: IS

**KLY/Bakersfield, CA**  
PD: E.J. Tyler  
AP/MD: ERB Tizer  
4 NELLY FURTADO  
CONTACT: SUGAR RAY

**WWMX/Baltimore, MD**  
MD: Josh Sheehan  
PM/MD: Steve Hines  
1 TRAIN  
SHERYL CROW

**WSSD/Buffalo, NY**  
PD: E.J. Tyler  
MD: Rob Lucas  
1 UNCLE KRACKER

**WCOG/Cape Cod, MA**  
OM/PM: Gregg Cassidy  
MD: Cheryl Pink  
No Adds

**WMTI/Cedar Rapids, IA**  
PM/MD: JJ Cox  
7 BARENAKED LADIES  
6 GAVIN DEGRAW

**WALC/Charleston, SC**  
PD: Brent McKay  
No Adds

**WLMV/Charlotte, NC**  
PD: Neal Sharpe  
AP/MD: David James  
No Adds

**WTDK/Chicago, IL**  
PM/MD: Mary Ellen Kachaske  
1 NELLY FURTADO  
BEH HAPPER

**WWRD/Cincinnati, OH**  
OM/PM: Tommy Frank  
AP/MD: Corey Collins  
MD: Brian Douglas  
TRAIN  
MEAT LOAF  
MICHELLE BRANCH

**WWMX/Cincinnati, OH**  
PD: Steve Bender  
MD: Storm Bennett  
No Adds

**WWMX/Cleveland, OH**  
PD: Steve Igarashi  
MD: Sherry Crow  
SARAH MCLACHLAN

**WQAL/Cleveland, OH**  
PD: Alan Fox  
MD: Melissa Miller  
27 UNCLE KRACKER  
10 NELLY FURTADO  
STACE CRIBDO

**KVUU/Columbus Springs, CO**  
PM/MD: AJ Carlisle  
2 NELLY FURTADO  
1 SUGAR RAY  
THORNS

**WENS/Columbus, OH**  
MD: Drew Van Stone  
MD: Jeff Baskett  
MD: Tishia Cole  
No Adds

**KLTC/Corpus Christi, TX**  
OM/PM: Bert Clark  
FRANKY PEREZ  
HOWE DAY

**KOMX/Dallas, TX**  
PD: Pat McMillan  
MD: Lisa Thomas  
No Adds

**WDAQ/Danbury, CT**  
PD: Bill Trella  
MD: Scott Buchanan  
29 MICHELLE BRANCH  
16 STACE CRIBDO  
5 HILARY DUFF

**WMMX/Dayton, OH**  
PD: Jill Stevens  
MD: Steve Vincent  
No Adds

**KALC/Deer, CO**  
PD: BJ Harris  
MD: Steve Kaden  
21 TRAIN  
5 NELLY FURTADO  
BEH HAPPER

**KMMX/Deer, CO**  
PD: Brian Harris  
MD: Michael Bellard  
NELLY FURTADO

**KSTZ/Des Moines, IA**  
PD: Jim Scheider  
MD: Jeremy Wright  
No Adds

**WDDV/Detroit, MI**  
PD: Greg Ashton  
MD: Steve Decker  
16 SHERYL CROW

**WDMN/Dothan, AL**  
OM/MD: Paul Thomas  
PD: John Madden  
MICHELLE BRANCH

**KSMH/El Paso, TX**  
MD: Courtney Hudson  
PM/MD: Chris Elliot  
1 JAGRA  
NELLY FURTADO

**WSSM/Fayetteville, NC**  
PM/MD: Chris Chase  
2 NELLY FURTADO

**KALZ/Fresno, CA**  
PD: E. Curtis Johnson  
MD: Chris Board  
SUGAR RAY  
NELLY FURTADO

**WMMX/Fl. Myers, FL**  
PM/MD: Bob Grotzinger  
AP/MD: Bruce Cannon  
NELLY FURTADO

**WMEF/Fl. Wayne, IN**  
PD: Tommie Allen  
MD: Chris Caga  
No Adds

**WYTV/Grand Rapids, MI**  
OM: Dawn Montgomery  
PD: John Patrick  
AP/MD: Ian Evans  
JACOBSON 5  
DEO

**WQZN/Greensboro, NC**  
PD: Mike Kaplan  
MD: Eric Gray  
No Adds

**WIKZ/Hagerstown, MD**  
MD: Jeff Robinson  
15 NORAH JONES

**WMMX/Harrisburg, PA**  
OM/PM: John O'Brien  
MD: Danny Leggin  
1 SARAH MCLACHLAN  
NELLY FURTADO

**WTRC/Hartford, CT**  
OM/PM: Steve Sullivan  
MD: Anthony Jones  
MICHELLE BRANCH  
NELLY FURTADO  
HOWE DAY

**KMMX/Houston, TX**  
MD: Tom St. James  
MD: Tom St. James  
2 NELLY FURTADO  
TRAIN

**KYME/Kansas City, MO**  
PD: Mike O'Healy  
MD: Steve Abigail  
No Adds

**KMXL/Las Vegas, NV**  
PD: Michael Perry  
MD: Chase Hensley  
SUGAR RAY  
NELLY FURTADO

**WMDL/Lexington, KY**  
PD: Barry Fox  
PM/MD: Ed Fogarty  
BARENAKED LADIES

**KURD/Little Rock, AR**  
PD: Randy Cole  
MD: Brady Rogers  
FRANKY PEREZ

**KISG/Los Angeles, CA**  
MD: Chaeul Daniel  
PD: Jason Kaye  
AP/MD: Andrew Archer  
ELVIS PRESLEY VS PAUL OWENS.F.D  
DOMA SUMMER

**KYSR/Los Angeles, CA**  
PD: John Jay  
AP/MD: Chris Pugh  
8 NELLY FURTADO  
4 TRAIN

**WQML/Oakville, KY**  
PD: George Lindsey  
MD: Kristin Blair  
MICHELLE BRANCH  
NICOLELACK

**WMAQ/Madison, WI**  
MD: Bob Schaefer  
MD: Laura Ford  
No Adds

**WMBZ/Memphis, TN**  
MD: Jerry Dine  
AP/MD: Tom "Tommy" Britton  
SHERYL CROW  
NELLY FURTADO

**WMCN/Memphis, TN**  
PD: Chris Taylor  
MD: Tom St. James  
2 NELLY FURTADO  
TRAIN

**KSTP/Menasha, WI**  
MD: Marc Kuback  
MD: Leslee Pugh  
AP/MD: Jill West  
SEAL

**KQHP/Midwest, CA**  
PD: Michael Perry  
MD: Chase Hensley  
SUGAR RAY  
NELLY FURTADO

**KSSD/Midwest, CA**  
MD: Dennis Janner  
5 NELLY FURTADO  
1 MICHELLE BRANCH

**WMMX/Mountain, NJ**  
OM/PM: Lisa Russo  
MD: Debbie Hazzard  
NICOLELACK

**KODU/Montgomery, CA**  
PM/MD: Mike Seal  
SEA HAPPER  
STACE CRIBDO  
NICOLELACK  
NELLY FURTADO

**WJZZ/New Orleans, LA**  
OM/PM: Julie Roberts  
MD: Scott Alexander  
MD: Sherry Crow  
SHERYL CROW  
NICOLELACK

**WFLA/New York, NY**  
MD: Tom "Tommy" Britton  
MD: Scott Shannon  
MD: Laura Franco  
JEWEL

**WPTF/Norfolk, VA**  
PD: Steve McKay  
MD: Jason Goodman  
No Adds

**KYIS/Oaklahoma City, OK**  
MD: Chris Baker  
PM/MD: Ray Kalasz  
WACKO 5

**KSRZ/Ontario, NE**  
PD: Eric Johnson  
MD: Jerry Bellato  
SHERYL CROW

**KBBY/Ozark, CA**  
MD: Emily Benjamin  
MD: Melissa Camacho  
PD: J. Lane  
AP/MD: Darren McPherson  
1 BARENAKED LADIES  
NELLY FURTADO  
KELLY CLARKSON

**KQHP/Rochester, NY**  
PD: Drew Lifshitz  
MD: Joe Bosso  
No Adds

**WALD/Pensacola, FL**  
PD: John Short  
MD: Steve  
No Adds

**WMMX/Philadelphia, PA**  
OM/PM: Gerry DeFrancisco  
AP/MD: Joe Price  
No Adds

**KNDP/Phoenix, AZ**  
PD: Ron Price  
MD: John Prapace  
No Adds

**WZPT/Pittsburgh, PA**  
PD: Bill Cies  
AP/MD: Jimmy Horvath  
MD: Scott Alexander  
SARAH MCLACHLAN

**WMMX/Portland, ME**  
PD: Randall Kumbham  
AP/MD: Ethan Madson  
NICOLELACK

**KSKX/Portland, OR**  
PD: Dan Pershad  
MD: Sherry Stewart  
10 NELLY FURTADO  
6 TRAIN  
HOWE DAY

**WSNE/Providence, RI**  
PD: Steve Pech  
MD: David Madson  
NELLY FURTADO

**WPRY/Reading, PA**  
PM/MD: AJ Bette  
No Adds

**WMMX/Richmond, VA**  
PM/MD: Tom Baldwin  
No Adds

**WVOR/Rochester, NY**  
PD: Steve Lifshitz  
MD: Joe Bosso  
No Adds

**KZQZ/Sacramento, CA**  
PD: Steve Lumbert  
No Adds

**KOMB/Salt Lake City, UT**  
MD: Alan Jones  
PD: Mike Hedden  
AP/MD: Justin Wiley  
JASON MRAZ  
FRANKY PEREZ

**KFMD/San Diego, CA**  
OM/PM: Tracy Williams  
MD: Jim Simard  
SUGAR RAY  
NELLY FURTADO

**KMYT/San Diego, CA**  
PD: Duane Payne  
MD: Bill Hester  
SHERYL CROW

**KOVS/San Francisco, CA**  
MD: James Bar  
12 NELLY FURTADO

**KLCC/San Francisco, CA**  
PD: John Jones  
MD: David Madson  
No Adds

**WETA/San Jose, CA**  
MD: Jim Marley  
MD: Michael "Bartman"  
1 NELLY FURTADO  
1 MICHELLE BRANCH

**KRIZ/Santa Barbara, CA**  
MD: Sandy Lipscomb  
PD: Bill Michaels  
MD: Matthew Thomas  
15 DIDD

**WBYN/Springfield, MA**  
OM/PM: Pat McKay  
AP/MD: Matt Gregory  
No Adds

**KYKY/St. Louis, MO**  
PD: Sherry Rivers  
AP/MD: Greg Hensley  
1 NELLY FURTADO  
TRAIN

**MVTV/St. Louis, MO**  
PD: Sherry Rivers  
MD: Jim Dewas  
1 R.E.L.

**WSSR/Tampa, FL**  
PD: Bob Schmidt  
AP/MD: Karl Schwann  
MD: Kristi Knight  
MICHELLE BRANCH  
NELLY FURTADO

**WMMX/Toledo, OH**  
MD: Tim Roberts  
PD: Steve Martelli  
MD: Jeff Wicker  
2 SARAH MCLACHLAN

**WMMX/Toronto, ON**  
PD: Bob Weaver  
MD: Matthew Leigh  
SUGAR RAY

**KSZR/Tucson, AZ**  
MD: Rob Burns  
MD: Keith Thomas  
LUTHER WANDROSS  
AJA

**WMMX/Turkey City, MI**  
PD: Rob Weaver  
MD: Matthew Leigh  
SUGAR RAY

**WMMX/Washington, DC**  
MD: Kasey King  
MD: Carol Parker  
No Adds

**WMMX/Washington, DC**  
MD: Kasey King  
MD: Carol Parker  
7 SHERYL CROW  
6 MICHELLE BRANCH

**KZPT/Watson, AZ**  
PD: Cary Edwards  
MD: Linda Lutz  
SHERYL CROW

**KZSS/Tulsa, OK**  
PM/MD: Kim Bower  
1 BARENAKED LADIES  
1 SARAH MCLACHLAN

**WMMX/Palm Beach, FL**  
PD: Tony Navarro  
MD: Carol Parker  
LIZ PHAIR

**WMMX/Washington, DC**  
MD: Kasey King  
MD: Carol Parker  
No Adds

**WMMX/Washington, DC**  
MD: Kasey King  
MD: Carol Parker  
7 SHERYL CROW  
6 MICHELLE BRANCH

**KFRZ/Wichita, KS**  
MD: Sherry Rivers  
MD: Steve White  
5 SARAH MCLACHLAN  
NICOLELACK

**WMLD/Worcester, MA**  
MD: Matt Lutz  
1 MEAT LOAF  
NELLY FURTADO

**WMMX/Yonkers, OH**  
MD: Dan Hines  
MD: Steve Franco  
No Adds

**\*Monitored Reporters**  
105 Total Reporters  
95 Total Monitored  
10 Total Indicator



# R&R HOT AC TOP 40

October 10, 2003

Powered By



LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	SANTANA f/ALEX BAND Why Don't You & I (Arista)	3873	+139	255435	18	89/0
2	2	MATCHBOX TWENTY Unwell (Atlantic)	3524	-64	256213	35	95/0
3	3	TRAIN Calling All Angels (Columbia)	3287	-287	218272	27	92/0
5	4	LIVE Heaven (Radioactive/Geffen)	2905	+237	173097	22	85/0
6	5	JOHN MAYER Bigger Than My Body (Aware/Columbia)	2692	+98	171790	9	92/0
4	6	JASON MRAZ The Remedy (I Won't Worry) (Elektra/EEG)	2640	-106	178887	34	84/0
7	7	LIZ PHAIR Why Can't I? (Capitol)	2549	+17	147451	21	87/1
9	8	DIDO White Flag (Arista)	2459	+45	169004	13	85/1
12	9	MATCHBOX TWENTY Bright Lights (Atlantic)	2425	+213	154029	10	90/0
11	10	JOSH KELLEY Amazing (Hollywood)	2390	+104	153182	27	80/0
13	11	3 DOORS DOWN Here Without You (Republic/Universal)	2368	+379	138012	10	81/2
10	12	UNCLE KRACKER f/DOBBIE GRAY Drift Away (Lava)	2195	-104	156209	38	82/0
8	13	MICHELLE BRANCH Are You Happy Now? (Maverick/Warner Bros.)	2156	-291	130373	21	83/0
14	14	EVANESCENCE Bring Me To Life (Wind-up)	1803	-70	127356	30	72/0
15	15	3 DOORS DOWN When I'm Gone (Republic/Universal)	1677	-178	118895	44	73/0
16	16	SARAH MCLACHLAN Fallen (Arista)	1653	+301	111593	5	81/6
18	17	BARENAKED LADIES Another Postcard (Chimps) (Reprise)	1397	+97	87282	5	73/6
23	18	SHERYL CROW The First Cut Is The Deepest (A&M/Interscope)	1396	+442	94281	3	79/9
20	19	VERTICAL HORIZON I'm Still Here (RCA)	1238	+78	58772	11	57/1
19	20	GUSTER Amsterdam (Gonna Write You A Letter) (Palm/Reprise)	1130	-35	45177	12	66/0
26	21	NICKELBACK Someday (Roadrunner/IDJMG)	973	+262	45941	4	55/7
22	22	ATARIS The Boys Of Summer (Columbia)	963	-54	44722	15	40/0
24	23	STAIN'D So Far Away (Flip/Elektra/EEG)	962	+65	36770	9	46/1
21	24	SALIVA Rest In Pieces (Island/IDJMG)	878	-195	47125	13	40/0
25	25	FOUNTAINS OF WAYNE Stacy's Mom (S-Curve/EMC)	800	-5	44784	13	39/0
33	26	SEAL Waiting For You (Warner Bros.)	575	+152	33200	7	37/2
30	27	GAVIN DEGRAW Follow Through (J)	574	+14	17035	14	42/0
32	28	SHANIA TWAIN Forever And For Always (Mercury/IDJMG)	567	+74	35661	8	30/2
29	29	SUGAR RAY Is She Really Going Out With Him? (Atlantic)	539	-51	37933	15	22/0
28	30	MERCYME I Can Only Imagine (INO/Curb)	538	-75	24682	12	21/0
31	31	STING Send Your Love (A&M/Interscope)	524	+21	27275	7	43/0
36	32	HOWIE DAY Perfect Time Of Day (Epic)	434	+90	21609	3	31/3
35	33	BEYONCÉ f/JAY-Z Crazy In Love (Columbia)	415	+39	31636	9	8/1
Debut	34	MICHELLE BRANCH Breathe (Maverick/Warner Bros.)	414	+216	21576	1	40/7
Debut	35	JASON MRAZ You And I Both (Sanctuary/SRG)	398	+167	18591	1	35/2
39	36	JEWEL Stand (Atlantic)	383	+79	17385	4	28/2
38	37	UNCLE KRACKER Memphis Soul Song (Lava)	375	+61	12254	6	30/2
37	38	KATY ROSE Overdrive (V2)	355	+35	5433	3	19/0
34	39	SIMPLY RED Sunrise (simplyred.com)	346	-31	18515	8	21/0
27	40	WILSHIRE Special (Columbia)	303	-312	9396	14	32/0

## Most Added\*

www.rroads.com

ARTIST TITLE LABEL(S)	ADDS
NELLY FURTADO Powerless (Say What You Want) (DreamWorks)	34
TRAIN When I Look To The Sky (Columbia)	10
SHERYL CROW The First Cut Is The Deepest (A&M/Interscope)	9
NICKELBACK Someday (Roadrunner/IDJMG)	7
MICHELLE BRANCH Breathe (Maverick/Warner Bros.)	7
SUGAR RAY Chasin' You Around (Atlantic)	7
SARAH MCLACHLAN Fallen (Arista)	6
BARENAKED LADIES Another Postcard (Chimps) (Reprise)	6

**michelle branch**  
**"Breathe"**  
**MOST ADDED!**  
**MOST INCREASED!**  
**R&R Hot AC: Debut 34**  
**Modern AC Monitor: Debut 31\***  
**Adult Top 40 Monitor: Debut 34\***

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
SHERYL CROW The First Cut Is The Deepest (A&M/Interscope)	+442
3 DOORS DOWN Here Without You (Republic/Universal)	+379
SARAH MCLACHLAN Fallen (Arista)	+301
NICKELBACK Someday (Roadrunner/IDJMG)	+262
LIVE Heaven (Radioactive/Geffen)	+237
MICHELLE BRANCH Breathe (Maverick/Warner Bros.)	+216
MATCHBOX TWENTY Bright Lights (Atlantic)	+213
JASON MRAZ You And I Both (Sanctuary/SRG)	+167
SEAL Waiting For You (Warner Bros.)	+152
SANTANA f/ALEX BAND Why Don't You & I (Arista)	+139

95 Hot AC reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 9/28-10/4. 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 © 2003. The Arbitron Company). © 2003. R&R, Inc.

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

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America's Best Testing AC Songs 12 +  
For The Week Ending 10/10/03

Artist Title (Label)	TW	LW	Familiarity	Burn	Women	Women	Women
					25-54	25-34	35-54
CLAY AIKEN This Is The Night (RCA)	4.21	4.21	93%	17%	4.37	4.33	4.38
MATCHBOX TWENTY Unwell (Atlantic)	4.10	4.06	97%	31%	4.13	3.83	4.22
DANIEL BEDINGFIELD If You're Not The One (Island/IDJMG)	3.91	3.82	91%	27%	3.95	3.47	4.10
SIMPLY RED Sunrise (simplyred.com)	3.86	3.74	68%	13%	3.85	3.89	3.84
TRAIN Calling All Angels (Columbia)	3.84	3.88	91%	31%	3.90	3.50	4.02
JIM BRICKMAN Peace (Where The Heart Is) (AAL)	3.83	3.79	64%	11%	3.96	3.62	4.04
PHIL COLLINS Look Through My Eyes (Walt Disney/Hollywood)	3.82	3.89	70%	15%	3.85	3.58	3.91
CELINE DION Have You Ever Been In Love (Epic)	3.78	3.81	96%	35%	3.88	3.68	3.93
EAGLES Hole In The World (ERC)	3.74	3.76	90%	28%	3.80	3.17	3.98
LUTHER VANDROSS Dance With My Father (J)	3.73	3.79	90%	35%	3.79	3.51	3.86
SHANIA TWAIN Forever And For Always (Mercury/IDJMG)	3.69	3.64	94%	37%	3.68	3.33	3.78
UNCLE KRACKER f/DOBBIE GRAY Drift Away (Lava)	3.64	3.59	99%	45%	3.67	3.38	3.75
SANTANA f/MICHELLE BRANCH The Game Of Love (Arista)	3.55	3.47	98%	48%	3.54	3.07	3.67
NORAH JONES Don't Know Why (Blue Note/Virgin)	3.51	3.46	96%	48%	3.59	3.34	3.66
MICHAEL BOLTON When I Fall In Love (Passion Group)	3.46	3.54	77%	23%	3.51	3.02	3.62
DARYL HALL Cab Driver (Rhythm & Groove/Liquid 8)	3.46	-	60%	18%	3.42	2.86	3.58
LEANN RIMES We Can (Asylum/Curb)	3.36	3.31	77%	28%	3.35	3.30	3.36
CHRISTINA AGUILERA Beautiful (RCA)	3.22	3.17	99%	61%	3.22	3.44	3.16

Total sample size is 365 respondents. Total average favorability estimates are based on a scale of 1-5. (1=dislike very much, 5=like very much). Total familiarity represents the percentage of respondents who recognized the song. Total burn represents the number of respondents who said they are tired of hearing the song. Sample composition is based on persons 12+. 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\*

- CELINE DION Stand By Your Side (Epic)
- CLAY AIKEN Invisible (RCA)
- HALL & OATES Getaway Car (U-Watch)

**Recurrents**

- PHIL COLLINS Can't Stop Loving You (Atlantic) 1188
- NORAH JONES Don't Know Why (Blue Note/Virgin) 1145
- VANESSA CARLTON A Thousand Miles (A&M/Interscope) 1121
- SHERYL CROW Soak Up The Sun (A&M/Interscope) 1030
- ENRIQUE IGLESIAS Hero (Interscope) 972
- LONESTAR I'm Already There (BNA) 942
- TRAIN Drops Of Jupiter (Tell Me) (Columbia) 852
- CELINE DION A New Day Has Come (Epic) 745
- FAITH HILL Cry (Warner Bros.) 725
- AVRIL LAVIGNE Complicated (Arista) 700
- CALLING Wherever You Will Go (RCA) 653
- KELLY CLARKSON A Moment Like This (RCA) 643

Songs ranked by total plays

**Please Send Your Photos**

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

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

Email: m Davis@radioandrecords.com

**Reporters**

<b>WYBY/Albany, NY*</b> PD: Chris Henderson MD: Chad F. Hara No Adds	<b>WYBF/Birmingham, AL*</b> OMPD: Eric Adams MD: Michael McDonald CLAY AIKEN	<b>KKBA/Corpus Christi, TX*</b> OM: Ed Gonzalez PD: Audrey Mithan HALL & OATES	<b>WJAF/Louisville, KY*</b> PD: Bob Newman MD: Jim Barnes MICHAEL MCDONALD JOSH GROGAN	<b>WTRN/Johnson City, NY*</b> PD: Mark McLaughlin MD: Michael McDonald MICHAEL MCDONALD JOSH GROGAN	<b>WLRO/Melbourne, FL*</b> PD: Michael Lorne MD: Alamy Levy No Adds	<b>OKML/Oklahoma City, OK*</b> PD: Jill Couch APMID: Steve O'Brien 5 MICHAEL BOLTON SEAL	<b>KRNO/Reno, NV*</b> PD: Dan Fraz No Adds	<b>WWSN/South Bend, IN</b> PD: Tom Johnson No Adds	<b>WLWZ/Wichita, KS</b> OM: Tom Johnson PD: Peter Brantigan HALL & OATES
<b>KONG/Albuquerque, NM*</b> MD: Mike Kramer TIM MCGRAW	<b>KLTL/Boston, ID*</b> PD: Dan Kelly MD: Dan Kelly 8 SIMPLY RED	<b>KVIL/Dallas, TX*</b> OMPD: Kurt Johnson MD: Dan Kelly TIM MCGRAW	<b>WKTK/Gainesville, FL*</b> PD: Joe Patrick SARAH MCCLACHLAN JOSH GROGAN	<b>WKYE/Johnstown, PA</b> OMPD: Jerry Deas MD: Joe Patrick HALL & OATES SARAH MCCLACHLAN CLAY AIKEN	<b>WTRV/Memphis, TN*</b> OMPD: Jerry Deas MD: Joe Patrick HALL & OATES SARAH MCCLACHLAN CLAY AIKEN	<b>KEFM/Omaha, NE*</b> MD: Tom Johnson No Adds	<b>WTVR/Richmond, VA*</b> PD: Dan Kelly MD: Dan Kelly No Adds	<b>KSCS/Spartanburg, SC*</b> MD: Dan Kelly HALL & OATES JOSH GROGAN	<b>WEAT/N. Palm Beach, FL</b> PD: Tom Johnson No Adds
<b>WLEY/Allentown, PA*</b> PD: Dan Kelly MD: Dan Kelly HALL & OATES	<b>WMLN/Boston, MA*</b> PD: Dan Kelly MD: Dan Kelly HALL & OATES	<b>WLGT/Dayton, OH*</b> PD: Dan Kelly MD: Dan Kelly No Adds	<b>WLHT/Grand Rapids, MI*</b> PD: Dan Kelly MD: Dan Kelly HALL & OATES SHERYL CROW	<b>WOLR/Kalamazoo, MI</b> OMPD: Ron Lawrence APMID: Ron Lawrence No Adds	<b>WNGO/Middlesex, NJ*</b> PD: Dan Kelly MD: Dan Kelly MICHAEL MCDONALD	<b>KLTO/Omaha, NE*</b> MD: Tom Johnson No Adds	<b>WISD/Roanoke, VA*</b> PD: Dan Kelly MD: Dan Kelly No Adds	<b>IKLY/Spartanburg, SC*</b> MD: Dan Kelly HALL & OATES JOSH GROGAN	<b>WASH/Washington, DC*</b> PD: Tom Johnson No Adds
<b>KYMG/Anchorage, AK</b> OM: Mark Murphy PD: Dan Kelly MD: Dan Kelly HALL & OATES	<b>WMLN/Boston, MA*</b> PD: Dan Kelly MD: Dan Kelly HALL & OATES	<b>KOSI/Denver, CO*</b> PD: Dan Kelly MD: Dan Kelly HALL & OATES	<b>WOOD/Grand Rapids, MI*</b> PD: Dan Kelly MD: Dan Kelly SHERYL CROW	<b>KSRC/Kansas City, MO*</b> MD: Tom Johnson No Adds	<b>WLTO/Milwaukee, WI*</b> PD: Dan Kelly MD: Dan Kelly 3 CELINE DION CLAY AIKEN	<b>WMOG/Oriando, FL*</b> PD: Dan Kelly MD: Dan Kelly No Adds	<b>WRRM/Rochester, NY*</b> OMPD: Tom Johnson MD: Tom Johnson No Adds	<b>WMAA/Springfield, MA*</b> MD: Tom Johnson SEAL PHIL COLLINS	<b>WHUD/Westchester, NY*</b> OMPD: Tom Johnson MD: Tom Johnson No Adds
<b>WLTN/Atlanta, GA*</b> OMPD: Tom Johnson APMID: Tom Johnson No Adds	<b>WEZL/Bridgeport, CT*</b> PD: Dan Kelly MD: Dan Kelly 2 SHANIA TWAIN	<b>KLTV/Des Moines, IA*</b> PD: Dan Kelly MD: Dan Kelly 7 DANIEL PENNACCA	<b>WMAE/Greensboro, NC*</b> PD: Dan Kelly MD: Dan Kelly No Adds	<b>KUDL/Kansas City, MO*</b> PD: Dan Kelly MD: Dan Kelly 5 DARYL HALL HALL & OATES	<b>WLTE/Minneapolis, MN*</b> PD: Dan Kelly MD: Dan Kelly CLAY AIKEN	<b>WMEZ/Pensacola, FL*</b> PD: Dan Kelly MD: Dan Kelly No Adds	<b>WGBR/Rockford, IL</b> PD: Dan Kelly MD: Dan Kelly 5 PHIL COLLINS	<b>KGBV/Springfield, MD</b> OMPD: Tom Johnson MD: Tom Johnson No Adds	<b>KRRB/Wichita, KS*</b> PD: Tom Johnson MD: Tom Johnson SARAH MCCLACHLAN
<b>WFGC/Atlantic City, NJ*</b> MD: Mike Kramer TIM MCGRAW	<b>WJYE/Buffalo, NY*</b> OMPD: Tom Johnson MD: Tom Johnson TIM MCGRAW	<b>WNNC/Detroit, MI*</b> PD: Dan Kelly MD: Dan Kelly 4 PHIL COLLINS	<b>WNYT/Greenville, SC*</b> PD: Dan Kelly MD: Dan Kelly TIM MCGRAW	<b>WUXB/Knoxville, TN*</b> MD: Tom Johnson No Adds	<b>WVXZ/Mobile, AL*</b> PD: Dan Kelly MD: Dan Kelly 1 SARAH MCCLACHLAN	<b>WBEB/Philadelphia, PA*</b> MD: Tom Johnson No Adds	<b>KGYS/Sacramento, CA*</b> PD: Dan Kelly MD: Dan Kelly No Adds	<b>KEZN/Salt Lake City, UT*</b> PD: Dan Kelly MD: Dan Kelly No Adds	<b>WYXX/Salt Lake City, UT*</b> PD: Dan Kelly MD: Dan Kelly No Adds
<b>WBBQ/Augusta, GA*</b> OM: Mike Kramer PD: Dan Kelly MD: Dan Kelly 6 PHIL COLLINS	<b>WHBC/Canton, OH*</b> OMPD: Tom Johnson MD: Tom Johnson HALL & OATES	<b>WOOF/Dothan, AL</b> PD: Dan Kelly MD: Dan Kelly No Adds	<b>WSPA/Greenville, SC*</b> PD: Dan Kelly MD: Dan Kelly TIM MCGRAW	<b>KTDY/Lafayette, LA*</b> PD: Dan Kelly MD: Dan Kelly HALL & OATES	<b>WVXZ/Mobile, AL*</b> PD: Dan Kelly MD: Dan Kelly 1 SARAH MCCLACHLAN	<b>WBEZ/Phoenix, AZ*</b> PD: Dan Kelly MD: Dan Kelly No Adds	<b>KGYS/Sacramento, CA*</b> PD: Dan Kelly MD: Dan Kelly No Adds	<b>KEZN/Salt Lake City, UT*</b> PD: Dan Kelly MD: Dan Kelly No Adds	<b>WYXX/Salt Lake City, UT*</b> PD: Dan Kelly MD: Dan Kelly No Adds
<b>KOMJ/Austin, TX*</b> PD: Dan Kelly MD: Dan Kelly TIM MCGRAW	<b>WSUY/Charleston, SC*</b> PD: Dan Kelly MD: Dan Kelly No Adds	<b>KTSMEI/Paso, TX*</b> PD: Dan Kelly MD: Dan Kelly No Adds	<b>WRCH/Hartford, CT*</b> PD: Dan Kelly MD: Dan Kelly No Adds	<b>KTRT/Honolulu, HI*</b> PD: Dan Kelly MD: Dan Kelly No Adds	<b>WVXZ/Mobile, AL*</b> PD: Dan Kelly MD: Dan Kelly 1 SARAH MCCLACHLAN	<b>WVXZ/Mobile, AL*</b> PD: Dan Kelly MD: Dan Kelly No Adds	<b>KGYS/Sacramento, CA*</b> PD: Dan Kelly MD: Dan Kelly No Adds	<b>KEZN/Salt Lake City, UT*</b> PD: Dan Kelly MD: Dan Kelly No Adds	<b>WYXX/Salt Lake City, UT*</b> PD: Dan Kelly MD: Dan Kelly No Adds
<b>KCFM/Bakersfield, CA*</b> OMPD: Tom Johnson MD: Tom Johnson JOSH GROGAN	<b>WDEF/Chattanooga, TN*</b> PD: Dan Kelly MD: Dan Kelly No Adds	<b>WVXZ/Mobile, AL*</b> PD: Dan Kelly MD: Dan Kelly No Adds	<b>WRCH/Hartford, CT*</b> PD: Dan Kelly MD: Dan Kelly No Adds	<b>KTRT/Honolulu, HI*</b> PD: Dan Kelly MD: Dan Kelly No Adds	<b>WVXZ/Mobile, AL*</b> PD: Dan Kelly MD: Dan Kelly No Adds	<b>WVXZ/Mobile, AL*</b> PD: Dan Kelly MD: Dan Kelly No Adds	<b>KGYS/Sacramento, CA*</b> PD: Dan Kelly MD: Dan Kelly No Adds	<b>KEZN/Salt Lake City, UT*</b> PD: Dan Kelly MD: Dan Kelly No Adds	<b>WYXX/Salt Lake City, UT*</b> PD: Dan Kelly MD: Dan Kelly No Adds
<b>KKDA/Bakersfield, CA*</b> OM: Dan Kelly PD: Dan Kelly MD: Dan Kelly HALL & OATES CLAY AIKEN	<b>WDEF/Chattanooga, TN*</b> PD: Dan Kelly MD: Dan Kelly No Adds	<b>WVXZ/Mobile, AL*</b> PD: Dan Kelly MD: Dan Kelly No Adds	<b>WRCH/Hartford, CT*</b> PD: Dan Kelly MD: Dan Kelly No Adds	<b>KTRT/Honolulu, HI*</b> PD: Dan Kelly MD: Dan Kelly No Adds	<b>WVXZ/Mobile, AL*</b> PD: Dan Kelly MD: Dan Kelly No Adds	<b>WVXZ/Mobile, AL*</b> PD: Dan Kelly MD: Dan Kelly No Adds	<b>KGYS/Sacramento, CA*</b> PD: Dan Kelly MD: Dan Kelly No Adds	<b>KEZN/Salt Lake City, UT*</b> PD: Dan Kelly MD: Dan Kelly No Adds	<b>WYXX/Salt Lake City, UT*</b> PD: Dan Kelly MD: Dan Kelly No Adds
<b>WLF/Baltimore, MD*</b> PD: Dan Kelly MD: Dan Kelly No Adds	<b>WDEF/Chattanooga, TN*</b> PD: Dan Kelly MD: Dan Kelly No Adds	<b>WVXZ/Mobile, AL*</b> PD: Dan Kelly MD: Dan Kelly No Adds	<b>WRCH/Hartford, CT*</b> PD: Dan Kelly MD: Dan Kelly No Adds	<b>KTRT/Honolulu, HI*</b> PD: Dan Kelly MD: Dan Kelly No Adds	<b>WVXZ/Mobile, AL*</b> PD: Dan Kelly MD: Dan Kelly No Adds	<b>WVXZ/Mobile, AL*</b> PD: Dan Kelly MD: Dan Kelly No Adds	<b>KGYS/Sacramento, CA*</b> PD: Dan Kelly MD: Dan Kelly No Adds	<b>KEZN/Salt Lake City, UT*</b> PD: Dan Kelly MD: Dan Kelly No Adds	<b>WYXX/Salt Lake City, UT*</b> PD: Dan Kelly MD: Dan Kelly No Adds
<b>WBBS/Baton Rouge, LA*</b> OMPD: Tom Johnson MD: Tom Johnson TIM MCGRAW	<b>WDEF/Chattanooga, TN*</b> PD: Dan Kelly MD: Dan Kelly No Adds	<b>WVXZ/Mobile, AL*</b> PD: Dan Kelly MD: Dan Kelly No Adds	<b>WRCH/Hartford, CT*</b> PD: Dan Kelly MD: Dan Kelly No Adds	<b>KTRT/Honolulu, HI*</b> PD: Dan Kelly MD: Dan Kelly No Adds	<b>WVXZ/Mobile, AL*</b> PD: Dan Kelly MD: Dan Kelly No Adds	<b>WVXZ/Mobile, AL*</b> PD: Dan Kelly MD: Dan Kelly No Adds	<b>KGYS/Sacramento, CA*</b> PD: Dan Kelly MD: Dan Kelly No Adds	<b>KEZN/Salt Lake City, UT*</b> PD: Dan Kelly MD: Dan Kelly No Adds	<b>WYXX/Salt Lake City, UT*</b> PD: Dan Kelly MD: Dan Kelly No Adds
<b>WVJY/Biloxi, MS*</b> OMPD: Tom Johnson MD: Tom Johnson No Adds	<b>WDEF/Chattanooga, TN*</b> PD: Dan Kelly MD: Dan Kelly No Adds	<b>WVXZ/Mobile, AL*</b> PD: Dan Kelly MD: Dan Kelly No Adds	<b>WRCH/Hartford, CT*</b> PD: Dan Kelly MD: Dan Kelly No Adds	<b>KTRT/Honolulu, HI*</b> PD: Dan Kelly MD: Dan Kelly No Adds	<b>WVXZ/Mobile, AL*</b> PD: Dan Kelly MD: Dan Kelly No Adds	<b>WVXZ/Mobile, AL*</b> PD: Dan Kelly MD: Dan Kelly No Adds	<b>KGYS/Sacramento, CA*</b> PD: Dan Kelly MD: Dan Kelly No Adds	<b>KEZN/Salt Lake City, UT*</b> PD: Dan Kelly MD: Dan Kelly No Adds	<b>WYXX/Salt Lake City, UT*</b> PD: Dan Kelly MD: Dan Kelly No Adds
<b>WVJY/Birmingham, AL*</b> OMPD: Tom Johnson MD: Tom Johnson No Adds	<b>WDEF/Chattanooga, TN*</b> PD: Dan Kelly MD: Dan Kelly No Adds	<b>WVXZ/Mobile, AL*</b> PD: Dan Kelly MD: Dan Kelly No Adds	<b>WRCH/Hartford, CT*</b> PD: Dan Kelly MD: Dan Kelly No Adds	<b>KTRT/Honolulu, HI*</b> PD: Dan Kelly MD: Dan Kelly No Adds	<b>WVXZ/Mobile, AL*</b> PD: Dan Kelly MD: Dan Kelly No Adds	<b>WVXZ/Mobile, AL*</b> PD: Dan Kelly MD: Dan Kelly No Adds	<b>KGYS/Sacramento, CA*</b> PD: Dan Kelly MD: Dan Kelly No Adds	<b>KEZN/Salt Lake City, UT*</b> PD: Dan Kelly MD: Dan Kelly No Adds	<b>WYXX/Salt Lake City, UT*</b> PD: Dan Kelly MD: Dan Kelly No Adds

\* Monitored Reports  
139 Total Reporters  
122 Total Monitored  
17 Total Indicator

Did Not Report, Playlist Frozen (3):  
WPEZ/Macon, GA  
WGNW/Wilmington, NC  
WSWT/Peoria, IL



# R&R AC TOP 30

October 10, 2003



LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	UNCLE KRACKER f/DOBIE GRAY <i>Drift Away (Lava)</i>	2374	-104	209580	32	107/0
2	2	SHANIA TWAIN <i>Forever And For Always (Mercury/IDJMG)</i>	2255	+73	185497	24	112/2
3	3	MATCHBOX TWENTY <i>Unwell (Atlantic)</i>	2183	+57	198148	22	100/1
4	4	CELINE DION <i>Have You Ever Been In Love (Epic)</i>	2043	-15	165031	25	118/0
5	5	LUTHER VANDROSS <i>Dance With My Father (J)</i>	1993	-9	174520	18	108/0
7	6	COUNTING CROWS <i>Big Yellow Taxi (Geffen/Interscope)</i>	1645	+36	144318	23	91/0
6	7	DANIEL BEDINGFIELD <i>If You're Not The One (Island/IDJMG)</i>	1585	-111	114002	27	106/1
10	8	SANTANA f/MICHELLE BRANCH <i>The Game Of Love (Arista)</i>	1555	+77	132782	52	107/0
9	9	MERCYME <i>I Can Only Imagine (INO/Curb)</i>	1539	+18	94758	23	91/0
11	10	TRAIN <i>Calling All Angels (Columbia)</i>	1427	+83	123357	15	98/0
8	11	EAGLES <i>Hole In The World (ERC)</i>	1427	-180	104246	20	103/0
12	12	SIMPLY RED <i>Sunrise (simplyred.com)</i>	1359	+91	80840	14	90/2
14	13	PHIL COLLINS <i>Look Through My Eyes (Walt Disney/Hollywood)</i>	1131	+231	64725	4	87/5
13	14	CHRISTINA AGUILERA <i>Beautiful (RCA)</i>	1085	-56	92442	42	92/0
16	15	JIM BRICKMAN <i>Peace (Where The Heart Is) (AAL)</i>	846	+3	37662	9	91/2
19	16	MICHAEL BOLTON <i>When I Fall In Love (Passion Group)</i>	720	+122	28701	5	64/2
15	17	LEANN RIMES <i>We Can (Asylum/Curb)</i>	709	-145	25926	15	85/0
17	18	CLAY AIKEN <i>This Is The Night (RCA)</i>	694	-13	41392	17	65/0
23	19	CELINE DION <i>Stand By Your Side (Epic)</i>	554	+126	27701	3	52/5
18	20	DARYL HALL <i>Cab Driver (Rhythm &amp; Groove/Liquid 8)</i>	546	-54	28225	13	73/1
21	21	MICHAEL BUBLE <i>How Can You Mend A Broken... (143/Reprise)</i>	488	+34	29205	7	61/4
20	22	GLORIA ESTEFAN <i>Wrapped (Epic)</i>	460	-34	26168	9	64/0
26	23	SEAL <i>Waiting For You (Warner Bros.)</i>	397	+91	34790	7	44/3
24	24	K. CARLSON f/B. MARDONES <i>I Know You By Heart (Kataphonic)</i>	383	+21	12962	11	53/1
22	25	KENNY LOGGINS <i>With This Ring (All The Best)</i>	365	-74	14733	10	56/1
30	26	SHERYL CROW <i>The First Cut Is The Deepest (A&amp;M/Interscope)</i>	341	+120	43989	2	31/5
28	27	STEVEN CURTIS CHAPMAN <i>How Do I Love Her (Sparrow)</i>	260	-7	7623	11	41/2
Debut	28	SARAH MCLACHLAN <i>Fallen (Arista)</i>	242	+95	31767	1	27/7
-	29	DIDO <i>White Flag (Arista)</i>	237	+44	35247	2	17/2
29	30	ANNIE LENNOX <i>Wonderful (J)</i>	227	+1	12659	5	33/1

121 AC reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 9/28-10/4. 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 (© 2003, The Arbitron Company). © 2003, R&R, Inc.

## New & Active

**CLAY AIKEN** *Invisible (RCA)*

Total Plays: 226, Total Stations: 35, Adds: 10

**BURKE RONEY** *Let It All Come Down (R World)*

Total Plays: 225, Total Stations: 23, Adds: 2

**TIM MCGRAW** *Tiny Dancer (Curb)*

Total Plays: 183, Total Stations: 41, Adds: 12

**JOHN MAYER** *Bigger Than My Body (Aware/Columbia)*

Total Plays: 145, Total Stations: 14, Adds: 1

**HALL & OATES** *Getaway Car (U-Watch)*

Total Plays: 120, Total Stations: 35, Adds: 11

**MICHAEL MCDONALD** *Am't No Mountain High Enough (Motown)*

Total Plays: 97, Total Stations: 19, Adds: 7

**SIEDAH** *Man In The Mirror (Omtown)*

Total Plays: 67, Total Stations: 14, Adds: 0

**JOSH GROBAN** *You Raise Me Up (143/Reprise)*

Total Plays: 18, Total Stations: 24, Adds: 24

Songs ranked by total plays

## Most Added\*

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
JOSH GROBAN <i>You Raise Me Up (143/Reprise)</i>	24
TIM MCGRAW <i>Tiny Dancer (Curb)</i>	12
HALL & OATES <i>Getaway Car (U-Watch)</i>	11
CLAY AIKEN <i>Invisible (RCA)</i>	10
SARAH MCLACHLAN <i>Fallen (Arista)</i>	7
MICHAEL MCDONALD <i>Ain't No Mountain High Enough (Motown)</i>	7
PHIL COLLINS <i>Look Through My Eyes (Walt Disney/Hollywood)</i>	5
CELINE DION <i>Stand By Your Side (Epic)</i>	5
SHERYL CROW <i>The First Cut Is The Deepest (A&amp;M/Interscope)</i>	5
MICHAEL BUBLE <i>How Can You Mend A Broken... (143/Reprise)</i>	4

**SEAL**  
 "WAITING FOR YOU"  
 R&R Hot AC: 33 - 26  
 R&R AC: 26 - 23  
 Adult Top 40 Monitor: 33\* - 28\*  
 Modern Adult Monitor: 31\* - 29\*  
 Mainstream AC Monitor: 26\* - 23\*  
 New at: WMYX & KSTP

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
PHIL COLLINS <i>Look Through My Eyes (Walt Disney/Hollywood)</i>	+231
CLAY AIKEN <i>Invisible (RCA)</i>	+148
CELINE DION <i>Stand By Your Side (Epic)</i>	+126
MICHAEL BOLTON <i>When I Fall In Love (Passion Group)</i>	+122
SHERYL CROW <i>The First Cut Is The Deepest (A&amp;M/Interscope)</i>	+120
TIM MCGRAW <i>Tiny Dancer (Curb)</i>	+117
HALL & OATES <i>Getaway Car (U-Watch)</i>	+107
SARAH MCLACHLAN <i>Fallen (Arista)</i>	+95
SIMPLY RED <i>Sunrise (simplyred.com)</i>	+91
SEAL <i>Waiting For You (Warner Bros.)</i>	+91

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



# Suzy K "Gabriel"

"Gabriel" the emotional new single from AC mainstay Suzy K.

Suzy currently doing Morning TV around the country. Cleveland, Memphis, Cincinnati, Denver with more to come.

Executive Producer:  
 Tom Callahan  
 310.318.9006

Radio: Claire Parr  
 The Connecticut Navigator Company  
 203.226.9939





# Listener Databases: We've Come A Long Way

But do we know what to do with them?

It wasn't that long ago that radio was asking if *database* is one word or two. And how is it pronounced? "Day-ta-base" or "dah-ta-base"?

For radio, building and marketing a listener database became a consideration in the early '80s. Listener databases in those days were built mostly through direct-mail campaigns and contest entries. The logic was that anyone willing to take the time to fill out a survey about radio would also be likely to take the time to fill out a survey for Arbitron, should Arbitron come knocking. This logic still applies today.

By the early '90s stations were installing interactive phone systems and launching telemarketing campaigns to build databases quickly. Using telephone technology to build large databases was expensive, and following up with personal letters, membership cards, birthday cards, newsletters, etc., increased the expense. Time after time, though, the stations that thought it through and ran well-executed listener database programs also excelled in the ratings.

As the idea of having a listener database became popular, many stations dove in with no commitment or real direction. Having a bunch of names and addresses was one thing, but what to do with them became the real question. Many a listener database sat on a shelf. But that was then, and this is now.

## The Big Question

Today pretty much every radio station in the world has a listener database. With access to the Internet now the norm — and a C++, Perl or Java tech geek on every corner — building a listener database is not the ordeal it once was. What to do with it once you have it remains the question. And it will still be the question 10 years from now, if we haven't spammed everyone to death.

If you could talk one to one with your best listeners, what would you ask? Do you have anything to say or

offer, or would you just play them a promo? Most of the station newsletters I've seen are nothing more than advertising for the station, using the web as the post office.

Because e-mail provides free and easy access to members of your database, the temptation is to bombard them all the time. Remember, your database is the closest you'll ever get to identifying likely diarykeepers. For this reason, keep it out of the clutches of the sales department.

Which is not to say that you can't make money through a listener database. There are many ways to do that. But the whole idea of marketing to your listener database is to build trust and loyalty. The mission is exclusive cume.

Most stations are still unaware how active these people are in terms of listening. Other than their names and e-mail addresses, what do you know about your listeners' characteristics or lifestyle interests? Have you surveyed them lately? Many stations pound on their databases in a very cold and detached manner. If you don't make it personal, fewer people will open their mail. And if there's no personal benefit, it's spam.

## A Friend Indeed

Building a relationship with potential diarykeepers, like building any relationship, requires attention. We want these people to consider us friends, so we have to act like their friends. Friends don't sell friends, friends tell friends about a good deal. Friends don't bang on friends with useless information, friends communicate back and forth about mutual interests. Friends don't tell each other what to do, friends recommend good experiences.

A well-run listener database program for radio is more than a list of names. Call it loyalty marketing or relationship marketing, and reach out to these people. Track their us-

age. Reward their usage. Survey their interests. Then show them that you know who they are and that you care about them. Recognize them and reward them. Give them reasons to bond with, trust and listen to your station.

For you to generate long-term revenue through your database, there must be trust. If your listeners trust you, they'll do whatever you tell them. If they think you're trying to sell them, they'll go cold on you. If you study the model of airline frequent-flyer programs, you'll see that airlines wisely match their nontraditional revenue efforts with complementary partners. People who travel tend to rent cars, stay at hotels and use long-distance telephone service.

In radio, we have diverse lifestyles within our listener databases. Certainly, entertainment is a common lifestyle, but you can and should go much deeper. With, say, 20% of your cume in your database, you'll have plenty of potential diarykeepers in need of products and services. Find them deals and opportunities, and not just on concert tickets.

**We have to act like the listeners' friends. Friends don't tell each other what to do, friends recommend good experiences.**

Find out who they are: their lifestyle interests, hopes, goals and dreams. Have they always wanted to learn the accordion? The more detailed information you have, the better you'll be able to serve them. You'll gain further trust and loyalty, resulting in a higher exclusive cume and a stronger P1 base. This is not an overnight process, by the way.

By Reg Johns



Reg Johns

## Lessons Learned In The Field

This is a tease ... this is only a tease....

Many stations don't like to share their secrets and successes. Can you blame them? A lot of the learning comes with time, trial and error, even blood. Below are a few tantalizing peeks at some radio success stories. The next time you're talking to any of these loyalty-marketing masters, ask if they'll tell you the whole story ... but then they may have to kill you.

• **John Peake, KLLC (Alice@97.3)/San Francisco:** By tracking listener usage, Peake discovered that the best prizes are not necessarily cash and cars and things that cost money ([www.radioalice.com](http://www.radioalice.com)).

• **Greg Strassell, WBMX (Mix 98.5)/Boston:** Strassell registered 10% of his cume in 30 days by changing the approach and a few words in the reasons listeners should become Mix Freeloaders ([www.mix985.com](http://www.mix985.com)).

• **Tracy Johnson, KFMB (Star 100.7)/San Diego:** Johnson targeted his database and tracked more than 15,000 people within a few days by doing an online music study of 300 songs ([www.histar.com](http://www.histar.com)).

• **Bob Walker, WKT/Milwaukee:** Walker has cleaned up the value-added clutter on the air by funneling it through the database program ([www.wkti.com](http://www.wkti.com)).

• **Scott Sands, WZPL/Indianapolis:** Sands targeted people in his database who wanted to upgrade their educations and found a deal for over 1,300 database members ([www.wzpl.com](http://www.wzpl.com)).

• **Dan Persigehl, KRSK/Portland, OR:** Twelve hundred database members showing up at Nordstrom's for an event is a good thing, yes? ([www.1051thebuzz.com](http://www.1051thebuzz.com)).

• **Randy McCarten, WRVE/Albany, NY:** Forced listening, nontraditional sales opportunities, an added-value mechanism, music research, glamorous prizes and fanatical database members all in one ([www.wrve.com](http://www.wrve.com)).

• **Brent Farris, KZST/Santa Rosa, CA:** With over 37% of KZST's cume in the database, \$200,000 a year in nonspot revenue and No. 1 ratings 25-54, Farris more than knows the power of a loyalty campaign ([www.kzst.com](http://www.kzst.com)).

## How Effective Is Effective

A well-run loyalty program focuses on the database to provide efficiencies toward increased ratings, new revenue and greater insights in research. With around 17% of your cume willing to take the time to fill out a survey on radio listening, you'll want at least 17% of your cume in your listener database.

When it comes to understanding how well your listener database program is performing, ask yourself these questions: "What percentage of the cume do I have in my listener database?" (Many stations already have 25% or more.) "What percentage of my database is active?" (The goal is 80%.) "What kind of nontraditional revenue am I generating?" (It depends on market size: \$200,000 for small markets, \$450,000 for medium and \$700,000 for large.)

It's not the sales department that should be leading the charge for a database loyalty program. Only if the program director sees database marketing as a great approach to get closer to his or her diarykeepers should the station jump in. As with all marketing, a loyalty program needs to be programming-based, first and foremost. That said, tremendous opportunities for new revenue await.

A strong database program can be your best solution to added-value clutter. Who wants to run a dog-food promotion on the air just to get

the buy? But there are people in your database who own dogs. These people might be interested in a promotion involving their pets. These are the people you might want to target and provide offers to off the air.

## Word Of Mouth

When you're looking for new cume, who better to be spokespeople for you than your P1s? Your best listeners have friends and family. More effective than a billboard, a motivated loyal listener helps you find new cume by encouraging strings of family members or pockets of co-workers to sign up. Less expensive and more effective than a telemarketing campaign, a creative viral campaign through aggressive P1s can extend your cume reach.

All in all, a database loyalty program is a process. The slower you go, the longer it will last. Too much too fast will create burnout. You can purchase lists of names and addresses everywhere for next to nothing. Nowhere can you buy a list of your listeners. Now that you know who they are, when they listen, when they don't, what they like and what they don't like, the question will always be: What will you do with them? That, and how do you pronounce *database*?

Reg Johns is founder of Fairwest Direct, a loyalty-marketing company for radio with offices in San Diego, Canada and Australia. You can reach him at [reg@fairwest.com](mailto:reg@fairwest.com).







America's Best Testing Country Songs 12 +  
For The Week Ending 10/10/03

Artist Title (Label)	TW	LW	Familiarity	Burn	Persons 25-54	Women 25-54	Men 25-54
DIERKS BENTLEY What Was I Thinkin'? (Capitol)	4.45	4.32	98%	22%	4.43	4.46	4.40
ALAN JACKSON AND JIMMY BUFFETT It's Five O'Clock Somewhere (Arista)	4.38	4.32	100%	33%	4.45	4.41	4.49
GARY ALLAN Tough Little Boys (MCA)	4.35	4.19	96%	18%	4.37	4.51	4.23
CLAY WALKER A Few Questions (RCA)	4.24	4.16	93%	18%	4.23	4.25	4.20
KEITH URBAN Who Wouldn't Wanna Be Me (Capitol)	4.16	4.08	93%	19%	4.12	4.22	4.01
TIM MCGRAW Real Good Man (Curb)	4.13	4.00	99%	32%	4.11	4.33	3.87
BUDOY JEWELL Help Pour Out The Rain (Lacey's Song) (Columbia)	4.11	4.07	98%	37%	4.19	4.18	4.20
RASCAL FLATTS I Melt (Lyric Street)	4.11	4.08	96%	22%	4.07	4.22	3.91
MONTGOMERY GENTRY Hell Yeah (Columbia)	4.10	4.05	94%	17%	4.03	4.11	3.95
GEORGE STRAIT Cowboys Like Us (MCA)	4.10	4.12	91%	13%	4.14	4.14	4.14
CHRIS CAGLE Chicks Dig It (Capitol)	4.09	4.02	93%	16%	3.99	4.02	3.96
TOBY KEITH I Love This Bar (DreamWorks)	4.08	4.03	95%	15%	4.11	4.12	4.09
DARRYL WORLEY Tennessee River Run (DreamWorks)	4.07	4.11	84%	11%	4.06	3.95	4.17
SHERRIE AUSTIN Streets Of Heaven (C4/BBR)	4.06	4.02	81%	17%	4.09	4.11	4.07
BROOKS & DUNN You Can't Take The Honky Tonk Out Of The Girl (Arista)	4.06	-	67%	6%	4.11	4.11	4.10
MARTINA MCBRIDE This One's For The Girls (RCA)	4.00	3.93	99%	27%	4.06	4.19	3.93
TRACY BYRO Drinkin' Bone (RCA)	4.00	3.86	75%	11%	4.00	3.99	4.01
DIAMOND RIO Wrinkles (Arista)	3.99	4.05	68%	8%	3.95	3.99	3.91
RODNEY ATKINS Honesty (Write Me A List) (Curb)	3.96	3.94	67%	9%	3.96	4.08	3.84
BILLY CURRINGTON Walk A Little Straighter (Mercury)	3.95	3.86	93%	23%	3.93	4.03	3.82
RUSHLOW I Can't Be Your Friend (Lyric Street)	3.95	3.93	81%	15%	3.92	4.05	3.79
JO OEE MESSINA I Wish (Curb)	3.94	3.94	73%	11%	4.01	4.13	3.89
PAT GREEN Wave On Wave (Republic/Universal South)	3.93	4.03	86%	24%	3.98	3.95	4.01
MARK WILLS And The Crowd Goes Wild (Mercury)	3.90	3.81	82%	18%	3.81	3.94	3.68
BLAKE SHELTON Playboys Of The Southwestern World (Warner Bros.)	3.90	3.90	77%	15%	3.84	3.76	3.92
SCOTTY EMERICK I Can't Take You Anywhere (DreamWorks)	3.87	4.01	57%	7%	3.81	3.86	3.76
PATTY LOVELESS Lovin' All Night (Epic)	3.85	3.79	91%	21%	3.97	3.80	4.14
REBA MCFENTIRE I'm Gonna Take That Mountain (MCA)	3.85	3.77	77%	14%	3.90	3.85	3.95
LONESTAR Walking In Memphis (BNA)	3.84	3.94	89%	19%	3.76	3.79	3.72
RACHEL PROCTOR Days Like This (BNA)	3.82	3.78	77%	15%	3.90	3.82	3.97

Total sample size is 480 respondents. Total average favorability estimates are based on a scale of 1-5. (1=dislike very much, 5=like very much). Total familiarity represents the percentage of respondents who recognized the song. Total burn represents the number of respondents who said they are tired of hearing the song. Sample composition is based on persons 12+. 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

**BRIAN MCCOMAS** You're In My Head (Lyric Street)  
Total Plays: 240, Total Stations: 44, Adds: 7

**BLUE COUNTY** Good Little Girls (Asylum/Curb)  
Total Plays: 192, Total Stations: 44, Adds: 14

**VINCE GILL** Young Man's Town (MCA)  
Total Plays: 167, Total Stations: 28, Adds: 6

**KENNY ROGERS** Handprints On The Wall (Dreamcatcher)  
Total Plays: 131, Total Stations: 21, Adds: 5

**KEVIN DENNEY** A Year At A Time (Lyric Street)  
Total Plays: 48, Total Stations: 24, Adds: 21

Songs ranked by total plays

## Two Up Trends In A Row

Continued from Page 42

were up by a fraction. Could it be that soccer moms are simply using radio less these days? Now there's a thought sure to strike fear into sales departments everywhere.

Staunch Country competitor Oldies was flat spring '02-spring '03 at 5.3. It has hovered between 5.3-5.5 the last five books. Its TSL among men and women remained relatively flat vs. one year ago.

Another music format competing with Country for adults is Classic Hits, formerly classified as the '70s format. It was flat, 4.2-4.2, and exhibited a wide range of TSL fluctuations in key age/sex cells. For instance, its men 18-24 TSL increased 4:25-4:32, but its women 18-24 TSL fell precipitously, 4:28-2:33. TSL among 25-34 men fell even further, 7:17-4:44. Women 25-34 TSL was also off, 5:49-4:52.

Classic Rock, a heavy 25-34 and 25-44 format, dipped 6.4-5.9 year to year. Its TSL among men 25-34 was off 9:24-9:04, while TSL among women in that demo was down 5:29-5:13. The latter is the lowest TSL in that cell in 17 years, while TSL among men was second from the bottom.

My thanks go to Katz Media Group Sr. VP/Strategic Planning Gerry Boehme and Katz Media Group Dimensions VP/Director of Research Lisa Chiljean for allowing us to share their extensive research with you. Hopefully, you'll find it valuable as both a snapshot of how Country is faring on a national basis and a tool to get a sense of how your station is performing vs. the national Country format averages.

## C · O · U · N · T · R · Y FLASHBACK

### 1 YEAR AGO

- No. 1: "Somebody Like You" — Keith Urban

### 5 YEARS AGO

- No. 1: "Don't Laugh At Me" — Mark Wills

### 10 YEARS AGO

- No. 1: "What's It To You" — Clay Walker

### 15 YEARS AGO

- No. 1: "Darlene" — T. Graham Brown

### 20 YEARS AGO

- No. 1: "Lady Down On Love" — Alabama

### 25 YEARS AGO

- No. 1: "Heartbreaker" — Dolly Parton

## Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
DIERKS BENTLEY What Was I Thinkin'? (Capitol)	4239
KENNY CHESNEY No Shoes, No Shirt, No... (BNA)	2472
BROOKS & DUNN Red Dirt Road (Arista)	2464
LONESTAR My Front Porch Looking In (BNA)	2297
TOBY KEITH Beer For My Horses (DreamWorks)	2249
BRAD PAISLEY Celebrity (Arista)	1737
SHAMIA TWAIN Forever And For Always (Mercury/DJMG)	1731
JOE NICHOLS Brokenheartsville (Universal South)	1153
RASCAL FLATTS Love You Out Loud (Lyric Street)	1014
MARK WILLS Nineteen Somethin' (Mercury)	1003

## Please Send Your Photos

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

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

Email: [mdavis@radioandrecords.com](mailto:mdavis@radioandrecords.com)



EXCLUSIVE NATIONAL MUSIC RESEARCH ESTIMATES October 10, 2003

Callout America® song selection is based on the top 35 titles from the R&R Country chart for the airplay week of September 15-21.

ARTIST Title (Label)	LIKE A LOT	TOTAL POSITIVE	NEUTRAL	FAMILIARITY	DISLIKE	BURN
ALAN JACKSON AND JIMMY BUFFETT It's Five O'Clock Somewhere (Arista)	47.3%	80.0%	11.0%	99.5%	4.3%	4.3%
GARY ALLAN Tough Little Boys (MCA)	43.0%	71.3%	14.8%	97.5%	7.3%	4.3%
TOBY KEITH I Love This Bar (DreamWorks)	37.3%	77.3%	13.0%	98.0%	6.3%	1.5%
BUDDY JEWELL Help Pour Out The Rain (Lacey's Song) (Columbia)	35.3%	71.3%	17.0%	97.5%	5.8%	3.5%
MARTINA MCBRIDE This One's For The Girls (RCA)	34.8%	71.5%	4.3%	99.0%	6.5%	6.8%
CLAY WALKER A Few Questions (RCA)	34.0%	68.5%	23.3%	99.3%	5.3%	2.3%
TIM MCGRAW Real Good Man (Curb)	34.0%	64.8%	9.0%	96.8%	6.0%	7.0%
BILLY CURRINGTON Walk A Little Straighter (Mercury)	32.3%	71.0%	17.5%	98.0%	7.3%	2.3%
SHERRIE AUSTIN Streets Of Heaven (C4/BBR)	32.0%	65.3%	21.3%	98.0%	8.5%	3.0%
DIERKS BENTLEY What Was I Thinkin'? (Capitol)	29.8%	75.5%	13.8%	98.3%	4.5%	4.5%
PATTY LOVELESS Lovin' All Night (Epic)	28.5%	64.8%	22.8%	95.5%	5.3%	2.8%
RUSHLOW I Can't Be Your Friend (Lyric Street)	27.8%	56.5%	22.8%	85.0%	5.0%	0.8%
DARRYL WORLEY Tennessee River Run (DreamWorks)	27.0%	56.3%	3.0%	93.3%	9.8%	4.3%
RODNEY ATKINS Honesty (Write Me A List) (Curb)	26.8%	56.8%	23.8%	90.0%	6.8%	2.8%
PAT GREEN Wave On Wave (Republic/Universal South)	26.3%	63.0%	16.0%	91.0%	8.0%	4.0%
GEORGE STRAIT Cowboys Like Us (MCA)	26.3%	59.8%	26.0%	95.0%	7.8%	1.5%
JIMMY WAYNE I Love You This Much (DreamWorks)	26.0%	61.5%	20.3%	92.8%	7.5%	3.5%
JO DEE MESSINA I Wish (Curb)	25.8%	59.5%	24.0%	93.0%	5.5%	4.0%
MONTGOMERY GENTRY Hell Yeah (Columbia)	25.8%	63.5%	2.3%	94.0%	6.3%	2.0%
LONESTAR Walking In Memphis (BNA)	25.8%	63.5%	19.8%	94.0%	6.0%	4.8%
MARK WILLS And The Crowd Goes Wild (Mercury)	25.5%	49.0%	18.3%	85.3%	15.3%	2.8%
TERRI CLARK I Wanna Do It All (Mercury)	25.3%	60.3%	20.8%	92.3%	8.0%	3.3%
DIAMOND RIO Wrinkles (Arista)	25.0%	62.5%	1.0%	90.3%	4.3%	2.5%
TRACY BYRD Drinkin' Bone (RCA)	25.0%	59.5%	22.3%	90.8%	8.0%	1.0%
RACHEL PROCTOR Days Like This (BNA)	23.8%	56.8%	27.5%	85.8%	8.0%	5.5%
SCOTTY EMERICK I Can't Take You Anywhere (DreamWorks)	23.5%	53.8%	26.0%	89.3%	6.8%	2.8%
KEITH URBAN Who Wouldn't Wanna Be Me (Capitol)	23.5%	62.8%	20.5%	97.8%	8.0%	5.5%
CRAIG MORGAN Every Friday Afternoon (BBR)	23.3%	58.5%	20.0%	91.0%	10.0%	2.5%
BRAD PAISLEY Little Moments (Arista)	22.3%	46.3%	29.3%	83.3%	5.5%	0.3%
JOSH TURNER Long Black Train (MCA)	22.0%	53.8%	29.0%	92.0%	8.3%	1.0%
RASCAL FLATTS I Melt (Lyric Street)	21.3%	57.8%	19.8%	94.3%	10.5%	6.3%
BLAKE SHELTON Playboys Of The Southwestern World (Warner Bros.)	20.8%	52.3%	29.0%	92.8%	6.5%	5.0%
CHRIS CAGLE Chicks Dig It (Capitol)	20.5%	54.8%	30.5%	93.8%	6.0%	2.5%
REBA MCENTIRE I'm Gonna Take That Mountain (MCA)	19.0%	53.0%	24.5%	89.5%	11.8%	0.3%
BROOKS & DUNN You Can't Take The Honky Tonk Out Of The Girl (Arista)	18.5%	51.3%	23.8%	82.5%	7.3%	0.3%

## CALLOUT AMERICA® HOT SCORES

**P**assword of the Week: Ettinger.  
**Q**uestion of the Week: If you could vote in the Country Music Awards, which of the following groups would you select as "Group Of The Year"?

**Total**  
 Diamond Rio: 28%  
 Alabama: 26%  
 Lonestar: 23%  
 Rascal Flatts: 16%  
 Dixie Chicks: 7%

**P1**  
 Diamond Rio: 30%  
 Alabama: 26%  
 Lonestar: 22%  
 Rascal Flatts: 15%  
 Dixie Chicks: 7%

**P2**  
 Diamond Rio: 22%  
 Alabama: 27%  
 Lonestar: 25%  
 Rascal Flatts: 20%  
 Dixie Chicks: 6%

**Male**  
 Diamond Rio: 31%  
 Alabama: 24%  
 Lonestar: 23%  
 Rascal Flatts: 16%  
 Dixie Chicks: 6%

**Female**  
 Diamond Rio: 24%  
 Alabama: 28%  
 Lonestar: 23%  
 Rascal Flatts: 17%  
 Dixie Chicks: 8%

Total sample size is 400 persons weekly with a +/- 5% margin of error. Scoring is done each week using live interviewers conducting the interview with each respondent. Scores are: a) I Like It A Lot, In Fact It's One Of My Favorites b) I Like It c) It's Okay...Just So-So d) I Don't Like It e) I'm Tired Of Hearing It On The Radio f) I Don't Recognize It. To be included in the weekly callout songs must enter the top 40 positions on R&R's Country airplay chart. The sample is composed of 400 25-54-year-old persons who identify Country as their favorite music and who listen daily to competitive country radio in the sample markets. The sample is 50% male/female ... 1/3rd each in the 25-34, 35-44, and 45-54 demos. The sample is balanced by region, and markets within that region. Bullseye Callout is conducted in these regions and markets. Market selection is determined by Bullseye. **NORTHEAST:** Washington, DC., Harrisburg, PA., Providence, Rochester, NY, Springfield, MA, Hartford, Portland, ME, Portsmouth, NH. **SOUTHEAST:** Charlotte, Atlanta, Tampa, Nashville, Chattanooga, Mobile, AL, Charleston, SC, Jackson, MS. **MIDWEST:** Milwaukee, Cincinnati, Cleveland, Kansas City, Lansing, MI, Ft Wayne, IN, Rockford, IL, Indianapolis. **SOUTHWEST:** Dallas-Ft. Worth, Tucson, Albuquerque, Oklahoma City, Houston-Galveston, Phoenix, Lafayette, LA, San Antonio. **WEST:** Portland, OR, Salt Lake City, Fresno, Bakersfield, Spokane, WA, Riverside-San Bernardino, Boise, Denver, Monterey-Salinas. © 2003 R&R Inc. © 2003 Bullseye Marketing Research Inc..

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R&R AC: **23** Modern Adult Monitor: 29\*  
Mainstream AC Monitor: 23\*

#### TV APPEARANCES:

TNT, TBS, CNN, USA, FX and Regal Cinemas feature "Waiting For You" in their campaign for Law and Order through 10/24

10/16 ABC The View

10/8 BET taping of Walk of Fame honoring Aretha Franklin (airs 10/28)

**Most increased at HAC and AC this week!**

Majors include: WLTW, KYSR, KBIG, KLLC, Q102, WQSX, WBMX, WLIT, KFMB, WTIC, KQMB, WOMX, WBEB, WASH, WTPI, WQAL, WLTJ, KBEE, KVIL, WLTE, KKLK, KOSI, WJLK, WLNK, KYMX

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"Waiting For You" Co-Produced by Mark Betsor

Management: ez3music management - Irving Azoff, Susan Ma'kheif, John Baruck, Tony Consolo



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# Publisher's Profile

By Erica Farber



## LLOYD ROACH

CEO, Route 81 Radio

**L**loyd Roach is passionate about radio and a firm believer that its greatest strength is its ability to be local. In fact, his anchor station, WCOJ-AM/West Chester, PA, is known for "news so local that we even report lost dogs," he says.

Roach's latest venture is the purchase of 12 AM and FM stations located in Pennsylvania and the lower part of New York. Many of the stations currently program nationally syndicated programming, but it is Roach's plan to restore local programming to all of the communities he serves.

**Getting into the business:** "I got out of the Navy on the West Coast and found someone in San Francisco who worked at KGO. He told me it was a cool place to work, but he said I had to go to college. I attended Emerson College in Boston and worked at WHDH/Boston almost full-time the entire four years I was there."

**His first job:** "I got in on the engineering side. I was a transmitter supervisor. I sat and watched the meters. Later I was a studio technician and a board op. I was in the union, and I got these little jobs. One of them was as an announcer on WCAS/Boston, then I did late-nights on WJIB/Boston on weekends. I thought I was going to be the next Johnny Carson."

"My wife and I moved back to Philadelphia, and I went to work for WFIL as a tech. I then became announcer and PD at WIOV/Lancaster, PA. John Tenaglia found me, and I went to work at WFIL-FM/Philadelphia, a General Cinema station. I worked my way up through that company, becoming a salesman, then Local Sales Manager, then GSM, then GM."

**Getting into ownership:** "I was working for Dan Lerner as the Manager of WKSZ (Kiss 100)/Philadelphia. It was one of those moments in your career you only get once, when the thing just blows out of the box from Day One. We couldn't do anything wrong. We put it on from a cold start: new building, new frequency. About three years later I thought, 'If I'm going to make a leap, this is the time to do it.' I bought this horrible little AM station, WCDN/Philadelphia. The broker said the station was in the glove compartment. Four other guys and I bought this thing. I had it for 11 years. It was a turning point, because I knew I could never go back to working for someone after that."

**His latest venture:** "I bought WCOJ five years ago, and that's done very well. It's the only station in a county of about 500,000 people. I thought then, and still feel strongly, that this station is the poster child for what community radio should be. We play News/Talk in the morning. We have a music show in the middle of the day. I

run a bluegrass show on the weekends. We do 175-180 remotes a year from everywhere and anything. We have more news people than anybody in Philadelphia except for KYW. I want to do something similar with the 12 stations I just bought. I believe we need to return a lot of these stations to the community. I wanted to see if I could pull this vision off somewhere else besides here, with stations that were not traditional."

**On the name Route 81:** "I was driving up and down Route 81 looking for stations, and my dear wife, Jackie, said, 'Why don't you stop driving up and down Route 81 and come home and get a radio station around here?' That's how I bought WCOJ. Then I started driving up and down Route 81 again. I didn't know that a lot of the stations I was looking at were owned by Citadel. I went to Wilkes Barre, Scranton, Hazleton and Harrisburg and walked into the stations one by one. The ones in Elmira, NY were given to us by a broker when word got out that I was looking. Everyone said, 'Elmira's not on Route 81,' but it kind of is: You go there and turn left for about an hour."

**Long-term plans:** "I don't know. My problem is, I do this for fun. People in the investment community say you have to have big EBITDA. Yeah, we're going to do that, but we're going to have some fun along the way. Maybe we'll see if the paradigm actually works. The people I've been to see — I go to the Chambers of Commerce before I see brokers — are flipping out at this idea. 'You mean you're going to do a high school football game again?' When I was in Chicago the best little local station I ever heard was WGN. They run a farm show at 12. They talk about lost dogs and trees that fell over, and they get a huge share."

**Biggest challenge:** "Most of these stations don't have any ratings. Some of the FMs will probably do OK. I think we're going to get some ratings in Wilkes Barre. We've got to get past that. I've gotten past that here. We've got a suburban AM station here in the Philadelphia metro. Everyone says you can't do that. The station is profitable, we carry the Phillies, and I don't get any ratings. I'm not in the Philadelphia metro book, and we do fine."

**Personal involvement in the community:** "That's the other part of the trick. This is just the old 'ascertain what the community needs' idea. The FCC used to make us do it. I'm not a government freak, but I think it had something when it forced the radio business to do this stuff. I'm very deep in the community. I have a new manager at WCOJ, and I'm getting her involved now. That's what helps drive the business. They're not going to throw it all at the Clear Channel cluster. They might throw you a bone, let you have a piece of the budget. It adds up."

**State of the industry:** "I've seen a lot since I've gone to these smaller markets. It's not a very happy sight in some places. You find stations simulcasting stations from other markets, complete with their weather forecasts and time. It's on the other side of the mountain, so one side is snowing, the other is raining. I don't think that's very good. I'm interested in making it positive. They're not bad guys; they just don't know what to do. And I think everyone's given up on AM radio. The five top-billing radio stations in America are on AM. Everyone forgets that."

**Thoughts on satellite radio:** "They can't out-local me. If I'm here doing bridge closings for a flood, there's no way any of them are going to bother me. If I ran all tunes,

all the time on my FM station, I might have some trouble with them, but that's not what I do. You can't do super-local stuff all the time — I know that — but we can do enough of it so people know this is where to turn."

**Most influential individual:** "John Tenaglia. He had passion. That's why he yelled at everybody. I think he got frustrated that they weren't as passionate as he was. That rubbed off on me a lot. That may be why we got along fairly well. Not to say he never yelled at me — he did — but I'm a little nuts anyway. He made me see clearly that this is a very special medium. There's nothing like it; television can't even approach it. If you're passionate about it and do things right all the time, it'll be better than anything you can imagine. I really believe that."

**The outlook for those wishing to own stations:** "It's impossible if you want a Class B FM in a market over 200,000. But it's not impossible if you have the balls to go out and get yourself a little AM station someplace and do radio. We're seeing some tremendous buys on some of these low-end, big-signal AM stations everyone is giving up on. They probably think that if they can't have the 'Soft hits of today and yesterday' or something and they can't get a ratings book in two weeks, they can't compete. One of my heroes is Jerry Lee in Philadelphia. His partner, Dave Kurtz, is an engineer. Those two started WBEB cold in 1962, and they never gave up. They still have it. They could have sold out a long time ago."

**Career highlight:** "I really like what I do. I'm proud that I stayed in, and I'm proud that I've become its champion. I'm proud of the people I've worked with."

**Career disappointment:** "I wish I'd done this when I was 25, when I had more energy. But no one would have paid attention to me then. They would have said I was a young nut instead of saying I'm an old nut."

**Favorite radio format:** "I like to listen to anything as long as it's being done well. If it's being done poorly, I get mad at it."

**Favorite television show:** "I never watch TV. I know that sounds terribly self-serving, but I really hate television now. The only thing worse than network television is local news. It's just ghastly."

**Favorite song:** "Country is my favorite type of music. I love Johnny Cash, and he just died, dammit."

**Favorite movie:** "In Harm's Way."

**Favorite book:** "Anything by Charleton Reese."

**Hobbies:** "Amateur radio. I've been a ham radio operator for 42 years. I guess I'm radio 24/7. Ham is really what got me into this thing. I got most of my good jobs in radio through the ham radio connection. Some guy I'd meet on the air would connect me to someone at a station. That's how I got the job at WHDH."

**E-mail address:** "My ham co-sign, w3qt@arrl.net."

**Advice for broadcasters:** "I'd like them to be happy about what they do. They're making a tremendous contribution, in case they don't know it. My son is a musician in New York City. I asked him about music and the downloading stuff. He said that, despite what everyone says, people still want to get their songs on the radio. It's still the strongest thing out there. He says that radio's going to be fine as long as you understand the power of the medium. On radio, I can start a street riot in 30 minutes. You can't do that on TV. It distresses me when people talk about the decline of business. They've got to stop worrying so much. It's irrelevant. Just be happy. No matter what they do, it's going to be fine."



## URBAN AC

LW	TW	
3	1	LUTHER VANDROSS Dance With My Father (J)
1	2	TAMIA Officially Missing You (Elektra/EEG)
2	3	KEM Love Calls (Motown/Universal)
4	4	HEATHER HEADLEY I Wish I Wasn't (RCA)
7	5	GERALD LEVERT U Got That Love (Elektra/EEG)
5	6	R. KELLY Step In The Name Of Love (Jive)
6	7	JAVIER Crazy (Capitol)
11	8	SMOKIE NORFUL I Need You Now (EMI Gospel)
9	9	DWELE Find A Way (Virgin)
8	10	JAHEIM Put That Woman First (Divine Mill/Warner Bros.)
10	11	RUBEN STUDDARD Superstar (J)
12	12	RHIAN BENSON Say How I Feel (DKG)
13	13	KINDRED Far Away (Epic)
16	14	FLOETRY Getting Late (DreamWorks)
15	15	ANTHONY HAMILTON Comin' From Where I'm From (So So Def/Arista)
19	16	ISLEY BROTHERS fROD ISLEY Busted (DreamWorks)
24	17	ARETHA FRANKLIN Wonderful (Arista)
17	18	CALVIN RICHARDSON Keep On Pushin' (Hollywood)
14	19	FLOETRY Say Yes (DreamWorks)
20	20	JAHEIM Backlight (Divine Mill/Warner Bros.)
21	21	VIVIAN GREEN What Is Love? (Columbia)
15	22	ARETHA FRANKLIN Only Thing Missing Is You (Arista)
23	23	WILL DOWNING A Million Ways (GRP/VMG)
-	24	AVANT Read Your Mind (Geffen)
-	25	JOE More & More (Jive)
26	26	MANHATTANS Turn Out The Stars (Love-Leel)
22	27	MONICA So Gone (J)
29	28	IMPROPMP 2 Mocha Soul (Big3)
27	29	BEYONCE' fJAY-Z Crazy In Love (Columbia)
28	30	ANN NESBY Make Me Better (UTR Music Group)

### #1 MOST ADDED

ERYKAH BADU Back In The Day (Motown)

### #1 MOST INCREASED PLAYS

SMOKIE NORFUL I Need You Now (EMI Gospel)

### TOP 5 NEW & ACTIVE

EARTH, WIND & FIRE Hold Me (Kaimba)

ASHANTI Rain On Me (Murder Inc./DJMG)

STEPHANIE MILLS Can't Let Him Go (J&M)

LJ Fortunately (Cool Joe)

J. SOMMERS FR. PATTERSON What Am I Gonna Do (Gemini/Higher Octave)

URBAN begins on Page 36.

## ACTIVE ROCK

LW	TW	
1	1	STAIN'D So Far Away (Flip/Elektra/EEG)
2	2	LINKIN PARK Faint (Warner Bros.)
3	3	DISTURBED Liberate (Reprise)
6	4	A PERFECT CIRCLE Weak And Powerless (Virgin)
4	5	NICKELBACK Someday (Roadrunner/DJMG)
5	6	AUDIOSLAVE Show Me How To Live (Interscope/Epic)
9	7	GODSMACK Serenity (Republic/Universal)
8	8	SMILE EMPTY SOUL Bottom Of A Bottle (Lava)
10	9	TRAPT Still Frame (Warner Bros.)
7	10	SHINEDOWN Fly From The Inside (Atlantic)
11	11	WHITE STRIPES Seven Nation Army (Third Man/V2)
14	12	FUEL Falls On Me (Epic)
12	13	TRAPT Headstrong (Warner Bros.)
17	14	SEETHER Gasoline (Wind-up)
15	15	SEVENDUST Enemy (TVT)
18	16	COLD Suffocate (Flip/Geffen/Interscope)
16	17	MUDVAYNE World So Cold (Epic)
26	18	P.D.D. Will You (Atlantic)
13	19	KORN Did My Time (Immortal/Epic)
19	20	CHEVELLE Send The Pain Below (Epic)
23	21	THREE DAYS GRACE (I Hate) Everything About You (Jive)
21	22	STATIC-X The Only (Warner Bros.)
22	23	CHEVELLE Closure (Epic)
29	24	AUDIOSLAVE I Am The Highway (Interscope/Epic)
24	25	SLOTH Someday (Hollywood)
25	26	MOTOGRAFTER Down (No Name/EEG)
27	27	ILL NINO How Can I Live (Roadrunner/DJMG)
30	28	3 DOORS DOWN Here Without You (Republic/Universal)
28	29	POWERMAN 5000 Action (DreamWorks)
31	30	EVANESCENCE Going Under (Wind-up)

### #1 MOST ADDED

KORN Right Now (Epic)

### #1 MOST INCREASED PLAYS

KORN Right Now (Epic)

### TOP 5 NEW & ACTIVE

MEMENTO Saviour (Columbia)

LIMP BIZKIT Behind Blue Eyes (Flip/Interscope)

SHINEDOWN 45 (Atlantic)

HOOBASTANK Out Of Control (Island/DJMG)

40 BELOW SUMMER Self Medicate (Razor & Tie)

ROCK begins on Page 57.

## COUNTRY

LW	TW	
1	1	TIM MCGRAW Real Good Man (Curb)
5	2	GARY ALLAN Tough Little Boys (MCA)
3	3	A. JACKSON AND J. BUFFETT It's Five O'Clock Somewhere (Arista)
6	4	MARTINA MCBRIDE This One's For The Girls (RCA)
7	5	KEITH URBAN Who Wouldn't Wanna Be Me (Capitol)
4	6	BUDDY JEWELL Help Pour Out The Rain (Lacey's Song) (Columbia)
9	7	TOBY KEITH I Love This Bar (DreamWorks)
8	8	RASCAL FLATTS I Melt (Lyric Street)
11	9	PAT GREEN Wave On Wave (Republic/Universal South)
10	10	CLAY WALKER A Few Questions (RCA)
13	11	BILLY CURRINGTON Walk A Little Straighter (Mercury)
12	12	GEORGE STRAIT Cowboys Like Us (MCA)
14	13	CHRIS CAGLE Chicks Dig It (Capitol)
16	14	MONTGOMERY GENTRY Hell Yeah (Columbia)
15	15	PATTY LOVELESS Lovin' All Night (Epic)
17	16	REBA MCKENTRE I'm Gonna Take That Mountain (MCA)
18	17	RUSHLOW I Can't Be Your Friend (Lyric Street)
19	18	LDNESTAR Walking In Memphis (BNA)
20	19	RODNEY ATKINS Honesty (Write Me A List) (Curb)
22	20	SHERRIE AUSTIN Streets Of Heaven (C4/BBR)
23	21	TRACY BYRD Drinkin' Bone (RCA)
26	22	BROOKS & DUNN You Can't Take The Honky Tonk... (Arista)
24	23	JO DEE MESSINA I Wish (Curb)
25	24	BLAKE SHELTON Playboys Of The Southwestern World (Warner Bros.)
30	25	RACHEL PROCTOR Days Like This (BNA)
30	26	SCOTTY EMERICK I Can't Take You Anywhere (DreamWorks)
27	27	DIAMOND RID Wrinkles (Arista)
33	28	TERRI CLARK I Wanna Do It All (Mercury)
29	29	MARK WILLIS And The Crowd Goes Wild (Mercury)
31	30	JOSH TURNER Long Black Train (MCA)

### #1 MOST ADDED

SHANIA TWAIN She's Not Just A Pretty Face (Mercury)

### #1 MOST INCREASED PLAYS

TOBY KEITH I Love This Bar (DreamWorks)

### TOP 5 NEW & ACTIVE

BRIAN MCCOMAS You're In My Head (Lyric Street)

BLUE COUNTY Good Little Girls (Asylum/Curb)

VINCE GILL Young Man's Town (MCA)

KENNY ROGERS Handprints On The Wall (Dreamcatcher)

KEVIN DENNEY A Year At A Time (Lyric Street)

COUNTRY begins on Page 42.

## ALTERNATIVE

LW	TW	
1	1	STAIN'D So Far Away (Flip/Elektra/EEG)
2	2	A PERFECT CIRCLE Weak And Powerless (Virgin)
3	3	LINKIN PARK Faint (Warner Bros.)
4	4	NICKELBACK Someday (Roadrunner/DJMG)
6	5	EVANESCENCE Going Under (Wind-up)
5	6	AUDIOSLAVE Show Me How To Live (Interscope/Epic)
10	7	TRAPT Still Frame (Warner Bros.)
12	8	WHITE STRIPES The Hardest Button To Button (Third Man/V2)
9	9	DASHBOARD CONFSSIONAL Hands Down (Vagrant)
11	10	GODSMACK Serenity (Republic/Universal)
13	11	THREE DAYS GRACE (I Hate) Everything About You (Jive)
7	12	WHITE STRIPES Seven Nation Army (Third Man/V2)
8	13	SMILE EMPTY SOUL Bottom Of A Bottle (Lava)
15	14	FUEL Falls On Me (Epic)
14	15	TRAPT Headstrong (Warner Bros.)
22	16	P.D.D. Will You (Atlantic)
18	17	JET Are You Gonna Be My Girl (Elektra/EEG)
16	18	AFI The Leaving Song Part II (DreamWorks)
21	19	SWITCHFOOT Meant To Live (Red Ink/Columbia)
30	20	CHEVELLE Send The Pain Below (Epic)
23	21	LINKIN PARK Numb (Warner Bros.)
19	22	311 Creatures (For A While) (Volcano)
23	23	BILLY TALENT Try Honesty (Atlantic)
27	24	COLD Suffocate (Flip/Geffen/Interscope)
25	25	STRONKS 12:51 (RCA)
28	26	DISTURBED Liberate (Reprise)
24	27	YELLOWCARD Way Away (Capitol)
26	28	3 DOORS DOWN Here Without You (Republic/Universal)
31	29	SEVENDUST Enemy (TVT)
41	30	AUDIOSLAVE I Am The Highway (Interscope/Epic)

### #1 MOST ADDED

BLINK-182 Feeling This (Geffen)

### #1 MOST INCREASED PLAYS

BLINK-182 Feeling This (Geffen)

### TOP 5 NEW & ACTIVE

ALIEN ANT FARM Glow (DreamWorks)

SOMETHING CORPORATE Space (Drive-Thru/Geffen)

ATARIS The Saddest Song (Columbia)

R.E.M. Bad Day (Warner Bros.)

HOOBASTANK Out Of Control (Island/DJMG)

ALTERNATIVE begins on Page 63.

## SMOOTH JAZZ

LW	TW	
1	1	PAUL JACKSON, JR. It's A Shame (Blue Note)
4	2	CANDY DULFER Finsbury Park, Cafe 67 (Eagle Rock)
2	3	KENNY G. Malibu Dreams (Arista)
3	4	PRAFUL Sigh (Rendezvous/N-Coded)
7	5	URBAN KNIGHTS Got To Give It Up (Narada)
9	6	DAVE KOZ Honey-Dipped (Capitol)
8	7	MINDI ABRAIR Flirt (GRP/VMG)
6	8	DAVID SANBORN Comin' Home Baby (GRP/VMG)
10	9	M. MCCONALD I Heard It Through The Grapevine (Motown/Universal)
5	10	BRIAN CULBERTSON Say What? (Warner Bros.)
14	11	RICK BRAUN Green Tomatoes (Warner Bros.)
11	12	LUTHER VANDROSS Dance With My Father (J)
13	13	PAUL TAYLOR On The Move (Peak)
16	14	DARYL HALL She's Gone (Rhythm & Groove/Liquid B)
12	15	RICHARD ELLIOT Corner Pocket (GRP/VMG)
15	16	JAZZMASTERS Puerto Banus (Trippin' N' Rhythm)
17	17	CHRIS BOTTI Indian Summer (Columbia)
18	18	CHUCK LOEB eBop (Shanachie)
20	19	JIMMY SOMMERS Take My Heart... (Gemini/Higher Octave)
19	20	ACOUSTIC ALCHEMY No Messin' (Higher Octave)
23	21	TWIST OF MOWTOWN Inner City Blues (GRP/VMG)
21	22	SIMPLY RED Sunrise (Simplyred.com)
22	23	STEVE OLIVER Positive Energy (Native Language)
24	24	NICK COLONONE High Flyin' (3 Keys Music)
30	25	MARC ANTOINE Funky Ficante (Rendezvous)
-	26	STEVE COLE Everyday (Warner Bros.)
25	27	JEFF GOLUB Boom Boom (GRP/VMG)
28	28	PAMELA WILLIAMS Afterglow (Shanachie)
26	29	RONNY JORDAN At Last (N-Coded)
27	30	BLAKE AARDN She's So Fine (Innervision)

### #1 MOST ADDED

DAVID BENDIT Watermelon Man (GRP/VMG)

### #1 MOST INCREASED PLAYS

CANDY DULFER Finsbury Park, Cafe 67 (Eagle Rock)

### TOP 5 NEW & ACTIVE

GREGG KARUKAS Riverside Drive (N-Coded)

DAVID BENDIT Watermelon Man (GRP/VMG)

SEAL Touch (Warner Bros.)

BASS X Vanni (Liquid B)

NORMAN BROWN Night Drive (Warner Bros.)

Smooth Jazz begins on Page 55.

## TRIPLE A

LW	TW	
2	1	R.E.M. Bad Day (Warner Bros.)
1	2	JENN MAYER Bigger Than My Body (Aware/Columbia)
3	3	BOB HARPER Diamonds On The Inside (Virgin)
4	4	JACK JOHNSON Wasting Time (Jack Johnson Music/Universal)
6	5	STING Send Your Love (A&M/Interscope)
8	6	JONNY LANG Red Light (A&M/Interscope)
7	7	PETE YORN Crystal Village (Columbia)
12	8	SARAH MCCLACHLAN Fallen (Arista)
9	9	DASHBORD You And I Both (Sanctuary/SRG)
11	10	WALLFLOWERS Closer To You (Interscope)
5	11	EASTMOUNTAINSOUTH You Dance (DreamWorks)
10	12	GUSTER Amsterdam (Gonna Write You A Letter) (Palm/Reprise)
13	13	HOWIE DAY Perfect Time Of Day (Epic)
14	14	LOS LONELY BOYS Heaven (Dr)
16	15	BARENKOW LADIES Another Postcard (Chimps) (Reprise)
23	16	SHERYL CROW The First Cut Is The Deepest (A&M/Interscope)
15	17	DAVE MATTHEWS Gravedigger (RCA)
17	18	DIDD White Flag (Arista)
18	19	TRAIN When I Look To The Sky (Columbia)
20	20	LYLE LOVETT My Baby Don't Tolerate (Curb/Lost Highway)
21	21	JOE FIRSTMAN Breaking All The Ground (Atlantic)
19	22	COLDPLAY Got Put A Smile Upon Your Face (Capitol)
24	23	DAMIEN RICE Volcano (Vector Recordings)
26	24	JOHN HIATT Circle Back (New West)
22	25	GRANDDADDY Now It's On (V2)
-	26	LIVE Heaven (Radioactive/Geffen)
27	27	SANTANA fALEX BAND Why Don't You & I (Arista)
29	28	VAN MORRISON Once In A Blue Moon (Blue Note/EMC)
-	29	NORTH MISSISSIPPI ALLSTARS Eyes (Tone-Cool/ATD)
-	30	ROBERT RANDOLPH Soul Refreshing (Warner Bros.)

### #1 MOST ADDED

COLDPLAY Mosses (Capitol)

### #1 MOST INCREASED PLAYS

SHERYL CROW The First Cut Is The Deepest (A&M/Interscope)

### TOP 5 NEW & ACTIVE

TRAVIS Re-Offender (Epic)

ZIGGY MARLEY Dragonfly (Private Music/A&L)

MAVERICKS I Want To Know (Sanctuary/SRG)

MATCHBOX TWENTY Bright Lights (Atlantic)

THORNS Blue (Aware/Columbia)

TRIPLE A begins on Page 69.



## CHR/POP

LW	TW	
1	1	NELLY f/P. DIDDY & MURPHY LEE Shake Ya... (Bad Boy/Universal)
4	2	3 DOORS DOWN Here Without You (Republic/Universal)
5	3	BEYONCE' f/ISEAN PAUL Baby Boy (Columbia)
3	4	CHRISTINA AGUILERA f/LIL' KIM Can't Hold Us Down (RCA)
2	5	BLACK EYED PEAS Where Is The Love? (A&M/Interscope)
6	6	MAROON 5 Harder To Breathe (Octone/L)
7	7	SANTANA f/ALEX BAND Why Don't You & I (Arista)
8	8	MYA My Love Is Like...Whoa (A&M/Interscope)
12	9	50 CENT P.I.M.P. (Shady/Aftermath/Interscope)
9	10	JASON MRAZ The Remedy (I Won't Worry) (Elektra/EEG)
10	11	BEYONCE' f/JAY-Z Crazy In Love (Columbia)
11	12	CHINGY Right Thurr (DTP/Capitol)
16	13	TRAPT Headstrong (Warner Bros.)
13	14	JUSTIN TIMBERLAKE Senorita (Jive)
14	15	ATARIS The Boys Of Summer (Columbia)
20	16	LIL' JON & THE EASTSIDE BOYZ Get Low (TVT)
15	17	STACIE ORRICO (There's Gotta Be) More To Life (ForeFront/Virgin)
19	18	FABOLOUS f/TAMIA Into You (Desert Storm/Elektra/EEG)
18	19	KELLY CLARKSON Low (RCA)
23	20	FOUNTAINS OF WAYNE Stacy's Mom (S-Curve/EMC)
21	21	HILARY DUFF So Yesterday (Buena Vista/Hollywood)
27	22	PINK Trouble (Arista)
26	23	BABY BASH Suga Suga (Universal)
24	24	JOHN MAYER Bigger Than My Body (Aware/Columbia)
25	25	LIZ PHAIR Why Can't I? (Capitol)
30	26	MATCHBOX TWENTY Bright Lights (Atlantic)
32	27	PHARRELL f/JAY-Z Frontin' (Star Trak/Arista)
34	28	STAINO So Far Away (Flip/Elektra/EEG)
29	29	LUMIDEE Never Leave You - Uh Ooh, Uh Oooh! (Universal)
33	30	MARIA I Give, You Take (DreamWorks)

### #1 MOST ADDED

BRITNEY SPEARS f/MADONNA Me Against The Music (Jive)

### #1 MOST INCREASED PLAYS

FOUNTAINS OF WAYNE Stacy's Mom (S-Curve/EMC)

### TOP 5 NEW & ACTIVE

MOST VALUABLE PLAYS f/STAGGA LEE Roc Ya Body... (Casablanca)

BRITNEY SPEARS f/MADONNA Me Against The Music (Jive)

FUEL Falls On Me (Epic)

BLAUQUE I'm Good (Elektra/EEG)

MEST Jaded (These Years) (Maverick/Reprise)

CHR/POP begins on Page 26.

## AC

LW	TW	
1	1	UNCLE KRACKER f/DOBBIE GRAY Drift Away (Lava)
2	2	SHANIA TWAIN Forever And For Always (Mercury/IDJMG)
3	3	MATCHBOX TWENTY Unwell (Atlantic)
4	4	CELINE DION Have You Ever Been In Love (Epic)
5	5	LUTHER VANDROSS Dance With My Father (J)
7	6	COUNTING CROWS Big Yellow Taxi (Geffen/Interscope)
6	7	DANIEL BEDINGFIELD If You're Not The One (Island/IDJMG)
10	8	SANTANA f/MICHELLE BRANCH The Game Of Love (Arista)
9	9	MERCYME I Can Only Imagine (N/D/Curb)
11	10	TRAIN Calling All Angels (Columbia)
8	11	EAGLES Hole In The World (Epic)
12	12	SIMPLY RED Sunrise (SimplyRed.com)
14	13	PHIL COLLINS Look Through My Eyes (Walt Disney/Hollywood)
13	14	CHRISTINA AGUILERA Beautiful (RCA)
15	15	JIM BRICKMAN Peace (Where The Heart Is) (A&I)
16	16	MICHAEL BDLTON When I Fall In Love (Passion Group)
15	17	LEANN RIMES We Can (Asylum/Curb)
17	18	CLAY AIKEN This Is The Night (RCA)
23	19	CELINE DION Stand By Your Side (Epic)
18	20	DARYL HALL Cab Driver (Rhythm & Groove/Liquid 8)
21	21	MICHAEL BUBLE How Can You Mend A Broken... (143/Reprise)
20	22	GLORIA ESTEFAN Wrapped (Epic)
26	23	SEAL Waiting For You (Warner Bros.)
24	24	K. CARLSON f/B. MARDONES I Know You By Heart (Kataphonic)
22	25	KENNY LOGGINS With This Ring (All The Best)
30	26	SHERYL CROW The First Cut Is The Deepest (A&M/Interscope)
28	27	STEVEN CURTIS CHAPMAN How Do I Love Her (Sparrow)
-	28	SARAH MCLACHLAN Fallen (Arista)
-	29	DIDO White Flag (Arista)
29	30	ANNIE LENNOX Wonderful (J)

### #1 MOST ADDED

JOSH GROBAN You Raise Me Up (143/Reprise)

### #1 MOST INCREASED PLAYS

PHIL COLLINS Look Through My Eyes (Walt Disney/Hollywood)

### TOP 5 NEW & ACTIVE

CLAY AIKEN Invisible (RCA)

BURKE RONEY Let It All Come Down (R World)

TIM MCGRAW Tiny Dancer (Curb)

JOHN MAYER Bigger Than My Body (Aware/Columbia)

HALL & OATES Getaway Car (U-Watch)

AC begins on Page 50.

## CHR/RHYTHMIC

LW	TW	
1	1	BEYONCE' f/ISEAN PAUL Baby Boy (Columbia)
2	2	LIL' JON & THE EASTSIDE BOYZ Get Low (TVT)
7	3	YOUNGBLOODZ f/LIL' JON Damn! (Arista)
3	4	NELLY f/P. DIDDY & MURPHY LEE Shake Ya... (Bad Boy/Universal)
6	5	BABY BASH Suga Suga (Universal)
4	6	CHINGY Right Thurr (DTP/Capitol)
9	7	LUDACRIS f/SHAWNNA Stand Up (Def Jam South/IDJMG)
11	8	CHINGY f/SNOOP DOGG & LUDACRIS Holidae In (DTP/Capitol)
10	9	YOUNG GUNZ Can't Stop, Won't Stop (Def Jam/IDJMG)
5	10	PHARRELL f/JAY-Z Frontin' (Star Trak/Arista)
8	11	50 CENT P.I.M.P. (Shady/Aftermath/Interscope)
15	12	OUTKAST The Way You Move (Arista)
13	13	FABOLOUS f/TAMIA Into You (Desert Storm/Elektra/EEG)
14	14	OBIE TRICE Got Some Teeth (Shady/Aftermath/Interscope)
17	15	ASHANTI Rain On Me (Murder Inc./IDJMG)
20	16	MARY J. BLIGE Ooh! (Geffen)
12	17	BOW WOW Let's Get Down (Columbia)
16	18	BUBBA SPARXXX Deliverance (Beetchub/Interscope)
18	19	50 CENT If I Can't (Shady/Aftermath/Interscope)
21	20	R. KELLY Thoina Thoina (Jive)
23	21	M. LEE f/J. DUPRI Wat Da Hook Gon Be (Fo' Reel/Universal)
26	22	T.I. 24's (Grand Hustle/Atlantic)
19	23	MYA My Love Is Like...Whoa (A&M/Interscope)
-	24	MISSY ELLIOTT Pass That Dutch (Gold Mind/Elektra/EEG)
24	25	GINUWINE In Those Jeans (Epic)
29	26	MARK RONSON International Affair (Elektra/EEG)
30	27	T.I. 213 Fly (Geffen)
36	28	WYCLEF JEAN f/MISSY ELLIOTT Party To Damascus (J)
34	29	BIG TYMERS This Is How We Do (Cash Money/Universal)
35	30	M. HOUSTON f/J. BUDDEN & P. PIPER Clubbin' (T.U.G./EEG)

### #1 MOST ADDED

2PAC f/MOTORIOUS B.I.G. Runnin' (Dying To Live) (Death Row/Interscope)

### #1 MOST INCREASED PLAYS

MISSY ELLIOTT Pass That Dutch (Gold Mind/Elektra/EEG)

### TOP 5 NEW & ACTIVE

BLACK EYED PEAS Shut Up (A&M/Interscope)

TOO SHORT f/LIL' JON Shake That Monkey (Short/Jive)

ELEPHANT MAN Pon De River (VP/Atlantic)

LODN f/MARID WINANS Down For Me (Bad Boy/Universal)

ERYKAH BADU Danger...Block On Lock (Motown/Universal)

CHR/RHYTHMIC begins on Page 32.

## HOT AC

LW	TW	
1	1	SANTANA f/ALEX BAND Why Don't You & I (Arista)
2	2	MATCHBOX TWENTY Unwell (Atlantic)
3	3	TRAIN Calling All Angels (Columbia)
5	4	LIVE Heaven (Radioactive/Geffen)
6	5	JOHN MAYER Bigger Than My Body (Aware/Columbia)
4	6	JASON MRAZ The Remedy (I Won't Worry) (Elektra/EEG)
7	7	LIZ PHAIR Why Can't I? (Capitol)
9	8	DIDO White Flag (Arista)
12	9	MATCHBOX TWENTY Bright Lights (Atlantic)
11	10	JOSH KELLEY Amazing (Hollywood)
13	11	3 DOORS DOWN Here Without You (Republic/Universal)
10	12	UNCLE KRACKER f/DOBBIE GRAY Drift Away (Lava)
8	13	MICHELLE BRANCH Are You Happy Now? (Maverick/Warner Bros.)
14	14	EVANESCENCE Bring Me To Life (Wind-up)
15	15	3 DOORS DOWN When I'm Gone (Republic/Universal)
16	16	SARAH MCLACHLAN Fallen (Arista)
18	17	BARENAKED LADIES Another Postcard (Chimps) (Reprise)
23	18	SHERYL CROW The First Cut Is The Deepest (A&M/Interscope)
20	19	VERTICAL HORIZON I'm Still Here (RCA)
19	20	GUSTER Amsterdam (Gonna Write You A Letter) (Palm/Reprise)
26	21	NICKELBACK Someday (Roadrunner/IDJMG)
22	22	ATARIS The Boys Of Summer (Columbia)
24	23	STAINO So Far Away (Flip/Elektra/EEG)
21	24	SALIVA Rest In Pieces (Island/IDJMG)
25	25	FOUNTAINS OF WAYNE Stacy's Mom (S-Curve/EMC)
33	26	SEAL Waiting For You (Warner Bros.)
30	27	GAVIN DEGRAW Follow Through (J)
32	28	SHANIA TWAIN Forever And For Always (Mercury/IDJMG)
29	29	SUGAR RAY Is She Really Going Out With Him? (Atlantic)
28	30	MERCYME I Can Only Imagine (N/D/Curb)

### #1 MOST ADDED

NELLY FURTADO Powerless (Say What You Want) (DreamWorks)

### #1 MOST INCREASED PLAYS

SHERYL CROW The First Cut Is The Deepest (A&M/Interscope)

### TOP 5 NEW & ACTIVE

BANGLES Something That You Said (Koch)

HOOTIE & THE BLOWFISH Space (Atlantic)

EVANESCENCE Going Under (Wind-up)

MARIA I Give, You Take (DreamWorks)

MEAT LOAF I Couldn't Have Said It Better (Sanctuary/SRG)

AC begins on Page 50.

## URBAN

LW	TW	
2	1	BEYONCE' f/ISEAN PAUL Baby Boy (Columbia)
1	2	YOUNGBLOODZ f/LIL' JON Damn! (Arista)
5	3	ASHANTI Rain On Me (Murder Inc./IDJMG)
8	4	LUDACRIS f/SHAWNNA Stand Up (Def Jam South/IDJMG)
6	5	R. KELLY Thoina Thoina (Jive)
3	6	NELLY f/P. DIDDY & MURPHY LEE Shake Ya... (Bad Boy/Universal)
4	7	PHARRELL f/JAY-Z Frontin' (Star Trak/Arista)
13	8	MARY J. BLIGE Ooh! (Geffen)
12	9	JAGGED EDGE Walked Outta Heaven (Columbia)
11	10	YOUNG GUNZ Can't Stop, Won't Stop (Def Jam/IDJMG)
9	11	LIL' JON & THE EASTSIDE BOYZ Get Low (TVT)
7	12	FABOLOUS f/TAMIA Into You (Desert Storm/Elektra/EEG)
14	13	M. HOUSTON f/J. BUDDEN & P. PIPER Clubbin' (T.U.G./EEG)
15	14	R. KELLY Step In The Name Of Love (Jive)
10	15	CHINGY Right Thurr (DTP/Capitol)
19	16	OUTKAST The Way You Move (Arista)
16	17	AVANT Read Your Mind (Geffen)
22	18	CHINGY f/SNOOP DOGG & LUDACRIS Holidae In (DTP/Capitol)
18	19	MONICA Knock Knock (J)
21	20	ERYKAH BADU Danger...Block On Lock (Motown/Universal)
24	21	M. LEE f/J. DUPRI Wat Da Hook Gon Be (Fo' Reel/Universal)
25	22	YING YANG TWINS Naggin' (TVT)
26	23	BAD BOY'S DA BAND Bad Boy This Bad Boy That (Bad Boy/Universal)
-	24	MISSY ELLIOTT Pass That Dutch (Gold Mind/Elektra/EEG)
32	25	GINUWINE Love You More (Epic)
33	26	OBIE TRICE Got Some Teeth (Shady/Aftermath/Interscope)
30	27	T.I. 24's (Grand Hustle/Atlantic)
38	28	WYCLEF JEAN f/MISSY ELLIOTT Party To Damascus (J)
23	29	BOW WOW Let's Get Down (Columbia)
48	30	112 f/LUDACRIS Hot & Wet (Def Soul/IDJMG)

### #1 MOST ADDED

2PAC f/MOTORIOUS B.I.G. Runnin' (Dying To Live) (Death Row/Interscope)

### #1 MOST INCREASED PLAYS

MISSY ELLIOTT Pass That Dutch (Gold Mind/Elektra/EEG)

### TOP 5 NEW & ACTIVE

RAH DIGGA Party &... (Flipmode/J)

KELIS Milkshake (Star Trak/Arista)

LIL' M.O. 1st Time (Elektra/EEG)

ANTHONY HAMILTON Comin' From Where I'm From (So So Def/Arista)

TAMIA Officially Missing You (Elektra/EEG)

URBAN begins on Page 36.

## ROCK

LW	TW	
1	1	STAINO So Far Away (Flip/Elektra/EEG)
2	2	NICKELBACK Someday (Roadrunner/IDJMG)
3	3	AUDIOSLAVE Show Me How To Live (Interscope/Epic)
5	4	3 DOORS DOWN Here Without You (Republic/Universal)
8	5	GODSMACK Serenity (Republic/Universal)
7	6	FUEL Falls On Me (Epic)
9	7	BLACK LABEL SOCIETY Stillborn (Spitfire)
10	8	A PERFECT CIRCLE Weak And Powerless (Virgin)
6	9	LINKIN PARK Faint (Warner Bros.)
11	10	TRAPT Headstrong (Warner Bros.)
4	11	SHINEDOWN Fly From The Inside (Atlantic)
13	12	WHITE STRIPES Seven Nation Army (Third Man/V2)
12	13	AUDIOSLAVE Like A Stone (Interscope/Epic)
17	14	TRAPT Still Frame (Warner Bros.)
14	15	SEETHER Gasoline (Wind-up)
16	16	DISTURBED Liberate (Reprise)
18	17	SMILE EMPTY SOUL Bottom Of A Bottle (Lava)
20	18	AUDIOSLAVE I Am The Highway (Interscope/Epic)
19	19	JET Are You Gonna Be My Girl (Elektra/EEG)
21	20	COLD Suffocate (Flip/Geffen/Interscope)
22	21	SEVENDUST Enemy (TVT)
-	22	P.D.D. Will You (Atlantic)
23	23	KORN Did My Time (Immortal/Epic)
26	24	MUDVAYNE World So Cold (Epic)
-	25	LINKIN PARK Numb (Warner Bros.)
28	26	ZZ TOP Piece (RCA)
25	27	JANE'S ADDICTION Just Because (Capitol)
27	28	LIMP BIZKIT Eat You Alive (Flip/Interscope)
-	29	CHEVELLE Closure (Epic)
29	30	POWERMAN 5000 Action (DreamWorks)

### #1 MOST ADDED

SHINEDOWN 45 (Atlantic)

### #1 MOST INCREASED PLAYS

LINKIN PARK Numb (Warner Bros.)

### TOP 5 NEW & ACTIVE

IRON MAIDEN Widest Dreams (Columbia)

THREE DAYS GRACE I Hate Everything About You (Jive)

ILL NINO How Can I Live (Roadrunner/IDJMG)

LYNYRD SKYNYRD That's How I Like It (Sanctuary/SRG)

BLACK LABEL SOCIETY The Blessed Hellride (Spitfire)

ROCK begins on Page 57.



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**Energetic personality with a great voice** to match, make this male air talent part of your radio family. Call Chris 905-878-9825. (10/10)

**Major Market Talk Show Host!** For Conservative Style! Opinionated! Hot Topics! Advice Talker! Credentials & Experience Guaranteed Success! RoyDackerman@verizon.net (808) 239-2550. (10/10)

**Talk Host, Available Now, Major Markets, Conservative, Female, Opinionated.** Talkradiotome@aol.com. (10/10)

**7 years Radio/TV traffic experience** seeking manager position in sports, radio, television in NY/NJ. BG at 201-222-8795. (10/10)

**Ohio Valley, or weekends in the NY Suburbs.** CHR/Hot AC/ALT. Brian Hunter 718-236-7505 or djbrianhunter@aol.com. (10/10)

**Plymouth, MA. The home of Thanksgiving!** Live reports Thanksgiving week from Plymouth Rock! "The Mayflower" and More! For details GROVER750@AOL.COM. (10/10)

**20 Years on air experience.....dj/md** seeks on air slot in FT MYERS, FL. Call Don anytime at 671-7110. (10/10)

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## R&R Opportunities Free Advertising

Radio & Records provides free (20 words maximum) listings to radio stations ON A SPACE AVAILABLE BASIS in Opportunities. Free listings of the same length are also available to individuals seeking work in the industry under Positions Sought.

### Deadline

To appear in the following week's issue, your ad must be received by Thursday noon (PST), eight days prior to issue date. Free Opportunities listings should be typewritten or printed on 8 1/2" X 11" company/station letterhead and are accepted only by mail or fax: 310-203-8727. Only free positions sought ads are accepted by e-mail to: [linaree@radioandrecords.com](mailto:linaree@radioandrecords.com) Address all 20-word ads to R&R Free Opportunities, 10100 Santa Monica Blvd., Third Floor, Los Angeles, CA 90067.

## R&R Opportunities Advertising

**1x                      2x**  
**\$175/inch          \$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](http://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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Individuals seeking employment may run ads in the Positions Sought section at the special rate of \$50/inch.

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Opportunities Advertising orders must be typewritten on company/station letterhead and accompanied by advance payment. Ads are accepted by fax: (310-203-8727) or mail. Visa, MC, AmEx or Discover card accepted. Include card number, name as it appears on credit card, expiration date and phone number. Blind box responses are sent to advertisers every Friday by first-class mail.

### Deadline

To appear in the following week's issue, your ad must be received by Thursday noon (PST) eight days prior to issue date. Address all ads to: R&R Opportunities, 10100 Santa Monica Blvd., Third Floor, Los Angeles, CA 90067.

## RADIO & RECORDS

10100 Santa Monica Blvd., Third Floor, Los Angeles, CA 90067

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RADIO & RECORDS INC. / 10100 SANTA MONICA BLVD., THIRD FLOOR, LOS ANGELES, CA 90067

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<b>NEWS DESK:</b>	310-788-1699	310-203-9763	<a href="mailto:newsroom@radioandrecords.com">newsroom@radioandrecords.com</a>
<b>R&amp;R ONLINE SERVICES:</b>	310-788-1635	310-553-4056	<a href="mailto:kmccabe@radioandrecords.com">kmccabe@radioandrecords.com</a>
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<b>NASHVILLE BUREAU:</b>	615-244-8822	615-248-6655	<a href="mailto:lhelton@radioandrecords.com">lhelton@radioandrecords.com</a>



**REGIONAL MEXICAN TOP 25**

THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL POINTS
1	INTOCABLE Eso Duele (EMI Latin)	337
2	BRONCO "EL GIGANTE DE AMERICA" Estoy A Punto (Fonovisa)	308
3	CONJUNTO PRIMAVERA Ave Cautiva (Fonovisa)	274
4	MONTEZ DE DURANGO Hoy Empieza Mi Tristeza (Disa)	231
5	TIGRES DEL NORTE Cásame La Muerte (Fonovisa)	215
6	HURACANES DEL NORTE Nomás Por Tu Culpa (Univision)	212
7	ADOLFO URIAS Amor Bésame (Fonovisa)	161
8	MARCO A. SOLIS Más Que Tu Amigo (Fonovisa)	145
9	PALOMO Te Metiste En Mi Cama (Disa)	119
10	TEMERARIOS Te Regalo Mi Tristeza (Fonovisa)	112
11	ARROLLADORA BANDA EL LIMON En Los Puritos Huesos (Disa)	103
12	CUISILLOS Corazón (Balboa)	98
13	MONTEZ DE DURANGO Lágrimas De Cristal (Disa)	95
14	JDAN SEBASTIAN Sentimental (Balboa)	94
15	LIBERACION Cuánto Me Apuestas (Disa)	93
16	BANDA EL RECCCC Que Te Ruegue Quien Te Quiera (Fonovisa)	92
17	COYOTE Y SU BANDA TIERRA SANTA El Rancho Grande (EMI Latin)	92
18	CONJUNTO PRIMAVERA Actos De Un Tonto (Fonovisa)	89
19	PEPE AGUILAR Yo La Amo (Univision)	87
20	VICTOR GARCIA Otra Vez (Sony Discos)	83
21	JOAN SEBASTIAN Asi Te Quiero (Balboa)	77
22	NINEL CONDE Callados (Universal)	73
23	JORGE LUIS CABRERA En Realidad (Disa)	72
24	TRINY Y LA LEYENDA Dile (Universal)	67
25	CHUY JR. Y SUS JARDINEROS Mr. Party (EMI Latin)	66

Data is compiled from the airplay week of September 28 - October 4, and based on a point system.  
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**TEJANO TOP 25**

THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL POINTS
1	INTOCABLE Eso Duele (EMI Latin)	263
2	BIG CIRCO La Endiablada (EMI Latin)	157
3	DUERO Desde Hoy (Univision)	154
4	ELIDA REYNA Te Voy A Olvidar (Tejas)	144
5	FRIJOLES ROMANTICOS & BOBBY PULIDO Dónde Está Mi Raza (Universal)	128
6	KUMBIA KINGS f/OZOMATLI Mi Gente (EMI Latin)	127
7	SOLIDO Contando Los Segundos (Freddie)	109
8	JIMMY GONZALEZ & GRUPO MAZZ Junto A Ti (Freddie)	99
9	JAIME Y LOS CHAMACOS f/BOBBY PULIDO Conjunto No Morirá (Freddie)	96
10	CONTROL Me Quiero Casar (EMI Latin)	87
11	IMAN Amor De Dos Caras (Univision)	86
12	JAY PEREZ No Me Dejes (Sony Discos)	82
13	COSTUMBRE Cuánto Te Amo (Warner M.L.)	79
14	LA ONDA w/CONTROL Mi Cucu (EMI Latin)	72
15	ALAZAN Cómo Olvidarte (Freddie)	64
16	PALMINDS Tócame (Fonovisa)	58
17	LA CONTRA Ya Tengo Mi Vida (Univision)	54
18	DANIEL RENE & JENNIFER PEÑA El Deseo De Ti (Univision)	52
19	RUBEN RAMOS Quiero Una Cita (Revolution)	48
20	ESTRUENDO Conquistar Tu Corazón (Univision)	43
21	MARCOS OROZCO Río Rebelde (Catalina)	41
22	BOBBY PULIDO Perdóname (Universal)	32
23	VICTOR GARCIA Otra Vez (Sony Discos)	32
24	FRANKIE J. Ya No Es Igual (Sony Discos)	27
25	LA CONQUISTA La Chica Conquista (Q-Zone)	26

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**Going For Adds**

- ADAN CHALINO SANCHEZ Me Cansé De Morir Por Tu Amor (Univision)
- COSTUMBRE Cuánto Te Amo (Warner M.L.)
- EL AMIGABLE Por Qué No Vienes (Freddie)
- EL COYOTE Y SU BANDA TIERRA SANTA Me Voy A Ir (EMI Latin)
- GRACIELA BELTRAN Qué Difícil Es (Univision)
- JOAN SEBASTIAN Don Marcos (Balboa)
- JULIO PRECIADO Te Reto A Que Me Olvides (BMG)
- KUMBIA KINGS f/OZOMATLI Mi Gente (EMI Latin)
- LA ONDA w/CONTROL Mi Cucu (EMI Latin)
- LOS CADETES DE LINARES El Amor Que Te Doy (Univision)
- NICO FLORES Para Morir Iguales (BMG)
- PABLO MONTERO Cuando Calienta El Sol (BMG)
- PANCHO BARRAZA Qué Bien Me Harías (Balboa)
- PAQUITA LA DEL BARRIO Hombres Malvados (Balboa)

**Going For Adds**

- JIMMY GONZALEZ Y EL GRUPO MAZZ Te Llevo En Mi Alma (Freddie)
- JOSE LEON Promesas (Catalina)
- LA CIMA Amiga (Univision)
- LOS BRAVIOS Me Tiene Loco (Freddie)
- MARCOS OROZCO Como Dos Adolescentes (Catalina)
- PESADO Mátame (Warner M.L.)
- TIGRILLOS Todo Me Sale Mal (Warner M.L.)
- VARONIL Y Lloré (Univision)

We proudly welcome



to the EMI Latin family

Adding one more hit to their successful career with the new single "DE UN RANCHO A OTRO"

from the highly anticipated album "DE UN RANCHO A OTRO"

IN STORES NOVEMBER 4





De Un Rancho A Otro





• October 10, 2003

## CONTEMPORARY TOP 25

THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL POINTS
1	CHAYANNE Un Siglo Sin Ti (Sony Discos)	131
2	ALEJANORO SANZ No Es Lo Mismo (Warner M.L.)	127
3	JUANES & NELLY FURTAOO Fotografía (Universal)	113
4	RICKY MARTIN Asignatura Pendiente (Sony Discos)	100
5	LUIS MIGUEL Te Necesito (Warner M.L.)	83
6	GLORIA ESTEFAN Hoy (Sony Discos)	76
7	OBIE BERMUDEZ Antes (EMI Latin)	75
8	MANA Mariposa Traicionera (Warner M.L.)	59
9	RICKY MARTIN Tal Vez (Sony Discos)	58
10	CRISTIAN No Hace Falta (BMG)	53
11	AREA 305 Vive La Vida (Univision)	48
12	DAVIO BISBAL Quiero Perderme En Tu Cuerpo (Universal)	47
13	RICARDO ARJONA Minutos (Sony Discos)	46
14	ALEXANDRE PIRES Quitémonos La Ropa (BMG)	45
15	TEMERARIOS Te Regalo Mi Tristeza (Fonovisa)	40
16	MARCO A. SOLIS Tu Amor O Tu Desprecio (Fonovisa)	36
17	SORAYA Sólo Por Ti (EMI Latin)	35
18	BLACK EYED PEAS Where Is The Love? (A&M/Interscope)	35
19	RICARDO MONTANER Qué Ganas (Warner M.L.)	34
20	SIN BANDERA Kilómetros (Sony Discos)	33
21	PEPE AGUILAR Me Falta Valor (Univision)	33
22	TRANZAS Mori (J&N)	32
23	CONJUNTO PRIMAVERA Ave Cautiva (Fonovisa)	30
24	OLGA TAÑON Cuando Tú No Estás (Warner M.L.)	29
25	INSPECTOR Amargo Adiós (Universal)	29

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### Going For Adds

ALEX UBAGO Qué Pides Tú (Warner M.L.)  
 CHRISTINA VALEMI Absolutamente Todos (Universal)  
 DANIEL RENE Jamás (Univision)  
 IMPACTO MC Golosa (Balboa)  
 LORNA & EL CHOMBO Papi Chulo (Balboa)  
 LOS DUEÑOS DEL SOL Que Por Qué Te Quiero (Balboa)  
 MANA Te Llevaré Al Cielo (Warner M.L.)  
 MIA Convencida (Univision)  
 OBIE BERMUDEZ Me Cansé De Ti (EMI Latin)  
 PEPE AGUILAR Yo La Amo (Univision)  
 PUERTO RAICES Enamorados (Sony Discos)  
 RICARDO MONTANER Parado De Manos (Warner M.L.)  
 TIZIANO FERRO Perverso (EMI Latin)

## TROPICAL TOP 25

THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL POINTS
1	CELIA CRUZ Rie Y Lloro (Sony Discos)	168
2	ELVIS MARTINEZ Así Te Amo (Premium)	101
3	OBIE BERMUDEZ Antes (EMI Latin)	94
4	KEVIN CEBALLO Tú Volverás (Universal)	92
5	GLORIA ESTEFAN Hoy (Sony Discos)	84
6	INOIA Soy Mujer (Sony Discos)	78
7	HUEY DUNBAR Sin Poderte Hablar (Sony Discos)	70
8	CHAYANNE Un Siglo Sin Ti (Sony Discos)	67
9	GILBERTO S. ROSA Un Amor Para La Historia (Sony Discos)	60
10	ALEJANORO SANZ No Es Lo Mismo (Warner M.L.)	58
11	ANTHONY RIOS El Bolsillo Izquierdo (Premium)	57
12	VICTOR MANUELLE Poco Hombre (Sony Discos)	56
13	SOPHY Cuéntale A Ella (Premium)	55
14	ISMAEL MIRANDA Te Solté La Rienda (Universal)	48
15	SON DE CALI Son De Cali (Univision)	45
16	CRISTIAN No Hace Falta (BMG)	44
17	SHALIM Se Me Olvidó Tu Nombre (Crescent Moon)	41
18	DANIEL RENE & JENNIFER PEÑA El Deseo De Ti (Univision)	41
19	SON CALLEJERO No Sé (Cutting)	40
20	OSCAR D'LEON La Mazucamba (Universal)	40
21	RICKY MARTIN Asignatura Pendiente (Sony Discos)	39
22	NEGROS Me Cambiaste La Vida (Premium)	39
23	AREA 305 Vive La Vida (Univision)	36
24	THALIA f/FAT JOE Me Pones Sexy (EMI Latin)	36
25	PAPI SANCHEZ Enamórame (Sony Discos)	35

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### Going For Adds

ANDY ANDY Voy A Tener Que Olvidarte (Sony Discos)  
 JHONNY RAFAEL Vivir Sin Ti (Univision)  
 OBIE BERMUDEZ Me Cansé De Ti (EMI Latin)

## Rock/Alternative

TW	ARTIST Title Label(s)
1	PLASTILINA MOSH Peligroso Pop (EMI Latin)
2	LA LEY Más Allá (Warner M.L.)
3	CIRCO La Sospecha (Universal)
4	CAFE TACUBA EO (MCA)
5	FASE Tania (Universal)
6	LOS TETAS Tómalas (Universal)
7	JUMBO Bajo Control (BMG)
8	JARABE DE PALO Ying Yang (Warner M.L.)
9	LA MOSCA TSE TSE Muchachos, Esta Noche Me Emborracho (EMI Latin)
10	PANTEON ROCOCO Tu Recuerdo Y Yo (BMG)
11	MOLOTOV Here We Kum (Universal)
12	GUSTAVO CERATI Karaoke (BMG)
13	PASTILLA Comezón (Antidoto)
14	JULIETA VENEGAS Andar Conmigo (BMG)
15	ANA TORROJA El Arte De Llorar (BMG)

Songs ranked by total number of points. 18 Rock/Alternative reporters.

## Record Pool

TW	ARTIST Title Label(s)
1	FRUKO Y SUS TESOS Gringo Rumbero Pachanguero (Fuentes)
2	SONORA CARRUSELES La Comay (Fuentes)
3	ORQUESTA GUAYACAN Vas A Llorar (MP)
4	GLORIA ESTEFAN Hoy (Sony Discos)
5	OLGA TAÑON Cuando Tú No Estás (Warner M.L.)
6	CELIA CRUZ Rie Y Lloro (Sony Discos)
7	FASE Tania (Universal)
8	MOSA PROJECT Dámelo (Latinflava)
9	OBIE BERMUDEZ Antes (EMI Latin)
10	JOHNNY VENTURA Allá Se Quedó (MP)
11	OSCAR D'LEON La Mazucamba (Universal)
12	INDIA Soy Mujer (Sony Discos)
13	DON DINERO Ahí Parí (Universal)
14	RICHIE RAY 40 Años (Combo)
15	AREA 305 Vive La Vida (Univision)

Songs ranked by total number of points. 21 Record Pool reporters.



# RADIO Y MÚSICA™

R&R

This Week In Spanish-Language Music

## Radio Y Música News

PD, Miguel Soler  
WFNO/New Orleans

On Sept. 21 we celebrated Central American Independence at an event at Six Flags. Grupo Manía, Mokuanes from Nicaragua and Five Star Band from Honduras performed. We had attendance of over 3,500 people.

Most of the Hispanics who live in this area are from Central America, predominantly from Honduras, but there are also a lot of people from Nicaragua and El Salvador. We wanted to celebrate their independence with them, and their response was wonderful. This is the second festival we've done this year. Our audience has responded very well, so we're doing it again next year.



Because our audience is so diverse, our station plays a lot of different styles of music. Although we're a contemporary station, we include some tropical hits as well as Regional Mexican. The Central American communities really enjoy all this music.

## See Them Live

### October

- 17 Maná, TD Waterhouse Center, Orlando
- 18 La Oreja de Van Gogh, Webster Hall, New York
- 21 Gustavo Cerati, JC Fandangos, Anaheim, CA
- 22 Maná, Entertainment Center, Laredo, TX
- 24 Jumbo, Club Monaco, Sunnyvale, CA
- 24 Maná, American Airlines Center, Dallas
- 24 Juanes, Madison Square Garden, New York
- 25 Los Lonely Boys, La Zona Rosa, Austin
- 25 Maná, Cynthia Woods Mitchell Pavilion, Houston
- 25 Los Prisioneros, Gustavo Cerati & Jarabe de Palo, Nations, Washington, DC
- 26 Los Lonely Boys, Concrete Amphitheater, Corpus Christi, TX
- 26 Jumbo, JC Fandangos, Anaheim, CA
- 28 Maná, Cricket, Phoenix
- 30 Maná, Mandalay Bay, Las Vegas



Maná

### November

- 1 Luis Miguel, Smirnoff Music Center, Dallas
- 1 Quetzal, Denise Roberge Art Gallery, Palm Desert, CA
- 1 Raphael, James L. Knight Center, Miami
- 2 Luis Miguel, SBC Center, San Antonio
- 4 Luis Miguel, Laredo Entertainment Center, Laredo, TX
- 6 Quetzal, Whittier College/Shannon Center for the Arts, Whittier, CA
- 8 Luis Miguel, United Center, Chicago
- 9 El Tri, Sports Arena, Los Angeles
- 11 Luis Miguel, Madison Square Garden, New York
- 13 Luis Miguel, American Airlines Arena, Miami
- 13 Lo MCXIMO De La Música Tour, Verizon Wireless Theater, Houston
- 14 Lo MCXIMO De La Música Tour, Hammerstein Ballroom, New York
- 15 Lo MCXIMO De La Música Tour, James L. Knight Center, Miami
- 22 Quetzal, The Citadel Outlets, Los Angeles
- 23 Lo MCXIMO De La Música Tour, Universal Amphitheater, Los Angeles
- 24 Enanitos Verdes & Circo, Coliseo Pachins Vicens, Puerto Rico
- 25 Jarabe de Palo, Anfiteatro Tito Puente, Puerto Rico
- 28 Jaguares, Long Beach Arena, Long Beach, CA
- 30 Jaguares, Marquee Theater, Tempe, AZ



Luis Miguel



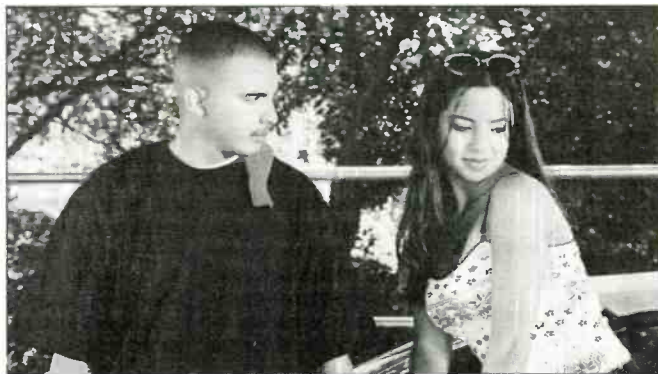
Jaguares



**PIRES AT THE WHITE HOUSE** Brazilian singer Alexandre Pires was invited to the White House as part of the Hispanic Heritage Month Celebration. He and other artists performed for President George W. Bush. Pires is seen here singing "Chica De Ipanema" in his native Portuguese.



**BANDA EL RECODO CELEBRATE** Banda El Recodo, a.k.a. 'The Mother of All Bands,' celebrated 65 years in the music business with three shows at Mexico City's Auditorio Nacional (Sept. 12-14). El Recodo will also be touring the U.S. and will soon be releasing their new album, Por Ti.



**NEW RECORD AND VIDEO** Adán Chakino Sánchez (l) recently filmed the video for "Me Cansé De Morir Por Tu Amor," the first single off the album *Un Soñador*. The singer is seen here during the shoot in Maribou, CA.



**AZUL AZUL ARE UNIVERSAL** Bolivian pop band Azul Azul signed with Universal Music Latino. The band, who had a major hit with "La Bomba," released their new album, *Acretaito*, on Universal on Sept. 18. Seen here are (l-r) Universal Music Latino President John Echevarría, bandmember Ricardo Fries, Universal Music Latino A&R VP Eddie Fernández, band leader and songwriter Fabio Zambrano, bandmember Rui Prado and Universal Music Latino Sr. A&R/Marketing VP Walter Koir.





# Recipes For Success

PDs talk about what makes a great promotion

**W**ho doesn't like radio promotions? For the audience, there's excitement in trying to win tickets to their favorite concert; getting the chance to attend a private event and meet their favorite artist; or winning a trip, a car or money. Then there are the benefits for the stations: higher ratings and TSL, new listeners tuning in, etc.

Some stations go all-out and give away brand-new cars and thousands of dollars in cash. But what about stations that don't have the budgets to do expensive promotions? Can they compete? The answer is yes. What I discovered from the PDs I spoke with this week is that, generally, it's not about what the station gives away, but how it does it. Here are their recipes for great promotions.

## Danny Garcia

### KLEY/San Antonio

• The promotion has to be something the audience wants. If the prize is perceived as something people want, it will be a success. Cash continues to be the most attractive prize, but other things, like store gift cards or certificates, also work well. The big prizes, like cars, houses, trips, etc., are attractive, but the audience many times thinks that if the prize is worth a lot, they will never win it.

• Even though a prize may be ordinary, you have to present it as extraordinary. A T-shirt and a few CDs can seem to have little value, but if you present them as must-haves, they will be perceived that way.



Danny Garcia

• The promotion must be formulated in such a way that it will increase your TSL and come.

There's no point in doing a promotion just to have something to talk about during the breaks. The main objective of all promotions must be to increase ratings. That's why you have to pay a lot of attention to the promotion's mechanics and find a way to get the best out of it in regard to TSL and come.

• Promotions must be fun and entertaining and out of the ordinary. An ordinary promotion will not get the audience's attention or enthusiasm. A promotion that gets

people talking automatically increases your audience, because people who normally don't listen to your station will tune in out of curiosity if they hear your faithful listeners talk about your promotion.

• The radio team presenting the promotion must be convinced that it is great, and they must show this whether they are on the air or on the street. If they are not convinced that the promotion is effective, they will not convince anyone else. That's why it's important to take your team into consideration when planning promotions, because their opinions can take an ordinary promotion to a higher level. And the team will feel proud about participating.

## Gilbert Esparza

### KEJS/Lubbock, TX

• Whatever you're giving away, it must be a must-have.



Gilbert Esparza

• The promotion has to be convenient: phone registrations (this method provides me with important data about our listeners), registration boxes in the neighborhoods that listen to your station, registration boxes in high-traffic areas and on-location remotes to increase awareness.

• The promotion must be worth the effort. I try to think like the listener: What's in it for me?

• The promotion must have a generous amount of on-air promotion.

• When possible, cross-promoting with other media is a very effective technique.

• Try to make the promotions fun and easy, because that keeps the listeners tuning in to find out what else the station is giving away or planning.

## Richard Torres

### La Favorita Network/CA

• If you look in the dictionary, the definition of promotion is "to contribute to further growth or prosperity." I like to run promotions that give us as much exposure as possible to people who aren't our regular listeners.

• Develop and run good, fun contests. That's what we do.

• Try to encourage the regular lis-



**SANZ MEETS KOLO** While in Los Angeles to promote his very successful album *No Es Lo Mismo*, Alejandro Sanz (l) made an afternoon stop at KSSE, where DJ Kolo Barrera asked him the fun and personal questions all the fans wanted the answers to.

tener or new listener to listen for a longer period of time. That will contribute to your growth.

• When you think promotion, think visibility. Get the station out in front of people through personal appearances, community involvement, events and advertising on billboards and TV.

## Juan Carlos Hidalgo

### KLAX/Los Angeles

• First, it is important to determine the objective. Is it to increase TSL, to attract a particular demo of listeners, to position the station, etc.

• It is very important to analyze whether the prize or event is something the majority of the audience that you want to attract wants. If not, the promotion will go on without much attention from the audience.

• The contest you develop has to be fun and not too complicated. It not only has to entertain or get a reaction from the person trying to win, but also from those people who don't have time to participate or never call the station. Contests are another tool the DJ uses to entertain and attract an audience.

• From the moment the promotion begins, it is essential that the teasers, the liners, the promos and all the advertising are clear. The DJs must also clearly understand the concept of the promotion so they can explain it to the audience.

• If the promotion goes on for more than three weeks, it is up to the PD to keep it fresh and to motivate the DJs to keep up their enthusiasm, because, many times, by the time the promotion ends, no one cares.

• Some of the most popular and effective promotions are those that include sound effects, the song of the day, mixing songs, "la bomba,"

"the million-dollar machine" or the roulette wheel.

## Alicia Zertuche

### KTXZ/Austin

• First, you have to come up with a very creative idea, something that people will really get into.

• Then, work on the elements: the sponsor, the radio team, the artists, etc. Everyone must be in agreement and support the promotion.



Juan Carlos Hidalgo

• It's also very important to create a lot of excitement around the promotion. Even if you're giving away something small, you have to create excitement. For example, we do lots of promos, remotes, etc., to support our promotions. Let people know there's something great going on.

• People are always interested in winning big prizes, like trips, and prizes like that really spotlight the station. But once someone wins a trip there's the matter of asking for time off and other issues. So, it's best to do a local promotion that is great but that will be easy for the winner to claim and enjoy. It's better to do a promotion that is more personal and that they'll never forget, like giving them the chance to



Alicia Zertuche

meet an artist.

• It's also important that everyone in the station gets involved in the promotion. All the DJs should support it and promote it with a lot of excitement.

## TALK BACK TO R&R!

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

Call me at 310-788-1670  
or e-mail:

jmadrigal@radioandrecords.com



**MAKING THE ROUNDS** Ninel Conde and José Manuel Figueroa recently stopped by KZOL/Fresno. Conde is promoting her self-titled debut album on Universal Music Latino. Hubby and singer Figueroa was there for support. They're seen here with (l) KZOL PD Pepe Reyes.



### INSPO TOP 20

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART	TOTAL STATIONS
1	1	JAMIE SLOCUM I Cannot Turn Away (Curb)	372	-11	11	21/0
2	2	TWILA PARIS God Of All (Sparrow)	366	-4	12	20/0
3	3	JACI VELASQUEZ Jesus is (Word/Curb/Warner Bros.)	365	0	9	19/0
7	4	SCOTT KRIPPAYNE You Are Still God (Spring Hill)	308	+34	6	18/0
5	5	NATALIE GRANT I Desire (Curb)	293	-27	12	17/0
4	6	PHILLIPS, CRAIG & DEAN Hallelujah... (Sparrow)	287	-61	14	15/0
9	7	WATERMARK... There Is... (Creative Trust Workshop)	286	+39	5	20/0
8	8	CAEDMON'S CALL Hands Of The Potter (Essential)	276	+28	6	16/1
6	9	C.RICE Smile (Just Want To Be With You) (Rocketown)	274	-29	16	16/0
11	10	4HIM Fill The Earth (Word/Curb/Warner Bros.)	253	+33	4	15/1
10	11	RUSS LEE Satisfied In You (Discovery House)	230	+7	7	15/0
12	12	COREY EMERSON Sanctuary (Discovery House)	194	-11	8	14/0
15	13	FFH Ready To Fly (Essential)	184	+5	3	14/1
14	14	JIM WITTER You Are The Son (Curb)	171	-13	10	13/0
	15	VARIOUS ARTISTS The Gathering (Essential)	155	+20	1	13/2
20	16	DARLENEZSCHECH Pray (IND)	155	+12	2	15/1
19	17	SHANNON WEXELBERG In The Waiting (Doxology)	150	+5	3	11/0
13	18	CHARMAINE All In All (Elevate/Inpop)	149	-50		10
18	19	JILL PHILLIPS Wrecking Ball (Fervent)	148	-2	4	8/0
-	20	MERCYME Word Of God Speak (IND)	144	+8	21	8/0

22 Inspo reporters. Songs ranked by total plays for the airplay week of Sunday 9/28 - Saturday 10/4.  
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### CHR Most Added

www.rindicator.com

ARTIST TITLE LABEL(S)	ADDS
JOY WILLIAMS By Surprise (Reunion)	5
FM STATIC Crazy Mary (Tooth & Nail)	4
PLUMB Unnoticed (Curb)	3

### Rock Most Added

www.rindicator.com

ARTIST TITLE LABEL(S)	ADDS
P.O.D. Will You (Atlantic)	13
SKILLET Savior (Ardent)	9
BLEACH Get Up (BEC)	5
ROCK 'N' ROLL WORSHIP CIRCUS A Beautiful Glow (IND)	4
KUTLESS Pride Away (BEC)	4
PLUMB Unnoticed (Curb)	4
GS MEGAPHONE Venom (Spindust)	4

### Rhythmic Specialty Programming

RANK	ARTIST TITLE LABEL(S)
1	KJ-52 Dear Slim Pt. 2 (BEC/Uprok)
2	VERBS Live To The Music (Gotee)
3	T-BONE Still Preachin' (Flicker)
4	LPG Never Did I (Uprok)
5	SOULJAHZ Jubilee (Squint/Curb/Warner Bros.)
6	KJ-52 f/JOHN REUBEN The Choice Is Yours (Uprok)
7	MARS ILL Breathe Slow (Gotee)
8	OUT OF EDEN Showpiece (Gotee)
9	JOHN REUBEN Run The Night (Gotee)
10	DJ MAJ The Ringleader (Gotee)

### Inspo Most Added

www.rindicator.com

ARTIST TITLE LABEL(S)	ADDS
MARK SCHULTZ You Are A Child Of Mine (Word/Curb/Warner Bros.)	5
GEORGE ROWE Everlasting (Rocketown)	3
VARIOUS ARTISTS The Gathering (Essential)	2
RIVER Glorious (Ingrace)	2
KATINAS Changed (Gotee)	2
MICHAEL W. SMITH The Wonderful Cross (Reunion)	2
MARTINS What Mercy Means (Spring Hill)	2
SHANE BARNARD & SHANE EVERETT Mercy Reigns (Inpop)	2

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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	SWITCHFOOT Gone (Sparrow)	1035	-15	15	25/0
2	2	STACIE ORRICO (There's Gotta Be)...(ForeFront/Virgin)	995	+8	12	26/0
3	3	ZOEGIRL You Get Me (Sparrow)	905	+16	14	25/0
5	4	NATE SALLIE All About You (Curb)	785	+30	10	22/0
9	5	NEWSBOYS You Are My King (Amazing Love) (Sparrow)	752	+112	8	20/2
4	6	TODD AGNEW This Fragile Breath (Ardent)	732	-112	20	18/0
6	7	SEVEN PLACES Everything (BEC)	674	-30	19	18/0
7	8	EVERYDAY SUNDAY Hanging On (Flicker)	660	-22	22	17/0
8	9	MERCYME The Change Inside Of Me (INO)	630	-15	15	17/1
10	10	JEREMY CAMP I Still Believe (BEC)	534	-87	23	15/0
12	11	TOBYMAC Love Is In The House (ForeFront)	529	-46	17	15/0
18	12	FM STATIC Crazy Mary (Tooth & Nail)	512	+108	6	18/4
17	13	CASTING... If We Are The Body (Beach Street/Reunion)	484	+62	5	17/2
13	14	BIG DISMAL Remember (I.O.U.) (Wind-up)	473	-83	13	13/0
14	15	BY THE TREE Far Away (Fervent)	470	0	12	14/0
19	16	BIG DADDY WEAWE Fields Of Grace (Fervent)	437	+45	3	16/0
11	17	W. BARFIELD My Heart... (Creative Trust Workshop)	427	-152	17	9/0
16	18	SIXPENCE NONE... Waiting... (Squint/Curb/Reprise)	419	-17	9	14/0
15	19	DOWNHERE What It's Like (Word/Curb/Warner Bros.)	388	-57	19	13/0
20	20	SHAUN GROVES See You (Rocketown)	381	-11	10	14/0
21	21	RELIENT K Getting Into You (Gotee/EMC)	289	-62	30	8/0
24	22	SWIFT 'Til I Met You (Flicker)	287	-12	5	11/0
22	23	JEFF DEYO I Give You My Heart (Gotee)	279	-28	15	8/0
Debut	24	JARS OF CLAY Show You Love (Essential)	277	+74	1	15/2
Debut	25	MICHAEL W. SMITH Signs (Reunion)	270	+33	1	12/2
26	26	AUDIO ADRENALINE Strong (ForeFront)	270	0	8	11/0
23	27	SONICFLOOD Cry Holy (INO)	269	-32	7	10/0
25	28	LIFHOUSE Take Me Away (Sparrow/DreamWorks)	262	-36	22	8/1
Debut	29	JUMP 5 Why Do I Do (Sparrow)	241	+34	1	11/1
Debut	30	ACROSS THE SKY Found By You (Word/Curb/Warner Bros.)	234	+52	1	10/1

27 CHR reporters. Songs ranked by total plays for the airplay week of Sunday 9/28 - Saturday 10/4.  
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**New & Active**

**PAUL WRIGHT** Your Love Never Changes (Gotee)  
Total Plays: 233, Total Stations: 13, Adds: 2

**AMY GRANT** Simple Things (Word/Curb/A&M/Interscope)  
Total Plays: 199, Total Stations: 6, Adds: 0

**TAIT** Lose This Life (ForeFront)  
Total Plays: 197, Total Stations: 10, Adds: 2

**REBECCA ST. JAMES & CHRIS TOMLIN** Expressions Of Your Love (ForeFront/Sparrow)  
Total Plays: 194, Total Stations: 11, Adds: 2

**AVALON** New Day (Sparrow)  
Total Plays: 183, Total Stations: 7, Adds: 0

**FFH** Ready To Fly (Essential)  
Total Plays: 180, Total Stations: 9, Adds: 0

**J. MCBRAYER & J. MARIA** Never Alone (Nunca Solo) (Sparrow)  
Total Plays: 178, Total Stations: 9, Adds: 2

**JILL PAQUETTE** Not The Only One (Reunion)  
Total Plays: 176, Total Stations: 8, Adds: 2

**JOY WILLIAMS** By Surprise (Reunion)  
Total Plays: 175, Total Stations: 12, Adds: 5

**DAKONA** Richest Man (Maverick/Warner Bros.)  
Total Plays: 162, Total Stations: 7, Adds: 1

**ROCK TOP 30**

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART	TOTAL STATIONS
1	1	FM STATIC Crazy Mary (Tooth & Nail)	446	-17	10	31/0
2	2	JEREMY CAMP Take My Life (BEC)	436	+22	10	33/0
3	3	SUPERCICK Me Against The World (Inpop)	403	-4	5	30/0
5	4	NATE SALLIE All About You (Curb)	394	-7	15	23/0
4	5	RELIENT K Forward Motion (Gotee)	394	-13	12	32/0
6	6	BIG DISMAL Reality (Wind-up)	382	+18	8	31/0
13	7	SKILLET Savior (Ardent)	369	+88	2	33/9
8	8	JONAH33 Faith Like That (Ardent)	355	+28	4	33/3
11	9	THOUSAND FOOT KRUTCH Phenomenon (Tooth & Nail)	350	+50	4	30/3
7	10	SEVENTH DAY SLUMBER Innocence (Crown)	333	-19	12	30/0
10	11	ROCK 'N' ROLL WORSHIP... A Beautiful Glow (INO)	332	+31	7	36/4
9	12	SKY HARBOR In Stereo (Inpop)	321	0	14	30/0
14	13	DAKONA Richest Man (Maverick/Warner Bros.)	297	+21	6	24/2
12	14	STEREO MOTION Rise (Flicker)	289	+2	10	23/1
16	15	T-BONE, M. TAIT & D. LEWIS Raised In Harlem (Meaux)	282	+18	9	27/0
15	16	AUDIO ADRENALINE Worldwide: Two (ForeFront)	278	+7	10	34/2
17	17	EVERYDAY SUNDAY Lose It Again (Flicker)	269	+15	9	24/2
22	18	KUTLESS Pride Away (BEC)	265	+37	4	26/4
18	19	ANBERLIN Cadence (Tooth & Nail)	265	+20	3	25/2
23	20	SPOKEN Promise (Tooth & Nail)	238	+11	3	15/1
19	21	SWITCHFOOT Ammunition (Red Ink/Columbia)	235	-6	7	28/0
25	22	OLD MAN SHATTERED Sentimental... (Acoustic Live)	220	+11	6	13/1
28	23	SLICK SHOES Now's The Time (SideOneDummy)	216	+34	3	18/1
24	24	RADIAL ANGEL Your Name (Squint/Curb/Warner Bros.)	209	-12	6	18/1
21	25	PILLAR Indivisible (MCA)	205	-26	13	26/0
27	26	HANGNAIL I Aspire (Tooth & Nail)	201	+9	5	18/3
20	27	38TH PARALLEL Turn The Tides (Squint/Curb/Warner Bros.)	191	-42	17	20/0
Debut	28	P.O.D. Will You (Atlantic)	173	+129	1	25/13
Debut	29	NUMBER ONE GUN On And On (Salvage/Floodgate)	162	+39	1	10/3
Debut	30	COOL HAND LUKE This Is Love (Floodgate)	156	+6	1	11/1

42 Rock reporters. Songs ranked by total plays for the airplay week of Sunday 9/28 - Saturday 10/4.  
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**New & Active**

**PLUMB** Unnoticed (Curb)  
Total Plays: 155, Total Stations: 18, Adds: 4

**WATASHI WA AN OI ME** (Tooth & Nail)  
Total Plays: 120, Total Stations: 9, Adds: 0

**RE:ZOUND** Hallelujah (Independent)  
Total Plays: 114, Total Stations: 5, Adds: 0

**BY THE TREE** Far Away (Fervent)  
Total Plays: 111, Total Stations: 6, Adds: 0

**TREEB3** All Hands (Inpop)  
Total Plays: 74, Total Stations: 12, Adds: 2

**GS MEGAPHONE** Venom (Spindust)  
Total Plays: 72, Total Stations: 10, Adds: 4

**MODERN DAY JOHN** Emanate (Independent)  
Total Plays: 72, Total Stations: 5, Adds: 2

**PIVITPLEX** Overshaken (Sonic Fish)  
Total Plays: 66, Total Stations: 7, Adds: 0

**SWITCHFOOT** Meant To Live (Red Ink/Columbia)  
Total Plays: 65, Total Stations: 3, Adds: 0

**BLEACH** Knocked Out (Tooth & Nail)  
Total Plays: 54, Total Stations: 3, Adds: 0

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**DRIVEN**



October 10, 2003

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART	TOTAL STATIONS
1	1	ZOEGIRL You Get Me (Sparrow)	1595	-77	14	58/0
2	2	AVALON New Day (Sparrow)	1425	+19	10	57/0
5	3	NEWSBOYS You Are My King (Amazing Love) (Sparrow)	1396	+85	8	52/1
4	4	SONICFLOOD Cry Holy (INO)	1381	-11	17	53/1
3	5	MERCYME Word Of God Speak (INO)	1318	-77	24	42/0
7	6	FFH Ready To Fly (Essential)	1281	+77	9	51/1
6	7	ACROSS THE SKY Found By You (Word/Curb/Warner Bros.)	1241	-6	12	44/0
10	8	MICHAEL W. SMITH Signs (Reunion)	1099	+66	6	50/1
8	9	CHRIS RICE Smile (Just Want To Be With You) (Rocketown)	1065	-72	22	36/1
9	10	NEWSONG Life In My Day (Reunion)	1045	-8	11	41/0
12	11	STACIE ORRICO (There's Gotta Be) More To Life (ForeFront/Virgin)	958	+11	10	39/0
14	12	CASTING CROWNS If We Are The Body (Beach Street/Reunion)	936	+93	8	37/1
17	13	BIG DADDY WEAVE Fields Of Grace (Fervent)	935	+151	7	42/3
13	14	CAEDMON'S CALL Hands Of The Potter (Essential)	806	-67	14	29/0
11	15	JACI VELASQUEZ Jesus is (Word/Curb/Warner Bros.)	776	-188	15	31/0
23	16	MARK SCHULTZ You Are A Child Of Mine (Word/Curb/Warner Bros.)	722	+154	2	40/8
18	17	THIRD DAY You Are So Good To Me (Essential)	693	-4	31	24/2
25	18	DARLENE ZSCHECH Pray (INO)	689	+131	2	35/4
21	19	TODD AGNEW This Fragile Breath (Ardent)	684	+37	10	24/0
19	20	JEREMY CAMP I Still Believe (BEC)	660	-14	29	24/1
26	21	JODY MCBRAYER & JADYN MARIA Never Alone (Nunca Solo) (Sparrow)	654	+124	4	32/2
16	22	WARREN BARFIELD My Heart Goes Out (Creative Trust Workshop)	649	-157	21	25/0
22	23	PHILLIPS, CRAIG & DEAN Hallelujah (Your Love Is Amazing) (Sparrow)	607	+6	16	25/1
28	24	R. ST. JAMES & C. TOMLIN Expressions Of Your Love (ForeFront/Sparrow)	574	+101	4	27/1
15	25	SHAUN GROVES See You (Rocketown)	564	-245	17	27/0
20	26	AMY GRANT Simple Things (Word/Curb/A&M/Interscope)	555	-96	12	24/0
27	27	4HIM Fill The Earth (Word/Curb/Warner Bros.)	503	+20	3	25/2
24	28	JAMI SMITH Salt And Light (Integrity)	473	-91	11	20/0
<b>Debut</b>	29	VARIOUS ARTISTS The Gathering (Essential)	408	+43	1	21/2
29	30	PAUL COLMAN TRIO I'll Be With You (Essential)	388	-33	8	17/1

## Most Added\*

www.rindicator.com

ARTIST TITLE LABEL(S)	ADDS
JARS OF CLAY Show You Love (Essential)	9
MARK SCHULTZ You Are A Child Of Mine (Word/Curb/Warner Bros.)	8
JOY WILLIAMS I Wonder (Reunion)	5
DARLENE ZSCHECH Pray (INO)	4
BIG DADDY WEAVE Fields Of Grace (Fervent)	3
GEORGE ROWE Everlasting (Rocketown)	3
DAVID CROWDER BAND O Praise Him... (Sixsteps/Sparrow)	3

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
JARS OF CLAY Show You Love (Essential)	+157
M. SCHULTZ You Are A Child Of Mine (Word/Curb/Warner Bros.)	+154
BIG DADDY WEAVE Fields Of Grace (Fervent)	+151
DARLENE ZSCHECH Pray (INO)	+131
J. MCBRAYER & J. MARIA Never Alone (Nunca Solo) (Sparrow)	+124
R. ST. JAMES & C. TOMLIN Expressions... (ForeFront/Sparrow)	+101
CASTING CROWNS If We Are The Body (Beach Street/Reunion)	+93
GEORGE ROWE Everlasting (Rocketown)	+86
NEWSBOYS You Are My King (Amazing Love) (Sparrow)	+85
NATALIE GRANT Deeper Life (Curb)	+78

## Christian Activity

by Rick Welke

## Sparrow Perches On Top

Sparrow Records grab the top three spots at Christian AC: ZOEgirl score a fifth week at No. 1 with "You Get Me," Avalon are now a solid second with "New Day," and Newsboys' "You Are My King (Amazing Love)" moves 5-3\*.

Meanwhile, Switchfoot remain at No. 1 on the Christian CHR chart for a fifth week with "Gone" (Sparrow) — at the same time the band reaches the top 20 at Alternative radio with "Meant to Live." Newsboys move 9-5\*, and FM Static score a six-point jump with "Crazy Mary" (Tooth & Nail), moving 18-12\*. The track is also on top of the Christian Rock chart for a seventh week.

Most Added this week: "Will You" by P.O.D. (Atlantic) at Rock, Jars Of Clay's "Show You Love" (Essential) at AC and Joy Williams' "By Surprise" (Reunion) at CHR.

62 AC reporters. Songs ranked by total plays for the airplay week of Sunday 9/28 - Saturday 10/4.  
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## New & Active

SWIFT 'Til I Met You (Flicker)  
Total Plays: 326, Total Stations: 15, Adds: 1  
NATALIE GRANT Deeper Life (Curb)  
Total Plays: 324, Total Stations: 16, Adds: 0  
ERIN O'DONNELL Wide Wide World (Inpop)  
Total Plays: 319, Total Stations: 17, Adds: 2  
JARS OF CLAY Show You Love (Essential)  
Total Plays: 313, Total Stations: 21, Adds: 9  
JONATHAN PIERCE Still The Love Of My Life (Word/Curb)  
Total Plays: 276, Total Stations: 13, Adds: 1

TAIT Lose This Life (ForeFront)  
Total Plays: 273, Total Stations: 13, Adds: 1  
JOY WILLIAMS I Wonder (Reunion)  
Total Plays: 249, Total Stations: 16, Adds: 5  
AUDIO ADRENALINE Strong (ForeFront)  
Total Plays: 240, Total Stations: 10, Adds: 1  
GEORGE ROWE Everlasting (Rocketown)  
Total Plays: 214, Total Stations: 12, Adds: 3  
SCOTT KRIPPAYNE You Are Still God (Spring Hill)  
Total Plays: 178, Total Stations: 9, Adds: 1

Songs ranked by total plays

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# The CCM Update

Christian Retail, Radio & Records Newsweekly

The **CCM** Update

Editor  
Lizza Connor

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## New Album Spotlight: The Katinas

The brothers return to their *Roots*

The Katinas — brothers John, Jesse, Sam, James and Joe — are currently in the middle of a promotional tour for *Roots*, released this week. This new project marks the group's return to the studio after last year's live worship album, *Lifestyle*.

A 17-show fall tour with Joy Williams and a Christmas tour with Point Of Grace and Michael W. Smith should boost The Katinas' profile in coming months as they introduce their new project to audiences across the country. *Roots* is The Katinas' first entirely self-produced studio effort, and it finds the Gotee artists experimenting sonically with more world beats and less studio gloss than on past efforts. The record includes a handful of songs with themes that speak to the its title, reflecting the family's roots, John Katina tells THE CCM UPDATE:

Katina recently spoke with CCM UPDATE Editor Lizza Connor about the new release.

**CCM: What's in the name *Roots*?**

**JK:** It was the first title we thought of, even before we began to write the record. It has several different meanings. One, obviously, is linked to our



Katinas

new seeds. Most of the bandmembers go to the same church here in Nashville, and our pastor has really been speaking new revelation into our lives. It's stuff we've always heard, but as one matures in God, this truth takes on new meaning.

**CCM: Talk a bit about the some of the new roots that have taken hold in your own life.**

**JK:** There's a song, "Back to Love," that talks about going back to the basics of our first love, Jesus Christ. There's also a song on the album called "Movin'" that urges believers to be proactive in their faith rather than having the mentality of "Jesus is coming back soon." That's true, but the Bible says to occupy ourselves until he comes! We want to encourage people to live life to the fullest. That song encourages people to be excited about their faith and to do what they can to impact the world.

**CCM: How would you characterize the sound of the album?**

**JK:** It's got little bits and pieces of everything we've grown up with. We've grown up listening to black gospel and Motown, lots of soulful music like that. Our taste for different styles has evolved. This record is more organic than any other we've ever done. All the tracks have live instrumentation, rather than the programming we did on our previous records.

It's more guitar-driven, and there's more of a rock element that we've

learned to love and appreciate. There's always that soulful beat in our vocals. Overall, it's a funky, soulful rock album with The Katinas' typical power ballads that radio has embraced in the past.

**CCM: What's your favorite song from the album?**

**JK:** It changes every day. I have been listening to the album quite a bit lately, and I guess one of my favorites is "Faithfully," which my wife and I wrote. We had the opportunity to work with Tommy Simms, one of the most talented musicians in Nashville, on that song. He played all the guitars and sang on the second verse.

**CCM: This is the first album The Katinas have produced on their own. What was that like?**

**JK:** It was a great experience in the studio. On most of the records we've been part of, we would come in on the vocal arrangement. This time we were there from start to finish. When we signed with Gotee about six years ago the label heads encouraged us to be as creative as we wanted to be. It's a unique label in that it encourages its artists to get involved in all aspects, from the writing to the production. It's been like baby steps for us.

On the first record we weren't involved in any of the production except for some vocal arrangements and 65% of the songwriting. On our second record, *Destiny*, we started co-producing. With the live worship album, *Lifestyle*, we co-produced as well. With *Roots*, we felt like we were ready. I think there's always room to grow and learn, but we felt like it was time to do the whole thing. We were encouraged by the guys who co-produced with us as well. We're proud of the outcome. There are always things you'll want to change, but we feel like this was a success.

**CCM: Will you take the producer's chair on future albums?**

**JK:** Yes, definitely. We've also found more of our sound at this point. The challenge for us in the past has been to put on record what we do in our live performances. There's a lot of energy and charisma in the music we do live, and it's been a challenge trying to record that in the studio. Meshing the new technology and the

## CCM UPDATE GALLERY



**GOLF SHIRTS** Ten Shekel Shirt recently performed at the chapel during a Professional Golfers Association tour event in Farmington, PA. The opportunity was set up by PGA tour veteran and Ten Shekel fan Lee Janzen. Seen here are (l-r) Ten Shekel's Austin Morrison, golfer David Gossett, Janzen and the band's Lamont Heibert.



**FISHY FUN** Point Of Grace recently helped WFSH (104.7 The Fish)/Atlanta celebrate its third birthday at the North Georgia State Fair. Over 5,000 Fish listeners were in attendance for the quartet's performance and autograph session. Here, Grace's (l-r) Heather Payne, Terry Jones, Denise Jones and Shelley Breen take time out to enjoy some traditional fair goodies.



**LIVING DANGEROUSLY** Steven Curtis Chapman recently performed at the annual Congressional Angels in Adoption awards banquet, hosted by the Congressional Coalition on Adoption Institute. The gala was held at the Ronald Reagan Building & International Trade Center in Washington, DC. This year's Angel in Adoption awards went to Muhammad and Lonnie Ali and Bruce Willis for their work advocating adoption and foster parenting. Steven and Mary Beth Chapman received the award in 2001. Here, Chapman (l) picks a fight with Ali.

**"Overall, it's a funky, soulful rock album with The Katinas' typical power ballads that radio has embraced in the past."**

heritage. We have strong family ties back in the Samoan Islands. Our father is a pastor there, and this record encompasses all the music we grew up listening to and what we learned from our parents.

The other meaning with *Roots* is that ongoing process, that journey, that we should uproot the old habits that aren't healthy for us and plant

live vibe was something we hadn't captured until this record.

**CCM: How do you select which songs will make it onto a record?**

**JK:** Everybody contributes equally, and we have an understanding that we choose the best songs. If the best songs come from James, then that's how it is. We have a great arrangement, maybe unusual, but we all have an equal split. It may be unorthodox in the writing world, but we feel like, since we are brothers, and since everyone contributes to the band and we're using this ministry as an outlet for the songs, it doesn't matter who has written what. It motivates us to come to the table with

the best stuff. On most of the writing, we collaborate.

**CCM: What's it like in the studio when there are five strong personalities turning the knobs?**

**JK:** It wasn't as difficult or complicated as you would think. We all have our strong say, and even though we all have a common style, we all bring something different to the table. We've learned the art of compromise. When it comes to arranging, Sam and James take the lead. Jesse and I do most of the lead vocals, and the guys give us freedom to be creative on our own. Then we all come together and fall into our places.



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# Smitty Keeps Pressing On

Two decades of ministry and hits keep Michael W. Smith on top

What kind of stats would Michael W. Smith have put up if he had followed his first dream of playing professional baseball? With 17 albums and 28 No. 1 songs on the books, we know that Smith's career was meant to be played in the field of music. I sat down with this legend to take a look back at a marvelous and celebrated calling and to see what this multitasker will be up to in the near future.

Artist. Father. Musician. Husband. Label owner. Pioneer. So many words describe Michael W. Smith. And yet so many of those words fall short of the magnitude of the impact he has had upon the music industry and the world at large.

**"I was very hesitant to do that first worship record. I didn't want anyone to think I was just jumping on the bandwagon."**

Smith began writing songs back when he was a keyboard player in Amy Grant's band. He remembers the beginning of his career quite well. "I was writing songs in Nashville for Amy and the *Age to Age* album," he says. "I was really getting the hang of it. I played Amy's managers a few songs other than the ones I had written for her, and they actually liked them.

"Mike Blanton and Dan Harrell both told me that if I could come up with nine more songs like one of them I had already written — 'You Need a Savior' — we could start putting an album together. After that, we tried to get signed by a label. Funny thing was, nobody would sign me. So Mike and Dan said that they would start up their own record company and put it out themselves."

### Being Different

Touring with Amy Grant in the spring of 1982, Smith began to get

the reaction that set him on course for the rest of his 20-year career up to this point. "After that first record, audiences on tour were really starting to warm up to me," he says. "They were very receptive.

"Thinking back, the *Straight Ahead* tour in 1984 went really well. I remember that because I came into it wondering if anybody would remember who I was. But people responded like they'd known me for years. I thought to myself how awesome it was. It really took my breath away."

**"The Big Picture was a bigger risk than I realized at the time, and even today I wonder how we got away with it."**

Among the highlights of Smith's career were a few projects he put out about halfway through his first decade as an artist. *The Big Picture* and *i 2 (EYE)* set new industry standards when they were released. "On *The Big Picture* I felt I had to do something different," Smith says. "That third album was very important. Getting out of Nashville was also a priority.

"Randomly finding a producer for that project wasn't an option either. We hit the jackpot when we lined up John Potoker and went to the Power Station in New York City. We spent a crazy amount of money on that album, but we were determined to raise the bar and do something out of the ordinary. It was a bigger risk than I realized at the time, and even today I wonder how we got away with it."

If you scrape the dust off *The Big Picture* or *i 2 (EYE)*, you'll hear that the sonic resonance of those projects matches up nicely with CDs that are coming out today. Smith concurs, saying, "*i 2 (EYE)* was a close second

to *The Big Picture* in that regard. We cut a lot of it at the Bennett House in Nashville. We set up all of the gear in that large room and took advantage of its big sound. It was huge. I still enjoy listening to that record."

### The Worship Decision

Putting out a worship project wasn't something Smith was looking to do. Sure, he had thought about it, but it wasn't anything he wanted to pursue. But a specific moment in time made his desire and that of his Creator come together as one.

"I was very hesitant to do that first worship record [*Worship*]," he says. "I was fearful of what people would think. Most people didn't know that I had led worship at my church for a long time before that whole experience. At the time worship was selling a lot of records. I didn't want anyone to think I was jumping on the bandwagon.

"But I woke up one morning at 3 and just knew that God wanted me to do that record. It was the first project I ever did that I didn't write anything on. Getting the right songs together was important, not just two or three good songs and the rest throwaways. We really wanted this album to be special."

The disc hit stores on Sept. 11, 2001. "It wasn't a coincidence that the record came out then," Smith says. "Endless stories continue to pour into my office about people having miracles happen in their lives because of the music on that album. The music seems to connect with specific things happening in people's lives.

"I just finished reading a letter from one of our soldiers in Iraq. He commented that with all of the shooting and chaos over there, his lifeblood is simply listening to that CD on his Walkman. That's powerful stuff. He's being comforted by that music every single day."

### New Horizons

On Smith's newest record, *The Second Decade*, he offers up several hits from the past 10 years and a few new tunes. One of them, the current R&R AC- and CHR/Pop-charting single "Signs," was co-written by his

son. "It was awesome writing with my son," Smith says. "Having him involved was incredible.

"He writes songs all the time, so it was great to have him in on this one. It didn't happen right away either. It took a few times on the lyrics, but he nailed it. He also directed the video to the song. He's a really great director."



Michael W. Smith

So, what's next for Smith? "An independent film is a possibility," he says. "If all of the funding comes together, I could find myself in front of the camera for several weeks. It's a little bizarre to think of me playing a starring role in a movie, but I'm ready for that challenge if it happens."

He also has a label, Rockettown Records, that continues to grow and introduce great new artists. In fact, two new Rockettown artists are hitting radio right now: George Rowe and Taylor. Both have major possibilities with totally different audiences than Rockettown is known for reaching.

"George is creating a buzz out there," Smith says. "And Taylor could have a lot of legs, with the raw rock sound he puts out. But who knows? Part of the process of running or owning a label is branching out and introducing new artists to the industry."

Also on the horizon is a new pop record that's set for release sometime in 2004. It would be the first pop disc from Smith since 1999. "We've already started recording the new record," he says. "I'm really getting into the songs we have on hand. It's going to be special. It's pretty wild, because you can only take it one record at a time."

The passion of the man behind the music is evident in all that he does. With 20 years in the business and 10 million albums sold, one has to wonder what other new ground Smitty might be looking to break. We wouldn't have it any other way.

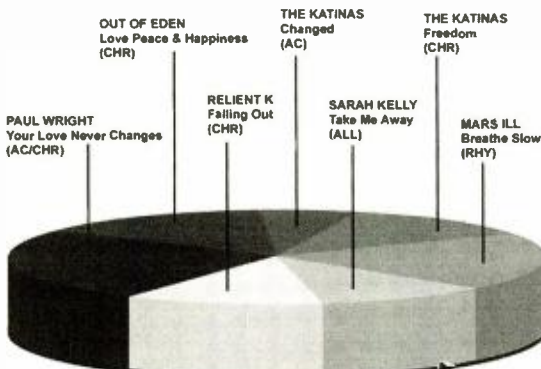
### TALK BACK TO R&R!

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

Call me at 615-244-8822 or e-mail:

rwelke@radioandrecords.com

## WHAT STATIONS SHOULD BE ADDING (or seriously considering)



\*Margin of error 0%. All data compiled by Ed Placencia at Gotee Records and is based on a survey of various employers and artists at Gotee Records. For servicing of the above songs and other fine music your listeners will love, contact ed@gotee.com.





October 10, 2003

## Americana Spotlight

by John Schoenberger

Artist: Chris Knight

Label: Dualtone



When Chris Knight came onto the scene in 1998 with his self-titled debut, it didn't take long for Americana programmers and music critics alike to recognize that his music was something special. Hailing from the small Kentucky town of Slaughters — where he still lives today with his family — he presented a true and honest sound that touched upon universal themes and emotions without any pretense or contrivance. In short, the life and people he was singing about came from experience. Knight returned in 2001 with *A Pretty Good Guy*, which furthered his reputation

as a songwriter who falls somewhere between the poetic slant of John Prine and hard-knocks lessons of Steve Earle. Knight now presents *The Jealous Kind*. Co-produced by Dan Baird and Joe Hardy, the album rocks a bit more, although it is still clearly a roots-driven project. Furthermore, Knight reached out a bit this time around and co-wrote some of the material with such composers as Gary Nicholson, Chuck Prophet and Matraca Berg. Standouts include the title track, "Banging Away," "The Border" and "Me and This Road."

## Americana News

According to an open letter posted by Natalie Maines on The Dixie Chicks' website, bandmate Martie Maguire never said they don't feel like part of the country scene any longer and that it can't be their home anymore, as was quoted in *Spiegel* magazine ... Production on a Carter Family tribute album by Dualtone has been temporarily halted due to Johnny Cash's death. Tracks have already been cut by Cash and June Carter Cash, Janette and Joe Carter, Willie Nelson, Rosanne Cash, Ricky Skaggs, Sheryl Crow and others, with Emmylou Harris next up at bat. Look for the album sometime next summer ... Longtime music journalist and historian Alex Tobin has just launched Americana Europe, Europe's newest and youngest independent music promotion and publicity company. For more information, log on to [www.americana-europe.com](http://www.americana-europe.com) ... Rockabilly guitarist Paul Burlison, best known for his work with the Rock 'n' Roll Trio, is dead at 74. He is credited as a major influence on such artists as Jimmy Page, Jeff Beck and Eric Clapton ... Ralph Stanley & The Clinch Mountain Boys will take their music to Great Britain in November, with dates in Manchester, Glasgow, London and Dublin ... Clem Snide is putting the finishing touches on his new *Beautiful* EP. The project contains covers of Christina Aguilera's "Beautiful" and a song by The Velvet Underground, as well as a few originals ... Allison Moorer kicked off a 20-city acoustic tour on Wednesday, Oct. 1.

Note: If you have Americana news, please forward it to [jschoenberger@radioandrecords.com](mailto:jschoenberger@radioandrecords.com).

## Most Added®

ARTIST	TITLE	LABEL(S)	ADDS
Various Artists	Just Because I'm A Woman - Songs Of Dolly Parton	(Sugar Hill)	24
Albert Lee	Heartbreak Hill	(Sugar Hill)	12
Lyle Lovett	My Baby Don't Tolerate	(Curb/Lost Highway)	9
Patty Loveless	On Your Way Home	(Epic)	8
Red Stick Ramblers	Bring It On Down	(Independent)	7
Robert Earl Keen	Farm Fresh Onions	(Audium/Koch)	7

LAST WEEK	THIS WEEK	ARTIST	TITLE	LABEL(S)	THIS WEEK PLAYS	+/- PLAYS	CUMULATIVE PLAYS
1	1	RODNEY CROWELL	Fate's Right Hand	(Columbia)	792	+51	4349
2	2	JOE ELY	Streets Of Sin	(Rounder)	670	-2	9572
3	3	TIM O BRIEN	Traveler	(Sugar Hill)	615	-7	5907
5	4	WAYNE HANCOCK	Swing Time	(Bloodshot)	594	+7	4389
4	5	DWIGHT YOAKAM	Population Me	(Audium)	583	-6	8603
8	6	MAVERICKS	The Mavericks	(Sanctuary/SRG)	579	+97	1883
6	7	CHRIS KNIGHT	The Jealous Kind	(Dualtone)	560	+65	2276
15	8	LYLE LOVETT	My Baby Don't Tolerate	(Curb/Lost Highway)	556	+155	1379
10	9	SHELBY LYNNE	Identity Crisis	(Capitol)	525	+66	2466
13	10	ROBERT EARL KEEN	Farm Fresh Onions	(Audium/Koch)	511	+91	1364
7	11	JUNE CARTER CASH	Wildwood Flower	(Dualtone)	502	+13	3168
19	12	EMMYLOU HARRIS	Stumble Into Grace	(Nonesuch)	491	+129	995
11	13	C. TAYLOR & C. RODRIGUEZ	The Trouble...	(Lonestar)	480	+26	1699
14	14	DEL MCCOURY BAND	It's Just the Night	(McCoury Music)	417	+13	2388
9	15	J. LAUDERDALE WJ D.	THE BUFFALO Wait ...	(Dualtone)	415	-53	7351
16	16	DARRELL SCOTT	Theatre Of The Unheard	(Full Light)	404	+17	2272
20	17	ADRIENNE YOUNG	Plow To The End Of The Row	(Addie Belle)	400	+47	1757
12	18	SCOTT MILLER	Upside Downside	(Sugar Hill)	391	-48	11390
18	19	CHRIS SMITHER	Train Home	(Hightone)	351	-18	4811
17	20	DANNY BARNES	Dirt On The Angel	(Terminus)	332	-43	3120
<b>Debut</b>	21	CHIEFTAINS	Further Down The Old Plank Road	(BMG Heritage)	316	+56	882
<b>Debut</b>	22	VARIOUS ARTISTS	Just Because I'm A Woman - Songs...	(Sugar Hill)	308	+186	430
22	23	GILLIAN WELCH	Soul Journey	(Acony)	298	-10	9312
21	24	E. SCRUGGS, D. WATSON, R. SKAGGS	The Three...	(Rounder)	294	-20	4423
29	25	VARIOUS ARTISTS	Livin', Lovin', Losin'-Songs...	(Universal South)	286	+24	1157
24	26	ALLISON MOORER	Show	(Universal South)	268	-32	4971
26	27	PO GIRL	Po Girl	(Hightone)	265	-4	1602
25	28	KATE CAMPBELL	Twang On A Wire	(Large River Music)	261	-9	1558
<b>Debut</b>	29	JOAN BAEZ	Dark Chords On A Big Guitar	(Koch)	258	+40	1405
28	30	K. KRISTOFFERSON	Broken Freedom Song: Live ...	(Oh Boy)	253	-11	2179

The Americana Airplay chart represents the reported play of terrestrial radio stations, nationally syndicated radio shows, satellite radio and internet stations that have agreed to submit weekly spin counts. For more information please visit [www.americanamusic.org](http://www.americanamusic.org).

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## ON THE RECORD

With  
**Michele Williams**  
Asst. PD/MD, WBOS/Boston



Howie Day is a great young artist for WBOS/Boston. He is something of a local boy (he's from Bangor, ME) and has spent many years on the Boston music scene. Day has built a strong and passionate following through years of memorable, moving performances. So, when his last CD, *Australia*, was released nationally, we readily embraced it. • Here at the station we were instantly excited when his latest song, "Perfect Time of Day," hit our desks. The song has lots of dimension, and the audience has reacted positively to it. We were all wondering how a major-label signing, new producers and a full-band approach would affect Day's music. Well we love the results! • We were also worried about how longtime Howie Day fans would receive his new style. He has been known as a one-man (and loop machine) show, but the response to his latest incarnation has all been positive. • I've heard some people say "Perfect Time of Day" sounds like U2. Hearing it play back-to-back with "Beautiful Day," I'd have to agree. This song has so much texture that it really stands out. It gets better with every listen.

**W**e have a new No.1 song on the monitored airplay chart this week: R.E.M.'s "Bad Day," which is still increasing dramatically in spins ... **Jonny Lang** is headed for top five at 6\*, and **Sarah McLachlan** is now top 10 at 8\* ... **Sheryl Crow** had a big jump this week, from 23\*-16\* (+77 in spins) ... Projects showing staying power include **Howie Day**, **Los Lonely Boys**, **Dido** and **Damien Rice** ... Gainers this week include **Train**, **Lyle Lovett**, **Joe Firstman** and **John Hiatt** ... Live are starting to show new life ... **North Mississippi Allstars** and **Robert Randolph** debut ... Keep an eye on **Ziggy Marley**, **Travis**, **Matchbox Twenty** and **Will Hoge** ... On the Indicator chart, **Sting** jumps up to the top slot, **John Mayer** and R.E.M. are top five, and **Los Lonely Boys** and **Lang** are now top 10 at 6\* and 9\*, respectively. **Michael Franti & Spearhead** round out the top 10 at 10\* ... Big gainers this week are **Van Morrison** (21\*-15\*), **Crow** (27\*-16\*), **Shelby Lynne** (25\*-18\*) and **Lovett** (23\*-19\*) ... **McLachlan**, **Josh Rouse** and **Marley** debut ... In the Most Added category, the new **Coldplay** track takes top honors with 18 total adds (No. 1 on both panels), **Rickie Lee Jones** and **Galactic** grab a total of seven adds each, **Matthew Ryan** has six total adds, **Norah Jones** and **Nickel Creek** bring in five each, and **Nelly Furtado** starts off with four ... **The Thorns**, **Ryan Adams**, **The Thrills**, **Warren Zevon** and **EastMountainSouth** close some important holes.



— John Schoenberger, Triple A Editor

# AAA ARTIST

OF THE WEEK

ARTIST: **Dave Matthews**

LABEL: **RCA**

By **JOHN SCHOENBERGER** / TRIPLE A EDITOR



**W**ith their humble origins back in 1991, Dave Matthews Band are one of the best examples of how grass-roots marketing can reach astronomical proportions in just a few short years. The band's debut album, *Remember Two Things*, was independently released on their Bama Rags label and ultimately sold more than a million copies. After signing with RCA, the band released 1994's *Under the Table and Dreaming*, which has since been certified four-times platinum. *Crash* came next, in 1996, and *Before These Crowded Streets* in 1998. Both have sold millions of copies and catapulted Dave Matthews Band to national stardom. They were the top-grossing touring act in 2000. The Glenn Ballard-produced *Everyday* arrived in 2001 and has also sold more than 3 million copies; 2002's *Busted Stuff* kept the winning streak going.

In addition, this 10-year period saw the release of five separate live CDs, a video compilation and a couple DVD sets, which established Dave Matthews Band as one of the most successful and influential acts in popular music in several years.

So, what was next? Well, a few years ago Dave Matthews became a father, and the experience caused him to pause and reassess what's important in his life. Certainly, he and his band would continue to record and tour, but Matthews felt it was time to step out on his own with a solo project.

According to Matthews, the songs that he was writing seemed to fall outside the realm of the band experience. By tackling the big themes — life, death, love, loss,

faith — the songs on *Some Devil* explore his musical ability to express complex emotions while at the same time keeping things basic and organic.

"I have some sort of allegiance to simple melodies, but I was trying to be as experimental as I could," he says. "These songs came out of me with a great deal of honesty. I didn't try to hide behind ambiguity as much as I often think I do. This is the finest collection of songs that I've written since my daughters were born."

To help him realize his vision for this album, Matthews teamed with producer Steve Harris, who had worked with him on *Busted Stuff*. Joining them were drummer Brady Blade and bassist Tony Hall, who form the rhythm section of Emmylou Harris' band. In addition, guest appearances abound on the album, with such diverse players as The Dirty Dozen Brass Band and the strings of the Seattle Music Group (both arranged by Audrey Riley) and guitarists Tim Reynolds and Trey Anastasio. And, yes, that's Dave on electric and acoustic guitar.

*Some Devil* offers 13 new compositions that touch on many styles of music. Songs such as "Some Devil," "Gravedigger," "Trouble," "Oh," "Save Me" and "Too High" will give you a good idea of the depth and breadth of the project. In addition, the limited-edition version of the CD features a second disc of five songs featuring Matthews and Reynolds in a live setting. Look for a tour starting in December and lasting into January.

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## 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
3	1	STING Send Your Love (A&M/Interscope)	275	+12	1507	7	16/0
1	2	BEN HARPER Diamonds On The Inside (Virgin)	255	-10	1709	10	16/0
5	3	JOHN MAYER Bigger Than My Body (Aware/Columbia)	241	+14	1561	8	16/2
2	4	DAVE MATTHEWS Gravedigger (RCA)	239	-25	1462	8	17/0
6	5	R.E.M. Bad Day (Warner Bros.)	236	+17	1191	3	18/0
8	6	LOS LONELY BOYS Heaven (Or)	223	+22	1405	12	17/0
7	7	JASON MRAZ You And I Both (Sanctuary/SRG)	213	-6	1461	15	13/0
4	8	JACK JOHNSON Wasting Time (Jack Johnson Music/Universal)	209	-46	1375	14	14/0
11	9	JONNY LANG Red Light (A&M/Interscope)	189	+19	1429	5	15/1
9	10	MICHAEL FRANTI / SPEARHEAD Everyone Deserves Music (iMusic)	188	+6	558	10	16/0
10	11	PETE YORN Crystal Village (Columbia)	174	-5	1440	13	9/0
13	12	HOWIE DAY Perfect Time Of Day (Epic)	170	+19	1280	6	12/1
14	13	NORTH MISSISSIPPI ALLSTARS Eyes (Tone-Cool/ATO)	151	+7	620	6	16/1
15	14	ROBERT RANDOLPH Soul Refreshing (Warner Bros.)	149	+8	778	7	14/1
21	15	VAN MORRISON Once In A Blue Moon (Blue Note/EMC)	143	+20	699	2	16/2
27	16	SHERYL CROW The First Cut Is The Deepest (A&M/Interscope)	136	+21	850	2	13/2
17	17	JOHN HIATT Circle Back (New West)	136	+2	863	8	14/0
25	18	SHELBY LYNNE Telephone (Capitol)	128	+12	533	5	11/0
23	19	LYLE LOVETT My Baby Don't Tolerate (Curb/Lost Highway)	128	+8	729	2	14/1
18	20	MAVERICKS I Want To Know (Sanctuary/SRG)	118	-13	440	4	12/0
Debut	21	SARAH MCLACHLAN Fallen (Arista)	113	+41	497	1	8/0
26	22	NEIL YOUNG Bandit (Reprise)	112	-4	746	8	12/0
20	23	KELLER WILLIAMS Love Handles (Sanctuary/SRG)	111	-15	218	9	12/0
12	24	EASTMOUNTAINSOUTH You Dance (DreamWorks)	111	-44	818	17	10/0
20	25	BARENKAT LADIES Another Postcard (Chimps) (Reprise)	109	+4	635	2	9/1
28	26	WALLFLOWERS Closer To You (Interscope)	108	-4	990	9	7/0
Debut	27	JOSH ROUSE Come Back (Light Therapy) (Rykodisc)	107	+14	167	1	11/0
29	28	TRAIN When I Look To The Sky (Columbia)	107	0	557	3	9/0
16	29	DAMIEN RICE Volcano (Vector Recordings)	107	-29	722	15	10/0
Debut	30	ZIGGY MARLEY Dragonfly (Private Music/AAL)	104	+5	575	1	12/1

19 Triple A reporters. Songs ranked by total plays for the airplay week of Sunday 9/28 - Saturday 10/4.  
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## Most Added\*

www.rrindicator.com

ARTIST TITLE LABEL(S)	ADDS
COLOPLAY Moses (Capitol)	9
RICKIE LEE JONES Second Chance (V2)	4
GALACTIC Uptown Odyssey (Sanctuary/SRG)	4
MATTHEW RYAN The Little Things (Hybrid)	3
THORNS Blue (Aware/Columbia)	3

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
RYAN ADAMS So Alive (Lost Highway/DJMG)	+59
WARREN ZEVON Disorder In The House (Artemis)	+52
SARAH MCLACHLAN Fallen (Arista)	+41
ROBERT EARL KEEN Furnace Fan (Audium/Koch)	+35
S. WINWOOD Why Can't We Live Together (WinCraf/SCI-Fidelity)	+27
COLOPLAY Moses (Capitol)	+26
GALACTIC Uptown Odyssey (Sanctuary/SRG)	+25
TRAVIS Re-Offender (Epic)	+24
RICKIE LEE JONES Second Chance (V2)	+23
THRILLS One Horse Town (Virgin)	+23

## Reporters

WAPS/Akron, OH  
PD: Bill Gisher  
1 NOAM JONES  
2 ROBERT RANDOLPH  
3 LYLE LOVETT  
4 LIBBY KRIDPATHRICK  
5 RICKIE LEE JONES  
6 GALACTIC

KBAC/Albuquerque, NM\*  
PD: Ira Gordon  
13 MATTHEW BAND

KGSR/Austin, TX\*  
DM: Jeff Carral  
PD: Jody Dombarg  
APD: Jyl Harshman-Ress  
MD: Susan Castle  
BRUCE COCKBURN

WRNR/Baltimore, MD  
DM: Jon Paterson  
PD: Alex Carling  
1 COLOPLAY  
4 THORNS  
3 MATTHEW RYAN

KRVB/Boise, ID\*  
DM/PP: Dan McCally  
1 STEVE WINWOOD  
2 VAN MORRISON

WBOS/Boston, MA\*  
APD/MD: Michele Williams  
1 COLOPLAY  
2 SEAL

WXRW/Boston, MA\*  
PD: Nicole Sandler  
MD: Dana Marzetti  
2 BRUCE COCKBURN  
1 ZIGGY MARLEY

WNCS/Burlington  
PD/MD: Mark Abuzrahah  
4 ZIGGY MARLEY

WNVY/Cape Cod, MA  
PD/MD: Barbara Gacy  
1 NORTH MISSISSIPPI ALLSTARS  
1 ELVIS COSTELLO  
1 JOHN BAZZ

WDDO/Chattanooga, TN\*  
DM/PP: Danny Howard  
1 COLOPLAY

WXRT/Chicago, IL\*  
PD: Norm Winer  
APD: John Farnese  
16 STING  
3 DAVID BOWIE  
2 BOB MARLEY  
3 BOB MARLEY

KBXR/Columbia, MD  
DM: Jack Lawson  
PD/MD: Lane Trezise  
No Adds

KBCO/Denver, CO\*  
PD: Scott Warren  
MD: Steeler  
9 EASTMOUNTAINSOUTH

WDET/Detroit, MI  
PD: Judy Adams  
MD: Marlin Bamdety  
1 NOAM JONES  
2 COLOPLAY  
3 SHERYL CROW

WVOO/Elizabeth City, NC  
PD: Matt Coeger  
MD: Ted Adams  
8 RYAN ADAMS  
9 SHERYL CROW  
ROBERT RANDOLPH  
JONNY LANG  
BARENKAT LADIES

WNCW/Greenville, SC  
DM: Ellen Pfirman  
PD/MD: Kim Clark  
APD: Marlin Anderson  
VAN MORRISON  
KORY BLOK  
WINGLES  
COLOMAY  
BROCKERS MESSON  
MARCA BALL  
RANDY NEWMAN

WTTT/Indianapolis, IN\*  
PD: Brad Holtz  
MD: Tedd Berryman  
No Adds

KMTN/Jackson, WY  
DM: Scott Anderson  
PD/MD: Mark "Fish" Fishman  
1 THORNS  
2 BRUCE COCKBURN  
3 MATTHEW RYAN  
1 NELLY FURTADO

KTBG/Kansas City, MO  
PD: Jon Hart  
DM: Bryan Bruce Jones  
11 BOB WALSHORST  
1 COLOPLAY  
HOWIE DAY  
RYAN ADAMS  
RICKIE LEE JONES

WOKI/Knoxville, TN\*  
PD: Jim Ziegler  
MD: Alvin Beemer  
No Adds

WFPK/Louisville, KY  
DM: Brian Conn  
PD: Dan Reed  
APD: Casey Owen  
1 SPIRITUALIZED  
RICKIE LEE JONES  
GALACTIC  
JIM FOSTER  
JOE NEWY

WMMW/Madison, WI\*  
PD: Scott Warren  
MD: Gabby Parsons  
2 WARREN ZEVON  
3 RICKIE LEE JONES  
DAMIAN RICE

WMPS/Memphis, TN\*  
PD: Steve Richards  
MD: Alexandra Utzer  
1 NICKEL CREEK

KTCZ/Minneapolis, MN\*  
PD: Lauren MacLessa  
APD/MD: Mike West  
1 COLOPLAY

WGTX/Minneapolis, MN\*  
DM: Dave Hamilton  
PD: Jeff Collins  
No Adds

WZEW/Mobile, AL\*  
DM: Tim Camp  
PD: Brian Hart  
MD: Lew Ann Rankin  
1 COLOPLAY  
2 THIRDS

KPFC/Monterey, CA  
PD/MD: Lawrence Hopper  
APD: Alison MacIntyre  
1 JAY STRAIN  
2 EASTMOUNTAINSOUTH  
3 JOHN COCHRANE  
3 BONNIE RAITT  
STEVIE NICKLE

WRLL/Nashville, TN\*  
DM/PP: David Hall  
APD/MD: Rev. Keith Cox  
2 KATRILEN TOWARDS  
1 COLOPLAY  
RICKIE LEE JONES  
NICKEL CREEK

WFUV/New York, NY  
PD: Chuck Singleton  
DM/PP: Bruce Jones  
MD: Karl Neustan  
ALISON KRAUSS  
GALACTIC  
BELLE & SEBASTIAN  
JOE STRUMMER  
CESARIA EVORA

WKOC/Norfolk, VA\*  
PD: Paul Shugras  
MD: Kristin Croot  
1 COLOPLAY  
SHERYL CROW  
DAVID BOWIE  
VAN MORRISON  
BOB MARLEY

KCTV/Omaha, NE\*  
DM: Brian Bares  
PD/MD: Ryan "Blash" Morton  
GALACTIC  
MATTHEW RYAN  
NELLY FURTADO

WXPH/Philadelphia, PA  
PD: Bruce Warren  
APD/MD: Helen Leicht  
1 COLOPLAY  
2 RICKIE LEE JONES  
3 JONNY LANG  
4 VAN MORRISON  
5 COLOPLAY  
6 SHERYL CROW  
7 JAY STRAIN  
8 EASTMOUNTAINSOUTH  
9 JOHN COCHRANE  
1 FOUNTAIN DR WAYNE

WYEP/Pittsburgh, PA  
PD: Rosemary Welch  
MD: Mike Sauer  
1 COLOPLAY  
2 MOUNTAIN GOAT  
3 MOUNTAIN GOAT

WCLZ/Portland, ME  
PD: Herb Ivy  
MD: Brian Jones  
COLOPLAY  
THORNS  
RICKIE LEE JONES

KINK/Portland, OR\*  
PD: Dennis Constantine  
MD: Brian Welch  
BARENKAT LADIES  
RICKIE LEE JONES

WDST/Poughkeepsie, NY  
PD: Greg Gatliffe  
APD: Christine Martinez  
MD: Bruce Jones  
1 COLOPLAY  
2 VAN MORRISON  
3 JESS STONE  
4 GALACTIC

KTHX/Reno, NV\*  
DM: Rob Brooks  
PD: Harry Reynolds  
APD/MD: David Hensel  
3 EMERY O'HARRIS  
ROBERT EARL KEEN  
MATTHEW RYAN  
BOB MARLEY  
COLOPLAY  
BARENKAT LADIES

KENZ/Salt Lake City, UT\*  
DM/PP: Bruce Jones  
MD: Karl Neustan  
COLOPLAY  
TRAIN

### \*Monitored Reporters

45 Total Reporters

26 Total Monitored

19 Total Indicator



## National Programming

Added This Week



World Cafe

Ali Castellini 215-898-6677

JILL SOBULE Que Sera Sera  
MATT NATHANSON Suspended  
RYAN ADAMS So Alive  
TWILIGHT SINGERS Teenage Wristband



Acoustic Cafe

Rob Reinhart 734-761-2043

ALISON KRAUSS 9 To 5  
ALISON KRAUSS & JAMES TAYLOR How's The World Treating You  
GEOFF MULDAUR Singin' The Blues  
MICHAEL FRANTI Love Invincible  
RANDY NEWMAN Lonely At The Top  
ROBERT EARL KEEN Here In The Middle

## 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 John Schoenberger:  
10100 Santa Monica Blvd., 3rd Floor,  
Los Angeles, CA 90067

Email: jschoenberger@radioandrecords.com



October 10, 2003

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ADDS
2	1	R.E.M. Bad Day (Warner Bros.)	568	+64	34412	4	26/0
1	2	JOHN MAYER Bigger Than My Body (Aware/Columbia)	530	-10	29516	9	22/0
3	3	BEN HARPER Diamonds On The Inside (Virgin)	482	-8	22728	10	26/0
4	4	JACK JOHNSON Wasting Time (Jack Johnson Music/Universal)	449	-18	21637	14	24/0
6	5	STING Send Your Love (A&M/Interscope)	386	-17	22645	7	23/0
8	6	JONNY LANG Red Light (A&M/Interscope)	384	+25	18017	6	23/1
7	7	PETE YORN Crystal Village (Columbia)	370	-30	18627	14	22/0
12	8	SARAH MCLACHLAN Fallen (Arista)	346	+18	25450	4	17/0
9	9	JASON MRAZ You And I Both (Sanctuary/SRG)	340	-5	12418	15	21/0
11	10	WALLFLOWERS Closer To You (Interscope)	327	-2	13279	15	22/0
5	11	EASTMOUNTAINSOUTH You Dance (DreamWorks)	319	-92	11993	14	23/1
10	12	GUSTER Amsterdam (Gonna Write You A Letter) (Palm/Reprise)	305	-39	18528	20	22/0
13	13	HOWIE DAY Perfect Time Of Day (Epic)	298	+2	14632	8	23/0
14	14	LOS LONELY BOYS Heaven (Or)	272	+2	8461	10	19/0
16	15	BARENAKED LADIES Another Postcard (Chimps) (Reprise)	245	-1	11620	4	18/1
23	16	SHERYL CROW The First Cut Is The Deepest (A&M/Interscope)	227	+77	13468	3	18/1
15	17	DAVE MATTHEWS Gravedigger (RCA)	211	-43	8193	8	17/0
17	18	DIDD White Flag (Arista)	205	+11	14070	11	9/0
18	19	TRAIN When I Look To The Sky (Columbia)	197	+7	7194	5	16/1
20	20	LYLE LOVETT My Baby Don't Tolerate (Curb/Lost Highway)	190	+19	10265	3	13/0
21	21	JOE FIRSTMAN Breaking All The Ground (Atlantic)	181	+23	5516	3	16/0
19	22	COLDPLAY God Put A Smile Upon Your Face (Capitol)	168	-8	7257	6	7/0
24	23	DAMIEN RICE Volcano (Vector Recordings)	162	+13	10945	5	19/3
26	24	JOHN HIATT Circle Back (New West)	141	+7	5380	3	13/0
22	25	GRANDDADDY Now It's On (V2)	141	-15	6623	11	11/0
-	26	LIVE Heaven (Radioactive/Geffen)	138	+40	6365	14	5/0
27	27	SANTANA f/ALEX BAND Why Don't You & I (Arista)	138	+9	9584	9	6/0
29	28	VAN MORRISON Once In A Blue Moon (Blue Note/EMC)	130	+11	6465	2	16/3
Debut	29	NORTH MISSISSIPPI ALLSTARS Eyes (Tone-Cool/ATO)	127	+18	3529	1	12/0
Debut	30	ROBERT RANDOLPH Soul Refreshing (Warner Bros.)	120	+10	5973	1	10/0

26 Triple A reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 9/28-10/4. 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 (© 2003, The Arbitron Company). © 2003, R&R, Inc.

## New & Active

TRAVIS Re Offender (Epic)  
Total Plays: 117, Total Stations: 10, Adds: 0  
ZIGGY MARLEY Dragonfly (Private Music/AAL)  
Total Plays: 116, Total Stations: 13, Adds: 1  
MAVERICKS I Want To Know (Sanctuary/SRG)  
Total Plays: 111, Total Stations: 10, Adds: 1  
MATCHBOX TWENTY Bright Lights (Atlantic)  
Total Plays: 108, Total Stations: 2, Adds: 0  
THORNS Blue (Aware/Columbia)  
Total Plays: 101, Total Stations: 9, Adds: 0

O.A.R. Hey Girl (Lava)  
Total Plays: 88, Total Stations: 8, Adds: 0  
3 DOORS DOWN Here Without You (Republic/Universal)  
Total Plays: 87, Total Stations: 3, Adds: 0  
AUDIOSLAVE Like A Stone (Interscope/Epic)  
Total Plays: 82, Total Stations: 4, Adds: 0  
WILL HOGE Secondhand Heart (Atlantic)  
Total Plays: 70, Total Stations: 6, Adds: 0  
CRACKER Duty Free (Music)  
Total Plays: 62, Total Stations: 5, Adds: 0

Songs ranked by total plays

## Most Added®

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ARTIST TITLE LABEL(S)	ADDS
COLDPLAY Moses (Capitol)	9
NICKEL CREEK This Side (Sugar Hill)	4
DAMIEN RICE Volcano (Vector Recordings)	3
VAN MORRISON Once In A Blue Moon (Blue Note/EMC)	3
RICKIE LEE JONES Second Chance (V2)	3
MATTHEW RYAN The Little Things (Hybrid)	3
NORAH JONES Turn Me On (Blue Note/Virgin)	3
THRILLS One Horse Town (Virgin)	2
WARREN ZEVON Disorder In The House (Artemis)	2
NELLY FURTADO Powerless (Say What You Want) (DreamWorks)	2

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
SHERYL CROW The First Cut Is The Deepest (A&M/Interscope)	+77
R.E.M. Bad Day (Warner Bros.)	+64
COLDPLAY Moses (Capitol)	+42
THORNS Blue (Aware/Columbia)	+40
LIVE Heaven (Radioactive/Geffen)	+40
DAVE MATTHEWS BAND So Damn Lucky (RCA)	+37
RICKIE LEE JONES Second Chance (V2)	+34
RYAN ADAMS So Alive (Lost Highway/IDJMG)	+32
S. WINWOOD Why Can't We Live Together (Wincraft/SCI-Fidelity)	+29
WARREN ZEVON Disorder In The House (Artemis)	+29

## Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
TRAIN Calling All Angels (Columbia)	254
COLDPLAY Clocks (Capitol)	236
JASON MRAZ The Remedy (I Won't Worry) (Elektra/EEG)	236
NICKEL CREEK Smoothie Song (Sugar Hill)	197
MATCHBOX TWENTY Unwell (Atlantic)	164
MAROON 5 Harder To Breathe (Octone/J)	157
JACK JOHNSON The Horizon... (Jack Johnson Music/Universal)	147
TORI AMOS A Sorta Fairytale (Epic)	139
COUNTING CROWS Big Yellow Taxi (Geffen/Interscope)	135
ZIGGY MARLEY True To Myself (Private Music/AAL)	132

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

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PART TWO OF A TWO-PART SERIES

# A View From The Top

## More from the Triple A Summit's executive panel

As you read last week, there was a radio executives panel, moderated by R&R's very own Publisher and CEO, Erica Farber, at this year's Triple A Summit. This week we continue with highlights from that session.

Last week we covered some of the issues facing radio, such as the changing role of upper management since consolidation, new pressures for increased revenue and cash flow, the needs of programming under the new cluster paradigm and the challenges both the FCC and Congress are throwing at broadcasting.

In this column the panel addresses accountability at the local level, combating the public's perception of corporate-owned radio,

expanding the Triple A base of stations, competing in an ever-growing media landscape and the evolving relationship between radio and records.

Once again, the panel comprised Susquehanna-owned KFOG/San Francisco GM Dwight Walker; Infinity-owned KINK/Portland, OR GM Stan Mak; Entercom-owned KMTT/Seattle Station Manager Chris Mays; Clear Channel-owned KBAC/Santa Fe-Albuquerque GM Ira Gordon; and Shaw Pittman attorney David Oxenford.

### Rank And File

Though the ownership landscape continues to evolve, the reality is that home-office policies for revenue goals and management style are still often being influenced by the folks in the field. Yet many industry critics would have us believe that everything is coming down from the top.

Mak feels that the key to being successful in corporate America these days is to do what you say you are going to do. How can the home office make projections or policy decisions if the feedback it is getting from the field is unreliable?

"After all, Wall Street is now involved, and that, directly or indirectly, affects everyone's lives," Mak said. "When a company tells the analysts what it expects to do quarter by quarter, that is largely based on what we in each market have told the company we can do. It is important for the rank and file to deliver on their promises as much as possible, because what we say and do flows up to them but ultimately flows back down to us again."

Gordon said that with only four Triple As among the 1,200-plus stations Clear Channel owns, the format gets treated a little differently than some others. "Even though we seem like somewhat of an anomaly, my most immediate bosses also know that we have a unique and profitable niche," he said. "They basically feel like we know what we are doing, and they try to protect us as much as possible."

"But, by the very nature of Triple A radio, we have to be careful with all this high-profile press about corporate radio and consolidation. It's no secret that Clear Channel is perceived by many as the devil incarnate, and we have to try to distance our stations from that image."

Walker agreed and said that, although Susquehanna is a small company compared to Clear Channel, its situation is very similar. "We are still being painted in that same 'big radio is bad' picture," he said.

"Even in our listeners panels, we find that we are perceived as corporate, and so we have to be very careful in the way we present ourselves. The best way to combat that has to do with what you do on the air and how you interface with the community."

### Growing The Format

A question was raised in the audience about how, in the age of consolidation, we can go about growing the Triple A format. Each of the larger broadcast groups has a few successful Triple A stations within its ranks. How do we spread the word and get the home office to try the format in more markets?

Gordon said, "Actually, with KBCO/Denver and KTCZ/Minneapolis at the forefront of the format for Clear Channel, I would hope that they are getting noticed at the home office. I guess we need to just keep communicating their successes back up the chain, so maybe when they are considering a format change in another

market, Triple A will come to mind."

Mays believes that a high profile for the format in the trades plays a vital role. "Erica's being at the Summit and R&R's backing of Triple A in general are helping us to get the word out about this format to the decisionmakers," she said. "It is a step in the right direction for us on the road to credibility."

**"We on the radio side need to do a better job of helping to sell music. There are plenty of new strategic alliances we can nurture toward that end."**

Dwight Walker

"But one of the real reasons we haven't seen the format grow into other markets is because it is seen as a long-term proposition, and, frankly, most owners can't afford to be that patient. If we can find ways to be quicker and smarter about developing Triple A in a new market — and I believe many of us in this room could now do that, because we have learned enough — then we can demonstrate that it doesn't take five to 10 years to take hold."

Mak likened the format to a restaurant, saying, "When you think about Triple A, we are talking about a quality radio station that is well thought-out and tries to do everything well, from the selection of music to on-air delivery to its amazing dedication to the community. It's like running a gourmet restaurant. Why shouldn't a well-run gourmet restaurant be successful anywhere in America?"

### Fewer Listeners

Farber then changed the subject,



**LADIES OF THE SUMMIT** This shot was captured during this year's Triple A Summit in Boulder, CO. Pictured here are (back row, l-r) WMVY/Cape Cod, MA's Barbara Dacey; WKZE/Sharon, CT's Christine Zoro; WKVL/Knoxville's Sarah McClune; Songlines' Louise Coogan; freelancer Dawn Richardson; (front row, l-r) ATO's Alli Groman and KPIG/Monterey's Laura Hooper.

asking, "Over the past 15 years we have seen a gradual decline in radio listenership as people's time is being divided among more and more avenues of entertainment. What, if anything, can radio do about that?"

Mak thinks the audience erosion from radio is being greatly exaggerated. "Sure, we have seen a gradual decline as the media landscape has become more diverse and fragmented," he said. "I can liken it to the way television changed. However, since many of the new channels are premium-type channels, the TV networks are still one of the most effective ways for an advertiser to reach a sizeable audience."

"So, if you parallel radio against that scenario, I still feel we are in a great position to provide the exposure and audience an advertiser needs to justify the cost. Frankly, I firmly believe that radio is undervalued in terms of what it can do for an advertiser."

After all, we are still a free, over-the-air medium that reaches a broad spectrum of people every single day."

However, he cautioned, "If all we are to certain listeners is a jukebox, we will lose out to CDs and MP3 players every time. Perhaps, in this day and age, we have to find ways to be more than just the music to keep them listening. The challenge is to find out what they want, to prevent audience erosion. Are we creating a compelling station that the listeners can't wait to listen to?"

Walker feels that the best way to combat all the other media choices is to embrace them within your own product as best you can. "Each one needs to be approached differently, and not all of them make sense, but many of these new technologies can advance the cause of your station and add to its hipness," he said. "These are just some of the many ways that you have to continue to move forward with your listeners and to respond to their needs."

Mays feels that the best way terrestrial radio can compete is to remain local. "That's the one thing we can take advantage of that many of them can't," she said. "And I know of few formats that capitalize on that better than Triple A. We can change what we do on the air quickly. Take Sept. 11, 2001, for example, and how fast local-

based media outlets responded to the community's needs."

### Label Cooperation

The music business expands and contracts like an accordion, and it is currently in a major contraction. Yet at a time when the labels are at their most vulnerable and when their business is dramatically down, it still seems radio stations expect the labels to support them at the same level as before. What is radio doing to address that very real problem?

Walker said that radio certainly still depends on the support of the labels,



Chris Mays

but he also feels there is more radio can do to help the situation turn around. "Part of it goes to the tremendous pressure stations are under to deliver revenue and cash flow," he said. "Individual stations are forced to be resourceful to pay for things, and that, often, is directed to the record labels. And I want

to state for the record that we appreciate that support."

"But having said that, I think radio is now beginning to understand that the labels have limits to how far they can go to support us and that those limits are tightening. At the same time, we put forth that one of the most important partnerships out there is between radio and artists."

"It is certainly a benefit for us, but we also contend that it is a tremendous benefit for the artists we support. We have to work together, and we are perhaps now more willing on the radio side to make those partnerships work — otherwise, we aren't in business either."

"In that train of thought, and in light of the fact that we are seeing a decline in the retail sales of music, we on the radio side need to do a better job of helping to sell music. There are plenty of new strategic alliances we can nurture toward that end."

### 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

Stations and their adds listed alphabetically by market

**Reporters**

<p><b>WHRL/Albany, NY*</b>                  DM: John Cooper                  PD: Lisa Biello                  5 KORN                  LINKIN PARK</p>	<p><b>WBTZ/Burlington*</b>                  DM: Matt Grosso                  PD: Christine Pavlak                  1 BLINK-182                  HOOBASTANK</p>	<p><b>CINX/Detroit, MI*</b>                  PD: Murray Brockshaw                  APD: Vince Cannova                  MD: Matt Franklin                  12 BLINK-182                  1 DEFAULT                  AUDIOSLAVE</p>	<p><b>KUCD/Honolulu, HI*</b>                  PD: Jamie Hyatt                  9 BLINK-182                  4 DEFAULT</p>	<p><b>WMFG/Memphis, TN*</b>                  PD: Rob Crossman                  MD: Mike Kilbuck                  1 OUTKAST                  BLINK-182                  JANE'S ADDICTION</p>	<p><b>KORV/Oakessa, TX</b>                  PD: Michael Todd                  17 ADEMA                  17 BLINK-182                  7 SWITCHFOOT                  7 SOCIALBURN                  7 CHEMICAL BROTHERS                  7 SEVENDUST                  7 IGGY POP</p>	<p><b>WBRU/Providence, RI*</b>                  PD: Seth Restor                  MD: Andy Yen                  21 KORN                  19 BLINK-182                  8 COLDCPLAY                  ATARIS                  JET</p>	<p><b>KXRX/Salt Lake City, UT*</b>                  DM: Alan Hagan                  PD: Tom Miller                  MD: Arvin Fathin                  21 BLINK-182                  1 KORN                  SWITCHFOOT</p>	<p><b>WKRL/Syracuse, NY*</b>                  DM: Matt Gorman                  PD: Mike Weber                  1 BLINK-182                  1 ADEMA                  1 KORN                  IGGY POP</p>
<p><b>KTEG/Albuquerque, NM*</b>                  PD: Bill May                  MD: Marc Young                  KORN                  HOOBASTANK</p>	<p><b>WAVF/Charlotte, SC*</b>                  PD: Dave Rossi                  APD/MD: Donny Vitaleobos                  ATARIS                  DEFAULT</p>	<p><b>KHRO/E Paso, TX*</b>                  PD: Mike Preston                  PD/MD: Jose Garcia                  3 BLINK-182                  KORN                  COLDCPLAY                  RAPTURE                  IGGY POP</p>	<p><b>KTZV/Houston, TX*</b>                  PD: Vince Richards                  APD: Eric Schmidt                  MD: Mike Preston                  BLINK-182</p>	<p><b>WZTA/Miami, FL*</b>                  PD: Tony Hanson                  12 P.D.                  8 BLINK-182                  8 KORN                  4 JET                  IGGY POP                  COLDCPLAY</p>	<p><b>KHZZ/Oklahoma City, OK*</b>                  DM: Bill Hester                  PD: Jimmy Barreto                  10 GOSMACK                  8 BLINK-182                  8 HOOBASTANK                  HOT HOT HEAT                  SOMETHING CORPORATE</p>	<p><b>WWRX/Providence, RI*</b>                  PD: Kevin Mays                  9 BLINK-182                  6 KORN                  ATARIS</p>	<p><b>KRZT/San Diego, CA*</b>                  PD: Carol Michaels                  APD/MD: Michael Halloran                  9 BLINK-182</p>	<p><b>WXSR/Tallahassee, FL</b>                  DM: Eric Van Dyke                  PD: Bob Ford                  APD/MD: Matthew                  1 SHINEDOWN                  1 BLINK-182                  1 HOOBASTANK                  1 KORN</p>
<p><b>KTZO/Albuquerque, NM*</b>                  PD: Scott Scobredo                  MD: Don Kelley                  8 BLINK-182                  1 HOOBASTANK                  1 KORN                  COLDCPLAY</p>	<p><b>WEND/Charlotte*</b>                  DM: Mike Stora                  PD: Jack Daniel                  APD/MD: Kristin Honeycutt                  ADEMA                  ALIEN ANT FARM</p>	<p><b>KNRQ/Eugene, OR</b>                  SMC: Mike Groshog                  DM: Russ Davidson                  PD: Chris Crowley                  APD/MD: Sh. Allen                  10 SEETHER                  10 3 DOORS DOWN                  13 BLINK-182                  HOOBASTANK</p>	<p><b>WRZX/Indianapolis, IN*</b>                  PD: Scott Janssen                  MD: Michael Young                  2 BLINK-182                  1 KORN                  1 AUDIOSLAVE                  LINKIN PARK</p>	<p><b>WLUM/Milwaukee, WI*</b>                  PD: Tommy Wilde                  MD: Casey Neumann                  6 BLINK-182                  6 DEFAULT                  2 COLDCPLAY                  3 KORN                  IGGY POP</p>	<p><b>WJRR/Oriando, FL*</b>                  DM: Adam Cook                  PD: Pat Lynch                  APD: Rich Everett                  MD: Brian Dickerman                  18 KORN                  6 BLINK-182                  2 SWITCHFOOT                  IGGY POP</p>	<p><b>WVYL/Richmond, VA*</b>                  PD: Mike Marple                  MD: Keith Drab                  10 BLINK-182                  10 HOOBASTANK                  3 COLDCPLAY                  KINGS OF LEON</p>	<p><b>KTRA/San Diego, CA*</b>                  PD: Jim Richards                  MD: Mary Whitney                  15 BLINK-182                  1 COLDCPLAY</p>	<p><b>WSUN/Tampa, FL*</b>                  PD: Shank                  APD: Pat Lingo                  6 HOOBASTANK                  2 STROKES</p>
<p><b>WNNK/Atlanta, GA*</b>                  DM: Leslie Fram                  PD: Chris Williams                  MD: Jay Hesse                  23 HOOBASTANK                  6 BLINK-182                  1 KORN</p>	<p><b>WIKO/Chicago, IL*</b>                  PD: Mike Stora                  MD: Mary Shuman                  13 BLINK-182                  HOOBASTANK</p>	<p><b>KXMA/Fayetteville, AR</b>                  PD: Dave Jackson                  19 HOOBASTANK                  16 BLINK-182                  15 P.D.                  14 THREE DAYS GRACE                  10 DEFAULT                  1 311</p>	<p><b>WPLA/Jacksonville, FL*</b>                  DM: Gail Austin                  PD: Bob Matthews                  APD/MD: Chad Chamley                  No Adds</p>	<p><b>WHTG/Monmouth, NJ*</b>                  PD: Daria Smith                  No Adds</p>	<p><b>WJRR/Oriando, FL*</b>                  PD: Alan Smith                  MD: Bobby Smith                  19 311                  16 HOOBASTANK                  12 JANE'S ADDICTION                  9 BLINK-182</p>	<p><b>WVCL/Orlando, FL*</b>                  PD: Alan Smith                  MD: Bobby Smith                  19 311                  16 HOOBASTANK                  12 JANE'S ADDICTION                  9 BLINK-182</p>	<p><b>KNML/San Jose, CA*</b>                  PD: John Allers                  9 BLINK-182</p>	<p><b>KFMA/Tucson, AZ*</b>                  PD: Lynn Carstensen                  MD: Mike May                  12 BLINK-182                  7 COLDCPLAY                  ATARIS                  STORY OF THE YEAR</p>
<p><b>WJSE/Atlanta City, NJ*</b>                  PD: Al Paribello                  APD/MD: Jason Usenet                  COLDCPLAY                  RAPTURE                  ADEMA                  IGGY POP                  RYAN ADAMS                  BLINK-182                  KORN</p>	<p><b>WZZN/Chicago, IL*</b>                  DM: Bill Gamba                  APD: Steve Levy                  MD: James Vandsted                  KID ROCK</p>	<p><b>KFRR/Fresno, CA*</b>                  PD: Chris Swales                  MD: Reverend                  6 BLINK-182                  KINGS OF LEON                  ATARIS</p>	<p><b>WRXZ/Johnson City*</b>                  PD: Mark McLaney                  RAPTURE                  BLINK-182</p>	<p><b>KMBT/Monterey, CA*</b>                  DM: Pat                  PD/MD: Casey Krueverst                  1 BLINK-182</p>	<p><b>WJZZ/Richmond, VA*</b>                  DM: John                  PD/MD: Casey Krueverst                  9 HOOBASTANK                  4 BLINK-182                  2 LINKIN PARK                  KID ROCK</p>	<p><b>KJEE/Santa Barbara, CA</b>                  PD: Celine Galvez                  MD: Dakota                  2 HOOBASTANK                  COLDCPLAY                  BLINK-182</p>	<p><b>KJEE/Santa Barbara, CA</b>                  PD: Celine Galvez                  MD: Dakota                  2 HOOBASTANK                  COLDCPLAY                  BLINK-182</p>	<p><b>WBPZ/W. Palm Beach, FL*</b>                  PD: John O'Connell                  MD: Eric Kristensen                  1 EYE 6                  IGGY POP                  BLINK-182</p>
<p><b>WROX/Austin, TX*</b>                  DM: Jeff Carroll                  PD: Healy Lee                  MD: Toby Harris                  1 KORN</p>	<p><b>WARD/Columbia, SC*</b>                  PD: Dave Stewart                  MD: Dave Farr                  3 BLINK-182                  1 KORN                  DEFAULT                  COLDCPLAY</p>	<p><b>WJBF/FL Myers, FL*</b>                  DM: John Hozz                  APD: Eric Stroud                  MD: John Zio                  2 KORN                  1 BLINK-182</p>	<p><b>WVFX/Mexville, TN*</b>                  PD: Anthony Proffitt                  MD: David Matthews                  BLINK-182                  KORN</p>	<p><b>KKNO/New Orleans, LA*</b>                  DM/PT: Bob Summers                  APD/MD: Sig                  8 KORN                  2 LINKIN PARK                  ATARIS</p>	<p><b>WPLY/Philadelphia, PA*</b>                  PD: Jim McLean                  MD: Dan Foss                  9 BLINK-182                  4 COLDCPLAY                  3 KORN</p>	<p><b>KCXX/Riverside, CA*</b>                  DM: Bill McQuilly                  PD: Keith Clancy                  APD/MD: Daryl James                  7 KORN                  2 BLINK-182                  HOOBASTANK</p>	<p><b>KNOD/Seattle, WA*</b>                  APD: Jim Kasher                  17 BLINK-182                  7 COLDCPLAY                  1 DEATH CAB FOR CUTIE                  STAMID</p>	<p><b>WHFS/Washington, DC*</b>                  PD/MD: Bob Wraga                  MD: Pat Ferraro                  14 KORN                  14 KORN                  RYAN ADAMS</p>
<p><b>WRAX/Birmingham, AL*</b>                  PD: Susan Groves                  MD: Mark Lindsay                  2 COLDCPLAY                  1 BLINK-182                  1 LINKIN PARK</p>	<p><b>WWCD/Columbus, OH*</b>                  DM: Randy Malloy                  PD: Andy Davis                  MD: Jack Deffen                  BEN HARPER                  ATARIS</p>	<p><b>WXTW/FL Wayne, IN*</b>                  DM: Jill Falter                  PD: Dan Walker                  APD: Matt Jericho                  MD: Greg Travis                  3 BLINK-182                  1 HOOBASTANK                  1 IGGY POP                  ADEMA                  KORN</p>	<p><b>KFTL/Lafayette, LA*</b>                  PD: Scott Perrin                  MD: Chris Oliver                  1 BLINK-182                  ATARIS</p>	<p><b>WXRK/New York, NY*</b>                  PD: Robert Cross                  MD: Mike Pear                  18 HOOBASTANK                  1 BLINK-182                  COLDCPLAY</p>	<p><b>WVXX/Phoenix, AZ*</b>                  DM: Laura Harris                  PD: Nancy Stevens                  APD: David Air Drive                  MD: Robb Hesh                  13 BLINK-182                  2 HOT HOT HEAT                  1 ME FIRST AND THE GAME GAMES                  1 ADEMA</p>	<p><b>KZON/Phoenix, AZ*</b>                  PD/MD: Kevin Neuman                  COLDCPLAY                  BLINK-182                  NELLY FURTADO</p>	<p><b>WZZJ/Rainbow, VA*</b>                  DM: Bob Travis                  PD: Greg Travis                  MD: Rob Rubenberg                  COLDCPLAY                  ADEMA                  IGGY POP                  BLINK-182                  HOOBASTANK                  KORN</p>	<p><b>WVWC/Washington, DC*</b>                  DM: Eric Kristensen                  2 KORN                  RAPTURE                  ADEMA                  SOMETHING CORPORATE                  IGGY POP</p>
<p><b>KOXR/Boise, ID*</b>                  PD: Janet Jackson                  MD: Kallie                  7 BLINK-182</p>	<p><b>WGRD/Grand Rapids, MI*</b>                  PD: Bobby Duncan                  MD: Michael Gray                  6 BLINK-182                  6 HOOBASTANK                  4 DEFAULT</p>	<p><b>WVNR/Greenville, NC*</b>                  PD: Jeff Sanders                  APD/MD: Turner Watson                  7 KORN                  5 HOOBASTANK                  4 3 DOORS DOWN</p>	<p><b>KKTE/Las Vegas, NV*</b>                  PD: Dave Wellington                  APD/MD: Chris Ripley                  15 BLINK-182                  13 HOOBASTANK                  CHELLE                  ROB ZOMBIE</p>	<p><b>WRRV/Newburgh, NY</b>                  PD/MD: Andrew Garcia                  26 COLDCPLAY                  25 BLINK-182                  6 KORN                  DEFAULT                  HOOBASTANK</p>	<p><b>WVXX/Pittsburgh, PA*</b>                  PD: John Roschitta                  MD: Vinco F.                  5 BLINK-182                  5 HOOBASTANK</p>	<p><b>WVZM/Rochester, NY*</b>                  DM/PT: John McCas                  18 KORN                  18 DEFAULT                  19 BLINK-182                  TAKING BACK SUNDAY                  COLDCPLAY</p>	<p><b>WVWC/Washington, DC*</b>                  DM: Eric Kristensen                  2 KORN                  RAPTURE                  ADEMA                  SOMETHING CORPORATE                  IGGY POP</p>	<p><b>WVWM/Wilmington, NC</b>                  MD: Mike Kennedy                  10 KORN                  3 DROPKICK MURPHYS                  2 ADEMA                  2 JET</p>
<p><b>WBCN/Boston, MA*</b>                  DM: Tony Baccinini                  PD: Ondrej                  APD/MD: Steven Strick                  11 BLINK-182                  DARKNESS</p>	<p><b>KDGE/Dallas, TX*</b>                  PD: Denise Doherty                  APD/MD: Alan Ayo                  5 BLINK-182                  3 GOOD CHARLOTTE                  2 SWITCHFOOT</p>	<p><b>WVNR/Greenville, NC*</b>                  PD: Jeff Sanders                  APD/MD: Turner Watson                  7 KORN                  5 HOOBASTANK                  4 3 DOORS DOWN</p>	<p><b>KLEC/Little Rock, AR*</b>                  DM/PT: Hesser                  MD: Adam                  28 EVANGESCENCE                  BLINK-182                  LINKIN PARK                  IGGY POP</p>	<p><b>WVXX/Pittsburgh, PA*</b>                  PD: John Roschitta                  MD: Vinco F.                  5 BLINK-182                  5 HOOBASTANK</p>	<p><b>WVXY/Portland, ME</b>                  DM: Ron Bess                  PD: Herb Jay                  MD: Brian James                  9 KORN                  4 HOOBASTANK                  3 BLINK-182                  SHINEDOWN                  OUTKAST</p>	<p><b>KWOD/Sacramento, CA*</b>                  DM: Curtis Johnson                  PD: Ron Bess                  MD: Marco Collins                  21 BLINK-182                  17 LINKIN PARK                  7 YELLOWCARD                  THREE DAYS GRACE</p>	<p><b>WVWM/Wilmington, NC</b>                  MD: Mike Kennedy                  10 KORN                  3 DROPKICK MURPHYS                  2 ADEMA                  2 JET</p>	
<p><b>WFDX/Boston, MA*</b>                  PD/MD: Paul Orscolli                  9 RYAN ADAMS                  7 BLINK-182                  6 COLDCPLAY                  IGGY POP</p>	<p><b>WXEG/Dayton, OH*</b>                  PD: Steve Warner                  MD: Beamer                  SHINEDOWN</p>	<p><b>WVNR/Greenville, NC*</b>                  PD: Jeff Sanders                  APD/MD: Turner Watson                  7 KORN                  5 HOOBASTANK                  4 3 DOORS DOWN</p>	<p><b>KROQ/Los Angeles, CA*</b>                  PD: Brian Westbury                  APD: Gene Sauschowski                  11 DISTILLERS                  10 FOO FIGHTERS                  15 BLINK-182                  7 PUDDLE OF MUDD</p>	<p><b>WVXX/Pittsburgh, PA*</b>                  PD: John Roschitta                  MD: Vinco F.                  5 BLINK-182                  5 HOOBASTANK</p>	<p><b>WVXX/Pittsburgh, PA*</b>                  PD: John Roschitta                  MD: Vinco F.                  5 BLINK-182                  5 HOOBASTANK</p>	<p><b>KWOD/Sacramento, CA*</b>                  DM: Curtis Johnson                  PD: Ron Bess                  MD: Marco Collins                  21 BLINK-182                  17 LINKIN PARK                  7 YELLOWCARD                  THREE DAYS GRACE</p>	<p><b>WVWM/Wilmington, NC</b>                  MD: Mike Kennedy                  10 KORN                  3 DROPKICK MURPHYS                  2 ADEMA                  2 JET</p>	
<p><b>WEDG/Dulute, NY*</b>                  PD: Henry Stone                  MD: Ryan Patrick                  18 HOOBASTANK                  8 DEFAULT                  4 BLINK-182</p>	<p><b>KTCL/Denver, CO*</b>                  PD: Mike O'Connor                  APD: Rob Reale                  MD: Nib Jordan                  6 BLINK-182                  CHELLE</p>	<p><b>WVNR/Greenville, NC*</b>                  PD: Jeff Sanders                  APD/MD: Turner Watson                  7 KORN                  5 HOOBASTANK                  4 3 DOORS DOWN</p>	<p><b>KROQ/Los Angeles, CA*</b>                  PD: Brian Westbury                  APD: Gene Sauschowski                  11 DISTILLERS                  10 FOO FIGHTERS                  15 BLINK-182                  7 PUDDLE OF MUDD</p>	<p><b>WVXX/Pittsburgh, PA*</b>                  PD: John Roschitta                  MD: Vinco F.                  5 BLINK-182                  5 HOOBASTANK</p>	<p><b>WVXX/Pittsburgh, PA*</b>                  PD: John Roschitta                  MD: Vinco F.                  5 BLINK-182                  5 HOOBASTANK</p>	<p><b>KWOD/Sacramento, CA*</b>                  DM: Curtis Johnson                  PD: Ron Bess                  MD: Marco Collins                  21 BLINK-182                  17 LINKIN PARK                  7 YELLOWCARD                  THREE DAYS GRACE</p>	<p><b>WVWM/Wilmington, NC</b>                  MD: Mike Kennedy                  10 KORN                  3 DROPKICK MURPHYS                  2 ADEMA                  2 JET</p>	

\* Monitored Reporters  
 94 Total Reporters  
 85 Total Indicator  
 9 Total Indicator



**New & Active**

**ALIEN ANT FARM** Glow (*DreamWorks*)  
 Total Plays: 426, Total Stations: 34, Adds: 1

**SOMETHING CORPORATE** Space (*Drive-Thru/Geffen*)  
 Total Plays: 421, Total Stations: 38, Adds: 2

**ATARIS** The Saddest Song (*Columbia*)  
 Total Plays: 373, Total Stations: 41, Adds: 11

**R.E.M.** Bad Day (*Warner Bros.*)  
 Total Plays: 297, Total Stations: 21, Adds: 0

**HOOBASTANK** Out Of Control (*Island/IDJMG*)  
 Total Plays: 284, Total Stations: 29, Adds: 28

**KINGS OF LEON** Molly's Chamber (*RCA*)  
 Total Plays: 284, Total Stations: 25, Adds: 2

**FINGER ELEVEN** One Thing (*Wind-up*)  
 Total Plays: 266, Total Stations: 20, Adds: 1

**MXPX** Everything Sucks (When You're Gone) (*A&M/Interscope*)  
 Total Plays: 219, Total Stations: 18, Adds: 0

**SAVES THE DAY** Anywhere With You (*Vagrant/DreamWorks*)  
 Total Plays: 195, Total Stations: 18, Adds: 0

**COLOPLAY** Moses (*Capitol*)  
 Total Plays: 190, Total Stations: 28, Adds: 22

**Indicator**

**Most Added\***

- BLINK-182 Feeling This (*Geffen*)
- HOOBASTANK Out Of Control (*Island/IDJMG*)
- KORN Right Now (*Epic*)
- COLDCPLAY Moses (*Capitol*)
- IGGY POP Little Know It All (*Virgin*)
- ADEMA Promises (*Arista*)
- SHINEDOWN 45 (*Atlantic*)
- DEFAULT Taking My Life Away (*TVT*)

**Please Send Your Photos**

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

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

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Email: mdavis@radioandrecords.com





**America's Best Testing Alternative Songs 12 +  
For The Week Ending 10/10/03**

Artist Title (Label)	TW	LW	Familiarity	Burn	Persons 18-34	Men 18-34	Women 18-34
LINKIN PARK <i>Faint (Warner Bros.)</i>	4.21	4.33	99%	27%	4.25	4.23	4.31
SWITCHFOOT <i>Meant To Live (Red Ink/Columbia)</i>	4.06	4.12	67%	11%	4.00	3.90	4.10
SMILE EMPTY SOUL <i>Bottom Of A Bottle (Lava)</i>	4.03	4.01	86%	21%	3.89	3.73	4.07
AFI <i>The Leaving Song Part II (DreamWorks)</i>	3.99	3.98	82%	16%	3.94	3.84	4.03
TRAPT <i>Still Frame (Warner Bros.)</i>	3.97	4.07	89%	18%	3.86	3.84	3.89
TRAPT <i>Headstrong (Warner Bros.)</i>	3.96	4.00	100%	48%	3.93	3.80	4.04
THREE DAYS GRACE <i>(I Hate) Everything About You (Live)</i>	3.95	4.03	81%	12%	3.97	3.88	4.06
STAIN'D <i>So Far Away (Flip/Elektra/EEG)</i>	3.94	3.98	98%	32%	3.91	3.86	3.96
ATARIS <i>The Boys Of Summer (Columbia)</i>	3.92	3.98	98%	43%	3.98	3.96	4.00
NICKELBACK <i>Someday (Roadrunner/DJMG)</i>	3.90	3.80	93%	18%	3.89	3.73	4.06
RANCID <i>Fall Back Down (Hellcat/Warner Bros.)</i>	3.89	3.79	76%	14%	3.82	3.69	3.96
EVANESCENCE <i>Going Under (Wind-up)</i>	3.88	3.93	98%	35%	3.96	3.85	4.05
FOUNTAINS OF WAYNE <i>Stacy's Mom (S-Curve/EMC)</i>	3.83	-	87%	23%	3.66	3.88	3.45
DASHBARD <i>CONFESSIONAL Hands Down (Vagrant)</i>	3.83	3.84	82%	15%	3.71	3.47	3.95
FUEL <i>Falls On Me (Epic)</i>	3.81	3.95	79%	14%	3.81	3.63	4.00
311 <i>Creatures (For A While) (Volcano)</i>	3.80	3.86	90%	22%	3.72	3.65	3.78
COLD <i>Suffocate (Flip/Geffen/Interscope)</i>	3.80	-	57%	9%	3.71	3.70	3.71
CHEVELLE <i>Send The Pain Below (Epic)</i>	3.79	3.90	97%	46%	3.79	3.63	3.95
A PERFECT CIRCLE <i>Weak And Powerless (Virgin)</i>	3.76	3.75	74%	13%	3.79	3.85	3.71
3 ODORS DOWN <i>Here Without You (Republic/Universal)</i>	3.75	3.78	80%	21%	3.80	3.68	3.93
DISTURBED <i>Liberate (Reprise)</i>	3.70	3.61	83%	23%	3.58	3.67	3.50
AUDIOSLAVE <i>Show Me How To Live (Interscope/Epic)</i>	3.61	3.59	89%	34%	3.79	3.81	3.77
BILLY TALENT <i>Try Honesty (Atlantic)</i>	3.61	3.57	55%	11%	3.58	3.50	3.69
JANE'S ADDICTION <i>Just Because (Capitol)</i>	3.57	3.54	91%	34%	3.59	3.50	3.58
JET <i>Are You Gonna Be My Girl (Elektra/EEG)</i>	3.53	3.63	51%	10%	3.50	3.36	3.65
WHITE STRIPES <i>Seven Nation Army (Third Man/V2)</i>	3.46	3.58	96%	51%	3.62	3.56	3.67
P.O.D. <i>Will You (Atlantic)</i>	3.45	-	49%	10%	3.44	3.34	3.56
GODSMACK <i>Serenity (Republic/Universal)</i>	3.44	3.55	82%	28%	3.36	3.31	3.42
WHITE STRIPES <i>The Hardest Button... (Third Man/V2)</i>	3.28	3.27	69%	23%	3.30	3.19	3.44
STROKES <i>12:51 (RCA)</i>	3.26	-	41%	10%	3.31	3.02	3.57

*Total sample size is 427 respondents. Total average favorability estimates are based on a scale of 1-5. (1=dislike very much, 5 = like very much). Total familiarity represents the percentage of respondents who recognized the song. Total burn represents the number of respondents who said they are tired of hearing the song. Sample composition is based on persons 12+. 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. DISTILLERS (*Maverick/Reprise*) "Drain The Blood"
2. IGGY POP (*Virgin*) "Little Know It All"
3. RYAN ADAMS (*Last Highway/DJMG*) "So Alive"
4. THE RAPTURE (*Universal*) "House Of Jealous Lovers"
5. CHEMICAL BROTHERS (*Astralwerks/EMC*) "The Golden Path"
6. THRILLS (*Virgin*) "One Horse Town"
7. SPIRITUALIZED (*Sanctuary/SRG*) "She Kissed Me (It Felt Like A Hit)"
8. BELLE & SEBASTIAN (*Sanctuary/SRG*) "Step Into My Office, Baby"
9. THURSDAY (*Island/DJMG*) "Signals Over The Air"
10. STORY OF THE YEAR (*Maverick/Reprise*) "Until The Day I Die"
11. FIRE THEFT (*Rykodisc*) "Uncle Mountain"
12. TO MY SURPRISE (*Roadrunner/DJMG*) "Get It To Go"
13. BRONX (*White Drugs/Ferret*) "White Tar"
14. MY MORNING JACKET (*RCA*) "One Big Holiday"
15. AKAS (*Fueled By Ramen*) "Generation Vexed"
16. STRIKE ANYWHERE (*Jade Tree*) "Infrared"
17. UNDERWORLD SOUNDTRACK (*Lakeshore*) "Worms Of The Earth"
18. NETWORK (*Adeline*) "Supermodel Robots"
19. TAKING BACK SUNDAY (*Victory*) "You're So Last Summer"
20. MOTOR ACE (*Sputnik*) "Pieces"

Ranked by total number of shows reporting artist.

## Record Of The Week

ARTIST: The Chemical Brothers  
TITLE: *Singles 93-03*  
LABEL: Astralwerks



Time flies not only when you're having fun, but also when you're creating fun for others. And Tim Rowlands and Ed Simmons, collectively known as The Chemical Brothers, have blasted out so many good-time grooves for dance music fans that a decade has passed in the flash of a glowstick. A chronological two-disc history of the Chems' most intoxicating moments, *Singles 93-03* is a must-have for the casual observer as well as hard-core fans. The latter are rewarded with two new songs here, including a collaboration with The Flaming Lips' Wayne Coyne, "The Golden Path." Watershed moments like "Block Rockin' Beats" sound as fresh as ever, and "Setting Sun," "The Test" and more prove that The Chemical Brothers rightfully deserve their place as electronica's premier ambassadors.

— Frank Correia, Rock Specialty Editor

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With

**Salmon Rushdie,  
Giant Dead Fish From Alaska**



Well, up until last week it was a great summer in Alaska. Then R&R Active Rock/Rock Editor Cyndee Maxwell paid a visit. The next thing I know, I'm freezing my ass off in a duffel bag headed for Los Angeles. • "Where the heck are we going?" I asked Cyndee. She replied, "Alternative Editor Max Talkoff was buggin' me for fish the next time I went to Alaska. I need to shut him up. Ten pounds of whole fresh frozen salmon right from the river should do the trick." • Then she stuck some noise-canceling headphones on me, and I listened to CDs for the rest of the trip. Love the new Iggy Pop. I also listened to most of the new Distillers album, and I gotta say it's gonna be huge. I still can't figure out why radio isn't all over that B.R.M.C. album — it's fantastic! This band Atmosphere is a completely new kind of hip-hop. I hear the kids are really into it. • But the band I loved the most is from this place called Vermont. I think they spell the name of the band "Phish." Could be huge, I'm telling ya! Anyway, don't forget to add Hoobastank, Blink-182 and, especially, Three Days Grace — 'cause that's about all I have left in this world. Farewell!

Well, well, well, what do we have here? **Staind** at No. 1? Who knew? By the way, the add date for "How About You" is Nov. 3. Consider yourself warned ... Moving into the No. 2 spot are **A Perfect Circle**. Nice job, Virginians — or is it Virgin-ites? ... **Evanescence** continue to eke out gains, going 6-5 this week ... Warner Bros. still has the touch, as **Trapt** go 10-7 ... **The White Stripes** are looking to capture the top spot again, with "Hardest Button to Button" rising 12-8 ... **Dashboard Confessional** hold at No. 9, but the spins keep going up ... Rounding out the top 10 are **Godsmack** right at No. 10, up from No. 11 ... See how great **Three Days Grace** are doing? They're knocking on the top 10's door, going 13-11 this week ... In other news, **Jet** keep pushing forward as a result of the good buzz from both radio and the public. They go 18-17 ... **Switchfoot** are also creeping upward, 21-19 ... **Linkin Park's** "Numb" is quickly picking up the slack as "Faint" moves down; the new track goes 33-21 ... Keep your peepers on **Yellowcard**, **3 Doors Down**, **Sevendust**, **Hot Hot Heat** and **OutKast**. These are the bands that will make it through the end of the year in nice shape ... New to the chart: **Jane's Addiction**, **Blink-182** and **Korn** ... Most Added: **Blink-182** (by a huge margin — what's up with those of you who *didn't* add them this week? You 10 are on detention), **Korn**, **Hoobastank**, **Coldplay**, **Iggy Pop** ... Most Should Be Added: **B.R.M.C.**, **Atmosphere**, **The Rapture**, **Yellowcard**, **Distillers**, **OutKast** (I can't believe you haven't figured this out yet).

— Max Talkoff, Alternative Editor



## COMING RIGHT UP

ARTIST: **Korn**

LABEL: **Immortal/Epic**

By **FRANK CORREIA** / ROCK SPECIALTY EDITOR



While many music snobs may sniff at the mention of Korn, they were undoubtedly one of the most important acts of the '90s. With the grunge tide receding back to Seattle, a new sound was rumbling underneath the weak foundations of watered-down alt rock bands playing it safe. Leave it to a group from the land of earthquakes to shake things up a bit.

In 1994 Korn sprouted from the underground with their self-titled debut. While it built slowly, *Korn* was the sound of a new movement. Just throw the disc back into your player, and you'll hear the moment a newer, more violent breed of hard rock came rolling down the mountain. Quiet cymbals, watery guitars, deeper-than-a-mineshaft bass and mortuary-science-student-turned-singer Jonathan Davis growling "Are you ready?" just before the whole damn thing collapses into an anguished torrent of downtuned, seven-string Ibanezes, Richter-scale beats and brain-shaking bass. This was "Blind," and it opened the eyes and ears of a new generation of rock fans.

For better or worse, the group spawned a whole new sound and a host of imitators. But in an era of bandwagons, Korn were the workhorses pulling the carriage, slugging it out on the road and converting throngs of fans to their sound. With

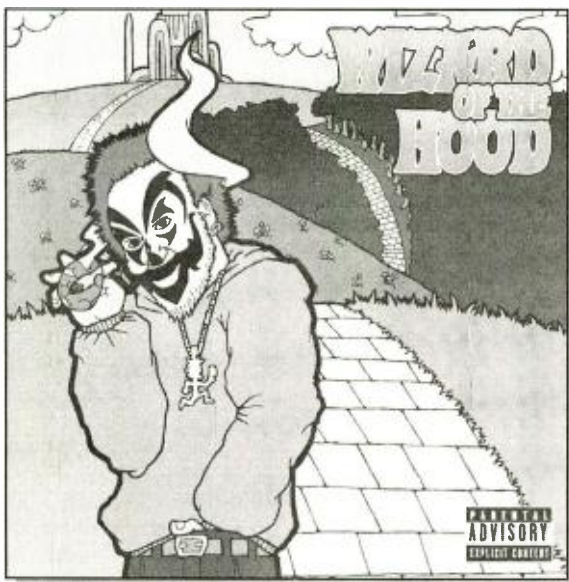
1996's *Life Is Peachy* they gained even more steam and broke through to platinum sales before 1998's *Follow the Leader* finally established the group at radio with hits like "Got the Life" and "Freak on a Leash."

Korn were pretty much a household name, even earning the disdain of a Michigan teacher who suspended a student in '98 for wearing a shirt with the group's distinctive logo. Not coincidentally, the group established the Family Values tour the same year with Limp Bizkit, Ice Cube and Rammstein. In 1999 *Issues* brought more platinum and more raves, but while 2002's *Untouchables* sold more than 1.3 million copies, it was viewed by many as a misstep.

Now, with *Take a Look in the Mirror*, Korn do exactly what the album title suggests, reverting to the primal sound that cemented their place in fans' hearts. Entirely self-produced, *Mirror* is first reflected in the lead single, "Right Now," a three-minute ball of hate that comes crashing down like a rockslide. All the angst fans could want is here, as Davis whispers psychotically, "You open your mouth again, I swear I'm gonna break it." Davis' disgust is winning hearts at radio, with strong support for the single in the top three markets; KNDD/Seattle pounding it; and solid spins at KXTE/Las Vegas, WXTM/Cleveland and more proving that healthy Alternatives still need a steady diet of Korn to succeed.

### TELL US WHAT YOU THINK!

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# R&R ALTERNATIVE TOP 50

October 10, 2003

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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	STAIN'D So Far Away (Flip/Elektra/EEG)	2983	-52	208687	17	78/0
3	2	A PERFECT CIRCLE Weak And Powerless (Virgin)	2713	+162	188922	10	82/0
2	3	LINKIN PARK Faint (Warner Bros.)	2712	-153	208604	28	79/0
4	4	NICKELBACK Someday (Roadrunner/IDJMG)	2385	-31	155682	10	77/0
6	5	EVANESCENCE Going Under (Wind-up)	2224	+34	147440	18	72/0
5	6	AUDIOSLAVE Show Me How To Live (Interscope/Epic)	2060	-176	169469	18	63/0
10	7	TRAPT Still Frame (Warner Bros.)	1841	+180	103133	14	69/1
12	8	WHITE STRIPES The Hardest Button To Button (Third Man/V2)	1724	+136	117412	16	76/0
9	9	DASHBOARD CONFESSIONAL Hands Down (Vagrant)	1695	+19	111947	14	70/0
11	10	GODSMACK Serenity (Republic/Universal)	1647	+52	97986	16	62/1
13	11	THREE DAYS GRACE (I Hate) Everything About You (Jive)	1600	+97	100519	17	68/1
7	12	WHITE STRIPES Seven Nation Army (Third Man/V2)	1574	-199	139740	34	74/0
8	13	SMILE EMPTY SOUL Bottom Of A Bottle (Lava)	1558	-135	108304	26	63/0
15	14	FUEL Falls On Me (Epic)	1490	+87	91141	11	61/0
14	15	TRAPT Headstrong (Warner Bros.)	1412	-80	123225	49	72/0
22	16	P.O.D. Will You (Atlantic)	1367	+362	96996	3	70/1
18	17	JET Are You Gonna Be My Girl (Elektra/EEG)	1330	+125	92511	6	66/2
16	18	AFI The Leaving Song Part II (DreamWorks)	1168	-179	83211	17	59/0
21	19	SWITCHFOOT Meant To Live (Red Ink/Columbia)	1167	+72	60393	14	53/2
20	20	CHEVELLE Send The Pain Below (Epic)	1139	-56	94790	37	69/0
33	21	LINKIN PARK Numb (Warner Bros.)	1041	+310	88684	6	62/7
19	22	311 Creatures (For A While) (Volcano)	1038	-162	63133	15	60/0
23	23	BILLY TALENT Try Honesty (Atlantic)	1007	+4	50462	12	57/0
27	24	COLD Suffocate (Flip/Geffen/Interscope)	963	+106	40114	7	52/0
25	25	STROKES 12:51 (RCA)	955	+41	74197	5	55/1
24	26	DISTURBED Liberate (Reprise)	928	-43	52402	17	41/0
28	27	YELLOWCARD Way Away (Capitol)	923	+114	41788	10	56/2
26	28	3 DOORS DOWN Here Without You (Republic/Universal)	921	+54	56972	10	38/1
31	29	SEVENDUST Enemy (TVT)	822	+42	36309	7	41/0
41	30	AUDIOSLAVE I Am The Highway (Interscope/Epic)	783	+182	51400	3	49/2
29	31	FOUNTAINS OF WAYNE Stacy's Mom (S-Curve/EMC)	767	-35	47212	8	35/0
39	32	CHEVELLE Closure (Epic)	714	+87	37022	4	50/2
30	33	JANE'S ADDICTION Just Because (Capitol)	671	-127	43740	19	48/0
35	34	SEETHER Gasoline (Wind-up)	670	-6	31130	7	38/0
43	35	HOT HOT HEAT Talk To Me, Dance With Me (Sub Pop/Reprise)	669	+95	44513	5	42/2
Debut	36	JANE'S ADDICTION True Nature (Capitol)	667	+293	32732	-1	51/2
45	37	THURSDAY Signals Over The Air (Island/IDJMG)	660	+123	38419	6	50/1
37	38	BRAND NEW The Quiet Things That No One... (Razor & Tie)	639	-7	48326	9	35/0
44	39	OUTKAST Hey Ya! (Arista)	611	+62	72856	6	26/1
38	40	RADIOHEAD Go To Sleep (Capitol)	575	-63	37085	7	41/0
34	41	KORN Did My Time (Immortal/Epic)	546	-170	36225	15	33/0
40	42	DAVE MATTHEWS Gravedigger (RCA)	529	-75	44967	7	34/0
46	43	STORY OF THE YEAR Until The Day I Die (Maverick/Reprise)	523	+3	21298	6	40/1
32	44	RANCID Fall Back Down (Hellcat/Warner Bros.)	517	-252	37009	12	49/0
Debut	45	BLINK-182 Feeling This (Geffen)	501	+464	52567	1	73/73
48	46	B.R.M.C. Stop (Virgin)	499	-3	22918	9	37/0
Debut	47	KORN Right Now (Epic)	483	+450	61600	1	44/30
42	48	EVE 6 Think Twice (RCA)	466	-134	28688	20	25/0
36	49	LIMP BIZKIT Eat You Alive (Flip/Interscope)	451	-215	17295	9	35/0
49	50	STATIC-X The Only (Warner Bros.)	442	+16	19798	3	32/0

## Most Added\*

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
BLINK-182 Feeling This (Geffen)	73
KORN Right Now (Epic)	30
HOBBASTANK Out Of Control (Island/IDJMG)	28
COLDPLAY Moses (Capitol)	22
IGGY POP Little Know It All (Virgin)	14
ATARIS The Saddest Song (Columbia)	11
DEFAULT Taking My Life Away (TVT)	10
LINKIN PARK Numb (Warner Bros.)	7
ADEMA Promises (Arista)	7
RAPTURE House of Jealous Lovers (Strummer/Universal)	5

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
BLINK-182 Feeling This (Geffen)	+464
KORN Right Now (Epic)	+450
P.O.D. Will You (Atlantic)	+362
LINKIN PARK Numb (Warner Bros.)	+310
JANE'S ADDICTION True Nature (Capitol)	+293
HOBBASTANK Out Of Control (Island/IDJMG)	+243
AUDIOSLAVE I Am The Highway (Interscope/Epic)	+182
TRAPT Still Frame (Warner Bros.)	+180
A PERFECT CIRCLE Weak And Powerless (Virgin)	+162
COLDPLAY Moses (Capitol)	+146

## Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
ATARIS The Boys Of Summer (Columbia)	1070
AUDIOSLAVE Like A Stone (Interscope/Epic)	1044
QUEENS OF THE STONE AGE No One Knows (Interscope)	885
RED HOT CHILI PEPPERS Can't Stop (Warner Bros.)	878
FOO FIGHTERS Times Like These (Roswell/RCA)	878
FOO FIGHTERS All My Life (Roswell/RCA)	874
LINKIN PARK Somewhere I Belong (Warner Bros.)	702
COLD Stupid Girl (Flip/Geffen/Interscope)	691
EVANESCENCE Bring Me To Life (Wind-up)	620
CHEVELLE The Red (Epic)	614

83 Alternative reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 9/28-10/4. 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 (© 2003, The Arbitron Company). © 2003, R&R, Inc.

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

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**MAX TOLKOFF**  
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# Getting Our Bearings

Is the format on track? A few observations from the crow's nest.

By Dave Beasing

**The residents of Los Angeles have no idea how lucky they are to have a station like KROQ in their fair city. But even KROQ has no idea what it has wrought with the now-insanely popular Inland Invasion series of annual concerts that take place, yes, inland, on the edge of desert country, miles from the heart of the city.**

Many of the industry types who attended this year's offering staggered away stunned at how well the past, present and future blended together. There was more post-event chatter for this event this year than for the perennial favorite Weenie Roast. Most impressed was Jacobs Media's Dave Beasing, who raced home and, in a fit of inspiration, wrote a sort of state-of-the-format white paper for his client stations.

Dave is good at tracking the accordion-like expansions, contractions and general ups and downs of our universe. He was kind enough to allow us to share his thoughts with our readers, thus sparing you more of my insane gibberish. Here's Dave.

**Some of the best companies in our industry obviously recognize the Alternative franchise's value.**

## Painting By Numbers

Allow me to paint a picture for you. It's been a two-hour drive on a Saturday afternoon into the hot desert east of Los Angeles, a trip that would have taken half that time in good traffic. When you get there, you spend \$20 for so-called "preferred parking" — which puts you only a 10-minute walk away instead of 20.

Once inside the outdoor amphitheater you realize that this is probably the largest crowd you've ever been part of, and it's certainly the most dense. You're elbow-to-elbow

with an estimated 55,000 people, from tiny children to people in their 60s. Lines for the men's room take a half-hour or more. (I'll spare you the graphic description of what the bathrooms look like once you get inside.) Lines for refreshments take even longer. Sound like fun? Maybe not, but trust me, it was a blast!

As you hear this crowd roar its approval, a noise like you've never imagined, you get goose bumps and realize two things: 1) Alternative is back, and 2) it was never dead.

This year's KROQ Inland Invasion had a decidedly retro feel, headlined as it was by bands like The Psychedelic Furs, The Violent Femmes, Duran Duran and The Cure. New bands that sound a lot like old bands (Jet, Interpol, Hot Hot Heat) were sprinkled throughout the lineup and were equally well received by both young and old. Looking beyond their age differences, what all these bands have in common is obvious: They're not played on mainstream Rock radio.

## The Franchise

Many successful stations like KROQ have continued to program something called "Alternative" and make lots of money doing it. In fact, most of the stations that program today's Alternative have been holding their own in the ratings, too, despite the format's bad PR.

If you've been keeping track of ratings trends in the format, you'll note that the average Alternative station is off about a quarter-share from a year ago. That's the bad news. The good news is that 55 stations posted increases from winter to spring, with 41 stations showing 12+ AQH losses. Combine that with some good summer trends around the country, and it appears that we may be turning the ratings corner.

Some of the best companies in our industry obviously recognize the Alternative franchise's value. They're

waging expensive Alternative turf wars in markets like Chicago, San Diego, Richmond, Orlando, Boston, Washington and Salt Lake City, to name a few.

Smart radio operators have spent the years since the grunge explosion building solid radio stations in every daypart. Morning shows like KROQ's *Kevin and Bean* and WXRK/New York's syndicated Howard Stern far outpace the rest of the station. So do afternoon shows like *The Marconi Show* on KNRK/Portland, OR. On KPNT/St. Louis, where

**As you hear the crowd roar its approval, a noise you've never imagined, you get goose bumps and realize two things: 1) Alternative is back, and 2) it was never dead.**

Howard Stern garners a 15 share 18-34 in morning drive, Woody Fife has been posting a 17 share with a mix of talk and music in afternoons.

Profitable Alternative sales departments convey the immense buying power of the 18-to-34 demographic. Many of these departments have matured to the point that they're well positioned beyond their core demographics, regularly getting on buys from advertisers as diverse as car dealers, banks and grocery stores.

And the tide is turning toward Alternative at the agencies. A recent Interep study shows that dollars allocated to the 25-54 demographic have fallen for the seventh consecutive year, while the fastest-growing

target is adults 18-49, putting this financial opportunity well within reach of most Alternative stations.

## Metamorphosis?

But while many stations have remained healthy, no one can deny that alternative music itself has been losing its uniqueness and, in the process, its passion. This could be changing with the success of bands like The White Stripes, Coldplay and Radiohead.

While most Alternative programmers also wisely play harder hits, our audiences are becoming open to a much more varied and alternative sound — and most Active Rock and mainstream Rock listeners are not. Therefore, Rock is dividing again.

As in the past, very few of the new bands on the horizon will be successful, but just playing the odds based on what's being offered by the record labels, alternative sounds are on their way.

These include garage bands like The Strokes and Thursday; punk like Brand New, Yellowcard and this year's MTV2 Award recipient at the *Video Music Awards*, AFI; and folk singer-songwriter, acoustic and emo types like Kings Of Leon, Dashboard Confessional, Taking Back Sunday, Saves The Day and Finch.

Where are the new hard rock bands? They're few and far between, leading many Active Rock stations to reconsider their current percentage. How are new releases from established harder bands like Metallica and Limp Bizkit doing on the radio? Not well, so far.

Meanwhile, some stations are starting to have ratings success by combining the new and old, as reflected by KROQ's Inland Invasion set list. You'll find older fans of new music listening to *Little Steven's Underground Garage* on Classic Rock stations. Longtime Springsteen sidekick and *Sopranos* star Steven Van Zandt hosts the two-hour syndicated program.

"I had quit music entirely in the '90s," Van Zandt told the *Detroit Free Press*. "I couldn't relate to what it had become, so I just walked away. Then I stumbled into the garage scene and saw a bunch of kids making music based on the essence of

the '50s, '60s and '70s, but in a contemporary way. I thought I had died and gone to heaven." Van Zandt wants to expand the program to a 24-hour format and threatens to take it to satellite radio if terrestrial radio passes.

## A New Alternative?

In San Diego a new over-the-air Alternative station has arrived at some of the same conclusions as Van



Dave Beasing

Zandt. Although KBZT is playing fewer current releases than some, it is playing lots of new music that meshes well with the gold library. So, you'll hear heavy doses of Hot Hot Heat alongside old favorites like The Cure, co-headlining bands at the KROQ show that sound very similar.

If you want more than mental pictures to back up my claims, you'll find actual ones in any men's fashion magazine. Pick up *Details* or *GQ* or watch the reality shows on MTV. Notice that retro fashions — the same clothes and hairstyles that defined the early grunge years — are back. I was recently scolded for threatening to throw out a bunch of my old promotional T-shirts. "These would cost \$20 each at the Gap!"

No one can predict the future, but history tells us that rock music — as are all mainstays of pop culture — is cyclical. If some radio owners want to abandon the Alternative format in their markets, maybe that's not entirely bad. It just means that other operators in those markets will invest in Alternative, thus spawning the next generation of these stations. Twenty-plus years into Alternative radio, we may be ready for the format's next metamorphosis.

## TALK BACK TO R&R!

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

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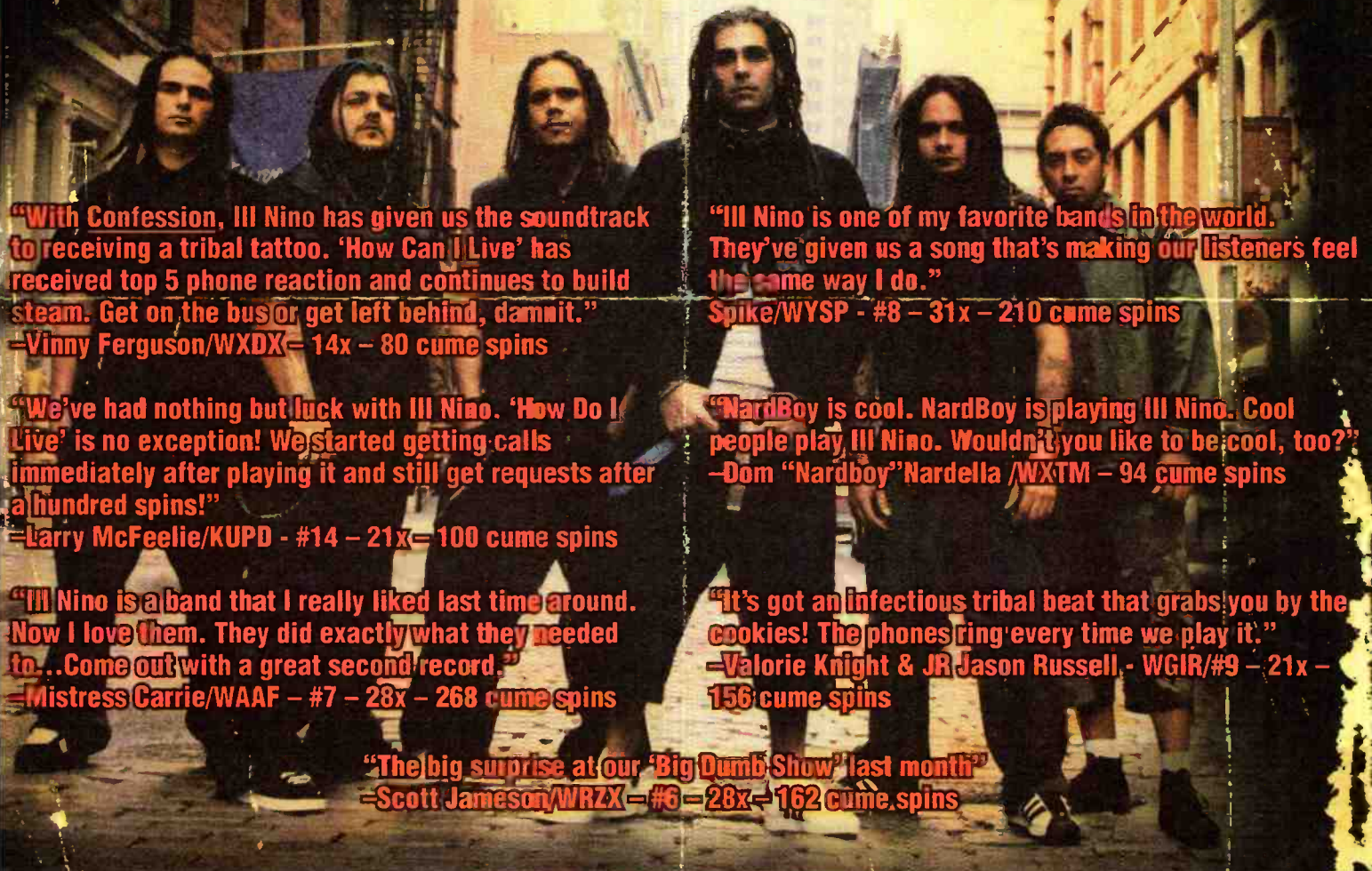
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-Vinny Ferguson/WXDX - 14x - 80 cume spins

"Ill Nino is one of my favorite bands in the world. They've given us a song that's making our listeners feel the same way I do."  
Spike/WYSP - #8 - 31x - 210 cume spins

"We've had nothing but luck with Ill Nino. 'How Do I Live' is no exception! We started getting calls immediately after playing it and still get requests after a hundred spins!"  
-Larry McFeelie/KUPD - #14 - 21x - 100 cume spins

"NardBoy is cool. NardBoy is playing Ill Nino. Cool people play Ill Nino. Wouldn't you like to be cool, too?"  
-Dom "Nardboy" Nardella /WXTM - 94 cume spins

"Ill Nino is a band that I really liked last time around. Now I love them. They did exactly what they needed to... Come out with a great second record."  
-Mistress Carrie/WAAF - #7 - 28x - 268 cume spins

"It's got an infectious tribal beat that grabs you by the cookies! The phones ring every time we play it."  
-Valorie Knight & JR Jason Russell - WGIR/#9 - 21x - 156 cume spins

"The big surprise at our 'Big Dumb Show' last month"  
-Scott Jameson/WRZX - #6 - 28x - 162 cume spins

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KCPX/SLC - #8 - 35x - 187 cume spins  
KQRC/KC - 18x - 133 cume spins  
WHRL/Alb - 28x - 276 cume spins  
WKRL/Syr - 22x - 175 cume spins

## ALL THE SIGNS ARE THERE - WE'RE JUST GETTING STARTED

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TAKEN FROM THE NEW ALBUM CONFESSION IN STORES NOW



**ON THE RECORD**

**David McGilvray**  
Sr. Director/National Rock Promotion,  
Island Def Jam Music Group

I would like to go on the record as saying it is brutal out there. Radio and records are a bit out of sync with what moves the kids, what's testing and what's selling — save for a handful of artists. What are we doing to invest in our future, and what is our role in building that future? Does radio even feel it has a role in breaking and developing artists? I ask, because some days



I really question if any of the information we pass along matters. Are radio stations not the front line for introducing new music to people? Don't stations constantly remind us of that in their slogans each day? • Thursday and Thrice represent so much more — above and beyond just the current singles we are working from each

of these young accomplished artists. All the complaining about the sharing and the burning — let me tell you something: Sales are mostly down because labels have been slinging crap for so long. If the art is compelling and the story is real, the kids will share it, burn it, buy it and go to every show and dance. • As we work hard to do our part to create a vital future for young artists and to shape what you program today and tomorrow, everyone needs to recognize their responsibilities. Playing yesterday's music for results today is certainly not an investment in an audience tomorrow. As ripped off by Arbitron as many of us are monthly, quarterly, semi-annually, whatever, how horrible is it when similarly archaic music research systems diminish our music and our artists? Tossed aside. Disposable. Just inventory. Slots. No! • The Thursday and Thrice shows many of you will witness this fall will affect us all. The result will be programmers saying, "I want this room in my city with my station. I want this to be my show." Only you can bring the feeling back to your desks and radio stations. Don't fall into the administrative tasks and meetings that pull us away from why we are here. Do not let it be lost.

**A** week before the box, **Hoobastank** reel in 27 adds on "Out of Control," launching the next stage in their already-successful young career ... It's no surprise that **Korn** are Most Added, with 37 stations and a whopping +331 spins giving "Right Now" a solid debut at 34 ... "Promises" by **Adema** is on its way, with 15 adds this week ... **Linkin Park's** "Numb" gets a big shot in the arm with +228 spins, though the chart above it is so tight that the song only moves 34-32 ... **40 Below Summer** fight the good fight with another handful of adds on "Self Medicate" ... The countdown continues for "Headstrong" by **Trapt**, now at 52 weeks on the chart. **MAX PIX: HOOBASTANK "Out of Control" (Island/IDJMG)**



— *Cyndee Maxwell, Active Rock/Rock Editor*

**Record Of The Week**

**ARTIST:** Avenged Sevenfold  
**TITLE:** *Waking the Fallen*  
**LABEL:** Hopeless



Not many bands have attempted to cram the entire history of heavy metal and hard rock onto one disc, but Avenged Sevenfold nearly accomplish the formidable task with *Waking the Fallen*. Only a quarter of the way through the album, you've experienced everything from death metal growls to operatic melodies, old-school head-banging speed-metal to screamo antics, and everything in between. The only thing you won't find here, thankfully, is rap metal. And all of this comes from a band with a gothed-up image, a la AFI, and great stage names like Zacky Vengeance (guitarist) and Johnny Christ (bassist). Lead guitarist Synyster Gates shows his allegiance to old-school metal with blazing guitar solos, and the guitar harmonies throughout *Waking the Fallen* are lovingly copied from Iron Maiden's playbook. Unlike too many others in the metalcore genre, Avenged Sevenfold are pushing things exciting new directions.

— *Frank Correia, Rock Specialty Editor*

active  
**INSIGHT**

**ARTIST:** Adema

**LABEL:** Arista

By **FRANK CORREIA** / ROCK SPECIALTY EDITOR



**N**u-metal. No one's exactly sure when, or why, the term was forged. My guess is it came into being shortly after Korn's eponymous debut in 1994, an album that helped shape the face of hard rock for the next decade. Nu-metallers were pretty much anyone caught in Korn's wake, for better or for worse.

And for Arista rock act Adema, the nu-metal tag could have been a particularly heavy albatross. Not only do they hail from Korn's hometown of Bakersfield, but Adema frontman Mark Chavez had some particularly big Adidas to fill as the younger half-brother of Korn howler Jonathan Davis.

But with Adema's self-titled debut in 2001, they proved that they could ditch the Davis connection and establish themselves on their own sound, which eschewed many of the trappings of the nu-metal tag they, too, had been labeled with. Singles like "Giving In" and "The Way You Like It" proved that Adema were a unique entity ready to make inroads at both Active Rock and Alternative.

And when it came to touring, Adema was like Visa — everywhere you want to be. Their onstage resume includes the Music as a Weapon tour with Disturbed and Drowning Pool, Linkin Park's Projekt Revolution Tour and, in a rare feat for a baby band, a mainstage spot at Ozzfest.

"We'd all become better players from all our touring, and we wanted to use that in the writing," bassist Dave DeRoo says of the group's new effort, *Unstable*. One listen to the disc reveals that the group lives up to the promise, taking giant strides from their debut with a focused balance of melody and aggression. "Co-Dependent" opens the album with an adrenalized kick, while tracks like the acoustic-driven "Promises" and the atmospheric "Blame Me" show a band expanding their horizons. And with vocal training three times a week during recording, Chavez emerges as an even stronger frontman.

Meanwhile, the title track and lead single, "Unstable," has gained support from Actives like KHTQ/Spokane, WQXA/Harrisburg and WLZR/Milwaukee. With an undeniably hooky chorus and guitars that slice like butcher blades, the track may be the group's strongest effort to date. Just don't call it nu-metal. Says drummer Kris Kohls, "We go onstage and rock — we don't go onstage and 'nu-metal.'"

R&R **TOP 20 SPECIALTY ARTISTS**

1. **HATEBREED** (Universal) "This Is Now"
2. **STATIC-X** (Warner Bros.) "The Only"
3. **SIX FEET UNDER** (Metal Blade) "Bringer Of Blood"
4. **SEPULTURA** (SPV) "Come Back Again"
5. **ILL NINO** (Roadrunner/IDJMG) "How Can I Live"
6. **MORBID ANGEL** (Earache) "Beneath The Hollow"
7. **MUSHROOMHEAD** (Universal) "Sun Doesn't Rise"
8. **SPINESHANK** (Roadrunner/IDJMG) "Violent Mood Swings"
9. **DIMMU BORGIR** (Nuclear Blast) "Progenies Of The Great Apocalypse"
10. **CHILDREN OF BODOM** (Century Media) "Chokehold"
11. **AVENGED SEVENFOLD** (Hopeless) "Eternal Rest"
12. **ARCH ENEMY** (Century Media) "Silent Wars"
13. **40 BELOW SUMMER** (Razor & Tie) "Self Medicate"
14. **FIREBALL MINISTRY** (Century Media) "Flatline"
15. **PISSING RAZORS** (Spitfire) "Hanging On The Cross"
16. **SUPERJOINT RITUAL** (Sanctuary/SRG) "Death Threat"
17. **BLEEDING THROUGH** (Trustkill) "This Is Love, This Is Murderous"
18. **IRON MAIDEN** (Columbia) "Rainmaker"
19. **UNDERWORLD SOUNDTRACK** (Lakeshore) "Throwing Punches"
20. **ROB ZOMBIE** (Geffen/Interscope) "Two Lane Blacktop"

Ranked by total number of shows reporting artist.



**America's Best Testing Active Rock Songs 12+  
For The Week Ending 10/10/03**

Artist Title (Label)	TW	LW	Familiarity	Burn	Men 18-34	Men 18-24	Men 25-34
<b>DISTURBED</b> Liberate (Reprise)	4.34	4.39	95%	15%	4.26	4.24	4.29
<b>STATIC-X</b> The Only (Warner Bros.)	4.24	4.19	61%	3%	4.16	4.23	4.03
<b>MUDVAYNE</b> World So Cold (Epic)	4.23	4.21	86%	11%	4.27	4.38	4.10
<b>KORN</b> Did My Time (Immortal/Epic)	4.19	4.18	95%	19%	4.13	3.99	4.36
<b>LINKIN PARK</b> Faint (Warner Bros.)	4.15	4.14	98%	33%	4.18	4.17	4.21
<b>SEVENDUST</b> Enemy (TVT)	4.15	4.08	69%	8%	4.12	4.15	4.07
<b>STAIN'D</b> So Far Away (Flip/Elektra/EEG)	4.12	4.08	99%	30%	3.87	3.87	3.87
<b>TRAPT</b> Still Frame (Warner Bros.)	4.11	4.09	88%	18%	4.01	3.94	4.11
<b>COLD</b> Suffocate (Flip/Geffen/Interscope)	4.11	4.04	78%	11%	4.12	4.23	3.93
<b>SHINEDOWN</b> Fly From The Inside (Atlantic)	4.09	4.12	75%	14%	3.93	3.94	3.93
<b>A PERFECT CIRCLE</b> Weak And Powerless (Virgin)	4.05	4.12	87%	14%	3.98	3.86	4.15
<b>GODSMACK</b> Serenity (Republic/Universal)	4.04	4.03	94%	25%	3.89	3.62	4.26
<b>THREE DAYS GRACE</b> (I Hate) Everything About You (Live)	4.04	3.90	82%	14%	3.74	3.83	3.61
<b>SMILE EMPTY SOUL</b> Bottom Of A Bottle (Lava)	3.94	3.81	91%	28%	3.75	3.70	3.82
<b>ILL NINO</b> How Can I Live (Roadrunner/IDJMG)	3.94	3.84	56%	6%	3.95	4.04	3.82
<b>TRAPT</b> Headstrong (Warner Bros.)	3.89	4.02	98%	50%	3.80	3.65	4.02
<b>POWERMAN 5000</b> Action (DreamWorks)	3.87	3.97	63%	9%	3.76	3.64	3.95
<b>CHEVELLE</b> Closure (Epic)	3.85	3.81	70%	11%	3.74	3.79	3.66
<b>SEETHER</b> Gasoline (Wind-up)	3.84	3.97	67%	13%	3.69	3.75	3.60
<b>AUDIOSLAVE</b> Show Me How To Live (Interscope/Epic)	3.82	3.94	96%	36%	3.93	3.83	4.08
<b>EVANESCENCE</b> Going Under (Wind-up)	3.82	-	94%	33%	3.79	3.71	3.92
<b>FUEL</b> Falls On Me (Epic)	3.79	3.81	83%	19%	3.51	3.30	3.84
<b>CHEVELLE</b> Send The Pain Below (Epic)	3.76	3.91	97%	49%	3.62	3.58	3.69
<b>AUDIOSLAVE</b> I Am The Highway (Interscope/Epic)	3.73	-	67%	15%	3.65	3.49	3.86
<b>NICKELBACK</b> Someday (Roadrunner/IDJMG)	3.72	3.88	96%	28%	3.40	3.43	3.35
<b>3 DOORS DOWN</b> Here Without You (Republic/Universal)	3.67	-	79%	21%	3.39	3.39	3.40
<b>SLOTH</b> Someday (Hollywood)	3.62	3.65	51%	10%	3.46	3.35	3.68
<b>LIMP BIZKIT</b> Eat You Alive (Flip/Interscope)	3.59	3.52	91%	23%	3.65	3.80	3.42
<b>WHITE STRIPES</b> Seven Nation Army (Third Man/V2)	3.30	3.51	97%	50%	3.19	3.09	3.35

Total sample size is 419 respondents. Total average favorability estimates are based on a scale of 1-5. (1=dislike very much, 5=like very much). Total familiarity represents the percentage of respondents who recognized the song. Total burn represents the number of respondents who said they are tired of hearing the song. Sample composition is based on persons 12+. 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.

**New & Active**

**MEMENTO** Saviour (Columbia)  
Total Plays: 93, Total Stations: 22, Adds: 8

**LIMP BIZKIT** Behind Blue Eyes (Flip/Interscope)  
Total Plays: 81, Total Stations: 9, Adds: 6

**SHINEDOWN** 45 (Atlantic)  
Total Plays: 70, Total Stations: 18, Adds: 10

**HOOBASTANK** Out Of Control (Island/IDJMG)  
Total Plays: 56, Total Stations: 27, Adds: 27

**40 BELOW SUMMER** Self Medicate (Razor & Tie)  
Total Plays: 54, Total Stations: 18, Adds: 5

**ROB ZOMBIE** Two Lane Blacktop (Geffen)  
Total Plays: 54, Total Stations: 10, Adds: 9

**DEFAULT** Taking My Life Away (TVT)  
Total Plays: 38, Total Stations: 8, Adds: 8

**ADEMA** Promises (Arista)  
Total Plays: 14, Total Stations: 16, Adds: 15

Songs ranked by total plays

**Indicator**

**Most Added\***

**KORN** Right Now (Epic)

**SHINEDOWN** 45 (Atlantic)

**ROB ZOMBIE** Two Lane Blacktop (Geffen)

**LIMP BIZKIT** Behind Blue Eyes (Flip/Interscope)

**JET** Are You Gonna Be My Girl (Elektra/EEG)

**HOOBASTANK** Out Of Control (Island/IDJMG)

**LINKIN PARK** Numb (Warner Bros.)

**ADEMA** Promises (Arista)

**BLINK-182** Feeling This (Geffen)

**SOCIALBURN** I'm Happy (Elektra/EEG)

**Reporters**

<b>WOBK/Albany, NY*</b> PD: Bob Walker 1 LIMP BIZKIT 2 LINKIN PARK 3 SHINEDOWN	<b>KROR/Chicago, CA</b> OM: Mike Sanders PD: Bob Sanders AP/MD: Bob Sanders AD/MA: Bob Sanders KORN KORN	<b>WGFR/Evansville, IN</b> OM: Mike Sanders PD: Bob Sanders AP/MD: Bob Sanders AD/MA: Bob Sanders KORN KORN	<b>WTPY/Greenville, SC*</b> PD: Mark Hester MD: Steve Wood AP/MD: Steve Wood KORN KORN	<b>WJXX/Laessing, MI*</b> PD: Bob Olson MD: Kevin Conrad 10 DEFAULT 2 KORN 10 BELOW SUMMER KORN	<b>KOQR/Minnneapolis, MN*</b> OM: Dave Hamilton PD: Wade Linder AP/MD: Pablo 10 BELOW SUMMER KORN	<b>WYSP/Philadelphia, PA*</b> OM/MD: Tim Sabers AP: Ed Edwards MD: Rick DeCicco No Adds	<b>KSSS/San Antonio, TX*</b> OM: Virgil Thompson MD: Kevin Yarnes MD: Ed C. Dyer No Adds	<b>WLZY/Springfield, MA*</b> PD: Scott Lusk MD: Bucky Pustoty 1 KORN SHINEDOWN
<b>KZRX/Armarillo, TX</b> PD/MD: Eric Staylor 1 LIMP BIZKIT 2 BLINK-182 3 HOBBASTANK 4 SCORCH BURN	<b>WMMR/Cleveland, OH*</b> PD: Jim Trapp MD: Steve 10 DEFAULT THREE DAYS GRACE	<b>WWEN/Flint, MI*</b> OM: Jay Francis PD: Brian Doolittle AP/MD: Tony Lattie 3 KORN MEMATO	<b>WOXA/Harrisburg, PA*</b> PD: Claudia Delorenzo MD: Jason AD/MA: Jason KORN KORN	<b>KOMP/Las Vegas, NV*</b> PD: John Griffin MD: Mike Wiley 7 DEFAULT AD/MA	<b>KMRQ/Modesito, CA*</b> OM: Gary Hillberry MD: Mike Miller PD/MD: Jack Paper AP: Mike Miller 13 KORN 10 BELOW SUMMER KORN	<b>KUPD/Phoenix, AZ*</b> 10 KORN REVIS 10 BELOW SUMMER KORN	<b>KOZ/San Diego, CA*</b> OM: Jim Richards PD/MD: Shanna Brown 2 STUTZ KORN	<b>WAQX/Syracuse, NY*</b> OM/MD: Tom Mitchell No Adds
<b>WWW/Appleton, WI*</b> PD/MD: Gary Dault 4 HOBBASTANK 2 LIMP BIZKIT	<b>KILO/Colorado Springs, CO*</b> OM: Rich Hawk Public: Russ Ford AP: Matt Gentry 1 LIMP BIZKIT KORN	<b>KZZR/Fresno, CA*</b> OM/MD: E. Curtis Johnson AP: Don De La Cruz MD: Rick 14 KORN KORN	<b>WCCC/Hartford, CT*</b> PD: Michael Pesszi AP/MD: Mike Kanaly 5 KORN KORN ELBETH EIGHTY KORN	<b>WZZL/Lexington, KY*</b> PD/MD: James Fischer 7 LIMP BIZKIT 1 HOBBASTANK	<b>WRAT/Monmouth, NJ*</b> OM/MD: Carl Craft AP/MD: Ralys Lane No Adds	<b>KUFO/Portland, OR*</b> OM/MD: Dave Hennes SETHS THREE DAYS GRACE	<b>WRBR/South Bend, IN</b> OM/MD: Ron Sypher 27 KORN	<b>KRTD/Tulsa, OK*</b> Public: Chris Bailey AP: Keith Ewert AD/MA: Ewert LIMP BIZKIT
<b>WCHZ/Augusta, GA*</b> OM: Harley Drew PD/MD: Chuck Williams KORN	<b>WZZX/Columbus, OH*</b> PD: Bob Fish AP/MD: Russell Hunter AD/MA: SMT04-001	<b>WRGC/Ft. Myers, FL*</b> PD: Dave Fritz MD: Tim Savage 5 KORN SHATE STRIPES HOBBASTANK	<b>KPOA/Honolulu, HI*</b> PD: Ryan Sean AP/MD: Ft. Stash 10 BELOW SUMMER KORN	<b>KRZJ/Lincoln, NE</b> OM: Jim Stael PD: E.J. Blumstein AP/MD: Steve SHINEDOWN BLINK-182 KORN	<b>WKZD/Myrle Beach, SC</b> PD: Brian Heston MD: Steve LIMP BIZKIT LIMP BIZKIT KORN	<b>KORR/Oakland, CA, IA*</b> OM: Darren Pira MD: Mike 10 BELOW SUMMER LIMP BIZKIT	<b>WRSB/South Bend, IN</b> OM/MD: Ron Sypher 27 KORN	<b>KIOT/Spokane, WA*</b> OM: Eric Richards MD: Barry Bennett 7 KORN SHINEDOWN AD/MA
<b>KRAB/Bakersfield, CA*</b> OM: Dan Cristl PD/MD: Danny Spants 24 KORN 10 KORN AD/MA	<b>NCCC/Carpas Christi, TX*</b> PD: Scott Hall MD: Dave Ross LIMP BIZKIT LIMP BIZKIT KORN	<b>WBYR/Ft. Wayne, IN*</b> KORN KORN	<b>WAMX/Huntington</b> PD/MD: Paul Dand 6 KORN 2 KORN 1 HOBBASTANK 1 SHINEDOWN 1 JANE'S ADDICTION	<b>WTFX/Louisville, KY*</b> PD: Michael Lee MD: Frank Webb 7 HOBBASTANK	<b>WWRQ/Norfolk, VA*</b> PD: Harvey Gates AP/MD: Tim Parker 16 HOBBASTANK 10 BELOW SUMMER KORN	<b>KORR/Oakland, CA, IA*</b> OM: Darren Pira MD: Mike 10 BELOW SUMMER LIMP BIZKIT	<b>KIOT/Spokane, WA*</b> OM: Eric Richards MD: Barry Bennett 7 KORN SHINEDOWN AD/MA	<b>KICT/Nichols, KS*</b> OM: Ron Eric Taylor MD: D.C. Carter MD: Rich Thomas MEMATO
<b>KRFR/Bakersfield, CA*</b> OM: Bob Lewis PD/MD: Alex O'Leary 26 KORN THREE DAYS GRACE	<b>KEGL/Dallas, TX*</b> PD: Mike Sagan AP: Chris Ryan MD: Cindy Scall 7 KORN	<b>WRFP/Gainesville, FL*</b> OM/MD: Harry Gascott AP: Brian Lee MD: Clint Irwin MEMATO SHINEDOWN KORN	<b>WRIT/Huntsville, AL*</b> OM: Bob Hester PD/MD: Steve Wood AP: Joe Sasser SHINEDOWN KORN	<b>WJQQ/Lubbock, TX</b> OM/MD: Wes Heston 10 KORN 5 SOCIALBURN	<b>WJQQ/Madison, WI*</b> PD: Randy Hester AP/MD: Blake Patton 16 KORN 10 BELOW SUMMER HOBBASTANK	<b>KDOT/Reno, NV*</b> OM: Jim McCain AP/MD: Jim Patterson 1 HOBBASTANK	<b>WRSB/South Bend, IN</b> OM/MD: Ron Sypher 27 KORN	<b>WRSY/Wilkes Barre, PA*</b> PD: Chris Lloyd MD: Freddie 10 KORN 1 DOORS DOWN KORN SHINEDOWN
<b>WYTY/Baltimore, MD*</b> OM: Barry Fichtelner PD: Dave Hill AP/MD: Rob Heston No Adds	<b>KBFI/Denver, CO*</b> PD: Bob Richards AP/MD: Mike B. PONTIAC 2000 KORN	<b>WRLQ/Grand Rapids, MI*</b> OM: Brent Alberts PD: Heather Scott MD: Brent Castle ALYX KORN	<b>WRXW/Jackson, MS*</b> PD: Brother Sam AP: Steve West MD: Brad Stewart KORN	<b>WGRW/Washington, NH</b> PD: Valerie Knight MD: James "Jim" Reszetti 1 LIMP BIZKIT AD/MA KORN	<b>KATT/Oklahoma City, OK*</b> OM/MD: Chris Butler MD: Jim 7 LIMP BIZKIT KORN KORN DEWELLE	<b>WVVE/Rochester, NY*</b> PD: Eric Anderson MD: Rick Duffell 10 KORN AD/MA KORN	<b>KRGO/Omaha, NE*</b> OM: Jim Stael PD: Tim Sheridan MD: Jim "Rams" Terry 4 KORN KORN	<b>KRXX/Sacramento, CA*</b> OM: Jim Fes PD: Pat Martin MD: Paul Marshall 10 KORN
<b>WCPR/Bozoi, MS*</b> OM: Jay Foy PD: Scott Foy MD: Mitch City 5 KORN	<b>KAZR/Des Moines, IA*</b> 10 KORN KORN KORN SHAWN	<b>WZOR/Green Bay, WI</b> PD/MD: Suzanne Stehle 11 KORN	<b>KORC/Anceas City, MO*</b> PD: Bob Edwards AP/MD: Dave Johnson 10 KORN KORN KORN	<b>WGRW/Washington, NH</b> PD: Valerie Knight MD: James "Jim" Reszetti 1 LIMP BIZKIT AD/MA KORN	<b>WVVE/Rochester, NY*</b> PD: Eric Anderson MD: Rick Duffell 10 KORN AD/MA KORN	<b>KRXX/Sacramento, CA*</b> OM: Jim Fes PD: Pat Martin MD: Paul Marshall 10 KORN	<b>WVVE/Rochester, NY*</b> PD: Eric Anderson MD: Rick Duffell 10 KORN AD/MA KORN	<b>WVVE/Rochester, NY*</b> PD: Eric Anderson MD: Rick Duffell 10 KORN AD/MA KORN
<b>WAFB/Boston, MA*</b> PD: Keith Hastings MD: Matthew Carlin 1 SHINEDOWN 11 ELEMENT EIGHTY	<b>WZOR/Green Bay, WI</b> PD/MD: Suzanne Stehle 11 KORN	<b>WZOR/Green Bay, WI</b> PD/MD: Suzanne Stehle 11 KORN	<b>KLFX/Kilbuck, TX</b> PD/MD: Bob Fene 15 WHITE STRIPES 15 FRICER ELEVEN 15 P.O.D.	<b>WGRW/Washington, NH</b> PD: Valerie Knight MD: James "Jim" Reszetti 1 LIMP BIZKIT AD/MA KORN	<b>WVVE/Rochester, NY*</b> PD: Eric Anderson MD: Rick Duffell 10 KORN AD/MA KORN	<b>WVVE/Rochester, NY*</b> PD: Eric Anderson MD: Rick Duffell 10 KORN AD/MA KORN	<b>WVVE/Rochester, NY*</b> PD: Eric Anderson MD: Rick Duffell 10 KORN AD/MA KORN	<b>WVVE/Rochester, NY*</b> PD: Eric Anderson MD: Rick Duffell 10 KORN AD/MA KORN
<b>WRZR/Chattanooga, TN*</b> PD: Bozer MD: Dave Sagan 14 FRICER ELEVEN 11 ELEMENT EIGHTY 10 KORN 10 BELOW SUMMER GODHEAD AD/MA	<b>WZOR/Green Bay, WI</b> PD/MD: Suzanne Stehle 11 KORN	<b>WZOR/Green Bay, WI</b> PD/MD: Suzanne Stehle 11 KORN	<b>WZOR/Green Bay, WI</b> PD/MD: Suzanne Stehle 11 KORN	<b>WVVE/Rochester, NY*</b> PD: Eric Anderson MD: Rick Duffell 10 KORN AD/MA KORN	<b>WVVE/Rochester, NY*</b> PD: Eric Anderson MD: Rick Duffell 10 KORN AD/MA KORN	<b>WVVE/Rochester, NY*</b> PD: Eric Anderson MD: Rick Duffell 10 KORN AD/MA KORN	<b>WVVE/Rochester, NY*</b> PD: Eric Anderson MD: Rick Duffell 10 KORN AD/MA KORN	<b>WVVE/Rochester, NY*</b> PD: Eric Anderson MD: Rick Duffell 10 KORN AD/MA KORN

\* Monitored Reporters  
79 Total Reporters  
63 Total Monitored  
16 Total Indicator  
Did Not Report, Playlist Frozen (1):  
KZRO/Springfield, MO



# R&R ACTIVE ROCK TOP 50

October 10, 2003

Powered By



LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ADDS
1	1	STAIN'D So Far Away (Flip/Elektra/EEG)	2132	+14	124527	17	62/0
2	2	LINKIN PARK Faint (Warner Bros.)	2011	-84	123946	22	62/0
3	3	DISTURBED Liberate (Reprise)	1854	+85	100686	19	62/0
6	4	A PERFECT CIRCLE Weak And Powerless (Virgin)	1733	+73	99163	10	63/0
4	5	NICKELBACK Someday (Roadrunner/IDJMG)	1686	-74	83003	10	60/0
5	6	AUDIOSLAVE Show Me How To Live (Interscope/Epic)	1650	-29	86317	28	59/0
9	7	GODSMACK Serenity (Republic/Universal)	1446	+14	87934	17	58/0
8	8	SMILE EMPTY SOUL Bottom Of A Bottle (Lava)	1426	-11	69447	27	62/0
10	9	TRAPT Still Frame (Warner Bros.)	1404	+149	63708	17	61/0
7	10	SHINEDOWN Fly From The Inside (Atlantic)	1318	-139	70064	29	61/0
11	11	WHITE STRIPES Seven Nation Army (Third Man/V2)	1075	+27	45941	21	50/1
14	12	FUEL Falls On Me (Epic)	989	+87	45215	11	50/0
12	13	TRAPT Headstrong (Warner Bros.)	932	+5	58188	52	58/0
17	14	SEETHER Gasoline (Wind-up)	913	+45	29456	9	58/1
15	15	SEVENDUST Enemy (TVT)	912	+15	35281	8	59/0
18	16	COLD Suffocate (Flip/Geffen/Interscope)	858	+38	29590	9	56/0
16	17	MUDVAYNE World So Cold (Epic)	848	-29	35090	22	52/0
26	18	P.O.D. Will You (Atlantic)	814	+257	32797	3	57/0
13	19	KORN Did My Time (Immortal/Epic)	789	-134	30547	15	46/0
19	20	CHEVELLE Send The Pain Below (Epic)	770	-26	40141	38	54/0
23	21	THREE DAYS GRACE (I Hate) Everything About You (Jive)	738	+109	27039	20	53/3
21	22	STATIC-X The Only (Warner Bros.)	734	+37	21655	5	58/1
22	23	CHEVELLE Closure (Epic)	674	+34	24304	5	53/1
29	24	AUDIOSLAVE I Am The Highway (Interscope/Epic)	615	+99	23554	4	50/4
24	25	SLOTH Someday (Hollywood)	601	+4	15447	12	52/0
25	26	MOTOGRATER Down (No Name/EEG)	565	+7	18309	12	48/0
27	27	ILL NINO How Can I Live (Roadrunner/IDJMG)	550	-3	21304	10	44/0
30	28	3 DOORS DOWN Here Without You (Republic/Universal)	536	+20	18679	10	33/1
28	29	POWERMAN 5000 Action (DreamWorks)	527	-2	15350	8	45/1
31	30	EVANESCENCE Going Under (Wind-up)	517	+35	17756	12	25/0
20	31	LIMP BIZKIT Eat You Alive (Flip/Interscope)	512	-196	17164	9	48/0
34	32	LINKIN PARK Numb (Warner Bros.)	497	+228	19461	3	50/6
32	33	FINGERTIGHT Guilt (Hold Down) (Columbia)	341	+6	6370	11	38/0
Debut	34	KORN Right Now (Epic)	339	+331	20266	1	47/37
36	35	JET Are You Gonna Be My Girl (Elektra/EEG)	318	+63	7576	6	27/1
38	36	JANE'S ADDICTION True Nature (Capitol)	291	+82	8964	2	30/1
43	37	REVIS Seven (Epic)	274	+97	8911	2	34/1
41	38	V SHAPE MIND Monsters (Republic/Universal)	223	+34	3570	7	17/0
40	39	FINGER ELEVEN One Thing (Wind-up)	216	+25	4552	4	23/1
37	40	JANE'S ADDICTION Just Because (Capitol)	207	-15	9760	19	23/0
35	41	THRICE All That's Left (Island/IDJMG)	197	-61	2821	14	28/0
39	42	SPINESHANK Smothered (Roadrunner/IDJMG)	178	-22	3324	4	23/1
33	43	METALLICA Frantic (Elektra/EEG)	168	-166	5306	14	30/0
50	44	LACUNA COIL Heavens A Lie (Century Media)	162	+38	6125	3	16/1
46	45	MUSHROOMHEAD Sun Doesn't Rise (Republic/Universal)	134	-3	4419	6	15/0
48	46	BLACK LABEL SOCIETY The Blessed Hellride (Spitfire)	132	-2	4558	5	13/0
Debut	47	ELEMENT EIGHTY Broken Promises (Universal)	131	+54	5294	1	17/4
44	48	DEFTONES Hexagram (Maverick/Reprise)	123	-42	2624	5	15/0
45	49	ENDO Simple Lies (DVB/Columbia)	122	-27	975	4	17/0
49	50	ATARIS The Boys Of Summer (Columbia)	109	-20	4050	17	10/0

## Most Added\*

www.radds.com

ARTIST TITLE LABEL(S)	ADDS
KORN Right Now (Epic)	37
HOBBASTANK Out Of Control (Island/IDJMG)	27
ADEMA Promises (Arista)	15
SHINEDOWN 45 (Atlantic)	10
ROB ZOMBIE Two Lane Blacktop (Geffen)	9
MEMENTO Saviour (Columbia)	8
DEFAULT Taking My Life Away (TVT)	8
LINKIN PARK Numb (Warner Bros.)	6
LIMP BIZKIT Behind Blue Eyes (Flip/Interscope)	6
40 BELOW SUMMER Self Medicate (Razor & Tie)	5

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
KORN Right Now (Epic)	+331
P.O.D. Will You (Atlantic)	+257
LINKIN PARK Numb (Warner Bros.)	+228
TRAPT Still Frame (Warner Bros.)	+149
THREE DAYS GRACE (I Hate) Everything About You (Jive)	+109
AUDIOSLAVE I Am The Highway (Interscope/Epic)	+99
REVIS Seven (Epic)	+97
FUEL Falls On Me (Epic)	+87
DISTURBED Liberate (Reprise)	+85
JANE'S ADDICTION True Nature (Capitol)	+82

## Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
AUDIOSLAVE Like A Stone (Interscope/Epic)	655
SEETHER Fine Again (Wind-up)	654
COLD Stupid Girl (Flip/Geffen/Interscope)	585
MUDVAYNE Not Falling (Epic)	583
LINKIN PARK Somewhere I Belong (Warner Bros.)	537
3 DOORS DOWN When I'm Gone (Republic/Universal)	536
DISTURBED Prayer (Reprise)	509
CHEVELLE The Red (Epic)	505
FOO FIGHTERS All My Life (Roswell/RCA)	471
GODSMACK Straight Out Of Line (Republic/Universal)	469

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

63 Active Rock reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 9/28-10/4. 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 © 2003, The Arbitron Company). © 2003, R&R, Inc.

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October 10, 2003

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/AODS
1	1	STAIN'D So Far Away (Flip/Elektra/EEG)	729	+36	44823	16	30/0
2	2	NICKELBACK Someday (Roadrunner/IDJMG)	713	+29	41611	10	29/0
3	3	AUDIOSLAVE Show Me How To Live (Interscope/Epic)	549	+38	28178	17	27/0
5	4	3 DOORS DOWN Here Without You (Republic/Universal)	412	+40	19344	9	23/0
8	5	GODSMACK Serenity (Republic/Universal)	372	+11	18562	15	22/0
7	6	FUEL Falls On Me (Epic)	363	-6	13617	11	22/0
9	7	BLACK LABEL SOCIETY Stillborn (Spitfire)	355	+4	20696	28	22/0
10	8	A PERFECT CIRCLE Weak And Powerless (Virgin)	340	+7	11923	9	24/0
6	9	LINKIN PARK Faint (Warner Bros.)	340	-39	23610	16	15/0
11	10	TRAPT Headstrong (Warner Bros.)	337	+40	27096	39	24/0
4	11	SHINEDOWN Fly From The Inside (Atlantic)	319	-55	17942	21	21/0
13	12	WHITE STRIPES Seven Nation Army (Third Man/V2)	296	+32	15729	9	17/1
12	13	AUDIOSLAVE Like A Stone (Interscope/Epic)	291	+15	19819	37	27/0
17	14	TRAPT Still Frame (Warner Bros.)	257	+52	10942	10	20/0
14	15	SEETHER Gasoline (Wind-up)	256	+4	8355	6	23/0
16	16	DISTURBED Liberate (Reprise)	236	+13	10444	15	14/0
18	17	SMILE EMPTY SOUL Bottom Of A Bottle (Lava)	206	+16	8329	15	15/0
20	18	AUDIOSLAVE I Am The Highway (Interscope/Epic)	200	+40	8773	3	19/1
19	19	JET Are You Gonna Be My Girl (Elektra/EEG)	188	+16	6326	5	15/1
21	20	COLD Suffocate (Flip/Geffen/Interscope)	172	+28	8456	5	14/0
22	21	SEVENDUST Enemy (TVT)	159	+27	4064	5	12/0
Debut	22	P.O.D. Will You (Atlantic)	125	+56	3098	1	19/2
23	23	KORN Did My Time (Immortal/Epic)	118	-13	5874	13	7/0
26	24	MUDVAYNE World So Cold (Epic)	108	+6	3225	7	7/0
Debut	25	LINKIN PARK Numb (Warner Bros.)	103	+60	4251	1	14/3
28	26	ZZ TOP Piece (RCA)	101	+10	4486	4	8/0
25	27	JANE'S ADDICTION Just Because (Capitol)	95	-22	5283	18	9/0
27	28	LIMP BIZKIT Eat You Alive (Flip/Interscope)	90	-7	1616	7	10/0
Debut	29	CHEVELLE Closure (Epic)	85	+9	3768	1	8/0
29	30	POWERMAN 5000 Action (DreamWorks)	85	+4	2153	2	8/0

Most Added

www.rradds.com

ARTIST TITLE LABEL(S)	AODS
SHINEDOWN 45 (Atlantic)	5
KORN Right Now (Epic)	4
DEFAULT Taking My Life Away (TVT)	4
LINKIN PARK Numb (Warner Bros.)	3
RUSH Working Man (Atlantic)	3
P.O.D. Will You (Atlantic)	2
FINGER ELEVEN One Thing (Wind-up)	2
KID ROCK Feel Like Makin' Love (Lava/Atlantic)	2
HOBBASTANK Out Of Control (Island/IDJMG)	2
IGGY POP Little Know It All (Virgin)	2

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
LINKIN PARK Numb (Warner Bros.)	+60
P.O.D. Will You (Atlantic)	+56
TRAPT Still Frame (Warner Bros.)	+52
LYNYRD SKYNYRD That's How I Like It (Sanctuary/SRG)	+44
TRAPT Headstrong (Warner Bros.)	+40
3 DOORS DOWN Here Without You (Republic/Universal)	+40
AUDIOSLAVE I Am The Highway (Interscope/Epic)	+40
AUDIOSLAVE Show Me How To Live (Interscope/Epic)	+38
STAIN'D So Far Away (Flip/Elektra/EEG)	+36
WHITE STRIPES Seven Nation Army (Third Man/V2)	+32

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
FOO FIGHTERS Times Like These (Roswell/RCA)	222
3 DOORS DOWN When I'm Gone (Republic/Universal)	190
SEETHER Fine Again (Wind-up)	171
CHEVELLE Send The Pain Below (Epic)	168
SALIVA Always (Island/IDJMG)	149
FOO FIGHTERS All My Life (Roswell/RCA)	144
MUDVAYNE Not Falling (Epic)	138
GODSMACK Straight Out Of Line (Republic/Universal)	132
GODSMACK I Stand Alone (Republic/Universal)	121

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

31 Rock reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 9/28-10/4. 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 (© 2003, R&R, Inc.

New & Active

- IRON MAIDEN Wildest Dreams (Columbia)  
Total Plays: 83, Total Stations: 6, Adds: 0
- THREE DAYS GRACE (I Hate) Everything About You (Jive)  
Total Plays: 80, Total Stations: 7, Adds: 1
- ILL NIND How Can I Live (Roadrunner/IDJMG)  
Total Plays: 79, Total Stations: 9, Adds: 0
- LYNYRD SKYNYRD That's How I Like It (Sanctuary/SRG)  
Total Plays: 71, Total Stations: 9, Adds: 1
- BLACK LABEL SOCIETY The Blessed Hellride (Spitfire)  
Total Plays: 70, Total Stations: 6, Adds: 0

- STATIC-X The Only (Warner Bros.)  
Total Plays: 63, Total Stations: 6, Adds: 0
- FINGER ELEVEN One Thing (Wind-up)  
Total Plays: 58, Total Stations: 8, Adds: 2
- REVIS Seven (Epic)  
Total Plays: 51, Total Stations: 6, Adds: 0
- SLDTH Someday (Hollywood)  
Total Plays: 51, Total Stations: 5, Adds: 0
- PORCUPINE TREE Blackest Eyes (Lava)  
Total Plays: 51, Total Stations: 5, Adds: 1

Songs ranked by total plays

Reporters

<p><b>KZRR/Albuquerque, NM*</b> DR: Jeff Hines PD: Phil Robinson MP: Rob Redburn No Adds</p> <p><b>KZMZ/Alexandria, LA</b> DR: Scott Bryant PD: Steve Conry MP: Pat Chiodi KID ROCK</p> <p><b>WZZO/Allentown, PA*</b> PD: Tom Lutz MP: Keith Meyer 3 PORCUPINE TREE</p> <p><b>KWHI/Anchorage, AK</b> PD: Larry Smith AP/MP: Kathy Whitcomb 3 JANE'S ADDICTION</p> <p><b>KLBJ/Austin, TX*</b> ONMP: Jeff Cantel MP: Linda Lopez 3 JANE'S ADDICTION</p> <p><b>KOOJ/Baton Rouge, LA*</b> PD: Paul Cantel AP/MP: Steve Matthews 6 SHINEDOWN (MCD/CD/COM-EA) DORF IGGY POP KORN DEFAULT</p> <p><b>KIOG/Baumont, TX*</b> ONMP: Mike Goss AZEMA KORN</p>	<p><b>WBUF/Bufallo, NY*</b> PD: Jeff Hines AP/MP: Jai Russo LORNA PINE</p> <p><b>WRQK/Canton, OH*</b> PD: Bob O'Hara MP: Mike Chish 6 KID ROCK 1 SHINEDOWN</p> <p><b>WPXC/Cape Cod, MA</b> ONMP: Family Channel PD/MP: Suzanne Treadwell AP/MP: James Gallagher AUDIOSLAVE SEVENDUST P.O.D.</p> <p><b>WKLC/Charleston, WV</b> PD/MP: Mike Thompson SHINEDOWN NIGHT DEFAULT</p> <p><b>WBNB/Cincinnati, OH*</b> ONMP: Scott Newman MP: Rob Weiss 5 KORN SHINEDOWN</p> <p><b>WVRC/Columbus, GA</b> ONMP/MP: Steve Thomas No Adds</p> <p><b>KNCN/Corpus Christi, TX*</b> ONMP: Paula Howell AP/MP: Brian Hoffman 1 LORNA PINE 1 P.O.D.</p>	<p><b>KLAQ/El Paso, TX*</b> PD: Jeff Hines ONMP: Camery Holmes AP/MP: Chris Gans P.O.D.</p> <p><b>WPHD/Elmira, NY</b> PD: George Hantz MP: Stephen Steiner No Adds</p> <p><b>WRCO/Fayetteville, NC*</b> ONMP: Family Channel PD: Perry Stone MP: Hank Brown MP: Al Field HOBBASTANK</p> <p><b>KLGL/Houston, TX*</b> ONMP: Mike Thompson MP: Steve Rice No Adds</p> <p><b>WRKR/Kalamazoo, MI</b> ONMP: Scott Newman PD/MP: Jay Thomas GODSMACK</p> <p><b>WQBZ/Macon, GA</b> ONMP: Steve Thomas MP: Steve East No Adds</p> <p><b>WCLG/Morgantown, WV</b> ONMP: Jeff Hines MP: Steve Thomas 1 SHINEDOWN 1 KORN HOBBASTANK KID ROCK</p>	<p><b>WDHA/Morristown, NJ*</b> PD: Steve Conry No Adds</p> <p><b>WBAB/Nassau, NY*</b> PD: John Stein MP: John Patis KID ROCK</p> <p><b>KEZO/Omaha, NE*</b> PD: Lester St. James MP: Antonio Dini No Adds</p> <p><b>WRRX/Pensacola, FL*</b> ONMP: Mike Thompson MP: Bob Chish SEVENDUST SEVENDUST</p> <p><b>WWCT/Peoria, IL</b> PD: Scott Newman MP: Debbie Hantz 7 GODSMACK 7 LYNYRD SKYNYRD 5 AUDIOSLAVE A PERFECT CIRCLE RUSH KID ROCK</p> <p><b>WMMR/Philadelphia, PA*</b> ONMP: Steve Thomas MP: Steve Matthews AP/MP: Steve Thomas MP: Long Post THREE DAYS GRACE DEFAULT</p> <p><b>KOKB/Phoenix, AZ*</b> ONMP: Jeff Hines MP: Steve Thomas 1 SHINEDOWN 1 KORN HOBBASTANK KID ROCK</p>	<p><b>WHEB/Portsmouth, NH*</b> ONMP: Steve Thomas AP/MP: Chris "Bic" Gansel 1 AUDIOSLAVE 1 JANE'S ADDICTION 1 JET 1 ALICE COOPER RUSH FRIGOR ELEVEN</p> <p><b>WHJY/Providence, RI*</b> ONMP: Steve Thomas MP: John Patis 3 KID ROCK FRIGOR ELEVEN HOBBASTANK</p> <p><b>KCAL/Riverside, CA*</b> ONMP: Mike Thompson PD: Steve Hoffman AP/MP: MJ Matthews No Adds</p> <p><b>WROV/Roanoke, VA*</b> ONMP: Steve Thomas MP: Debbie Hantz MP: Matt Robinson RUSH</p> <p><b>WXRX/Rockford, IL</b> ONMP: Steve Thomas MP: John Patis No Adds</p> <p><b>KBER/Salt Lake City, UT*</b> ONMP: Steve Thomas MP: Kathy Howell AP/MP: Steve Thomas No Adds</p>	<p><b>KSJO/San Jose, CA*</b> MP: Tom Lutz No Adds</p> <p><b>KZOO/San Luis Obispo, CA</b> PD/MP: Matt Rosen 1 COLD 1 QUEENSYDHE 1 RICKY MARTINEZ</p> <p><b>KXFX/Santa Rosa, CA*</b> ONMP: Mike Thompson 1 LIMP BIZKIT KORN MEMPHO</p> <p><b>KISW/Seattle, WA*</b> PD: Steve Thomas AP/MP: Steve Conry LORNA PINE ELEMENT 107.1</p> <p><b>KTUX/Shreveport, LA*</b> PD: Steve Thomas MP: Steve Thomas No Adds</p> <p><b>KXUS/Springfield, MO</b> ONMP: Steve Thomas MP: Steve Thomas AP/MP: Steve Thomas RUE</p>	<p><b>WKLT/Traverse City, MI</b> PD/MP: Steve Thomas 12 RUSH 12 3 DOORS DOWN 1 QUEENSYDHE 2 ALICE COOPER 2 KID ROCK 1 SHINEDOWN</p> <p><b>KLPX/Tucson, AZ*</b> ONMP: Steve Thomas AP/MP: Steve Conry 3 DEFAULT 1 SHINEDOWN 1 QUEENSYDHE RUSH</p> <p><b>KNOD/Tulsa, OK*</b> ONMP: Mike Thompson MP: Steve Thomas LYNYRD SKYNYRD DEFAULT</p> <p><b>WMKZ/Wausau, WI</b> ONMP: Steve Thomas 1 KID ROCK 4 P.O.D. 4 KORN</p> <p><b>KATS/Yakima, WA</b> ONMP: Steve Thomas 12 SEATTLE 6 AUDIOSLAVE LORNA PINE JANE'S ADDICTION P.O.D.</p> <p><b>WNCO/Youngstown, OH*</b> ONMP: Steve Thomas MP: Steve Thomas DEFAULT</p>
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\*Monitored Reporters  
51 Total Reporters  
31 Total Monitored  
20 Total Indicator

Did Not Report, Playlist Frozen (4):  
WKGB/Binghamton, NY  
KFZZ/Odessa-Midland, TX  
KCLB/Palm Springs, CA  
WRQR/Wilmington, NC  
No Longer A Reporter (1):  
WYBB/Charleston, SC





# Reporting Criteria

## The whats and whys behind our panels

One of the questions most frequently asked of R&R's format editors concerns the criteria we use to decide which stations gain, keep or lose their reporting status. At least, it is in Rock. I have an accordion file five feet thick of station applications from my own tenure here — let alone those of Rock editors before me.

Before I get too far into this, I have to make the disclaimer that these criteria are subject to change based on the needs of the industry. We don't have grandfather clauses, so all stations are subject to the current rules. As stations change and evolve, it's often necessary for their status to be adjusted to reflect those changes.

The criteria are different for each format because each format has its own unique challenges and thus its own specific needs. There was a time when R&R took a lot of flak for this, and people perceived that we were inconsistent and arbitrary. Several years ago we cut down the criteria to the basics and applied them across the board to correct this widespread notion, because, let's face it, perception is reality.

However, the real reality is that one set of standards does not apply across the board. Been there, done that, got the T-shirt — and it's faded. It simply does not fit. So what follows are the criteria for the Active Rock and Rock formats only.

### Market-Size Standard

Stations in markets 1-140 must be monitored by Mediabase to become R&R reporters. However, not all stations monitored by Mediabase necessarily qualify as reporters.

Stations in markets 141-220 may qualify as Indicator reporters. The cut-off point for market size is 150,000 persons in the metro, as determined by Arbitron. Stations in smaller markets do not qualify at this time. However, this policy is under review, and we invite your comments on the matter.

### Ratings Requirement

One of the hallmarks of R&R reporters is that they must achieve a level of success in the ratings to qualify to be on the panel.

The following are the minimum ratings requirements. The markets are grouped based on population breakouts. The AQH numbers for our reporting stations in all formats in each market-size grouping were evaluated to determine attainable median AQH numbers. We took into account the varying sizes of formats and tried to be as inclusive as possible. In other words, a sliding scale is in effect.

Markets	Population	AQH requirement
1-3	7 million-plus	12,000
4-6	4,000,000-6,999,000	10,000
7-14	3,000,000-3,999,000	7,500
15-23	2,000,000-2,999,000	6,000
24-28	1,500,000-1,999,000	5,000
29-40	1,200,000-1,499,000	4,000
41-48	1,000,000-1,199,000	3,500
49-60	750,000-999,000	3,000
61-71	600,000-749,000	2,000
72-113	400,000-599,000	1,500
114-140	300,000-399,000	1,000

All Indicator reporters must achieve at least 1,000 AQH persons 12+ in the metro.

### The Music

When it comes to music, I think we have found a happy medium between the warring factions of record people who want 100% new music and radio people who want 0% new music. Stations must be at least 20% current to qualify for Rock reporter status and at least 30% current to qualify for Active Rock reporter status. Recur-

rents are not counted in these equations.

A song is a current as long as it is on the R&R chart. A 24/7 clock is used to determine current percentage, because a weeklong picture, as opposed to any one day or daypart, provides the overall feel of a station.

**The real reality is that one set of standards does not apply across the board.**

Three hundred and fifty total current spins in one week meets the 20% minimum, and 500 total current plays in a week achieves the 30% requirement. On average, this comes out to two currents per hour to hit 20% and three currents per hour to hit 30%.

Naturally, a talk-intensive daypart will necessitate making up these numbers in other dayparts. At the present time we do not have a requirement that current airplay be in any particular dayparts.

With the advent of monitoring, "paper adds" and falsified reports are largely a thing of the past. However, we still reserve the right to drop stations that consistently misrepresent their reports in any way, including by adding records in a week and not playing them during that week. The airplay week and add week are both Sunday at midnight to Saturday at 11:59pm.

### Texture Issue

The days when a hard-rocking station was automatically an Active Rocker are long gone. Blame the "Classic Rock that really rocks" fan club, the "male Alternatives" or whoever or whatever else you'd like.

For the purposes of a national chart, Active Rock stations are determined by taking into consideration the station's music and its current percentage. R&R does not equate the word *active* with hard music texturally. Therefore, a station that plays hard music but does not meet the minimum current percentage for Active would be classified as Rock, as long as it meets that minimum.

This provides a stable reporter panel that does not change every time a new music trend develops. We maintain the position we established when



**JET ARRIVE ON TIME** Put your tray tables up and fasten your seat belts for the on-time arrival of Jet in your neighborhood. While "Are You Gonna Be My Girl" rises up the charts, the foursome tore apart L.A. one night, then did a special gig at Club R&R. Here's a group shot of the band and Elektra promo reps mingling with the R&R staff.



**GASOLINE FOR KLBJ** Seether played at KLBJ/Austin's studios recently and knocked the socks off the station's staff and audience. Seen here (l-r) are the band's Kevin Soffera and Dale Stewart, KLBJ OM Jeff Carrol and bandmembers Shaun Morgan and Pat Callahan.

we first divided the Rock panel, in 1995: The term *Active Rock* defines current percentage, not musical style.

The very reason for the creation of the Active Rock panel out of the Rock format was because the Active stations were very active musically and primarily targeted the male 18-34 demo. That means they added and played a significant amount of new music; they gave new music a shot based on its merits, not whether it was from an established artist or not; and they were willing to explore new music trends.

**The days when a hard-rocking station was automatically an Active Rocker are long gone.**

### Your Subscription

Reporters are required to maintain an active subscription to the R&R newspaper for a couple of reasons. First, it ensures that the reporter values its reporting status with us, is involved in the business and wants to be continually informed of developments within the industry.

We stand behind our product and work hard to produce a fair, intelligent newspaper that provides an ongoing education on the business. Our airplay charts are also a part of the package, giving you the big picture from

around the country. Reporters also receive a complimentary copy of the weekly Rock News Halifax with advance charts. The cost of a subscription is a minimal investment compared to the value of the editorial product.

Second, radio stations that are reporters receive priority service and promotional opportunities from labels that they might not otherwise have access to. I hear from non-reporting stations regularly, bemoaning the simple lack of basic service — yes, even in this technological day and age.

In conclusion, R&R has always supported the idea that all stations need to do what they deem is right and appropriate for them. We will continue to value and respect that. At the same time, we have needs too. Our needs are to provide a fair and accurate national overview, and to do that, we have to have a set of guidelines.

At the risk of looking like hard-asses, we ask that you please understand that it's in the spirit of sharing information that we offer this to you. Evaluating reporting status is a job that takes a considerable amount of time and effort, and it's one we don't take lightly. We will continue to work diligently to provide the industry with timely, credible information, and we sincerely thank you for your support.

### For The Record

In the Sept. 12 Rock column, "Active's Spring '03 Ratings," the rank for WAQX/Syracuse in men 25-54 was incorrect. WAQX ranked No. 2 in the demo.



**SEETHER KEEP PUMPIN'** Here's a shot of Seether at KLBJ/Austin. Seen here are (l-r) Seether's Kevin Soffera and Dale Stewart, KLBJ's Peggy Simmons, the band's Shaun Morgan and Pat Callahan and KLBJ MD Loris Lowe.



October 10, 2003

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	PAUL JACKSON, JR. It's A Shame (Blue Note)	819	-15	78882	21	39/0
2	2	CANDY DULFER Finsbury Park, Cafe 67 (Eagle Rock)	788	+90	95829	18	42/0
4	3	KENNY G. Malibu Dreams (Arista)	747	+31	97678	14	38/0
3	4	PRAFUL Sigh (Rendezvous/N-Coded)	743	+37	97397	13	43/1
7	5	URBAN KNIGHTS Got To Give It Up (Narada)	632	+9	55741	21	32/0
9	6	DAVE KOZ Honey-Dipped (Capitol)	620	+77	79509	7	43/0
8	7	MINDI ABAIR Flirt (GRP/VMG)	581	+17	61372	13	39/2
6	8	DAVID SANBORN Comin' Home Baby (GRP/VMG)	558	-75	50329	22	35/0
10	9	M. McDONALD I Heard It Through The Grapevine (Motown/Universal)	508	-24	46666	19	37/0
5	10	BRIAN CULBERTSON Say What? (Warner Bros.)	475	-187	47196	26	30/0
14	11	RICK BRAUN Green Tomatoes (Warner Bros.)	465	+24	44549	11	38/0
11	12	LUTHER VANDROSS Dance With My Father (J)	462	-38	63228	20	34/0
13	13	PAUL TAYLOR On The Move (Peak)	458	-1	59134	18	31/0
16	14	DARYL HALL She's Gone (Rhythm & Groove/Liquid B)	417	+16	35385	4	30/0
12	15	RICHARD ELLIOT Corner Pocket (GRP/VMG)	408	-61	47241	27	28/0
15	16	JAZZMASTERS Puerto Banus (Trippin 'N' Rhythm)	406	+3	52216	9	34/0
18	17	CHRIS BOTTI Indian Summer (Columbia)	401	+48	37667	4	36/1
17	18	CHUCK LOEB eBop (Shanachie)	387	-4	49476	11	31/0
20	19	J. SOMMERS Take My Heart ... (Gemini/Higher Octave)	307	+10	43141	8	27/3
19	20	ACOUSTIC ALCHEMY No Messin' (Higher Octave)	285	-40	12925	15	24/0
23	21	TWIST OF MOTOWN Inner City Blues (GRP/VMG)	271	+86	34981	3	26/3
21	22	SIMPLY RED Sunrise (simplyred.com)	261	-6	14300	9	18/0
22	23	STEVE OLIVER Positive Energy (Native Language)	202	+5	6363	7	18/0
24	24	NICK COLIONNE High Flyin' (3 Keys Music)	194	+20	26633	2	21/3
30	25	MARC ANTOINE Funky Picante (Rendezvous)	178	+42	15276	2	16/1
Debut	26	STEVE COLE Everyday (Warner Bros.)	174	+58	21246	1	19/2
25	27	JEFF GOLUB Boom Boom (GRP/VMG)	168	+6	16933	7	17/0
28	28	PAMELA WILLIAMS Afterglow (Shanachie)	165	+23	13327	2	16/2
26	29	RONNY JORDAN At Last (N-Coded)	164	+8	27665	11	14/0
27	30	BLAKE AARON She's So Fine (Innervation)	161	+5	5362	5	13/1

43 Smooth Jazz reporters. Songs ranked by total plays for the airplay week of 9/28-10/4. 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 (© 2003, The Arbitron Company). © 2003, R&R, Inc.

## New & Active

**GREGG KARUKAS** Riverside Drive (N-Coded)  
Total Plays: 156, Total Stations: 14, Adds: 0

**DAVID BENOIT** Watermelon Man (GRP/VMG)  
Total Plays: 143, Total Stations: 17, Adds: 5

**SEAL** Touch (Warner Bros.)  
Total Plays: 126, Total Stations: 12, Adds: 3

**BASS X** Vonni (Liquid B)  
Total Plays: 79, Total Stations: 8, Adds: 0

**NORMAN BROWN** Night Drive (Warner Bros.)  
Total Plays: 75, Total Stations: 7, Adds: 0

**KIRK WHALUM** Do You Feel Me (Warner Bros.)  
Total Plays: 67, Total Stations: 8, Adds: 1

**BOB JAMES** Just One Thing (Warner Bros.)  
Total Plays: 63, Total Stations: 5, Adds: 0

**BERNIE WILLIAMS** / **DAVID BENOIT** Just Because (GRP/VMG)  
Total Plays: 63, Total Stations: 4, Adds: 0

**KEN NAVARRO** Bringing Down The House (Shanachie)  
Total Plays: 56, Total Stations: 5, Adds: 0

**STEVE WINWOOD** Why Can't We Live Together (Wincraft/SCI-Fidelity)  
Total Plays: 55, Total Stations: 5, Adds: 1

Songs ranked by total plays

## Most Added®

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ARTIST TITLE LABEL(S)	ADDS
DAVID BENOIT Watermelon Man (GRP/VMG)	5
BRIAN CULBERTSON Serpentine Fire (Warner Bros.)	5
JIMMY SOMMERS Take My Heart... (Gemini/Higher Octave)	3
TWIST OF MOTOWN Inner City Blues (GRP/VMG)	3
NICK COLIONNE High Flyin' (3 Keys Music)	3
SEAL Touch (Warner Bros.)	3
MICHAEL McDONALD Ain't No Mountain High Enough (Motown)	3


## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
CANDY DULFER Finsbury Park, Cafe 67 (Eagle Rock)	+90
TWIST OF MOTOWN Inner City Blues (GRP/VMG)	+86
DAVE KOZ Honey-Dipped (Capitol)	+77
STEVE COLE Everyday (Warner Bros.)	+58
CHRIS BOTTI Indian Summer (Columbia)	+48
KIRK WHALUM Do You Feel Me (Warner Bros.)	+43
MARC ANTOINE Funky Picante (Rendezvous)	+42
PRAFUL Sigh (Rendezvous/N-Coded)	+37
S. WINWOOD Why Can't We Live Together (Wincraft/SCI-Fidelity)	+35
KENNY G. Malibu Dreams (Arista)	+31

## Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
CHIELI MINUCCI Kickin' It Hard (Shanachie)	322
JEFF LORBER Gigabyte (Narada)	299
PHIL COLLINS Come With Me (Atlantic)	214
SPYRO GYRA Getaway (Heads Up)	199
WALTER BEASLEY Precious Moments (N-Coded)	190
DARYL HALL Cab Driver (Rhythm & Groove/Liquid B)	169
PIECES OF A DREAM Love's Silhouette (Heads Up)	150
EDGE GROOVE Rewind (Warner Bros.)	131
RICK DERRINGER Hot And Cool (Big3)	99
KIM WATERS Waterfall (Shanachie)	89
FATTBURGER Sizzlin' (Shanachie)	79
PETER WHITE Who's That Lady? (Columbia)	61
BRIAN MCKNIGHT Shoula, Woulda, Coulda (Motown/Universal)	58
J. THOMPSON Tell Me The Truth (AMH)	55
GREG ADAMS 'Sup With That (Ripal/Blue Note)	55
STEVE OLIVER High Noon (Native Language)	38

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




**Voodoo Village**  
"Memphis Underground"

"It is the perfect "fall book into the holidays" tune that will liven up the music mix of every Smooth Jazz station's broadcast day."

Norm Miller  
Program Director  
WJZN FM 98.9  
Memphis, TN

going for adds 10/13




FREE DVD INCLUDED

Voodoo Village Funk Soup

contains the Smooth Jazz hit  
**"Memphis Underground"**  
A Tribute to Herbie Mann

Members of VOODOO VILLAGE have recorded or toured with such Smooth Jazz greats as Kirk Whalum, Najee, Michael McDonald, and Tom Scott, as well as Blues and Soul legends B.B. King, Etta James, Al Green, and Isaac Hayes. Special Guest appearances by The Memphis Horns.



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**CAROL ARCHER**  
 carcher@radioandrecords.com

# Smooth Jazz Meets Its Match

A new program targets upscale wine lovers

**L**ike chardonnay and sea bass, cabernet with a great New York strip or champagne with caviar, there are some matches made in heaven. And for "The Wine Experience Radio Show," the perfect mate is Smooth Jazz.

What is "The Wine Experience"? Smooth Jazz stations around the country are finding it to be a unique new programming and sales feature that is a natural complement to these stations' relationships with listeners.

It is a new one-minute daily feature that celebrates wine and brings listeners all the important elements of choosing, buying, serving and enjoying wine as a part of their lifestyle. From matching wine with favorite foods to simple tips on tasting, from exploring wine varieties to planning wine-country travel, every show provides reliable and interesting information for wine novices and enthusiasts alike.

Perhaps the most unique part of this program, though, is that it does all this in an easygoing and decidedly unsnooty way — no wine snobs here! With top-notch production that includes appropriate effects and original music, it pairs up perfectly with the sound and attitude of Smooth Jazz.

## Upscale Lifestyles

Chicago-based Corkscrew Productions produces and syndicates the show as feature programming that speaks directly to the interests of Smooth Jazz listeners. At the same time, the show can be used by sales as an ideal sponsorship and nontraditional-revenue opportunity.

Stations like WQCD (CD101.9)/New York; WSSM/St. Louis; WJZK/Columbus, OH; KOAS/Las Vegas; and KIFM/San Diego have taken on the program both as pure programming and as an advertising-driven anchor to create premium-priced sales packages.

"Because of the success of CD101.9's Wine Festival last year, we knew we had uncovered another key revenue category for our radio station," says WQCD LSM Michael Novara. "The Smooth Jazz format has always been conducive to drawing upscale listen-

ers who live a certain lifestyle, and enjoying the nuances and pleasures of wines is part of that lifestyle.

"The Wine Experience" is a vehicle through which we can continue to apprise our listeners about the virtues of wine. We can also use the program to generate sponsorship revenue from spirits distributors and specific wine brands."



**Kenneth Ohr**

The feature's companion website, [www.wineexp.com](http://www.wineexp.com), adds even more station-branding and promotional considerations. It provides listeners with more in-depth information about the topics covered on the show that day, as well as an archive of the shows, which are accessible for listening or download after they air.

It also gives stations content and links to add to their individual sites, a feature WQCD took full advantage of as it packaged an integrated program for a major advertiser.

## Demystifying Wine

An interest in wine is an indicator of an active and social lifestyle that includes entertaining, dining out, travel and, of course, music. It's no surprise that the almost 50 million Americans who drink wine are among the most sought-after consumers, considering the wide variety of products and services that contribute to their highly engaged way of life.

"The Wine Experience" was created specifically to demystify wine and help people get the most from each glass or bottle. When you combine that with the ever-increasing popularity and affordability of quality wines, it creates the opportunity to build a long-term audience relationship.

"The Wine Experience" takes care not to rely on "wine-speak." Instead, it puts its great information about wine into everyday language. The presenter, "Ken," is the personification of a knowledgeable wine guy who is one of us.

This character is brought to life by radio personality Steve Downes, who, when not engaging listeners as "Ken," is the successful morning man on WDRV (The Drive)/Chicago, as well

as host of United Stations' syndicated weekly offering *The Classics*.

The show is not created in a vacuum. Prior to its launch research was conducted to identify people's attitudes and behavior when it comes to wine and shopping for wine. Five thousand wine drinkers were contacted, and 650 responded — a pretty impressive response rate!

Among the key findings was that less than half were willing to ask for

**"The Smooth Jazz format has always been conducive to drawing upscale listeners who live a certain lifestyle, and enjoying the nuances and pleasures of wines is part of that lifestyle."**

*Michael Novara*

help at the wine store, and two-thirds indicated that they were not at all confident in making a wine selection — and these were wine drinkers. Clearly, there was a window of opportunity to bring people usable, interesting, fun and nonintimidating radio about wine.

## Expert Opinions

Each "Wine Experience" episode is validated by a true wine expert: Patrick Fegan. Fegan is the Director of the Chicago Wine School and the only Chicagoan to have passed the world's most rigorous wine-tasting exam, the Institute of Masters of Wine in London.

Fegan's professional background and expertise in all areas of wine knowledge are unsurpassed. In a career spanning 30 years, he has penned numerous articles about wine for respected publications and major news-

papers; authored two books; acted as contributing editor on two of the most influential reference books on wine, *The Oxford Companion on Wine* and *Wine for Dummies*; and taught more than 17,000 students about wine. Fegan ensures that all the information presented to listeners is as accurate and reliable as it can be.

"The Wine Experience" represents a creative approach to syndication for a short-form feature. Recognizing that features can be interruptive, especially in music-intensive formats like Smooth Jazz, the show is offered to stations with an unbundled national barter minute.

This gives stations the highest degree of flexibility in scheduling and the use of promotional inventory and the ability to create sales packages with the program adjacency. Corkscrew Productions accepts its barter units within a broader rotational window. It's a smart understanding of the difficulties that programmers face maintaining the integrity of the listening experience.

## A New Company

Corkscrew Productions is new to radio syndication. The company was formed by two former advertising and media executives — Len Watson and myself — whose relationships with radio are based on advertising-agency creative, media development and buying. However, we've assembled a team of real radio pros to make each episode of "The Wine Experience" sound great and to provide contact and counsel for stations on sales and online opportunities.

Award-winning production talent and current Creative Director for WLUP (The Loop)/Chicago Matt Bisbee brings his magic to the studio, working closely with Steve Downes. Brad Fuhr, our affiliate-relations contact, is a radio veteran from Emmis and Bonneville/Chicago, where he worked on Internet and radio initiatives. He handled affiliate relations for MJI Broadcasting and is a member of the Conclave board of directors.

With wine becoming a key part of station events and promotions in many markets, creating a long-term association with wine is a way to bond with listeners. Whether just coming to the beverage or true enthusiasts, wine drinkers represent precisely the kind of highly social, active and influential people who can make a station a focal point for local dining and entertainment.

Whether the market is large or small, the growth in interest in all things related to food and wine is proven by the incredible popularity of tastings and festivals. One event website has counted over 22,000 wine and food festivals in the last two years alone.

Great radio taps in to the interests and passions of the listener, and smart stations can become part of how that listener defines his or her taste, hipness and social experiences. It's the same with wine and food. That's why we created "The Wine Experience" to offer a fun and relatable way for stations to further connect with those interested.

## A Simple Rule

There's a simple rule when it comes to learning about wine: Taste, taste, taste. So, for a taste of "The Wine Experience," check out the website and listen for yourself. Corkscrew would love your comments, questions or suggestions about the show, certainly, but we would also like to hear what wines you like or want to know more about.

Here's a final word from the show host, "Ken." "Hi, this is Ken with 'The Wine Experience.' We think wine is all about being with friends, having good times, traveling to beautiful places and enjoying good food. Mostly it's about the fun of exploring and discovering along the way.

"It doesn't matter whether you're a wine nut or just like an occasional glass. Here's our promise to you: none

**Great radio taps into the interests and passions of the listener, and smart stations can become part of how that listener defines his or her taste, hipness and social experiences.**

of that snooty wine-speak! We have fun with the how to, where from, what if and why not of wine.

"So, here's your first tip: To kick back after a long day, my favorite is a peppery Shiraz from Australia. They're easy to find, easy to drink and easy on your wallet too. Put on Grover Washington's 'Winelight,' and pop the cork!"

Some matches are made in heaven.

*Kenneth Ohr is an advertising, sales and marketing executive who has held top management positions at J. Walter Thompson, Ogilvy & Mather and USA Today and is considered an expert in multimedia and integrated communications. For the past year he has immersed himself in the wine business while establishing Corkscrew Productions and developing "The Wine Experience."*

## TALK BACK TO R&R!

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

Phone: 310-788-1665

E-mail:

[carcher@radioandrecords.com](mailto:carcher@radioandrecords.com)

Fax: 310-203-9763



America's Best Testing Hot AC Songs 12+ For The Week Ending 10/10/03

Table with columns: Artist Title (Label), TW, LW, Familiarity, Burn, Women 18-34, Women 18-24, Women 25-34. Lists top songs like MATCHBOX TWENTY, 3 DOORS DOWN, SANTANA, etc.

Total sample size is 441 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.

New & Active

- BANGLES Something That You Said (Koch)
Total Plays: 259, Total Stations: 22, Adds: 1
HOOTIE & THE BLOWFISH Space (Atlantic)
Total Plays: 246, Total Stations: 13, Adds: 0
EVANESCENCE Going Under (Wind-up)
Total Plays: 222, Total Stations: 16, Adds: 0

Indicator Most Added

- MICHELLE BRANCH Breathe (Maverick/Warner Bros.)
NELLY FURTADO Powerless (Say What You Want) (DreamWorks)

Songs ranked by total plays

Reporters

Grid of reporter information including station call letters, name, address, phone, and email for various markets across the US.

Monitored Reporters
105 Total Reporters
95 Total Monitored
10 Total Indicator





# R&R HOT AC TOP 40

October 10, 2003

Powered By



LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	SANTANA f/ALEX BAND Why Don't You & I (Arista)	3873	+139	255435	18	89/0
2	2	MATCHBOX TWENTY Unwell (Atlantic)	3524	-64	256213	35	95/0
3	3	TRAIN Calling All Angels (Columbia)	3287	-287	218272	27	92/0
5	4	LIVE Heaven (Radioactive/Geffen)	2905	+237	173097	22	85/0
6	5	JOHN MAYER Bigger Than My Body (Aware/Columbia)	2692	+98	171790	9	92/0
4	6	JASON MRAZ The Remedy (I Won't Worry) (Elektra/EEG)	2640	-106	178887	34	84/0
7	7	LIZ PHAIR Why Can't I? (Capitol)	2549	+17	147451	21	87/1
9	8	DIDO White Flag (Arista)	2459	+45	169004	13	85/1
12	9	MATCHBOX TWENTY Bright Lights (Atlantic)	2425	+213	154029	10	90/0
11	10	JOSH KELLEY Amazing (Hollywood)	2390	+104	153182	27	80/0
13	11	3 DOORS DOWN Here Without You (Republic/Universal)	2368	+379	138012	10	81/2
10	12	UNCLE KRACKER f/DOBBIE GRAY Drift Away (Lava)	2195	-104	156209	38	82/0
8	13	MICHELLE BRANCH Are You Happy Now? (Maverick/Warner Bros.)	2156	-291	130373	21	83/0
14	14	EVANESCENCE Bring Me To Life (Wind-up)	1803	-70	127356	30	72/0
15	15	3 DOORS DOWN When I'm Gone (Republic/Universal)	1677	-178	118895	44	73/0
16	16	SARAH MCLACHLAN Fallen (Arista)	1653	+301	111593	5	81/6
18	17	BARENAKED LADIES Another Postcard (Chimps) (Reprise)	1397	+97	87282	5	73/6
23	18	SHERYL CROW The First Cut Is The Deepest (A&M/Interscope)	1396	+442	94281	3	79/9
20	19	VERTICAL HORIZON I'm Still Here (RCA)	1238	+78	58772	11	57/1
19	20	GUSTER Amsterdam (Gonna Write You A Letter) (Palm/Reprise)	1130	-35	45177	12	66/0
26	21	NICKELBACK Someday (Roadrunner/DJMG)	973	+262	45941	4	55/7
22	22	ATARI The Boys Of Summer (Columbia)	963	-54	44722	15	40/0
24	23	STAIN'D So Far Away (Flip/Elektra/EEG)	962	+65	36770	9	46/1
21	24	SALIVA Rest In Pieces (Island/DJMG)	878	-195	47125	13	40/0
25	25	FOUNTAINS OF WAYNE Stacy's Mom (S-Curve/EMC)	800	-5	44784	13	39/0
33	26	SEAL Waiting For You (Warner Bros.)	575	+152	33200	7	37/2
30	27	GAVIN DEGRAW Follow Through (J)	574	+14	17035	14	42/0
32	28	SHANIA TWAIN Forever And For Always (Mercury/DJMG)	567	+74	35661	8	30/2
29	29	SUGAR RAY Is She Really Going Out With Him? (Atlantic)	539	-51	37933	15	22/0
28	30	MERCYME I Can Only Imagine (INO/Curb)	538	-75	24682	12	21/0
31	31	STING Send Your Love (A&M/Interscope)	524	+21	27275	7	43/0
36	32	HOWIE DAY Perfect Time Of Day (Epic)	434	+90	21609	3	31/3
35	33	BEYONCE' f/JAY-Z Crazy In Love (Columbia)	415	+39	31636	9	8/1
Debut	34	MICHELLE BRANCH Breathe (Maverick/Warner Bros.)	414	+216	21576	1	40/7
Debut	35	JASON MRAZ You And I Both (Sanctuary/SRG)	398	+167	18591	1	35/2
39	36	JEWEL Stand (Atlantic)	383	+79	17385	4	28/2
38	37	UNCLE KRACKER Memphis Soul Song (Lava)	375	+61	12254	6	30/2
37	38	KATY ROSE Overdrive (V2)	355	+35	5433	3	19/0
34	39	SIMPLY RED Sunrise (simplyred.com)	346	-31	18515	8	21/0
27	40	WILSHIRE Special (Columbia)	303	-312	9396	14	32/0

95 Hot AC reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 9/28-10/4. 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 (© 2003, The Arbitron Company). © 2003, R&R, Inc.

## Most Added\*

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
NELLY FURTADO Powerless (Say What You Want) (DreamWorks)	34
TRAIN When I Look To The Sky (Columbia)	30
SHERYL CROW The First Cut Is The Deepest (A&M/Interscope)	9
NICKELBACK Someday (Roadrunner/DJMG)	7
MICHELLE BRANCH Breathe (Maverick/Warner Bros.)	7
SUGAR RAY Chasin' You Around (Atlantic)	7
SARAH MCLACHLAN Fallen (Arista)	6
BARENAKED LADIES Another Postcard (Chimps) (Reprise)	6

**michelle branch**  
**"Breathe"**  
**MOST ADDED!**  
**MOST INCREASED!**  
**R&R Hot AC: Debut 34**  
**Modern AC Monitor: Debut 31\***  
**Adult Top 40 Monitor: Debut 34\***

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
SHERYL CROW The First Cut Is The Deepest (A&M/Interscope)	+442
3 DOORS DOWN Here Without You (Republic/Universal)	+379
SARAH MCLACHLAN Fallen (Arista)	+301
NICKELBACK Someday (Roadrunner/DJMG)	+262
LIVE Heaven (Radioactive/Geffen)	+237
MICHELLE BRANCH Breathe (Maverick/Warner Bros.)	+216
MATCHBOX TWENTY Bright Lights (Atlantic)	+213
JASON MRAZ You And I Both (Sanctuary/SRG)	+167
SEAL Waiting For You (Warner Bros.)	+152
SANTANA f/ALEX BAND Why Don't You & I (Arista)	+139

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

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**America's Best Testing AC Songs 12 +  
For The Week Ending 10/10/03**

Artist Title (Label)	TW	LW	Familiarity	Burn	Women	Women	Women
					25-54	25-34	35-54
<b>CLAY AIKEN</b> This Is The Night (RCA)	4.21	4.21	93%	17%	4.37	4.33	4.38
<b>MATCHBOX TWENTY</b> Unwell (Atlantic)	4.10	4.06	97%	31%	4.13	3.83	4.22
<b>DANIEL BEDINGFIELD</b> If You're Not The One (Island/IDJMG)	3.91	3.82	91%	27%	3.95	3.47	4.10
<b>SIMPLY RED</b> Sunrise (simplyred.com)	3.86	3.74	68%	13%	3.85	3.89	3.84
<b>TRAIN</b> Calling All Angels (Columbia)	3.84	3.88	91%	31%	3.90	3.50	4.02
<b>JIM BRICKMAN</b> Peace (Where The Heart Is) (A&I)	3.83	3.79	64%	11%	3.96	3.62	4.04
<b>PHIL COLLINS</b> Look Through My Eyes (Walt Disney/Hollywood)	3.82	3.89	70%	15%	3.85	3.58	3.91
<b>CELINE DION</b> Have You Ever Been In Love (Epic)	3.78	3.81	96%	35%	3.88	3.68	3.93
<b>EAGLES</b> Hole In The World (ERC)	3.74	3.76	90%	28%	3.80	3.17	3.98
<b>LUTHER VANOROSS</b> Dance With My Father (J)	3.73	3.79	90%	35%	3.79	3.51	3.86
<b>SHANIA TWAIN</b> Forever And For Always (Mercury/IDJMG)	3.69	3.64	94%	37%	3.68	3.33	3.78
<b>UNCLE KRACKER</b> f/DOBBIE GRAY Drift Away (Lava)	3.64	3.59	99%	45%	3.67	3.38	3.75
<b>SANTANA</b> f/MICHELLE BRANCH The Game Of Love (Arista)	3.55	3.47	98%	48%	3.54	3.07	3.67
<b>NORAH JONES</b> Don't Know Why (Blue Note/Virgin)	3.51	3.46	96%	48%	3.59	3.34	3.66
<b>MICHAEL BOLTON</b> When I Fall In Love (Passion Group)	3.46	3.54	77%	23%	3.51	3.02	3.62
<b>DARYL HALL</b> Cab Driver (Rhythm & Groove/Liquid 8)	3.46	-	60%	18%	3.42	2.86	3.58
<b>LEANN RIMES</b> We Can (Asylum/Curb)	3.36	3.31	77%	28%	3.35	3.30	3.36
<b>CHRISTINA AGUILERA</b> Beautiful (RCA)	3.22	3.17	99%	61%	3.22	3.44	3.16

Total sample size is 365 respondents. Total average favorability estimates are based on a scale of 1-5. (1=dislike very much, 5=like very much). Total familiarity represents the percentage of respondents who recognized the song. Total burn represents the number of respondents who said they are tired of hearing the song. Sample composition is based on persons 12+. 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\***

<b>CELINE DION</b> Stand By Your Side (Epic)	
<b>CLAY AIKEN</b> Invisible (RCA)	
<b>HALL &amp; OATES</b> Getaway Car (J-Watch)	
<b>Recurrents</b>	
<b>PHIL COLLINS</b> Can't Stop Loving You (Atlantic)	1188
<b>NORAH JONES</b> Don't Know Why (Blue Note/Virgin)	1145
<b>VANESSA CARLTON</b> A Thousand Miles (A&M/Interscope)	1121
<b>SHERYL CROW</b> Soak Up The Sun (A&M/Interscope)	1030
<b>ENRIQUE IGLESIAS</b> Hero (Interscope)	972
<b>LONESTAR</b> I'm Already There (BNA)	942
<b>TRAIN</b> Drops Of Jupiter (Tell Me) (Columbia)	852
<b>CELINE DION</b> A New Day Has Come (Epic)	745
<b>FAITH HILL</b> Cry (Warner Bros.)	725
<b>AVRIL LAVIGNE</b> Complicated (Arista)	700
<b>CALLING</b> Wherever You Will Go (RCA)	653
<b>KELLY CLARKSON</b> A Moment Like This (RCA)	643

Songs ranked by total plays

**Please Send Your Photos**

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

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

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

Email: mdavis@radioandrecords.com

**Reporters**

<b>WYJ/Albany, NY*</b> PD: Chris Robinson AP/MD: Chad O'Hare No Adds	<b>WYF/Birmingham, AL*</b> PD: Jeff Tyson AP/MD: Yolande Young MICHAEL MCDONALD CLAY AIKEN	<b>KXBA/Corpus Christi, TX*</b> DM: Ed Gahan PD: Audrey Wilson MICHAEL MCDONALD CLAY AIKEN	<b>WJII/Ft. Wayne, IN*</b> PD: Bob McQuinn AP/MD: Tom McQuinn MICHAEL MCDONALD JOSH GROBAN	<b>WTRN/Johnson City*</b> PD: Bob McQuinn AP/MD: Tom McQuinn MICHAEL MCDONALD JOSH GROBAN	<b>WLRQ/Melbourne, FL*</b> PD: Michael Lewis AP/MD: Billy Levy No Adds	<b>KTGL/Oklahoma City, OK*</b> PD: Jill Couch AP/MD: Steve O'Brien MICHAEL BOLTON SEAL	<b>KRNO/Reno, NV*</b> PD: Dan Fife No Adds	<b>WWSM/South Bend, IN</b> PD: Jim Roberts No Adds	<b>WLZ/Waukegan, WI</b> DM: Tom Anderson AP/MD: Peter Rasmussen HALL & OATES
<b>KING/Albuquerque, NM*</b> DM/MD: Mike Abrams AP/MD: Tom Anderson No Adds	<b>KJLT/Boise, ID*</b> PD: Steve Hanson AP/MD: Sarah McLaughlin SIMPLY RED	<b>KVIL/Dallas, TX*</b> DM: Don Johnson AP/MD: Sarah McLaughlin TIM MCGRAW	<b>WKTK/Gainesville, FL*</b> PD: Lee Thomas AP/MD: Sarah McLaughlin CLAY AIKEN	<b>WYWE/Johnstown, PA</b> DM: Christian Hottel AP/MD: Jack Williams MICHAEL MCDONALD JOSH GROBAN	<b>WTRV/Memphis, TN*</b> DM/MD: Jerry Dean AP/MD: Sarah McLaughlin HALL & OATES SARAH MCLAUGHLIN	<b>KEFM/Omaha, NE*</b> AP/MD: Steve Anderson No Adds	<b>WTVR/Richmond, VA*</b> PD: Rich Kinn AP/MD: Cat Stevens No Adds	<b>KSCZ/Spartanburg, SC*</b> PD: Rich Kinn AP/MD: Cat Stevens No Adds	<b>WEAT/W. Palm Beach, FL*</b> PD: Rich Kinn AP/MD: Cat Stevens No Adds
<b>WLEY/Allentown, PA*</b> PD: Bob Kelly AP/MD: Michael Bolton HALL & OATES	<b>WMLW/Boston, MA*</b> PD: Don Bailey AP/MD: Casey O'Leary MICHAEL MCDONALD No Adds	<b>WLGT/Dayton, OH*</b> PD: Don Bailey AP/MD: Casey O'Leary MICHAEL MCDONALD No Adds	<b>WLHT/Grand Rapids, MI*</b> PD: Don Bailey AP/MD: Casey O'Leary MICHAEL MCDONALD No Adds	<b>WOLR/Kalamazoo, MI</b> DM/MD: Tom Anderson AP/MD: Sarah McLaughlin No Adds	<b>WMOG/Middlesex, NJ*</b> PD: Tom Anderson AP/MD: Sarah McLaughlin MICHAEL MCDONALD	<b>KLTO/Omaha, NE*</b> AP/MD: Steve Anderson No Adds	<b>WLSL/Roanoke, VA*</b> PD: Don Bailey AP/MD: Casey O'Leary MICHAEL MCDONALD No Adds	<b>WSPM/Rochester, NY*</b> PD: Don Bailey AP/MD: Casey O'Leary MICHAEL MCDONALD No Adds	<b>WMAZ/Springfield, MA*</b> PD: Don Bailey AP/MD: Casey O'Leary MICHAEL MCDONALD No Adds
<b>KYMG/Anchorage, AK</b> DM: Mark Taylor AP/MD: Tom Anderson No Adds	<b>WEBS/Bridgeport, CT*</b> PD: Don Bailey AP/MD: Casey O'Leary MICHAEL MCDONALD No Adds	<b>KOSI/Denver, CO*</b> PD: Don Bailey AP/MD: Casey O'Leary MICHAEL MCDONALD No Adds	<b>WOOD/Grand Rapids, MI*</b> PD: Don Bailey AP/MD: Casey O'Leary MICHAEL MCDONALD No Adds	<b>KSRC/Kansas City, MO*</b> PD: Don Bailey AP/MD: Casey O'Leary MICHAEL MCDONALD No Adds	<b>WLTO/Milwaukee, WI*</b> PD: Don Bailey AP/MD: Casey O'Leary MICHAEL MCDONALD No Adds	<b>WMGF/Oriando, FL*</b> PD: Don Bailey AP/MD: Casey O'Leary MICHAEL MCDONALD No Adds	<b>WMEZ/Pensacola, FL*</b> PD: Don Bailey AP/MD: Casey O'Leary MICHAEL MCDONALD No Adds	<b>WGBF/Rockford, IL</b> DM: Mark Taylor AP/MD: Tom Anderson No Adds	<b>KGBX/Springfield, MO</b> DM: Mark Taylor AP/MD: Tom Anderson No Adds
<b>WLTA/Salt Lake City, UT*</b> DM/MD: Tom Anderson AP/MD: Sarah McLaughlin No Adds	<b>WEZM/Bridgeport, CT*</b> PD: Don Bailey AP/MD: Casey O'Leary MICHAEL MCDONALD No Adds	<b>KLTV/Des Moines, IA*</b> PD: Don Bailey AP/MD: Casey O'Leary MICHAEL MCDONALD No Adds	<b>WMAQ/Greensboro, NC*</b> PD: Don Bailey AP/MD: Casey O'Leary MICHAEL MCDONALD No Adds	<b>KUDL/Kansas City, MO*</b> PD: Don Bailey AP/MD: Casey O'Leary MICHAEL MCDONALD No Adds	<b>WLTE/Minneapolis, MN*</b> PD: Don Bailey AP/MD: Casey O'Leary MICHAEL MCDONALD No Adds	<b>WMOB/Mobile, AL*</b> PD: Don Bailey AP/MD: Casey O'Leary MICHAEL MCDONALD No Adds	<b>WBEW/Philadelphia, PA*</b> PD: Don Bailey AP/MD: Casey O'Leary MICHAEL MCDONALD No Adds	<b>WGBF/Rockford, IL</b> DM: Mark Taylor AP/MD: Tom Anderson No Adds	<b>KGBX/Springfield, MO</b> DM: Mark Taylor AP/MD: Tom Anderson No Adds
<b>WFPZ/Atlantic City, NJ*</b> PD: Don Bailey AP/MD: Casey O'Leary MICHAEL MCDONALD No Adds	<b>WYVE/Buffalo, NY*</b> PD: Don Bailey AP/MD: Casey O'Leary MICHAEL MCDONALD No Adds	<b>WNCN/Detroit, MI*</b> PD: Don Bailey AP/MD: Casey O'Leary MICHAEL MCDONALD No Adds	<b>WMLY/Greenville, SC*</b> PD: Don Bailey AP/MD: Casey O'Leary MICHAEL MCDONALD No Adds	<b>WXXB/Knoxville, TN*</b> PD: Don Bailey AP/MD: Casey O'Leary MICHAEL MCDONALD No Adds	<b>WMOB/Mobile, AL*</b> PD: Don Bailey AP/MD: Casey O'Leary MICHAEL MCDONALD No Adds	<b>WBEW/Philadelphia, PA*</b> PD: Don Bailey AP/MD: Casey O'Leary MICHAEL MCDONALD No Adds	<b>WGBF/Rockford, IL</b> DM: Mark Taylor AP/MD: Tom Anderson No Adds	<b>KGBX/Springfield, MO</b> DM: Mark Taylor AP/MD: Tom Anderson No Adds	<b>KRBB/Wichita, KS*</b> PD: Lynn Jones AP/MD: Sarah McLaughlin No Adds
<b>WBDB/Augusta, GA*</b> DM: Mike Abrams AP/MD: Tom Anderson No Adds	<b>WYVE/Buffalo, NY*</b> PD: Don Bailey AP/MD: Casey O'Leary MICHAEL MCDONALD No Adds	<b>WDOF/Dothan, AL</b> DM/MD: Tom Anderson AP/MD: Sarah McLaughlin No Adds	<b>WSPA/Greenville, SC*</b> PD: Don Bailey AP/MD: Casey O'Leary MICHAEL MCDONALD No Adds	<b>KTBY/Lafayette, LA*</b> PD: Don Bailey AP/MD: Casey O'Leary MICHAEL MCDONALD No Adds	<b>WMOB/Mobile, AL*</b> PD: Don Bailey AP/MD: Casey O'Leary MICHAEL MCDONALD No Adds	<b>WBEW/Philadelphia, PA*</b> PD: Don Bailey AP/MD: Casey O'Leary MICHAEL MCDONALD No Adds	<b>WGBF/Rockford, IL</b> DM: Mark Taylor AP/MD: Tom Anderson No Adds	<b>KGBX/Springfield, MO</b> DM: Mark Taylor AP/MD: Tom Anderson No Adds	<b>KRBB/Wichita, KS*</b> PD: Lynn Jones AP/MD: Sarah McLaughlin No Adds
<b>KMMJ/Austin, TX*</b> PD: Don Bailey AP/MD: Casey O'Leary MICHAEL MCDONALD No Adds	<b>WYVE/Buffalo, NY*</b> PD: Don Bailey AP/MD: Casey O'Leary MICHAEL MCDONALD No Adds	<b>WDOF/Dothan, AL</b> DM/MD: Tom Anderson AP/MD: Sarah McLaughlin No Adds	<b>WSPA/Greenville, SC*</b> PD: Don Bailey AP/MD: Casey O'Leary MICHAEL MCDONALD No Adds	<b>KTBY/Lafayette, LA*</b> PD: Don Bailey AP/MD: Casey O'Leary MICHAEL MCDONALD No Adds	<b>WMOB/Mobile, AL*</b> PD: Don Bailey AP/MD: Casey O'Leary MICHAEL MCDONALD No Adds	<b>WBEW/Philadelphia, PA*</b> PD: Don Bailey AP/MD: Casey O'Leary MICHAEL MCDONALD No Adds	<b>WGBF/Rockford, IL</b> DM: Mark Taylor AP/MD: Tom Anderson No Adds	<b>KGBX/Springfield, MO</b> DM: Mark Taylor AP/MD: Tom Anderson No Adds	<b>KRBB/Wichita, KS*</b> PD: Lynn Jones AP/MD: Sarah McLaughlin No Adds
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# R&R AC TOP 30

October 10, 2003

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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	UNCLE KRACKER f/DOBIE GRAY <i>Drift Away (Lava)</i>	2374	-104	209580	32	107/0
2	2	SHANIA TWAIN <i>Forever And For Always (Mercury/IDJMG)</i>	2255	+73	185497	24	112/2
3	3	MATCHBOX TWENTY <i>Unwell (Atlantic)</i>	2183	+57	198148	22	100/1
4	4	CELINE DION <i>Have You Ever Been In Love (Epic)</i>	2043	-15	165031	25	118/0
5	5	LUTHER VANDROSS <i>Dance With My Father (J)</i>	1993	-9	174520	18	108/0
7	6	COUNTING CROWS <i>Big Yellow Taxi (Geffen/Interscope)</i>	1645	+36	144318	23	91/0
6	7	DANIEL BEDINGFIELD <i>If You're Not The One (Island/IDJMG)</i>	1585	-111	114002	27	106/1
10	8	SANTANA f/MICHELLE BRANCH <i>The Game Of Love (Arista)</i>	1553	+77	132782	52	107/0
9	9	MERCYME <i>I Can Only Imagine (INO/Curb)</i>	1539	+18	94758	23	91/0
11	10	TRAIN <i>Calling All Angels (Columbia)</i>	1427	+83	123357	15	98/0
8	11	EAGLES <i>Hole In The World (ERC)</i>	1427	-180	104246	20	103/0
12	12	SIMPLY RED <i>Sunrise (simplyred.com)</i>	1359	+91	80840	14	90/2
14	13	PHIL COLLINS <i>Look Through My Eyes (Walt Disney/Hollywood)</i>	1131	+231	64725	4	87/5
13	14	CHRISTINA AGUILERA <i>Beautiful (RCA)</i>	1085	-56	92442	42	92/0
16	15	JIM BRICKMAN <i>Peace (Where The Heart Is) (AAL)</i>	846	+3	37662	9	91/2
19	16	MICHAEL BOLTON <i>When I Fall In Love (Passion Group)</i>	720	+122	28701	5	64/2
15	17	LEANN RIMES <i>We Can (Asylum/Curb)</i>	709	-145	25926	15	85/0
17	18	CLAY AIKEN <i>This Is The Night (RCA)</i>	694	-13	41392	17	65/0
23	19	CELINE DION <i>Stand By Your Side (Epic)</i>	554	+126	27701	3	52/5
18	20	DARYL HALL <i>Cab Driver (Rhythm &amp; Groove/Liquid B)</i>	546	-54	28225	13	73/1
21	21	MICHAEL BUBLE <i>How Can You Mend A Broken... (143/Reprise)</i>	488	+34	29205	7	61/4
20	22	GLORIA ESTEFAN <i>Wrapped (Epic)</i>	460	-34	26168	9	64/0
26	23	SEAL <i>Waiting For You (Warner Bros.)</i>	397	+91	34790	7	44/3
24	24	K. CARLSON f/B. MARDONES <i>I Know You By Heart (Kataphonic)</i>	383	+21	12962	11	53/1
22	25	KENNY LOGGINS <i>With This Ring (All The Best)</i>	365	-74	14733	10	56/1
30	26	SHERYL CROW <i>The First Cut Is The Deepest (A&amp;M/Interscope)</i>	341	+120	43989	2	31/5
28	27	STEVEN CURTIS CHAPMAN <i>How Do I Love Her (Sparrow)</i>	260	-7	7623	11	41/2
28	28	SARAH MCLACHLAN <i>Fallen (Arista)</i>	242	+95	31767	1	27/7
-	29	DIDO <i>White Flag (Arista)</i>	237	+44	35247	2	17/2
29	30	ANNIE LENNOX <i>Wonderful (J)</i>	227	+1	12659	5	33/1

121 AC reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 9/28-10/4. 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 (© 2003, The Arbitron Company). © 2003. R&R, Inc.

## New & Active

**CLAY AIKEN** *Invisible (RCA)*  
Total Plays: 226, Total Stations: 35, Adds: 10

**BURKE RONEY** *Let It All Come Down (R World)*  
Total Plays: 225, Total Stations: 23, Adds: 2

**TIM MCGRAW** *Tiny Dancer (Curb)*  
Total Plays: 183, Total Stations: 14, Adds: 12

**JOHN MAYER** *Bigger Than My Body (Aware/Columbia)*  
Total Plays: 145, Total Stations: 14, Adds: 1

**HALL & DATES** *Getaway Car (U-Watch)*  
Total Plays: 120, Total Stations: 35, Adds: 11

**MICHAEL MCDONALD** *Ain't No Mountain High Enough (Motown)*  
Total Plays: 97, Total Stations: 19, Adds: 7

**SIEDAH** *Man In The Mirror (Omtown)*  
Total Plays: 67, Total Stations: 14, Adds: 0

**JOSH GROBAN** *You Raise Me Up (143/Reprise)*  
Total Plays: 18, Total Stations: 24, Adds: 24

Songs ranked by total plays

## Most Added\*

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
JOSH GROBAN <i>You Raise Me Up (143/Reprise)</i>	24
TIM MCGRAW <i>Tiny Dancer (Curb)</i>	12
HALL & DATES <i>Getaway Car (U-Watch)</i>	11
CLAY AIKEN <i>Invisible (RCA)</i>	10
SARAH MCLACHLAN <i>Fallen (Arista)</i>	7
MICHAEL MCDONALD <i>Ain't No Mountain High Enough (Motown)</i>	7
PHIL COLLINS <i>Look Through My Eyes (Walt Disney/Hollywood)</i>	5
CELINE DION <i>Stand By Your Side (Epic)</i>	5
SHERYL CROW <i>The First Cut Is The Deepest (A&amp;M/Interscope)</i>	5
MICHAEL BUBLE <i>How Can You Mend A Broken... (143/Reprise)</i>	4

**SEAL**  
"WAITING FOR YOU"  
R&R Hot AC: 33 - 26  
R&R AC: 26 - 23  
Adult Top 40 Monitor: 33\* - 28\*  
Modern Adult Monitor: 31\* - 29\*  
Mainstream AC Monitor: 26\* - 23\*  
New at: WMYX & KSTP

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
PHIL COLLINS <i>Look Through My Eyes (Walt Disney/Hollywood)</i>	+231
CLAY AIKEN <i>Invisible (RCA)</i>	+148
CELINE DION <i>Stand By Your Side (Epic)</i>	+126
MICHAEL BOLTON <i>When I Fall In Love (Passion Group)</i>	+122
SHERYL CROW <i>The First Cut Is The Deepest (A&amp;M/Interscope)</i>	+120
TIM MCGRAW <i>Tiny Dancer (Curb)</i>	+117
HALL & DATES <i>Getaway Car (U-Watch)</i>	+107
SARAH MCLACHLAN <i>Fallen (Arista)</i>	+95
SIMPLY RED <i>Sunrise (simplyred.com)</i>	+91
SEAL <i>Waiting For You (Warner Bros.)</i>	+91

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



# Suzy K "Gabriel"

"Gabriel" the emotional new single from AC mainstay Suzy K.

Suzy currently doing Morning TV around the country. Cleveland, Memphis, Cincinnati, Denver with more to come.

Executive Producer:  
Tom Callahan  
310.318.9006

Radio: Claire Parr  
The Connecticut Navigator Company  
203.226.9939





# Listener Databases: We've Come A Long Way

## But do we know what to do with them?

It wasn't that long ago that radio was asking if *database* is one word or two. And how is it pronounced? "Day-ta-base" or "dah-ta-base"?

For radio, building and marketing a listener database became a consideration in the early '80s. Listener databases in those days were built mostly through direct-mail campaigns and contest entries. The logic was that anyone willing to take the time to fill out a survey about radio would also be likely to take the time to fill out a survey for Arbitron, should Arbitron come knocking. This logic still applies today.

By the early '90s stations were installing interactive phone systems and launching telemarketing campaigns to build databases quickly. Using telephone technology to build large databases was expensive, and following up with personal letters, membership cards, birthday cards, newsletters, etc., increased the expense. Time after time, though, the stations that thought it through and ran well-executed listener database programs also excelled in the ratings.

As the idea of having a listener database became popular, many stations dove in with no commitment or real direction. Having a bunch of names and addresses was one thing, but what to do with them became the real question. Many a listener database sat on a shelf. But that was then, and this is now.

### The Big Question

Today pretty much every radio station in the world has a listener database. With access to the Internet now the norm — and a C++, Perl or Java tech geek on every corner — building a listener database is not the ordeal it once was. What to do with it once you have it remains the question. And it will still be the question 10 years from now, if we haven't spammed everyone to death.

If you could talk one to one with your best listeners, what would you ask? Do you have anything to say or

offer, or would you just play them a promo? Most of the station newsletters I've seen are nothing more than advertising for the station, using the web as the post office.

Because e-mail provides free and easy access to members of your database, the temptation is to bombard them all the time. Remember, your database is the closest you'll ever get to identifying likely diarykeepers. For this reason, keep it out of the clutches of the sales department.

Which is not to say that you can't make money through a listener database. There are many ways to do that. But the whole idea of marketing to your listener database is to build trust and loyalty. The mission is exclusive cume.

Most stations are still unaware how active these people are in terms of listening. Other than their names and e-mail addresses, what do you know about your listeners' characteristics or lifestyle interests? Have you surveyed them lately? Many stations pound on their databases in a very cold and detached manner. If you don't make it personal, fewer people will open their mail. And if there's no personal benefit, it's spam.

### A Friend Indeed

Building a relationship with potential diarykeepers, like building any relationship, requires attention. We want these people to consider us friends, so we have to act like their friends. Friends don't sell friends, friends tell friends about a good deal. Friends don't bang on friends with useless information, friends communicate back and forth about mutual interests. Friends don't tell each other what to do, friends recommend good experiences.

A well-run listener database program for radio is more than a list of names. Call it loyalty marketing or relationship marketing, and reach out to these people. Track their us-

age. Reward their usage. Survey their interests. Then show them that you know who they are and that you care about them. Recognize them and reward them. Give them reasons to bond with, trust and listen to your station.

For you to generate long-term revenue through your database, there must be trust. If your listeners trust you, they'll do whatever you tell them. If they think you're trying to sell them, they'll go cold on you. If you study the model of airline frequent-flyer programs, you'll see that airlines wisely match their non-traditional revenue efforts with complementary partners. People who travel tend to rent cars, stay at hotels and use long-distance telephone service.

In radio, we have diverse lifestyles within our listener databases. Certainly, entertainment is a common lifestyle, but you can and should go much deeper. With, say, 20% of your cume in your database, you'll have plenty of potential diarykeepers in need of products and services. Find them deals and opportunities, and not just on concert tickets.

**We have to act like the listeners' friends. Friends don't tell each other what to do, friends recommend good experiences.**

Find out who they are: their lifestyle interests, hopes, goals and dreams. Have they always wanted to learn the accordion? The more detailed information you have, the better you'll be able to serve them. You'll gain further trust and loyalty, resulting in a higher exclusive cume and a stronger P1 base. This is not an overnight process, by the way.

By Reg Johns



Reg Johns

## Lessons Learned In The Field

This is a tease ... this is only a tease....

Many stations don't like to share their secrets and successes. Can you blame them? A lot of the learning comes with time, trial and error, even blood. Below are a few tantalizing peeks at some radio success stories. The next time you're talking to any of these loyalty-marketing masters, ask if they'll tell you the whole story ... but then they may have to kill you.

- **John Peake, KLLC (Alice@97.3)/San Francisco:** By tracking listener usage, Peake discovered that the best prizes are not necessarily cash and cars and things that cost money ([www.radioalice.com](http://www.radioalice.com)).
- **Greg Strassell, WBMX (Mix 98.5)/Boston:** Strassell registered 10% of his cume in 30 days by changing the approach and a few words in the reasons listeners should become Mix Freeloaders ([www.mix985.com](http://www.mix985.com)).
- **Tracy Johnson, KFMB (Star 100.7)/San Diego:** Johnson targeted his database and tracked more than 15,000 people within a few days by doing an online music study of 300 songs ([www.histar.com](http://www.histar.com)).
- **Bob Walker, WKT/Milwaukee:** Walker has cleaned up the value-added clutter on the air by funneling it through the database program ([www.wktl.com](http://www.wktl.com)).
- **Scott Sands, WZPL/Indianapolis:** Sands targeted people in his database who wanted to upgrade their educations and found a deal for over 1,300 database members ([www.wzpl.com](http://www.wzpl.com)).
- **Dan Persigehl, KRSK/Portland, OR:** Twelve hundred database members showing up at Nordstrom's for an event is a good thing, yes? ([www.1051thebuzz.com](http://www.1051thebuzz.com)).
- **Randy McCarten, WRVE/Albany, NY:** Forced listening, nontraditional sales opportunities, an added-value mechanism, music research, glamorous prizes and fanatical database members all in one ([www.wrve.com](http://www.wrve.com)).
- **Brent Farris, KZST/Santa Rosa, CA:** With over 37% of KZST's cume in the database, \$200,000 a year in nonspot revenue and No. 1 ratings 25-54, Farris more than knows the power of a loyalty campaign ([www.kzst.com](http://www.kzst.com)).

### How Effective Is Effective

A well-run loyalty program focuses on the database to provide efficiencies toward increased ratings, new revenue and greater insights in research. With around 17% of your cume willing to take the time to fill out a survey on radio listening, you'll want at least 17% of your cume in your listener database.

When it comes to understanding how well your listener database program is performing, ask yourself these questions: "What percentage of the cume do I have in my listener database?" (Many stations already have 25% or more.) "What percentage of my database is active?" (The goal is 80%.) "What kind of non-traditional revenue am I generating?" (It depends on market size: \$200,000 for small markets, \$450,000 for medium and \$700,000 for large.)

It's not the sales department that should be leading the charge for a database loyalty program. Only if the program director sees database marketing as a great approach to get closer to his or her diarykeepers should the station jump in. As with all marketing, a loyalty program needs to be programming-based, first and foremost. That said, tremendous opportunities for new revenue await.

A strong database program can be your best solution to added-value clutter. Who wants to run a dog-food promotion on the air just to get

the buy? But there are people in your database who own dogs. These people might be interested in a promotion involving their pets. These are the people you might want to target and provide offers to off the air.

### Word Of Mouth

When you're looking for new cume, who better to be spokespeople for you than your P1s? Your best listeners have friends and family. More effective than a billboard, a motivated loyal listener helps you find new cume by encouraging strings of family members or pockets of co-workers to sign up. Less expensive and more effective than a telemarketing campaign, a creative viral campaign through aggressive P1s can extend your cume reach.

All in all, a database loyalty program is a process. The slower you go, the longer it will last. Too much too fast will create burnout. You can purchase lists of names and addresses everywhere for next to nothing. Nowhere can you buy a list of your listeners. Now that you know who they are, when they listen, when they don't, what they like and what they don't like, the question will always be: What will you do with them? That, and how do you pronounce *database*?

Reg Johns is founder of Fairwest Direct, a loyalty-marketing company for radio with offices in San Diego, Canada and Australia. You can reach him at [reg@fairwest.com](mailto:reg@fairwest.com).



KEAN/Abilene, TX
OM: James Cameron
PD/MD: Rudy Fernandez
APD: Stacy Hill

WOMX/Acron, OH
OM/MD: Kevin Mason
PD: Mike Sals
APD: Trace Adams

WGNA/Albany, NY
PD: Buzz Brindle
MD: Bill Earley

KBOJ/Albuquerque, NM
PD: Tommy Carrera
MD: Sammy Cruise

KRST/Albuquerque, NM
PD: John Richards
MD: Paul Bailey

KRRV/Alexandria, LA
OM: Scott Bryant
PD/MD: Steve Casey

WCTO/Allentown, PA
PD: Dave Russell
APD/MD: Sam Malone

KZNX/Boise, ID
OM/MD: Rich Summers
APD/MD: Spencer Burke

KGNC/Amarillo, TX
OM: Dan Gordon
PD: Tim Butler

KRBI/Anchorage, AK
PD: Matt Valley
MD: Justin Case

WVWH/Ann Arbor, MI
PD: Barry Merritt
MD: Tom Baker

WNCY/Appleton, WI
OM: Jeff McCarthy
PD: Randy Shannon

WKSJ/Asheville, NC
SM: Diane Augur
PD: Jeff Davis

WVXZ/Atlanta, GA
MD: Johnny Gray
PD: Shana Thair

WPUR/Atlantic City, NJ
PD/MD: Joe Kelly

WVXK/Augusta, GA
PD: T. Genroy
MD: Zach Taylor

KASE/Austin, TX
OM/MD: Jason Kane
APD/MD: Bob Pickett

KUZZ/Bakersfield, CA
PD: Evan Stridwell
MD: Adam Jeffries

WPDC/Baltimore, MD
PD: Scott Lindly
MD: Michael J. Fox

WVTK/Baton Rouge, LA
OM: Bob Murphy
PD: Paul Orr

WVFP/Baton Rouge, LA
OM/MD: Randy Chase
MD: Jay Bernard

WVOC/Beckley, WV
OM: Bill O'Brien
PD/MD: Dave Willis

KYKR/Beaumont, TX
OM/MD: Micky Ashworth
No Adds

WJLS/Beckley, WV
OM: Bill O'Brien
PD/MD: Dave Willis

WVON/Biloxi, MS
OM: Walter Brown
PD: Kay Gregory

WZCQ/Biloxi, MS
PD: Bryan Rhodes
MD: Owen Wilson

WHW/Binghamton, NY
OM: Bob Adams
PD/MD/MD: Ed Walker

WDXB/Birmingham, AL
PD: Tom Harrahan
MD: Jay Cruze

WZZX/Birmingham, AL
PD/MD: Brian Driver
PD: Scott Stevens

WVFS/Blacksburg, VA
OM/MD: Scott Stevens
MD: Scott Stevens

WBWN/Bloomington, IL
OM/MD: Dan Westhoff
APD/MD: Buck Stevens

WHOC/Bluefield, WV
OM/MD/MD: Dave Crozier
MD: Dave Crozier

KZNB/Boise, ID
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APD/MD: Spencer Burke

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MD: Jim Miller

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APD/MD: Ginny Rogers

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WYCY/Cincinnati, OH
OM/MD: T.J. Holland
APD/MD: Rudy Michaels

WGAR/Cleveland, OH
PD: Meg Stevens
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WCYC/Columbus, OH
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America's Best Testing Country Songs 12 +  
For The Week Ending 10/10/03

Artist Title (Label)	TW	LW	Familiarity	Burn	Persons 25-54	Women 25-54	Men 25-54
DIERKS BENTLEY What Was I Thinkin'? (Capitol)	4.45	4.32	98%	22%	4.43	4.46	4.40
ALAN JACKSON AND JIMMY BUFFETT It's Five O'Clock Somewhere (Arista)	4.38	4.32	100%	33%	4.45	4.41	4.49
GARY ALLAN Tough Little Boys (MCA)	4.35	4.19	96%	18%	4.37	4.51	4.23
CLAY WALKER A Few Questions (RCA)	4.24	4.16	93%	18%	4.23	4.25	4.20
KEITH URBAN Who Wouldn't Wanna Be Me (Capitol)	4.16	4.08	93%	19%	4.12	4.22	4.01
TIM MCGRAW Real Good Man (Curb)	4.13	4.00	99%	32%	4.11	4.33	3.87
BUDDY JEWELL Help Pour Out The Rain (Lacey's Song) (Columbia)	4.11	4.07	98%	37%	4.19	4.18	4.20
RASCAL FLATTS I Melt (Lyric Street)	4.11	4.08	96%	22%	4.07	4.22	3.91
MONTGOMERY GENTRY Hell Yeah (Columbia)	4.10	4.05	94%	17%	4.03	4.11	3.95
GEORGE STRAIT Cowboys Like Us (MCA)	4.10	4.12	91%	13%	4.14	4.14	4.14
CHRIS CAGLE Chicks Dig It (Capitol)	4.09	4.02	93%	16%	3.99	4.02	3.96
TOBY KEITH I Love This Bar (DreamWorks)	4.08	4.03	95%	15%	4.11	4.12	4.09
DARRYL WORLEY Tennessee River Run (DreamWorks)	4.07	4.11	84%	11%	4.06	3.95	4.17
SHERRIE AUSTIN Streets Of Heaven (C4/BBR)	4.06	4.02	81%	17%	4.09	4.11	4.07
BROOKS & DUNN You Can't Take The Honky Tonk Out Of The Girl (Arista)	4.06	-	67%	6%	4.11	4.11	4.10
MARTINA MCBRIDE This One's For The Girls (RCA)	4.00	3.93	99%	27%	4.06	4.19	3.93
TRACY BYRD Drinkin' Bone (RCA)	4.00	3.86	75%	11%	4.00	3.99	4.01
DIAMOND RIO Wrinkles (Arista)	3.99	4.05	68%	8%	3.95	3.99	3.91
RODNEY ATKINS Honesty (Write Me A List) (Curb)	3.96	3.94	67%	9%	3.96	4.08	3.84
BILLY CURRINGTON Walk A Little Straighter (Mercury)	3.95	3.86	93%	23%	3.93	4.03	3.82
RUSHLOW I Can't Be Your Friend (Lyric Street)	3.95	3.93	81%	15%	3.92	4.05	3.79
JO DEE MESSINA I Wish (Curb)	3.94	3.94	73%	11%	4.01	4.13	3.89
PAT GREEN Wave On Wave (Republic/Universal South)	3.93	4.03	86%	24%	3.98	3.95	4.01
MARK WILLS And The Crowd Goes Wild (Mercury)	3.90	3.81	82%	18%	3.81	3.94	3.68
BLAKE SHELTON Playboys Of The Southwestern World (Warner Bros.)	3.90	3.90	77%	15%	3.84	3.76	3.92
SCOTTY EMERICK I Can't Take You Anywhere (DreamWorks)	3.87	4.01	57%	7%	3.81	3.86	3.76
PATTY LOVELESS Lovin' All Night (Epic)	3.85	3.79	91%	21%	3.97	3.80	4.14
REBA MCENTIRE I'm Gonna Take That Mountain (MCA)	3.85	3.77	77%	14%	3.90	3.85	3.95
LONESTAR Walking In Memphis (BNA)	3.84	3.94	89%	19%	3.76	3.79	3.72
RACHEL PROCTOR Days Like This (BNA)	3.82	3.78	77%	15%	3.90	3.82	3.97

Total sample size is 480 respondents. Total average favorability estimates are based on a scale of 1-5. (1=dislike very much, 5=like very much). Total familiarity represents the percentage of respondents who recognized the song. Total burn represents the number of respondents who said they are tired of hearing the song. Sample composition is based on persons 12+. 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.com is a registered trademark of RateTheMusic.com. The RTM system, is available for local radio stations by calling 818-377-5300. RateTheMusic.com data is provided by Mediabase Research, a division of Premiere Radio Networks.

## New & Active

- BRIAN MCCOMAS** You're In My Head (Lyric Street)  
Total Plays: 240, Total Stations: 44, Adds: 7
- BLUE COUNTY** Good Little Girls (Asylum/Curb)  
Total Plays: 192, Total Stations: 44, Adds: 14
- VINCE GILL** Young Man's Town (MCA)  
Total Plays: 167, Total Stations: 28, Adds: 6
- KENNY ROGERS** Handprints On The Wall (Dreamcatcher)  
Total Plays: 131, Total Stations: 21, Adds: 5
- KEVIN DENNEY** A Year At A Time (Lyric Street)  
Total Plays: 48, Total Stations: 24, Adds: 21

Songs ranked by total plays

## Two Up Trends In A Row

Continued from Page 42

were up by a fraction. Could it be that soccer moms are simply using radio less these days? Now there's a thought sure to strike fear into sales departments everywhere.

Staunch Country competitor Oldies was flat spring '02-spring '03 at 5.3. It has hovered between 5.3-5.5 the last five books. Its TSL among men and women remained relatively flat vs. one year ago.

Another music format competing with Country for adults is Classic Hits, formerly classified as the '70s format. It was flat, 4.2-4.2, and exhibited a wide range of TSL fluctuations in key age/sex cells. For instance, its men 18-24 TSL increased 4:25-4:32, but its women 18-24 TSL fell precipitously, 4:28-2:33. TSL among 25-34 men fell even further, 7:17-4:44. Women 25-34 TSL was also off, 5:49-4:52.

Classic Rock, a heavy 25-34 and 25-44 format, dipped 6.4-5.9 year to year. Its TSL among men 25-34 was off 9:24-9:04, while TSL among women in that demo was down 5:29-5:13. The latter is the lowest TSL in that cell in 17 years, while TSL among men was second from the bottom.

My thanks go to Katz Media Group Sr. VP/Strategic Planning Gerry Boehme and Katz Media Group Dimensions VP/Director of Research Lisa Chiljean for allowing us to share their extensive research with you. Hopefully, you'll find it valuable as both a snapshot of how Country is faring on a national basis and a tool to get a sense of how your station is performing vs. the national Country format averages.

## C · O · U · N · T · R · Y FLASHBACK

### 1 YEAR AGO

- No. 1: "Somebody Like You" — Keith Urban

### 5 YEARS AGO

- No. 1: "Don't Laugh At Me" — Mark Wills

### 10 YEARS AGO

- No. 1: "What's It To You" — Clay Walker

### 15 YEARS AGO

- No. 1: "Darlene" — T. Graham Brown

### 20 YEARS AGO

- No. 1: "Lady Down On Love" — Alabama

### 25 YEARS AGO

- No. 1: "Heartbreaker" — Dolly Parton

## Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
DIERKS BENTLEY What Was I Thinkin'? (Capitol)	4239
KENNY CHESNEY No Shoes, No Shirt, No... (BNA)	2472
BROOKS & DUNN Red Dirt Road (Arista)	2464
LONESTAR My Front Porch Looking In (BNA)	2297
TOBY KEITH Beer For My Horses (DreamWorks)	2249
BRAD PAISLEY Celebrity (Arista)	1737
SHANIA TWAIN Forever And For Always (Mercury/DJMG)	1731
JOE NICHOLS Brokenheartsville (Universal South)	1153
RASCAL FLATTS Love You Out Loud (Lyric Street)	1014
MARK WILLS Nineteen Somethin' (Mercury)	1003

## Please Send Your Photos

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

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

Email: [mdavis@radioandrecords.com](mailto:mdavis@radioandrecords.com)



EXCLUSIVE NATIONAL MUSIC RESEARCH ESTIMATES October 10, 2003

Callout America® song selection is based on the top 35 titles from the R&R Country chart for the airplay week of September 15-21.

ARTIST Title (Label)	LIKE A LOT	TOTAL POSITIVE	NEUTRAL	FAMILIARITY	DISLIKE	BURN
ALAN JACKSON AND JIMMY BUFFETT It's Five O'Clock Somewhere (Arista)	47.3%	80.0%	11.0%	99.5%	4.3%	4.3%
GARY ALLAN Tough Little Boys (MCA)	43.0%	71.3%	14.8%	97.5%	7.3%	4.3%
TOBY KEITH I Love This Bar (DreamWorks)	37.3%	77.3%	13.0%	98.0%	6.3%	1.5%
BUDDY JEWELL Help Pour Out The Rain (Lacey's Song) (Columbia)	35.3%	71.3%	17.0%	97.5%	5.8%	3.5%
MARTINA MCBRIDE This One's For The Girls (RCA)	34.8%	1.5%	14.3%	99.0%	6.5%	6.8%
CLAY WALKER A Few Questions (RCA)	34.0%	68.5%	23.3%	99.3%	5.3%	2.3%
TIM MCGRAW Real Good Man (Curb)	34.0%	64.8%	19.0%	96.8%	6.0%	7.0%
BILLY CURRINGTON Walk A Little Straighter (Mercury)	32.3%	71.0%	17.5%	98.0%	7.3%	2.3%
SHERRIE AUSTIN Streets Of Heaven (C4/BBR)	32.0%	65.3%	21.3	98.0%	8.5%	3.0%
DIERKS BENTLEY What Was I Thinkin'? (Capitol)	29.8%	75.5%	13.8%	98.3%	4.5%	4.5%
PATTY LOVELESS Lovin' All Night (Epic)	28.5%	64.8%	22.8%	95.5%	5.3%	2.8%
RUSHLOW I Can't Be Your Friend (Lyric Street)	27.8%	56.5%	22.8%	85.0%	5.0%	0.8%
DARRYL WORLEY Tennessee River Run (DreamWorks)	27.0%	56.3%	23.0	93.3%	9.0%	4.3%
RODNEY ATKINS Honesty (Write Me A List) (Curb)	26.8%	56.8%	23.8%	90.0%	6.8%	2.8%
PAT GREEN Wave On Wave (Republic/Universal South)	26.3%	63.0%	16.0%	91.0%	8.0%	4.0%
GEORGE STRAIT Cowboys Like Us (MCA)	26.3%	59.8%	26.0%	95.0%	7.8%	1.5%
JIMMY WAYNE I Love You This Much (DreamWorks)	26.0%	61.5%	20.3%	92.8%	7.5%	3.5%
JO DEE MESSINA I Wish (Curb)	25.8%	59.5%	24.0%	93.0%	5.5%	4.0%
MONTGOMERY GENTRY Hell Yeah (Columbia)	25.8%	63.5%	22.3	94.0%	6.3%	2.0%
LONESTAR Walking In Memphis (BNA)	25.8%	63.5%	19.8%	94.0%	6.0%	4.8%
MARK WILLS And The Crowd Goes Wild (Mercury)	25.5%	48.0%	19.3%	85.3%	15.3%	2.8%
TERRI CLARK I Wanna Do It All (Mercury)	25.3%	60.3%	20.8%	92.3%	8.0%	3.3%
DIAMOND RIO Wrinkles (Arista)	25.0%	62.5%	21.0%	90.3%	4.3%	2.5%
TRACY BYRD Drinkin' Bone (RCA)	25.0%	59.5%	22.3%	90.8%	8.0%	1.0%
RACHEL PROCTOR Days Like This (BNA)	23.8%	56.8%	27.5%	95.8%	6.0%	5.5%
SCOTTY EMERICK I Can't Take You Anywhere (DreamWorks)	23.5%	53.8%	26.0%	89.3%	6.8%	2.8%
KEITH URBAN Who Wouldn't Wanna Be Me (Capitol)	23.5%	62.8%	20.5	97.8%	9.0%	5.5%
CRAIG MORGAN Every Friday Afternoon (BBR)	23.3%	58.5%	20.0%	91.0%	10.0%	2.5%
BRAD PAISLEY Little Moments (Arista)	22.3%	46.3%	29.3	83.3%	7.5%	0.3%
JOSH TURNER Long Black Train (MCA)	22.0%	53.8%	29.0%	92.0%	8.3%	1.0%
RASCAL FLATTS I Melt (Lyric Street)	21.3%	57.8%	19.0%	94.3%	10.5%	6.3%
BLAKE SHELTON Playboys Of The Southwestern World (Warner Bros.)	20.8%	52.3%	29.0%	92.8%	6.5%	5.0%
CHRIS CAGLE Chicks Dig It (Capitol)	20.5%	54.8%	30.5%	93.8%	6.0%	2.5%
REBA MCENTIRE I'm Gonna Take That Mountain (MCA)	19.0%	53.0%	24.5%	89.5%	11.8%	0.3%
BROOKS & DUNN You Can't Take The Honky Tonk Out Of The Girl (Arista)	18.5%	51.3%	23.8%	82.5%	7.3%	0.3%

**CALLOUT AMERICA®  
HOT SCORES**

**P**assword of the Week: Ettinger.  
Question of the Week: If you could vote in the Country Music Awards, which of the following groups would you select as "Group Of The Year"?

**Total**  
Diamond Rio: 28%  
Alabama: 26%  
Lonestar: 23%  
Rascal Flatts: 16%  
Dixie Chicks: 7%

**P1**  
Diamond Rio: 30%  
Alabama: 26%  
Lonestar: 22%  
Rascal Flatts: 15%  
Dixie Chicks: 7%

**P2**  
Diamond Rio: 22%  
Alabama: 27%  
Lonestar: 25%  
Rascal Flatts: 20%  
Dixie Chicks: 6%

**Male**  
Diamond Rio: 31%  
Alabama: 24%  
Lonestar: 23%  
Rascal Flatts: 16%  
Dixie Chicks: 6%

**Female**  
Diamond Rio: 24%  
Alabama: 28%  
Lonestar: 23%  
Rascal Flatts: 17%  
Dixie Chicks: 8%

Total sample size is 400 persons weekly with a +/- 5% margin of error. Scoring is done each week using live interviewers conducting the interview with each respondent. Scores are: a) I Like It A Lot, In Fact It's One Of My Favorites b) I Like It c) It's Okay...Just So-So d) I Don't Like It e) I'm Tired Of Hearing It On The Radio f) I Don't Recognize It. To be included in the weekly callout songs must enter the top 40 positions on R&R's Country airplay chart. The sample is composed of 400 25-54-year-old persons who identify Country as their favorite music and who listen daily to competitive country radio in the sample markets. The sample is 50% male/female ... 1/3rd each in the 25-34, 35-44, and 45-54 demos. The sample is balanced by region, and markets within that region. Bullseye Callout is conducted in these regions and markets. Market selection is determined by Bullseye. NORTHEAST: Washington, DC., Harrisburg, PA., Providence, Rochester, NY, Springfield, MA, Hartford, Portland, ME, Portsmouth, NH. SOUTHEAST: Charlotte, Atlanta, Tampa, Nashville, Chattanooga, Mobile, AL, Charleston, SC, Jackson, MS. MIDWEST: Milwaukee, Cincinnati, Cleveland, Kansas City, Lansing, MI, Ft Wayne, IN, Rockford, IL, Indianapolis. SOUTHWEST: Dallas-Ft. Worth, Tucson, Albuquerque, Oklahoma City, Houston-Galveston, Phoenix, Lafayette, LA, San Antonio. WEST: Portland, OR, Salt Lake City, Fresno, Bakersfield, Spokane, WA, Riverside-San Bernardino, Boise, Denver, Monterey-Salinas. © 2003 R&R Inc. © 2003 Bullseye Marketing Research Inc..

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October 10, 2003

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

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL POINTS	WEEKS ON CHART	TOTAL PLAYS	WEEKS ON CHART	TOTAL AUD. (00)	WEEKS ON CHART	TOTAL ADDS
1	1	TIM MCGRAW Real Good Man (Curb)	5813	-32	4206	-66	122730	1775	20 110/0
3	2	GARY ALLAN Tough Little Boys (MCA)	5636	218	4170	+145	116748	7472	16 110/0
5	3	KEITH URBAN Who Wouldn't Wanna Be Me (Capitol)	5463	302	4038	+198	114460	9015	17 112/0
2	4	MARTINA MCBRIDE This One's For The Girls (RCA)	5409	51	4014	+51	112455	4779	17 111/0
9	5	RASCAL FLATTS I Melt (Lyric Street)	4954	244	3632	+214	104749	5333	15 111/0
8	6	TOBY KEITH I Love This Bar (DreamWorks)	4906	341	3632	+263	103804	8203	8 112/0
6	7	CLAY WALKER A Few Questions (RCA)	4457	-342	3227	-293	91752	-4681	23 106/0
10	8	PAT GREEN Wave On Wave (Republic/Universal South)	4287	211	3183	+152	88166	7270	19 110/0
11	9	GEORGE STRAIT Cowboys Like Us (MCA)	4094	297	3030	+231	84600	7296	10 112/0
4	10	BUDDY JEWELL Help Pour Out The Rain (Lacey's Song) (Columbia)	4009	-1383	2826	-1021	86121	-25895	20 96/0
12	11	CHRIS CAGLE Chicks Dig It (Capitol)	3854	176	2822	+102	80762	5431	16 112/1
13	12	BILLY CURRINGTON Walk A Little Straighter (Mercury)	3704	261	2823	+195	75819	8066	23 107/1
15	13	REBA MCENTIRE I'm Gonna Take That Mountain (MCA)	3317	191	2425	+139	69433	6664	7 111/0
14	14	PATTY LOVELESS Lovin' All Night (Epic)	3248	-165	2385	-148	66873	-215	17 103/0
16	15	MONTGOMERY GENTRY Hell Yeah (Columbia)	3180	198	2356	+161	66294	7729	12 105/1
18	16	LONESTAR Walking In Memphis (BNA)	2954	343	2228	+262	60495	8634	11 107/1
17	17	RUSHLOW I Can't Be Your Friend (Lyric Street)	2883	82	2150	+80	59386	3983	23 102/1
19	18	SHERRIE AUSTIN Streets Of Heaven (CA/BBI)	2555	262	1912	+177	53419	7678	16 101/5
22	19	BLAKE SHELTON Playboys Of The Southwestern World (Warner Bros.)	2257	120	1606	+86	47655	6608	15 98/0
21	20	DIAMOND RIO Wrinkles (Arista)	2229	244	1665	+171	45414	6192	13 103/7
20	21	TRACY BYRD Drinkin' Bone (RCA)	2202	179	1668	+177	43712	4432	10 101/5
24	22	RODNEY ATKINS Honesty (Write Me A List) (Curb)	2158	80	1602	+82	46303	4434	15 87/0
27	23	JO DEE MESSINA I Wish (Curb)	2043	106	1494	+92	44343	3560	12 88/0
25	24	BROOKS & DUNN You Can't Take The Honky Tonk... (Arista)	2025	407	1559	+298	41359	9697	5 99/17
29	25	BRAD PAISLEY Little Moments (Arista)	1618	388	1231	+273	33169	9353	6 78/3
32	26	JOSH TURNER Long Black Train (MCA)	1557	169	1090	+107	33532	4733	14 71/1
26	27	RACHEL PROCTOR Days Like This (BNA)	1525	-497	1073	-395	32640	-5988	18 75/0
30	28	JIMMY WAYNE I Love You This Much (DreamWorks)	1465	165	1097	+103	31286	6280	8 76/3
23	29	DARRYL WORLEY Tennessee River Run (DreamWorks)	1319	-690	897	-571	28774	-10531	16 57/0
28	30	MARK WILLS And The Crowd Goes Wild (Mercury)	1301	-307	987	-202	28266	-3596	10 67/0
31	31	TERRI CLARK I Wanna Do It All (Mercury)	1269	143	970	+110	27303	3592	7 70/2
33	32	SCOTTY EMERICK I Can't Take You Anywhere (DreamWorks)	1195	147	913	+95	24878	4604	13 62/3
36	33	TRACE ADKINS Hot Mama (Capitol)	1157	300	857	+206	24093	7049	5 73/7
37	34	CRAIG MORGAN Every Friday Afternoon (BBB)	1018	87	776	+48	21120	4138	10 69/2
34	35	JOE NICHOLS Cool To Be A Fool (Universal South)	960	172	786	+142	18696	4054	5 64/13
39	36	SARA EVANS Perfect (RCA)	823	169	631	+140	16957	4054	4 58/12
38	37	RANDY TRAVIS Pray For The Fish (Curb/Warner Bros.)	699	-84	526	-50	14907	-1141	11 43/1
42	38	RYAN TYLER Run, Run, Run (Arista)	684	-15	468	-8	15477	1835	7 44/0
40	39	HANK WILLIAMS, JR. I'm One Of You (Asylum/Curb)	659	31	506	+23	14534	2298	8 43/1
41	40	RICK TREVINO In My Dreams (Warner Bros.)	563	39	447	+18	10669	2748	13 39/1
Debut	41	SHANIA TWAIN She's Not Just A Pretty Face (Mercury)	544	365	476	+320	11083	7696	1 51/30
35	42	JENNIFER HANSON Half A Heart Tattoo (Capitol)	532	-374	432	-256	10536	-5581	11 47/0
47	43	BRIAN MCCOMAS You're In My Head (Lyric Street)	473	149	352	+85	10468	5498	3 39/8
45	44	WYNONNA Heaven Help Me (Asylum/Curb)	431	87	356	+75	9853	3741	2 40/4
44	45	VINCE GILL Young Man's Town (MCA)	422	151	327	+123	8900	3339	2 45/9
48	46	KELLIE COFFEY Texas Plates (BNA)	388	182	326	+139	7503	3374	2 41/13
50	47	AMY DALLEY I Think You're Beautiful (Curb)	381	6	247	+6	9370	1758	4 29/0
Debut	48	BLUE COUNTY Good Little Girls (Asylum/Curb)	361	169	266	+136	7510	3405	1 37/14
Debut	49	JAMES OTTO Days Of Our Lives (Mercury)	270	88	227	+78	5723	2553	1 29/6
49	50	SUSAN ASHTON She Is (Capitol)	226	-4	177	-1	4648	1090	4 20/1

112 Country reporters. Songs ranked by total plays for the airplay week of Sunday 9/28 - Saturday 10/4.  
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**Most Added\***

www.rindicator.com

ARTIST TITLE LABEL(S)	ADDS
SHANIA TWAIN She's Not Just A Pretty Face (Mercury)	30
BROOKS & DUNN You Can't Take The Honky Tonk... (Arista)	17
BLUE COUNTY Good Little Girls (Asylum/Curb)	14
JOE NICHOLS Cool To Be A Fool (Universal South)	13
KELLIE COFFEY Texas Plates (BNA)	13
SARA EVANS Perfect (RCA)	12
VINCE GILL Young Man's Town (MCA)	9
KENNY ROGERS Handprints On The Wall (Dreamcatcher)	9
KEVIN DENNEY A Year At A Time (Lyric Street)	9
BRIAN MCCOMAS You're In My Head (Lyric Street)	8

**Most Increased Points**

ARTIST TITLE LABEL(S)	TOTAL POINT INCREASE
BROOKS & DUNN You Can't Take The Honky Tonk... (Arista)	+407
BRAD PAISLEY Little Moments (Arista)	+388
SHANIA TWAIN She's Not Just A Pretty Face (Mercury)	+365
LONESTAR Walking In Memphis (BNA)	+343
TOBY KEITH I Love This Bar (DreamWorks)	+341
KEITH URBAN Who Wouldn't Wanna Be Me (Capitol)	+302
TRACE ADKINS Hot Mama (Capitol)	+300
TRAVIS TRITT It's A Great Day To Be Alive (Columbia)	+298
GEORGE STRAIT Cowboys Like Us (MCA)	+297
FAITH HILL The Way You Love Me (Warner Bros.)	+292

**Most Increased Plays**

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
SHANIA TWAIN She's Not Just A Pretty Face (Mercury)	+311
BROOKS & DUNN You Can't Take The Honky Tonk... (Arista)	+298
BRAD PAISLEY Little Moments (Arista)	+273
TOBY KEITH I Love This Bar (DreamWorks)	+263
LONESTAR Walking In Memphis (BNA)	+262
GEORGE STRAIT Cowboys Like Us (MCA)	+231
RASCAL FLATTS I Melt (Lyric Street)	+214
TRACE ADKINS Hot Mama (Capitol)	+206
KEITH URBAN Who Wouldn't Wanna Be Me (Capitol)	+198
BILLY CURRINGTON Walk A Little Straighter (Mercury)	+195

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# R&R COUNTRY TOP 50

October 10, 2003



LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL POINTS	WEEKS ON CHART	TOTAL PLAYS	TOTAL AUD. (00)	WEEKS ON CHART	TOTAL ADDS
1	1	TIM MCGRAW Real Good Man (Curb)	13775	-609	4578	-126	394181	-27064
5	2	GARY ALLAN Tough Little Boys (MCA)	13747	1204	4469	+354	394024	44788
3	3	A. JACKSON AND J. BUFFETT It's Five O'Clock Somewhere (Arista)	12924	-358	4087	-158	384034	-7950
6	4	MARTINA MCBRIDE This One's For The Girls (RCA)	12231	423	3970	+124	346448	11785
7	5	KEITH URBAN Who Wouldn't Wanna Be Me (Capitol)	12025	694	3813	+190	339187	22635
4	6	BUDDY JEWELL Help Pour Out The Rain (Lacey's Song) (Columbia)	11670	-1128	3851	-438	331995	-35571
9	7	TOBY KEITH I Love This Bar (DreamWorks)	11655	1097	3660	+394	343028	40550
8	8	RASCAL FLATTS I Melt (Lyric Street)	10979	453	3668	+216	320280	15929
11	9	PAT GREEN Wave On Wave (Republic/Universal South)	8992	288	2878	+192	249789	7589
10	10	CLAY WALKER A Few Questions (RCA)	8795	-730	2966	-230	245906	-19620
13	11	BILLY CURRINGTON Walk A Little Straighter (Mercury)	8346	776	2827	+228	234952	28562
12	12	GEORGE STRAIT Cowboys Like Us (MCA)	8253	667	2573	+190	231785	23092
14	13	CHRIS CAGLE Chicks Dig It (Capitol)	7135	610	2389	+192	181368	19156
16	14	MONTGOMERY GENTRY Hell Yeah (Columbia)	6764	444	2215	+150	176624	19518
15	15	PATTY LOVELESS Lovin' All Night (Epic)	6258	-388	2161	-78	160742	-8691
17	16	REBA MCENTIRE I'm Gonna Take That Mountain (MCA)	6143	145	2005	+46	167852	6377
18	17	RUSHLOW I Can't Be Your Friend (Lyric Street)	5776	258	1959	+104	144332	6754
19	18	LONESTAR Walking In Memphis (BNA)	5702	779	1785	+228	155608	21954
20	19	RODNEY ATKINS Honesty (Write Me A List) (Curb)	4852	254	1570	+87	127461	13153
22	20	SHERRIE AUSTIN Streets Of Heaven (C4/BBR)	4690	333	1619	+120	118208	7066
23	21	TRACY BYRD Drinkin' Bone (RCA)	4527	503	1317	+186	114334	15305
26	22	BROOKS & DUNN You Can't Take The Honky Tonk... (Arista)	4056	868	1303	+274	120638	27678
24	23	JO DEE MESSINA I Wish (Curb)	3755	348	1192	+79	94823	9518
25	24	BLAKE SHELTON Playboys Of The Southwestern World (Warner Bros.)	3741	423	1253	+141	89306	10758
21	25	RACHEL PROCTOR Days Like This (BNA)	3241	-1240	1150	-378	62948	-35112
30	26	SCOTTY EMERICK I Can't Take You Anywhere (DreamWorks)	3131	484	916	+146	78431	12999
27	27	DIAMOND RIO Wrinkles (Arista)	3124	265	1090	+97	80735	10225
33	28	TERRI CLARK I Wanna Do It All (Mercury)	2677	495	845	+173	66669	11419
29	29	MARK WILLIS And The Crowd Goes Wild (Mercury)	2627	70	963	+13	66857	1526
31	30	JOSH TURNER Long Black Train (MCA)	2473	285	855	+108	58712	6583
32	31	JIMMY WAYNE I Love You This Much (DreamWorks)	2297	194	802	+73	54780	2506
34	32	CRAIG MORGAN Every Friday Afternoon (BBR)	2167	305	722	+107	50430	4847
28	33	DARRYL WORLEY Tennessee River Run (DreamWorks)	2098	-673	764	-226	53681	-15349
35	34	BRAD PAISLEY Little Moments (Arista)	2051	292	705	+87	52681	7266
36	35	SARA EVANS Perfect (RCA)	1950	353	517	+119	51277	4447
42	36	JOE NICHOLS Cool To Be A Fool (Universal South)	1524	436	346	+127	43612	16342
38	37	RICK TREVINO In My Dreams (Warner Bros.)	1516	105	425	+49	32116	77
41	38	TRACE ADKINS Hot Mama (Capitol)	1384	364	492	+125	33634	7646
37	39	RYAN TYLER Run, Run, Run (Arista)	1376	135	397	+42	28647	3846
40	40	HANK WILLIAMS, JR. I'm One Of You (Asylum/Curb)	1078	2	404	-22	22874	1497
48	41	KELLIE COFFEY Texas Plates (BNA)	1028	433	316	+130	23604	5596
43	42	WYNONNA Heaven Help Me (Asylum/Curb)	992	124	318	+48	19311	3450
39	43	JENNIFER HANSON Half A Heart Tattoo (Capitol)	985	-329	331	-115	21667	-10396
Debut	44	SHANIA TWAIN She's Not Just A Pretty Face (Mercury)	978	583	317	+152	28550	15925
44	45	AMY DALLEY I Think You're Beautiful (Curb)	841	105	318	+43	17280	3748
47	46	WARREN BROTHERS Sell A Lot Of Beer (BNA)	785	52	226	+13	17749	426
49	47	JAMES OTTO Days Of Our Lives (Mercury)	697	169	272	+52	14871	4209
Debut	48	CLEDUS T. JUDD Martie, Emily & Natalie (Audium)	618	618	182	+170	22549	20873
46	49	RANDY TRAVIS Pray For The Fish (Curb/Warner Bros.)	586	8	218	-6	14936	-883
50	50	BILLY DEAN I'm In Love With You (View2)	566	21	192	-7	12048	1210

## Most Added\*

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ARTIST TITLE LABEL(S)	ADDS
SHANIA TWAIN She's Not Just A Pretty Face (Mercury)	40
KEVIN DENNEY A Year At A Time (Lyric Street)	21
BROOKS & DUNN You Can't Take The Honky Tonk... (Arista)	18
BLUE COUNTY Good Little Girls (Asylum/Curb)	14
TRACY BYRD Drinkin' Bone (RCA)	10
DIAMOND RIO Wrinkles (Arista)	9
TERRI CLARK I Wanna Do It All (Mercury)	9
JOE NICHOLS Cool To Be A Fool (Universal South)	8
KELLIE COFFEY Texas Plates (BNA)	8

## Most Increased Points

ARTIST TITLE LABEL(S)	TOTAL POINT INCREASE
GARY ALLAN Tough Little Boys (MCA)	+1204
TOBY KEITH I Love This Bar (DreamWorks)	+1097
BROOKS & DUNN You Can't Take The Honky Tonk... (Arista)	+864
LONESTAR Walking In Memphis (BNA)	+779
BILLY CURRINGTON Walk A Little Straighter (Mercury)	+776
KEITH URBAN Who Wouldn't Wanna Be Me (Capitol)	+694
GEORGE STRAIT Cowboys Like Us (MCA)	+667
CHRIS CAGLE Chicks Dig It (Capitol)	+610
CLEDUS T. JUDD Martie, Emily & Natalie (Audium)	+610
SHANIA TWAIN She's Not Just A Pretty Face (Mercury)	+541

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
TOBY KEITH I Love This Bar (DreamWorks)	+394
GARY ALLAN Tough Little Boys (MCA)	+354
BROOKS & DUNN You Can't Take The Honky Tonk... (Arista)	+274
BILLY CURRINGTON Walk A Little Straighter (Mercury)	+228
LONESTAR Walking In Memphis (BNA)	+223
RASCAL FLATTS I Melt (Lyric Street)	+216
PAT GREEN Wave On Wave (Republic/Universal South)	+192
CHRIS CAGLE Chicks Dig It (Capitol)	+192
KEITH URBAN Who Wouldn't Wanna Be Me (Capitol)	+190
GEORGE STRAIT Cowboys Like Us (MCA)	+190

## Breakers

No Songs qualify for Breaker Status this week.

Songs ranked by total plays

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

115 Country reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total points for the airplay week of 9/28-10/4. 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 (© 2003, The Arbitron Company). © 2003, R&R, Inc.

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# Full Circle

Capitol presents historic recording series in one package

One of the beautiful things about music is its propensity to defy expectations. Case in point: *Will the Circle Be Unbroken*, the 1972 convergence of The Nitty Gritty Dirt Band and venerable country performers ranging from Mother Maybelle Carter to Roy Acuff. The improbable combination of longhaired Southern Californians and country legends was an unqualified triumph that eventually spawned two more *Circle* recordings.

Last week Capitol Nashville released *Will the Circle Be Unbroken: The Trilogy*, a six-disc set featuring the music from all three *Circle* albums, as well as a bonus DVD of the PBS concert special *Farther Along*. The collection is a tribute to the unbridled power of music and is an expansive historical document. But the first album's platinum-certified success and broader cultural impact were completely unforeseen.



Fletcher Foster

## The Beginning

"The significance to me was being given the opportunity to play with our heroes," says the Dirt Band's Jeff Hanna. "Once the paint was dry and you could step away and look at it, it became obvious that it meant more than a bunch of young hippies from Southern California playing music with the founders of country music.

"It was a big rush of adrenaline even meeting Mother Maybelle Carter, but getting a chance to sing and play music with her was terrific. And that goes for everyone else on the project — Doc Watson, Earl Scruggs, Merle Travis, Roy Acuff. As far as the record itself becoming an icon, I don't think any of us understood the significance until years later."

"I'm blessed with the arrogance to think I'm making a historical contribution every time I record," laughs the Dirt Band's John McEuen. "I felt that way when I was 18 and recording a one-track tape interview with somebody about the rain. 'We're here at the corner where the street's flooding, talking to the neighbor.' No, we didn't think it would have the impact it did."

McEuen's brother, William, who produced the first record, saw the big

picture. "He realized the importance of not only putting one generation with another, but also of putting the icons of that older generation together in a studio," McEuen says. "To have Mother Maybelle and Roy Acuff together was history. We felt that at the time, but they didn't, I don't think. It was just what they do."

McEuen further illustrates the extent to which these seminal artists underestimated their contribution. "Marty Stuart and I went over to Maybelle's house when that first *Circle* album went gold," he recalls. "She said, 'Well, I never thought people would like those old songs that much.' She was blown away. That was her first gold record. Not that she hadn't earned some previously, but nobody kept track."

## Reluctant Revisiting

Originally released on United Artists Records, the first *Circle* album surprised the label. "When my brother and I went to the company to con-



vince Mike Stewart to put up the money, his comment was, 'I don't know if I'm going to sell any of these, but you guys are so passionate about it, I'll do it,'" McEuen says. "The money he put up, \$22,000, wouldn't pay for the food budget on some albums."

"Mike told me years later that he had three platinum albums in his office. He certainly had a pile of them, but he only chose to put three up. One was a John Lennon album, one was Tina Turner, whose career he turned around, and the other was the *Circle* album."

Despite that success, 17 years passed before the second project was recorded. Hanna resisted. "I looked at the first record as being a free-standing project," he says. "I felt like we were messing with something sacred. But I came around to the understanding that the evolution of country music is a living, breathing thing."

A nudge from June Carter Cash helped. "We had a conversation with June and Johnny while we were on a European tour with them in 1988," Hanna recalls. "June said, 'Would you boys ever consider doing another Cir-



**CIRCLE TWO** Gathered during the recording of the second album are (l-r) Jimmy Ibbotson, Earl Scruggs, Jeff Hanna, Bob Carpenter, Johnny Cash and Roy Acuff.

cle record?' We were like, whoa.

"She said, 'If you did, Johnny and I would really be proud to take part.' That made us realize that it was a valid idea to do more than one. Once we got started it was so much fun. It was like, 'Well, I guess we're going to be doing more of these.'"

The third *Circle* effort was released in 2002. "It fell together in very similar fashion," Hanna says. "It was making some calls and going through some lists. It was a little more difficult as years went by, because of people's schedules. We were dealing with record companies, different managers, lawyers.

"There was a simple, more innocent approach on the first record, because the business was a little more innocent. But, generally speaking, people love to get together and play music they love. That's the common thread."

## Closed Circle

The idea to combine the three albums was an outgrowth of marketing the third project, but it came with a few hurdles. "Putting together a concept album is difficult for any major label to understand," McEuen says.

"The idea of putting three of them together is a concept in and of itself. 'Let's make it twice as hard and three times as expensive.' And volume two is from a different record company. But the set is a better deal and includes the DVD of the *Farther Along* special."

That PBS concert special, taped in January of this year, started Capitol's Fletcher Foster thinking about uniting the three albums. "When it aired we were looking at value-added products, whether that was posters or volumes one and two," says Foster.

"So we licensed the second record from Universal and bundled them as something PBS could give to contributors. Then we realized that this is a pretty amazing project when you put all three together and that we should really do it up right."

"Luckily, Chet Flippo, who'd chronicled the first *Circle* sessions for *Rolling Stone*, was able to do the liner notes. That really meant something. And then it was a matter of finding a unique way of packaging them together. We decided on a brick. Boxed sets aren't being carried in a lot of retail outlets these days."

Five CDs and a DVD, with extensive liner notes, fit neatly in a stacked configuration, adding unique style

**"Generally speaking, people love to get together and play music they love. That's the common thread."**

Jeff Hanna

and function to the set. "One of the good things is that this is going to come out in the fourth quarter and the price is under \$40," Foster says. "It's really a reasonable price for somebody who loves music, and it's an amazing Christmas gift."

## Circle Four?

Hanna and McEuen are noncommittal on whether this trilogy marks the end of the *Circle* saga. "There is a certain air of completeness," Hanna says. "The third project does that for me. Musically, the first was very true to our roots. On the second album we got a little more into singer-songwriter



**CIRCLE THREE** Randy Scruggs and Willie Nelson record during sessions for the third album.

land, which was very appealing, too, in its own way. With the third record we came back around to the more traditional stuff. It was kind of a homecoming for us, musically."

"Never say never," McEuen adds. "But I, personally, think it should sit for a while. We've captured a 30-year span of artists and musicians and made a key to the history of American music. I don't include The Nitty Gritty Dirt Band in that necessarily, although we may be a vehicle. It's a nice car, but the passengers are much more important."

**"To have Mother Maybelle and Roy Acuff together was history. We felt that at the time, but they didn't, I don't think. It was just what they do."**

John McEuen



**DIRT BAND** The Nitty Gritty Dirt Band: Jeff Hanna, John McEuen, Jimmy Ibbotson, Bob Carpenter, Jimmie Fadden.



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# Two Up Trends In A Row

**Katz study shows Country audience composition, TSL and share trends**

For the second consecutive major Arbitron ratings period, we're able to bring you the news that Country has shown a year-to-year increase. As the Katz Media Group says of the spring-to-spring increase in its report on the spring '03 national format averages, "This, combined with the trend seen last fall, seems to indicate a change in fortunes for the Country format."

From their report to God's ear, eh? I thought we could all use a little good news.

The spring-to-spring uptick came amid fears that the war with Iraq would derail the upward ratings track for many music-oriented adult formats, including Country. While News/Talk's year-to-year shares did increase from 5.8-6.4, its time spent listening showed a minimal 8:16-8:22 blip. That suggests that N/T did get a come bump as people sought to stay

informed, but those people didn't camp out on the N/T stations as they might have previously.

Conversely, Country's 13.1-13.3 spring-to-spring share increase, combined with slightly declining TSL of 8:20-8:14 for FM Country and a 9:15-8:34 drop at AM Country, suggests that more people are tuning the format than did so a year ago. Again, combined with similar results from the fall, there's a good chance that Country is starting to gain a little traction out there.

## Country Overview

Another reason to suspect that Country cume is growing at a decent rate is the fact that eight of 10 TSL age/sex cells showed decreases. The only cells showing increases from last year were men 25-54 (8:45-8:47) and men 25-34 (7:38-7:47). As you can see in the accompanying box ("Weekly Time Spent Listening"), every other cell showed declining TSL from the spring 2002 Arbitron.

The most disturbing dropoff, although not the biggest, came among women 25-54, where TSL levels dumped 48 minutes, from 8:40 to 7:52. (The steepest decline was among men 55-64, which saw a 51-minute decrease of 10:20-9:29.)

The TSL among women 25-54 is at its lowest point since Katz began these studies in spring 1986. Listening in that cell was off 3:14 since its high in spring 1989. And, despite its ever-so-slight increase from last spring, TSL among men 25-54 was only two minutes above its 17-year low. In fact, as you can see in the TSL box, almost every cell was at or near its 17-year low.

Yet the format's total shares were up from spring 2002 to spring 2003. That could only come from cume growth, which will also, hopefully, act as a springboard for future AQH increases. That, of course, will ultimately be tied to the quality of the product — both radio and music.

It's also interesting to note the audience composition figures, which saw some growth — albeit slight — among the younger demos, while the 45-54, 55-64 and 65+ cells showed slight decreases. The spring '02 audience comp numbers, when graphed, showed the typical demo bell curve usually delivered by Country.

More good news on the young end: This was the third straight spring that 12-17s increased and the second consecutive spring that 18-24s increased.

## Multiformat Overview

As you compare shares and TSL from prior years, it's important to remember that we must all look at Country shares relative to the shares of all formats. The compression of shares produced by consolidation and by the geometric increase in competition for consumers' attention from outside sources has resulted in smaller shares for almost all radio formats. Some examples: AC's spring '03

## National Format Averages

These are the average format shares for the top 20 formats in the spring 2003 Arbitron, MSA 12+ Total Week (spring '02 averages shown in parentheses). Average '03 TSL is also shown for each format (spring '03 TSL in parentheses). Of all formats, Easy Listening leads TSL with 11:50.

Country	Avg. Share '03 ('02)	Avg. TSL '03 ('02)
Country	13.3 (13.1)	FM 8:14 (8:20) AM 8:34 (9:15)
Urban	9.8 (9.7)	7:49 (7:59)
CHR	8.1 (8.8)	5:18 (5:38)
Hispanic	7.8 (7.4)	FM 8:34 (9:00) AM 9:33 (9:56)
AC	6.9 (6.8)	7:25 (7:41)
Urban AC	6.5 (6.5)	9:19 (9:17)
News/Talk	6.4 (5.8)	8:22 (8:16)
Soft Rock	6.1 (6.4)	7:22 (7:35)
Rock	6.0 (6.5)	6:55 (7:19)
Classic Rock	5.9 (6.4)	6:44 (7:00)
Soft AC	5.7 (5.7)	7:53 (8:20)
Hot AC	5.7 (5.8)	5:45 (5:51)
Full Service	5.6 (5.1)	7:56 (8:15)
CHR/Rhythmic	5.3 (5.2)	6:10 (6:14)
Oldies	5.3 (5.3)	7:08 (7:18)
Easy Listening	4.9 (4.4)	11:50 (9:07)
Classic Hits	4.9 (4.3)	6:40 (7:52)
Alt/Modern Rock	4.2 (4.8)	5:51 (6:11)
Modern AC	3.8 (4.5)	5:19 (5:15)
Rhythmic AC	3.6 (5.0)	6:31 (5:55)

Country	Average Market	Format Shares
Sp '03	13.3	
Sp '02	13.1	
Sp '01	13.5	
Sp '00	14.1	
Sp '99	14.2	
Sp '98	16.1	
Sp '97	17.5	
Sp '96	15.5	
Sp '95	15.4	
Sp '94	16.6	
Sp '93	16.9	
Sp '92	17.3	
Sp '91	14.5	
Sp '90	13.4	
Sp '89	11.9	
Sp '88	11.5	
Sp '87	12.3	
Sp '86	13.2	

## Weekly Time Spent Listening

Sweep	25-54		25-34		35-44		45-54		45-64	
	Men	Women	Men	Women	Men	Women	Men	Women	Men	Women
Sp '03	8:47	7:52	7:47	6:42	9:12	8:08	9:13	8:48	9:29	9:22
Sp '02	8:45	8:40	7:38	6:46	9:40	8:18	9:23	9:06	10:20	9:28
Sp '01	9:12	8:18	7:55	7:12	9:49	8:37	9:35	9:00	10:30	9:52
Sp '00	9:27	8:36	8:15	7:05	9:21	8:20	9:42	9:12	9:28	9:55
Sp '99	9:29	8:48	8:05	7:45	9:06	9:02	10:08	9:00	9:07	9:16
Sp '98	9:38	8:48	8:41	8:04	10:03	8:31	9:34	8:55	8:58	9:29
Sp '97	9:58	9:19	9:12	8:31	10:18	9:15	10:14	10:09	10:31	9:47
Sp '95	10:16	9:13	9:22	8:37	10:27	9:11	10:21	9:30	9:51	9:48
Sp '93	10:52	10:09	10:11	9:43	10:39	9:55	10:45	10:39	9:35	9:52
Sp '91	11:12	10:37	10:14	9:50	11:29	9:59	11:26	11:19	11:18	10:20
Sp '89	11:45	11:06	10:39	9:58	11:36	10:54	12:13	12:04	11:17	10:57
Sp '87	10:58	11:04	10:50	9:57	10:36	10:44	10:56	11:37	9:53	9:54

Weekly time spent listening figures show, in hours and minutes, the amount of time (on a national average) a person spends with Country stations.

## FM Audience Composition

Sweep	12-17	18-24	25-34	35-44	45-54	55-64	65+
Sp '03	4.9	9.5	16.1	21.8	19.5	15.0	12.9
Sp '02	4.3	9.4	15.9	21.8	20.0	15.4	13.3
Sp '01	4.0	9.0	16.9	23.1	19.7	14.7	12.5
Sp '00	3.4	9.7	18.0	21.0	19.1	14.8	12.6
Sp '99	3.9	9.7	18.8	21.4	18.7	13.6	11.7
Sp '98	4.6	11.0	19.1	21.2	18.1	13.7	11.3
Sp '97	5.3	11.8	20.6	20.9	18.1	12.7	10.6
Sp '95	5.7	13.6	21.0	20.4	17.2	11.4	10.7
Sp '93	4.9	12.4	22.6	21.0	16.9	11.3	11.0
Sp '91	2.7	10.9	21.6	20.2	20.0	13.1	11.4
Sp '89	2.3	10.4	21.4	20.7	20.8	13.7	10.7
Sp '87	2.6	12.4	21.3	22.1	19.1	12.0	10.5
Sp '86	2.9	11.6	22.0	22.7	18.6	12.0	10.2

Audience composition figures show what percentage (on a national average) of a Country station's listenership falls within particular cells.

showing of 6.9 was just 0.1 above its lowest figure since KMG began compiling these stats in 1986. Its 6.8-6.9 move was its first uptick since 1998, but KMG points out, "AC shares have stabilized since last spring's low, but levels remain below where AC shares have been in the past." For comparison's sake, AC had a 19.7 in 1985, a 12.3 in 1990 and a 9.7 in 1993. To be sure, increased fragmentation — Modern AC, Hot AC, Rhythmic AC and Soft AC — has contributed to AC's share erosion over the years.

AC's TSL also showed decreases — and large drops among women. Almost every cell was at its low point for TSL, and four cells hit historic lows. Like Country, listening among wom-

en was off across the board. Women 25-54 was down :12 spring to spring, women 18-24 was off :36, women 25-34 was down :31, women 35-44 decreased by :1, and women 45-54 dropped by :36. The combined falloff in AC and Country listening by females begs the question, "Where have all the women gone?"

The answer seems to be "nowhere." Looking at women's numbers at the most popular formats, CHR was down dramatically; Rock, Classic Rock, Full Service, Hot AC and Smooth Jazz were down; News/Talk, Modern AC, Oldies, '80s and Soft AC were flat; and FM Talk and Soft Rock

Continued on Page 48

## 25-54 Recycling

From/To	% Sp '03 (Sp '02)
6-10am/10am-3pm	61.8 (61.6)
6-10am/3-7pm	69.6 (70.0)
6-10am/7pm-midnight	29.0 (28.5)
10am-3pm/6-10am	65.3 (66.7)
10am-3pm/3-7pm	70.9 (70.9)
10am-3pm/7pm-midnight	30.1 (29.6)
3-7pm/6-10am	63.8 (65.2)
3-7pm/10am-3pm	61.4 (60.9)
3-7pm/7pm-midnight	33.6 (33.1)
7pm-midnight/6-10am	60.3 (60.7)
7pm-midnight/10am-3pm	59.1 (58.2)
7pm-midnight/3-7pm	76.2 (75.7)

## Median Age of FM Country Listeners

Sp '03	43
Sp '02	43
Sp '01	43
Sp '00	43
Sp '99	42
Sp '98	41
Sp '97	40
Sp '95	39
Sp '93	39
Sp '91	42
Sp '89	42
Sp '87	41



# R&R URBAN AC TOP 30

October 10, 2003

Powered By



LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
3	1	LUTHER VANDROSS Dance With My Father (J)	1007	+16	119814	23	41/0
1	2	TAMIA Officially Missing You (Elektra/EEG)	987	-72	90912	22	34/0
2	3	KEM Love Calls (Motown/Universal)	973	-61	112141	37	31/0
4	4	HEATHER HEADLEY I Wish I Wasn't (RCA)	916	-45	101343	30	36/0
7	5	GERALD LEVERT U Got That Love (Elektra/EEG)	840	+108	90483	7	38/0
5	6	R. KELLY Step In The Name Of Love (Jive)	817	-38	94128	23	16/0
6	7	JAVIER Crazy (Capitol)	788	-26	72911	21	33/0
11	8	SMOKIE NORFUL I Need You Now (EMI Gospel)	728	+171	77197	27	34/1
9	9	DWELE Find A Way (Virgin)	686	+54	68241	14	39/3
8	10	JAHEIM Put That Woman First (Divine Mill/Warner Bros.)	563	-80	66941	31	29/0
10	11	RUBEN STUDDARD Superstar (J)	546	-77	53794	18	32/0
12	12	RHIAN BENSON Say How I Feel (DKG)	529	+68	40976	13	35/2
13	13	KINDRED Far Away (Epic)	459	+11	56859	31	26/0
16	14	FLOETRY Getting Late (DreamWorks)	428	+28	37383	9	27/0
18	15	ANTHONY HAMILTON Comin' From Where I'm From (So So Def/Arista)	411	+26	30042	8	31/3
19	16	ISLEY BROTHERS f/IRON ISLEY Busted (DreamWorks)	404	+19	39717	11	19/0
24	17	ARETHA FRANKLIN Wonderful (Arista)	400	+151	47574	2	31/3
17	18	CALVIN RICHARDSON Keep On Pushin' (Hollywood)	382	-4	28716	13	25/1
14	19	FLOETRY Say Yes (DreamWorks)	377	-39	33448	36	33/0
20	20	JAHEIM Backlight (Divine Mill/Warner Bros.)	345	+9	25371	6	26/1
21	21	VIVIAN GREEN What Is Love? (Columbia)	334	+46	31014	7	19/1
15	22	ARETHA FRANKLIN Only Thing Missing Is You (Arista)	305	-102	28621	17	30/0
23	23	WILL DOWNING A Million Ways (GRP/VMG)	256	+5	22563	3	23/1
Debut	24	AVANT Read Your Mind (Geffen)	240	+130	32751	1	25/4
Debut	25	JOE More & More (Jive)	231	+114	23022	1	27/6
26	26	MANHATTANS Turn Out The Stars (Love-Lee)	218	+11	14040	5	13/1
22	27	MONICA So Gone (J)	215	-45	35658	17	3/0
29	28	IMPROMP 2 Mocha Soul (Big3)	163	+16	7144	4	14/0
27	29	BEYONCE f/JAY-Z Crazy In Love (Columbia)	162	-10	33714	11	2/0
28	30	ANN NESBY Make Me Better (UTR Music Group)	156	-12	7301	12	12/0

44 Urban AC reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 9/28-10/4. 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 (© 2003, The Arbitron Company). © 2003, R&R, Inc.

## New & Active

**EARTH, WIND & FIRE** Hold Me (Kalimba)  
Total Plays: 135, Total Stations: 19, Adds: 1  
**ASHANTI** Rain On Me (Murder Inc./DJJMG)  
Total Plays: 125, Total Stations: 10, Adds: 8  
**STEPHANIE MILLS** Can't Let Him Go (J&M)  
Total Plays: 108, Total Stations: 10, Adds: 1  
**LJ Fortunately** (Cool Joel)  
Total Plays: 106, Total Stations: 9, Adds: 0  
**J. SOMMERS f/R. PATTERSON** What Am I Gonna Do (Gemini/Higher Octave)  
Total Plays: 105, Total Stations: 14, Adds: 0

**GOAPELE** Even Closer (Skyblaz)  
Total Plays: 89, Total Stations: 6, Adds: 0  
**JEFF MAJORS** Heard My Cry (Music Dnel)  
Total Plays: 80, Total Stations: 7, Adds: 0  
**KALVIN BISHOP** Tell Me It's Alright (Mokah)  
Total Plays: 72, Total Stations: 4, Adds: 0  
**SILK** Silktime (Liquid B)  
Total Plays: 63, Total Stations: 10, Adds: 1  
**TONY RICH PROJECT** Red Wine (Compendia)  
Total Plays: 47, Total Stations: 6, Adds: 3

Songs ranked by total plays

## Most Added\*

www.rroads.com

ARTIST TITLE LABEL(S)	ADDS
ERYKAH BADU Back In The Day (Motown)	17
FREDDIE JACKSON Natural Thang (Martland)	12
ASHANTI Rain On Me (Murder Inc./DJJMG)	8
DONNIE Do You Know (Universal)	8
JOE More & More (Jive)	6
AVANT Read Your Mind (Geffen)	4

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
SMOKIE NORFUL I Need You Now (EMI Gospel)	+171
ARETHA FRANKLIN Wonderful (Arista)	+151
AVANT Read Your Mind (Geffen)	+130
JOE More & More (Jive)	+114
GERALD LEVERT U Got That Love (Elektra/EEG)	+108
RHIAN BENSON Say How I Feel (DKG)	+68
STEPHANIE MILLS Can't Let Him Go (J&M)	+59
DWELE Find A Way (Virgin)	+54
VIVIAN GREEN What Is Love? (Columbia)	+46
PHARRELL f/JAY-Z Frontin' (Star Trak/Arista)	+40

## Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
R. KELLY I'll Never Leave (Jive)	376
BRIAN MCKNIGHT Shoulda, Woulda, Coulda (Motown/Universal)	332
TYRESE How You Gonna Act Like That (J)	315
SYLEENA JOHNSON Guess What (Jive)	267
RON ISLEY f/R. KELLY What Would You Do? (DreamWorks)	240
LUTHER VANDROSS Take You Out (J)	236
VIVIAN GREEN Emotional Rollercoaster (Columbia)	220
JAHEIM Fabulous (Divine Mill/Warner Bros.)	216
MUSIQ Don'tchange (Def Soul/DJMG)	202
GERALD LEVERT Funny (Elektra/EEG)	197

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

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

**th**  
**JUMP off**



**DJ Bee**  
Night jock/mixer, WOWI/Norfolk

A Tribe Called Quest's "I.C.U." (Jive): I'm so glad they're back together. When you hear this record you get that feeling — that ATCQ feeling, you know? • Musiq's "Forthenight" (Def Soul/IDJMG): Our positioning statement at WOWI/Norfolk is "Representing hip-hop and R&B," and we truly do with this record. It's a great uptempo R&B record. Musiq and *music* are back. • Cassidy featuring R. Kelly's "Hotel" (J): A good look and sound for Philly again. Cassidy, with his punch lines, and the "Pied Piper" make this record a radio and club banger. All my DJs should have this in their crates next to the R. Kelly section, which has been in there for years. • **Kayne West's** "Through the Wire" (Roc-A-Fella/IDJMG): This is that 1am record you play in the club, even with the tempo at only two BPM. It's the hottest song in the streets right now, and he's not even talking about gunning.

**Barbara McDowall**  
Asst. MD, WPWX  
(Power 92)/Chicago



For the fall book, WPWX (Power 92)/Chicago is running the \$500,000 Power 92 Birthday Game. Every day through the end of the fall ratings period listeners have a chance to win \$500,000 cash. Four times each day they have to listen to be the ninth caller, who automatically wins \$250. Then the Power 92 computer spits out a birthday, and if the caller's birthday matches, they win the \$500,000. It's a great way to get people involved, because everyone has a birthday — they don't have to get a key or card or anything like that. It's simple: Just be the right caller and match your birthday! • Chicago is a big town for live shows. Here at Power 92, we try to bring

some of the hottest acts to town, but we try to do them in more intimate, exclusive settings. We have a show with Youngblood coming up, and on Oct. 20 we are hosting an exclusive record-release party for Ludacris. He'll be on hand to perform, along with Shawna, who is featured on his current single and is a Chicago native. You can only win tickets on Power 92. • Over the summer we hosted the city's annual Bud Billiken Festival. It's the largest parade in the country, after Macy's Thanksgiving Day parade. More than a million people were on hand to see more than 100 high school marching bands from around the country. It's really like one big school-spirit event. Invited by Power 92 to take part in the day's events were B2K, 112, Lil Mo, Wayne Wonder and Avant.

**STUDIO STATS**

**ARTIST:** Montell Jordan  
**LABEL:** Koch  
**CURRENT PROJECT:** *Life After Def*  
**IN STORES:** Oct. 21  
**CURRENT SINGLE:** "Supastar"



Jordan's sixth album, released on his own label and distributed by Koch, is a combination of hip-hop, R&B and even an inspirational cut or two. The album's title, *Life After Def*, is clearly a statement that the multiplatinum-selling artist has moved on from his former label, Def Soul, but without any hard feelings, he says. Jordan left the Def Soul/Def Jam label, where he had released four U.S. albums and his last, *Montell Jordan*, internationally.

Jordan's new label (The Enterprise/tbc Inc.) is co-owned by his wife and manager, Kristin Hudson, making this truly a family affair. The album was co-produced and written by JorJa Black — the trio of Jordan, James Earl Jones (not the actor) and Percell Black Holmes. *Life After Def* features a duet with gospel singer Tonex on "Yes," an inspirational track of which Jordan says, "It reaches out to those who are very spiritually minded, but also to those who don't really have a relationship with God at all."

**Hometown:** South Central Los Angeles  
**Personal stats:** With 6-year-old daughter Sydney and the birth of their second child last month, Jordan and his wife have reprioritized their lives in recent years. Jordan says, "There was a time in my life when music came first. It came before my wife and church. Now I put God first, I put my wife right behind that, I put my family after that, and then I put the music." A graduate of Pepperdine

University, Jordan has added acting to his list of career credits. He recently appeared in the film *The Fighting Temptations* with Cuba Gooding Jr. and Beyoncé Knowles. He also appears on the movie's soundtrack as a guest singer on Angie Stone's "Rain Down."

**Past successes:** In addition to his past albums — including his 1995 debut, *This Is How We Do It*; 1996's *More*; 1998's *Let's Ride*; 1999's *Get It On...Tonight*; and 2002's *Montell Jordan* — the singer-songwriter-producer has a history of successes with other artists. He co-wrote and produced Deborah Cox's 1998 chart-topper "Nobody's Supposed to Be Here," and he wrote "Incomplete" for Sisqo. Jordan has also arranged songs for Whitney Houston, Lil Mo and pop quartet 98 Degrees.

See him: Jordan has taped appearances for *Soul Train*, BET's *The Center*, *Showtime at the Apollo* and *The Wayne Brady Show*. Check your local listings for airdates.

**Urban AC Reporters**

Stations and their adds listed alphabetically by market

<p><b>WHN/Salt Lake City, UT*</b> PD: Tom Wells AP/MD: Keith Fisher ANTHONY HAMILTON</p> <p><b>KOKL/Baton Rouge, LA*</b> PD/MD: Mya Veronesi 11 ONI E FREDDIE JACKSON ERIKYAN BADU DOMIE</p> <p><b>WBHM/Birmingham, AL*</b> PD: Jay Dixon AP/MD: Darvy Johnson No Adds</p> <p><b>WACL/Charleston, SC*</b> OM/PO: Terry Biza AP/MD: Belinda Parker ASHANTI ERIKYAN BADU TOMMY RICH PROJECT</p> <p><b>WBAY/Charlotte*</b> PD/MD: Terri Arvey ASHANTI ERIKYAN BADU DOMIE</p> <p><b>WVAZ/Chicago, IL*</b> OM/PO: Enay Smith AP/MD: Armando Rivera 3 ANTHONY HAMILTON JACQUEL EDEE 1 JAYE ERIKYAN BADU</p> <p><b>WZAK/Cleveland, OH*</b> OM/PO: Kim Johnson MD: Bobby Roth 1 ANTHONY HAMILTON ERIKYAN BADU</p>	<p><b>WLXC/Columbia, SC*</b> PD: Danny Williams FREDDIE JACKSON ERIKYAN BADU</p> <p><b>WWDM/Columbia, SC*</b> PD: Mike Love 11 A-VANT FREDDIE JACKSON DOMIE</p> <p><b>WAGN/Columbus, GA</b> OM: Brian Wilkins PD/APP: Doreen Rascheeds MD: Ed Lewis FREDDIE JACKSON JOE</p> <p><b>KRMR/Dallas, TX*</b> OM/PO: Sam Weaver 4 TWILE AVANT</p> <p><b>WVXX/Detroit, MI*</b> PD: Jamillah Muhammad AP/MD: Chad Stevens MD: Sheila Little 6 ONI E 4 JOE ERIKYAN BADU</p> <p><b>WUKS/Fayetteville, NC*</b> MD: Eddie Pine 16 STEPHANIE WELLS 10 AVANT 4 JOE FREDDIE JACKSON ERIKYAN BADU DOMIE</p>	<p><b>WDFZ/Flint, MI*</b> PD: Jerral Jackson No Adds</p> <p><b>WFLM/PL Pierce, FL*</b> OM: Mike James PD/MD: Tony Bass 26 TOMMY RICH PROJECT 25 ASHANTI 3 MYA 3 ERIKYAN BADU SILK 1 FREDDIE JACKSON DOMIE</p> <p><b>WDMG/Greensboro, NC*</b> PD/MD: Jac Stone No Adds</p> <p><b>KMJQ/Houston, TX*</b> PD: Carl Cosner MD: Sam Chisick 1 JOE CALVIN RICHARDSON</p> <p><b>WTLN/Indianapolis, IN*</b> PD: Brian Wallace AP/MD: Garth Adams 1 PHAIA BERSON ANTHONY HAMILTON</p> <p><b>WKUJ/Jackson, MS*</b> OM/PO/MD: Stan Branson PD: Mike Williams FREDDIE JACKSON ERIKYAN BADU</p> <p><b>WSOL/Jacksonville, FL*</b> PD: Mike Williams MD: RJ Brooks No Adds</p>	<p><b>KMJK/Kansas City, MO*</b> PD: Greg Lowe MD: Tom Michaels FREDDIE JACKSON ERIKYAN BADU TOMMY RICH PROJECT</p> <p><b>KNEK/Lafayette, LA*</b> PD/MD: John Kimball 1 JCT AVANT ASHANTI FREDDIE JACKSON</p> <p><b>KVSS/Las Vegas, NV*</b> PD/MD: Tony Ralston 1 AMARAH TAYLOR FREDDIE JACKSON ERIKYAN BADU</p> <p><b>KOKY/Little Rock, AR*</b> OM: Joe Boudier PD: Mark Dwyer MD: James Ocasio 10 JEFF BRADSHAW KULL SCOTT 9 ASHANTI 2 FREDDIE JACKSON ERIKYAN BADU DOMIE</p> <p><b>KHHT/Los Angeles, CA*</b> PD: Michelle Samozonzo MD: Rick Nuhn No Adds</p> <p><b>KJLN/Los Angeles, CA*</b> PD/MD: Andreia Russati DOMIE</p> <p><b>WRBV/Macon, GA</b> PD: Lisa Christie FREDDIE JACKSON</p>	<p><b>KJMS/Memphis, TN*</b> PD: Mike Bell AP/MD: Steven Collier ERIKYAN BADU</p> <p><b>WHQT/Miami, FL*</b> PD: Derrick Brown AP/MD: Karas Vaughn 20 ASHANTI ERIKYAN BADU</p> <p><b>WJMR/Milwaukee, WI*</b> PD/MD: Lauri Jones No Adds</p> <p><b>WMCS/Milwaukee, WI</b> SM: Penelope Stewart OM: Steve Scott PD/MD: Tyrone Jackson 5 ERIKYAN BADU 3 JEFF BRADSHAW KULL SCOTT</p> <p><b>WDLT/Mobile, AL*</b> PD: Steve Crumley MD: Kathy Barlow 7 AVANT FREDDIE JACKSON</p> <p><b>WQOK/Nashville, TN*</b> PD/MD: Derrick Corbett 1 ERIKYAN BADU</p> <p><b>WYHC/New Haven, CT*</b> OM: Wayne Schmitt PD: Jason Castille AP/MD: Angela Malerba 10 JOE 10 ANETHA FRANKLIN 7 JEFF BRADSHAW KULL SCOTT 13 VYAN GREEN EARTH, WIND &amp; FIRE</p>	<p><b>WYLD/New Orleans, LA*</b> OM: Carla Boudier PD: AJ Appleberry No Adds</p> <p><b>WRKS/New York, NY*</b> OM: John Mallen PD: Tony Beasley MD: Julie Gustines No Adds</p> <p><b>WSWY/Norfolk, VA*</b> OM: Daisy Davis PD/MD: Heart Attack No Adds</p> <p><b>WVBE/Roanoke, VA*</b> OM: Brent Kelly PD/MD: Gary Young 13 VYAN GREEN 16 WHITNEY HOUSTON</p> <p><b>KJMJ/St. Louis, MO*</b> OM: Chuck Ables PD: Eric Mycheals MD: Taylor J No Adds</p> <p><b>WCFB/Orlando, FL*</b> PD: Steve Holbrook MD: Joe Davis No Adds</p> <p><b>WDAS/Philadelphia, PA*</b> OM: Thea Michens PD: Joe Tombarra AP/MD: Jo Gamble 1 ANETHA FRANKLIN</p> <p><b>WFXC/Raleigh, NC*</b> PD: Joe Tombarra AP/MD: Josh Berry 7 WEL DOWNING</p>	<p><b>WINK/Toledo, OH*</b> PD: Ricky Love FREDDIE JACKSON JEFF BRADSHAW KULL SCOTT</p> <p><b>WVBE/Roanoke, VA*</b> OM: Brent Kelly PD/MD: Gary Young 13 VYAN GREEN 16 WHITNEY HOUSTON</p> <p><b>WHWR/Washington, DC*</b> PD/MD: David A. Dickson No Adds</p> <p><b>WVWA/Washington, DC*</b> MD: Mike Chase No Adds</p>
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"Monitored Reporters"  
49 Total Reporters  
45 Total Monitored  
4 Total Indicator







America's Best Testing Urban Songs 12 +  
For The Week Ending 10/10/03

Artist Title (Label)	TW	LW	Familiarity	Burn	Persons 12-17	Persons 18-24	Persons 25-34
BEYONCÉ f/SEAN PAUL Baby Boy (Columbia)	4.27	4.22	99%	25%	4.20	4.27	3.94
LIL' JON & THE EASTSIDE BOYZ Get Low (TVT)	4.21	4.21	96%	28%	4.04	4.01	4.15
LUDACRIS f/SHAWNNA Stand Up (Def Jam South/IDJMG)	4.19	4.22	86%	9%	4.17	4.08	4.51
NELLY f/P. DIDDY & MURPHY LEE Shake Ya Tailfeather (Bad Boy/Universal)	4.11	4.24	99%	38%	4.02	4.09	3.77
FABOLOUS f/TAMIA Into You (Desert Storm/Elektra/EEG)	4.09	4.15	98%	34%	4.06	4.15	3.73
DMX Where The Hood At? (Ruff Ryders/IDJMG)	4.09	4.02	90%	14%	4.08	4.06	4.15
JAGGED EDGE Walked Outta Heaven (Columbia)	4.08	4.07	65%	8%	4.07	4.06	4.08
50 CENT P.I.M.P. (Shady/Aftermath/Interscope)	4.07	4.07	100%	48%	4.07	4.13	3.87
MURPHY LEE f/JERMAINE DUPRI Wat Da Hook Gon Be (Fo' Reel/Universal)	4.06	-	60%	6%	3.97	4.00	3.90
DUTKAST The Way You Move (Arista)	4.05	4.05	77%	10%	4.09	4.03	4.29
YOUNGBLOODZ f/LIL' JON Damn! (Arista)	4.03	3.96	83%	17%	3.95	3.93	4.00
CHINGY f/SNOOP DOGG & LUDACRIS Holiday In (DTP/Capitol)	4.03	4.08	82%	13%	3.95	3.96	3.94
CHINGY Right Thurr (DTP/Capitol)	4.02	4.03	99%	41%	3.83	3.90	3.62
MARQUES HOUSTON f/JOE BUDDEN & PIED PIPER Clubbin' (T.U.G./EEG)	4.02	3.93	67%	10%	3.92	4.02	3.60
AALIYAH f/TANK Come Over (BlackGround/Universal)	3.99	4.00	83%	26%	4.02	4.06	3.91
ASHANTI Rain On Me (Murder Inc./IDJMG)	3.97	3.84	88%	21%	3.88	3.96	3.62
BOW WOW Let's Get Down (Columbia)	3.91	3.92	93%	30%	3.76	3.81	3.62
PHARRELL f/JAY-Z Frontin' (Star Trak/Arista)	3.89	3.93	95%	39%	3.96	4.01	3.78
BAD BOYS' DA BAND Bad Boy This Bad Boy That (Bad Boy/Universal)	3.86	-	52%	6%	3.89	4.04	3.53
AVANT Read Your Mind (Geffen)	3.86	3.93	44%	6%	3.84	3.90	3.66
SEAN PAUL Like Glue (VP/Atlantic)	3.83	3.79	96%	47%	3.81	3.84	3.72
YOUNG GUNZ Can't Stop, Won't Stop (Def Jam/IDJMG)	3.81	3.78	89%	28%	3.63	3.65	3.59
YING YANG TWINS Naggin' (TVT)	3.81	-	53%	11%	3.70	3.77	3.50
MARY J. BLIGE Ooh! (Geffen)	3.78	3.79	67%	15%	3.79	3.79	3.79
R. KELLY Step In The Name Of Love (Jive)	3.77	3.81	71%	19%	3.71	3.74	3.64
ERYKAH BADU Danger...Block On Lock (Motown/Universal)	3.75	3.56	54%	12%	3.75	3.68	3.97
R. KELLY Thoina Thoina (Jive)	3.72	3.75	97%	34%	3.66	3.69	3.55
TYRESE Signs Of Love Makin' (J)	3.72	3.75	83%	28%	3.60	3.66	3.39
T.I. 24's (Grand Hustle/Atlantic)	3.69	3.45	73%	21%	3.53	3.51	3.59
MONICA Knock Knock (J)	3.55	3.46	56%	14%	3.54	3.56	3.47

Total sample size is 409 respondents. Total average favorability estimates are based on a scale of 1-5. (1=dislike very much, 5=like very much). Total familiarity represents the percentage of respondents who recognized the song. Total burn represents the number of respondents who said they are tired of hearing the song. Sample composition is based on persons 12+. 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\*

T.I. Be Easy (Grand Hustle/Atlantic)	
BOW WOW f/JAGGED EDGE My Baby (Columbia)	
2PAC f/MOTORIOUS B.I.G. Runtin' (Dying To Live) (Death Row/Interscope)	
OWELE Find A Way (Virgin)	
BIZ MARKIE Let Me See U Bounce (Tommy Boy)	
Songs ranked by total plays	
<b>Recurrents</b>	
AALIYAH f/TANK Come Over (BlackGround/Universal)	1315
50 CENT P.I.M.P. (Shady/Aftermath/Interscope)	1220
MONICA So Gone (J)	831
TYRESE Signs Of Love Makin' (J)	817
GINUWINE In Those Jeans (Epic)	719
BEYONCÉ f/JAY-Z Crazy In Love (Columbia)	694
DAVID BANNER f/LIL' FLIP Like A Pimp (Universal)	618
SEAN PAUL Get Busy (VP/Atlantic)	476
LIL' KIM f/50 CENT Magic Stick (Queen Bee/Atlantic)	463
50 CENT In Da Club (Shady/Aftermath/Interscope)	420
BONE CRUSHER Never Scared (Arista)	390
ASHANTI Rock Wit U (Awww Baby) (Murder Inc./IDJMG)	372
SNOOP DOGG Beautiful (Doggystyle/Priority/Capitol)	360
BUSTA RHYMES f/MARIAH CAREY I Know What You Want (J)	337
50 CENT 21 Questions (Shady/Aftermath/Interscope)	333
FABOLOUS Can't Let You Go (Desert Storm/Elektra/EEG)	331
NAPPY ROOTS Roun'The Globe (Atlantic)	330

## Reporters

**WAJZ/Albany, NY\***  
 PD: Michael Kogon  
 PD: Ron "Sugar Bear" Williams  
 19 JOE  
 1 LONN MARSH WIMBLES  
 2 2PAC f/MOTORIOUS B.I.G.  
 CASSIOY VR. KELLY  
 BIZ MARQUE  
 BOW WOW f/JAGGED EDGE

**KEDG/Alexandria, LA**  
 OMP/D: Jay Stevens  
 MD: Wade Hampton  
 1 BIZ MARQUE

**WHTA/Santa, GA\***  
 PD: Jerry Sandlin  
 APD: Diantris Stevens  
 MD: Herman Delaney  
 17 TRILLIE  
 29 2PAC f/MOTORIOUS B.I.G.  
 25 ELEANOR AMAN  
 112 MILDACRIS  
 2 MISSY ELLIOTT  
 6 BOW WOW f/JAGGED EDGE  
 NELLY f/P. DIDDY & MURPHY LEE

**WVEE/Atlanta, GA\***  
 PD: Tony Brown  
 MD: Tasha Love  
 31 T.I.  
 22 BOW WOW f/JAGGED EDGE  
 5 MISSY ELLIOTT

**WFXA/Raleigh, NC\***  
 OMP/D: Ron Thomas  
 MD: Jeffery Lee  
 6 2PAC f/MOTORIOUS B.I.G.  
 8 BOW WOW f/JAGGED EDGE

**WPRW/Augusta, GA\***  
 PD: Tim Seal  
 MD: Highland  
 31 2PAC f/MOTORIOUS B.I.G.  
 1 T.I.  
 BOW WOW f/JAGGED EDGE  
 3 TRAVIS  
 BOW WOW f/JAGGED EDGE  
 2 BIZ MARQUE  
 3 WYCLEF JEAN f/MISSY ELLIOTT  
 OUTKAST  
 BAD BOYS' DA BAND

**WERO/Baltimore, MD\***  
 PD: Victor Starr  
 MD: Mike Henson  
 3 WYCLEF JEAN f/MISSY ELLIOTT  
 OUTKAST  
 BAD BOYS' DA BAND

**WEMJ/Baton Rouge, LA\***  
 PD: J. Twany  
 MD: Scott Da Sapa Mike  
 1 T.I.  
 2PAC f/MOTORIOUS B.I.G.  
 BLADE  
 BOW WOW f/JAGGED EDGE  
 10 DWELE  
 BOW WOW f/JAGGED EDGE  
 16 KELLY  
 BOW WOW f/JAGGED EDGE

**KTCX/Beaumont, TX\***  
 PD: Tim Turner  
 MD: Greg Williams  
 4 ELEANOR AMAN  
 18 112 LUDACRIS  
 1 BOW WOW f/JAGGED EDGE  
 2 2PAC f/MOTORIOUS B.I.G.

**WJZD/Biloxi, MS\***  
 PD: Rob Neal  
 MD: Smoke Norful  
 3 DWELE  
 5 SNOOP DOGG  
 2PAC f/MOTORIOUS B.I.G.  
 JENIE  
 BOW WOW f/JAGGED EDGE  
 THREE 6 MARKA  
 2PAC  
 BOW VA THOSE  
 2PAC f/MOTORIOUS B.I.G.

**WBOT/Boston, MA\***  
 OMP/D: Liane Fisher  
 MD: Liane Fisher  
 6 2PAC f/MOTORIOUS B.I.G.  
 SNOOP DOGG  
 BOW WOW f/JAGGED EDGE

**WBLK/Buffalo, NY\***  
 PD: Mike Reynolds  
 MD: Mike Reynolds  
 1 DWELE  
 1 ELEANOR AMAN  
 BOW WOW f/JAGGED EDGE  
 MURPHY LEE f/JERMAINE DUPRI

**WSSP/Charleston, SC\***  
 OMP: Joe Robison  
 PD: Michael Johnson  
 APD: Mike "Big Boy" Sheart  
 27 SNOOP DOGG  
 10 BOW WOW f/JAGGED EDGE

**WWVZ/Charleston, SC\***  
 OMP/D: Terry Saxe  
 MD: Terry Saxe  
 27 2PAC f/MOTORIOUS B.I.G.  
 SNOOP DOGG  
 SNOOP DOGG  
 SNOOP DOGG  
 BOW WOW f/JAGGED EDGE

**WFGP/Charlotte\***  
 PD: Tom Avery  
 MD: Don Cole  
 15 BOW WOW f/JAGGED EDGE  
 9 2PAC f/MOTORIOUS B.I.G.  
 11 T.I.

**WJTT/Chattanooga, TN\***  
 PD: Keith Lunderbach  
 MD: Maple  
 13 2PAC f/MOTORIOUS B.I.G.  
 4 KELLY  
 BOW WOW f/JAGGED EDGE  
 2 MURDO  
 1 BOW WOW f/JAGGED EDGE  
 1 DWELE  
 JAMIE

**WZFX/Cincinnati, OH\***  
 PD: Tom Turner  
 MD: Greg Williams  
 21 GRAYSON  
 18 112 LUDACRIS  
 4 2PAC f/MOTORIOUS B.I.G.  
 BAD BOYS' DA BAND

**WENZ/Cleveland, OH\***  
 OMP/D: Kim Johnson  
 MD: Eddie Brown  
 2PAC f/MOTORIOUS B.I.G.  
 MD: Shaak Mitchell  
 No Adds

**WIXT/Columbus, SC\***  
 APD: Harold Beale  
 MD: Harold Beale  
 3 2PAC f/MOTORIOUS B.I.G.  
 4 MONTELL JORDAN  
 4 BOW WOW f/JAGGED EDGE  
 DWELE  
 L. KIRKBY f/P. D. & LONN & PHARRELL

**WFXX/Columbus, GA**  
 OMP/D: Chris Reynolds  
 MD: Cheryl Davis  
 PD: Michael Seal  
 22 MONTELL JORDAN  
 12 2PAC f/MOTORIOUS B.I.G.  
 5 SNOOP DOGG  
 5 BOW WOW f/JAGGED EDGE

**WCIX/Columbus, OH\***  
 OMP: Joe Robison  
 PD: Warren Foster  
 22 ELEANOR AMAN  
 22 MONTELL JORDAN  
 12 2PAC f/MOTORIOUS B.I.G.  
 BAD BOYS' DA BAND

**KKDA/Dallas, TX\***  
 OMP/D: Stacy Cheatham  
 MD: Stacy Cheatham  
 11 DWELE  
 4 BOW WOW f/JAGGED EDGE  
 2 SNOOP DOGG  
 B.I.G.

**WJLW/Detroit, MI\***  
 PD: Jeff Anderson  
 APD: Mike Kelly  
 No Adds

**WJLN/Dorhan, AL\***  
 OMP/D: JR Wilson  
 MD: JR Wilson  
 5 T.I.  
 5 BOW WOW f/JAGGED EDGE  
 5 2PAC f/MOTORIOUS B.I.G.

**WZLX/Gainesville, FL\***  
 PD: Tom Turner  
 MD: Greg Williams  
 6 JAMIE  
 6 BOW  
 3 T.I.  
 2 SNOOP DOGG  
 1 BOW WOW f/JAGGED EDGE  
 2 2PAC f/MOTORIOUS B.I.G.

**WKS/Greenville, SC\***  
 OMP: B. & Kirkland  
 No Adds

**WJMJ/Greenville, SC\***  
 OMP: Tony Davis  
 PD: Tony Davis  
 2 SNOOP DOGG & LUDACRIS  
 1 CHINGY f/SNOOP DOGG & LUDACRIS  
 5 OUTKAST  
 1 CHINGY f/SNOOP DOGG & LUDACRIS

**WJUN/Jackson, MS\***  
 OMP: Allen Olson  
 MD: Allen Olson  
 23 2PAC f/MOTORIOUS B.I.G.  
 BIZ MARQUE  
 BOW WOW f/JAGGED EDGE

**WRJN/Jackson, MS\***  
 PD: Mike Williams  
 2 2PAC f/MOTORIOUS B.I.G.  
 6 T.I.  
 4 2PAC f/MOTORIOUS B.I.G.  
 1 MONTELL JORDAN  
 BOW WOW f/JAGGED EDGE

**WJBT/Jacksonville, FL\***  
 OMP: Gail Austin  
 PD: Mike Williams  
 MD: Mike Williams  
 6 T.I.  
 4 2PAC f/MOTORIOUS B.I.G.  
 1 MONTELL JORDAN  
 BOW WOW f/JAGGED EDGE

**KPRS/Kansas City, MO\***  
 OMP: Andre Carson  
 PD: Warren Foster  
 4 2PAC f/MOTORIOUS B.I.G.  
 1 BOW WOW f/JAGGED EDGE

**KIZL/Killeen, TX**  
 OMP: Tim Thompson  
 PD: The Roberts  
 17 FLOETRY  
 17 LEBRY BRANTZ f/P. DIDDY & LONN & PHARRELL  
 15 BAD BOYS' DA BAND

**WZLX/Gainesville, FL\***  
 PD: Tom Turner  
 MD: Greg Williams  
 6 JAMIE  
 6 BOW  
 3 T.I.  
 2 SNOOP DOGG  
 1 BOW WOW f/JAGGED EDGE  
 2 2PAC f/MOTORIOUS B.I.G.

**WKS/Greenville, SC\***  
 OMP: B. & Kirkland  
 No Adds

**WJMJ/Greenville, SC\***  
 OMP: Tony Davis  
 PD: Tony Davis  
 2 SNOOP DOGG & LUDACRIS  
 1 CHINGY f/SNOOP DOGG & LUDACRIS  
 5 OUTKAST  
 1 CHINGY f/SNOOP DOGG & LUDACRIS

**WJUN/Jackson, MS\***  
 OMP: Allen Olson  
 MD: Allen Olson  
 23 2PAC f/MOTORIOUS B.I.G.  
 BIZ MARQUE  
 BOW WOW f/JAGGED EDGE

**WRJN/Jackson, MS\***  
 PD: Mike Williams  
 2 2PAC f/MOTORIOUS B.I.G.  
 6 T.I.  
 4 2PAC f/MOTORIOUS B.I.G.  
 1 MONTELL JORDAN  
 BOW WOW f/JAGGED EDGE

**WJBT/Jacksonville, FL\***  
 OMP: Gail Austin  
 PD: Mike Williams  
 MD: Mike Williams  
 6 T.I.  
 4 2PAC f/MOTORIOUS B.I.G.  
 1 MONTELL JORDAN  
 BOW WOW f/JAGGED EDGE

**KPRS/Kansas City, MO\***  
 OMP: Andre Carson  
 PD: Warren Foster  
 4 2PAC f/MOTORIOUS B.I.G.  
 1 BOW WOW f/JAGGED EDGE

**KIZL/Killeen, TX**  
 OMP: Tim Thompson  
 PD: The Roberts  
 17 FLOETRY  
 17 LEBRY BRANTZ f/P. DIDDY & LONN & PHARRELL  
 15 BAD BOYS' DA BAND

**WFTL/Lexington, KY\***  
 OMP: Scott Hadden  
 MD: Michael Long  
 PD: Barry Elliott  
 26 112 LUDACRIS  
 26 BOW WOW f/JAGGED EDGE  
 8 SNOOP DOGG  
 BOW WOW f/JAGGED EDGE

**KIPFL/The Rock, AR\***  
 OMP: Jay Lee  
 MD: Jay Lee  
 3 2PAC f/MOTORIOUS B.I.G.  
 3 H-COOL  
 1 MONTELL JORDAN  
 BOW WOW f/JAGGED EDGE

**KBKT/Los Angeles, CA\***  
 SMC: Heavy Lethal  
 PD: Tom Turner  
 MD: Greg Williams  
 112 MILDACRIS  
 BAD BOYS' DA BAND  
 MONTELL JORDAN  
 BLAQUE

**WFXN/Macon, GA**  
 OMP/D: Mike Williams  
 MD: Mike Williams  
 5 BIZ MARQUE  
 BOW WOW f/JAGGED EDGE

**WRRB/Macon, GA**  
 OMP: Rick Humphrey  
 MD: Rick Humphrey  
 PD: Vicky Williams  
 5 T.I.

**WHRK/Memphis, TN\***  
 PD: Jim Beal  
 APD/D: Devin Babel  
 9 2PAC f/MOTORIOUS B.I.G.  
 1 T.I.  
 BOW WOW f/JAGGED EDGE  
 CASSIOY VR. KELLY  
 BOW WOW f/JAGGED EDGE

**WEDR/Miami, FL\***  
 OMP: Daley Davis  
 MD: Daley Davis  
 5 SNOOP DOGG  
 BOW WOW f/JAGGED EDGE

**WMBW/Miami, FL\***  
 OMP: Daley Davis  
 MD: Daley Davis  
 5 SNOOP DOGG  
 BOW WOW f/JAGGED EDGE

**WZHT/Montgomery, AL**  
 OMP: George Cox  
 MD: George Cox  
 OMP/D: Michael Long  
 PD: Barry Elliott  
 26 112 LUDACRIS  
 26 BOW WOW f/JAGGED EDGE  
 8 SNOOP DOGG  
 BOW WOW f/JAGGED EDGE

**WNLP/Nashville, TN\***  
 PD: Darrell Johnson  
 APD: DJ Trazz  
 MD: Mike Williams  
 17 WYCLEF JEAN f/MISSY ELLIOTT  
 4 2PAC f/MOTORIOUS B.I.G.  
 3 ELEANOR AMAN  
 12 LONN MARSH WIMBLES  
 BOW WOW f/JAGGED EDGE

**WUBT/Nashville, TN\***  
 OMP: Keith Kaufman  
 PD: Pamela Antonio  
 5 T.I.  
 3 M. HEUSTON f/L. KIRKBY & PIED PIPER  
 1 SNOOP DOGG  
 BOW WOW f/JAGGED EDGE  
 CASSIOY VR. KELLY

**KNOW/New Orleans, LA\***  
 PD: Louisiana Williams  
 MD: Louisiana Williams  
 19 BOW WOW f/JAGGED EDGE

**WOUJ/New Orleans, LA\***  
 OMP: Carlo Bostler  
 PD: Angela Watson  
 No Adds

**WJLS/New York, NY\***  
 PD: Denise Womack  
 No Adds

**WVPR/New York, NY\***  
 PD: Michael Saunders  
 MD: Steve Roberts  
 12 2PAC f/MOTORIOUS B.I.G.  
 2 MONTELL JORDAN  
 2 WYCLEF JEAN f/MISSY ELLIOTT

**WBHH/Norfolk, VA\***  
 OMP: Daley Davis  
 MD: Daley Davis  
 5 SNOOP DOGG  
 BOW WOW f/JAGGED EDGE

**BOW WOW f/JAGGED EDGE**  
 OMP: Daley Davis  
 MD: Daley Davis  
 5 SNOOP DOGG  
 BOW WOW f/JAGGED EDGE

**WVMD/Pittsburgh, PA\***  
 OMP: Daley Davis  
 MD: Daley Davis  
 OMP/D: Michael Long  
 PD: Barry Elliott  
 26 112 LUDACRIS  
 26 BOW WOW f/JAGGED EDGE  
 8 SNOOP DOGG  
 BOW WOW f/JAGGED EDGE

**WVOK/Raleigh, NC\***  
 PD: Tom Turner  
 MD: Greg Williams  
 27 M. HEUSTON f/L. KIRKBY & PIED PIPER  
 6 MISSY ELLIOTT  
 BAD BOYS' DA BAND

**WBT/Richmond, VA\***  
 PD: Mike Williams  
 MD: Mike Williams  
 43 JAGGED EDGE  
 43 2PAC f/MOTORIOUS B.I.G.  
 8 BOW WOW f/JAGGED EDGE  
 BAD BOYS' DA BAND

**WCCX/Richmond, VA\***  
 OMP: Keith Kaufman  
 PD: Pamela Antonio  
 5 T.I.  
 3 M. HEUSTON f/L. KIRKBY & PIED PIPER  
 1 SNOOP DOGG  
 BOW WOW f/JAGGED EDGE  
 CASSIOY VR. KELLY

**WRRH/Richmond, VA\***  
 PD: Keith Kaufman  
 MD: Keith Kaufman  
 17 2PAC f/MOTORIOUS B.I.G.  
 SMOKE NORFUL  
 BOW WOW f/JAGGED EDGE

**WJUC/Toledo, OH\***  
 MD: Tony Brown  
 12 2PAC f/MOTORIOUS B.I.G.  
 SMOKE NORFUL  
 BOW WOW f/JAGGED EDGE

**WJUN/Jackson, MS\***  
 OMP: Allen Olson  
 MD: Allen Olson  
 23 2PAC f/MOTORIOUS B.I.G.  
 BIZ MARQUE  
 BOW WOW f/JAGGED EDGE

**WJUN/Jackson, MS\***  
 OMP: Allen Olson  
 MD: Allen Olson  
 23 2PAC f/MOTORIOUS B.I.G.  
 BIZ MARQUE  
 BOW WOW f/JAGGED EDGE

**WJUN/Jackson, MS\***  
 OMP: Allen Olson  
 MD: Allen Olson  
 23 2PAC f/MOTORIOUS B.I.G.  
 BIZ MARQUE  
 BOW WOW f/JAGGED EDGE

**KMJJ/Shreveport, LA\***  
 1 T.I.  
 BOW WOW f/JAGGED EDGE  
 ERYKAH BADU  
 2PAC f/MOTORIOUS B.I.G.

**KATZ/St. Louis, MO\***  
 OMP: Charles Allen  
 MD: Taylor J  
 35 LIL' MO  
 3 JA RULE  
 3 MISSY ELLIOTT  
 2PAC f/MOTORIOUS B.I.G.

**WFLN/St. Louis, MO\***  
 PD: Craig Black  
 MD: Craig Black  
 3 2PAC f/MOTORIOUS B.I.G.

**WTMP/Tampa, FL**  
 OMP/D: Louis Muhammad  
 APD/D: Big Money Cash  
 10 T.I.

**W**



# URBAN TOP 50

October 10, 2003

Powered By



LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (K)	WEEKS ON CHART	TOTAL STATIONS ADDS
2	1	BEYONCE' f/SEAN PAUL Baby Boy (Columbia)	3632	+168	505865	10	64/0
1	2	YOUNGBLOODZ f/LIL' JON Damn! (Arista)	3565	0	420163	15	62/0
5	3	ASHANTI Rain On Me (Murder Inc./IDJMG)	2888	+282	382988	8	62/2
8	4	LUDACRIS f/SHAWNNA Stand Up (Def Jam South/IDJMG)	2834	+427	353270	7	64/0
6	5	R. KELLY Thoia Thoing (Jive)	2510	-48	346575	14	67/0
3	6	NELLY f/P. DIDDY & MURPHY LEE Shake Ya Tailfeather (Bad Boy/Universal)	2396	-451	302959	16	59/1
4	7	PHARRELL f/JAY-Z Frontin' (Star Trak/Arista)	2384	-219	299679	20	64/0
13	8	MARY J. BLIGE Ooh! (Geffen)	2233	+218	220011	8	65/0
12	9	JAGGED EDGE Walked Outta Heaven (Columbia)	2140	+108	254620	10	58/1
11	10	YOUNG GUNZ Can't Stop, Won't Stop (Def Jam/IDJMG)	2137	+12	260313	17	51/0
9	11	LIL' JON & THE EASTSIDE BOYZ Get Low (TVT)	2112	-165	306378	25	57/0
7	12	FABOLOUS f/TAMIA Into You (Desert Storm/Elektra/EEG)	2068	-443	239411	17	64/0
14	13	M. HOUSTON f/J. BUDDEN & P. PIPER Clubbin' (T.U.G./EEG)	2045	+138	224336	11	52/3
15	14	R. KELLY Step In The Name Of Love (Jive)	1932	+323	282641	12	64/3
10	15	CHINGY Right Thurr (DTP/Capitol)	1901	-260	282507	26	66/0
19	16	OUTKAST The Way You Move (Arista)	1794	+406	185388	5	55/3
16	17	AVANT Read Your Mind (Geffen)	1718	+145	185162	8	59/0
22	18	CHINGY f/SNOOP DOGG & LUDACRIS Holidae In (DTP/Capitol)	1587	+234	170619	5	62/2
18	19	MONICA Knock Knock (J)	1547	+22	142622	6	58/0
21	20	ERYKAH BADU Danger...Block On Lock (Motown/Universal)	1356	-2	100470	10	54/0
24	21	MURPHY LEE f/JERMAINE DUPRI Wat Da Hook Gon Be (Fo' Reel/Universal)	1165	+107	100895	7	43/5
25	22	YING YANG TWINS Naggin' (TVT)	1062	+58	66042	11	29/0
26	23	BAD BOY'S DA BANO Bad Boy This Bad Boy That (Bad Boy/Universal)	1008	+144	106093	4	44/16
Debut	24	MISSY ELLIOTT Pass That Dutch (Gold Mind/Elektra/EEG)	895	+737	110060	1	61/5
32	25	GINUWINE Love You More (Epic)	886	+156	79941	3	39/2
33	26	OBIE TRICE Got Some Teeth (Shady/Aftermath/Interscope)	851	+124	58698	4	45/0
30	27	T.I. 24's (Grand Hustle/Atlantic)	769	-17	75320	19	38/0
38	28	WYCLEF JEAN f/MISSY ELLIOTT Party To Damascus (J)	732	+165	62995	2	53/7
23	29	BOW WOW Let's Get Down (Columbia)	722	-374	64462	17	58/0
48	30	112 f/LUDACRIS Hot & Wet (Def Sou/IDJMG)	719	+317	66475	2	58/5
31	31	ATL Calling All Girls (Epic)	706	-58	46572	11	39/0
37	32	JDE More & More (Jive)	682	+105	61674	3	49/3
39	33	BIG TYMERS This Is How We Do (Cash Money/Universal)	676	+93	43996	3	36/0
28	34	SEAN PAUL Like Glue (VP/Atlantic)	629	-187	63879	19	54/0
36	35	ISLEY BROTHERS f/IRON ISLEY Busted (DreamWorks)	621	-10	70992	11	28/0
Debut	36	2PAC f/NOTORIOUS B.I.G. Runnin' (Dying To Live) (Death Row/Interscope)	596	+468	68987	1	57/56
40	37	FLOETRY Getting Late (DreamWorks)	593	+38	61227	4	32/0
27	38	DMX Where The Hood At? (Ruff Ryders/IDJMG)	579	-275	33048	8	46/0
41	39	TOD SHORT f/LIL' JON Shake That Monkey (Short/Jive)	564	+23	37528	5	29/0
34	40	JACKI D Nookie Real Good (Poe-Boy/Sobe)	564	-99	34097	7	41/0
44	41	ELEPHANT MAN Pon De River (VP/Atlantic)	543	+102	92171	3	41/7
42	42	JAHEIM Backtight (Divine Mill/Warner Bros.)	499	+18	43600	4	39/4
47	43	LDON f/MARIO WINANS Down For Me (Bad Boy/Universal)	466	+65	51581	2	34/5
45	44	R. KELLY I'll Never Leave (Jive)	464	-1	69922	16	5/0
46	45	JAY-Z La-La-La (Excuse Me Again) (Bad Boy/Universal)	401	-38	45184	19	32/0
Debut	46	JA RULE Clap Back (Murder Inc./IDJMG)	379	+217	51038	1	1/1
43	47	MYA My Love Is Like...Whoa (A&M/Interscope)	370	-118	37108	18	37/0
Debut	48	MONTELL JORDAN Superstar (Koch)	369	+93	30388	1	33/7
49	49	DAVID BANNER Cadillac On 22's (Universal)	367	-17	19906	2	22/0
Debut	50	NICK CANNON Gigolo (Jive)	364	+124	33958	1	36/2

## Most Added\*

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
2PAC f/NOTORIOUS B.I.G. Runnin'... (Death Row/Interscope)	56
BOW WOW f/JAGGED EDGE My Baby (Columbia)	41
T.I. Be Easy (Grand Hustle/Atlantic)	36
BAD BOY'S DA BANO Bad Boy This Bad... (Bad Boy/Universal)	36
SMOKIE NORFUL I Need You Now (EMI Gospel)	14
WYCLEF JEAN f/MISSY ELLIOTT Party To Damascus (J)	7
ELEPHANT MAN Pon De River (VP/Atlantic)	7
MONTELL JORDAN Superstar (Koch)	7
DWELE Find A Way (Virgin)	6
BIZ MARKIE Let Me See U Bounce (Tommy Boy)	6

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
MISSY ELLIOTT Pass That Dutch (Gold Mind/Elektra/EEG)	+737
2PAC f/NOTORIOUS B.I.G. Runnin'... (Death Row/Interscope)	+468
LUDACRIS f/SHAWNNA Stand Up (Def Jam South/IDJMG)	+427
OUTKAST The Way You Move (Arista)	+406
R. KELLY Step In The Name Of Love (Jive)	+323
112 f/LUDACRIS Hot & Wet (Def Sou/IDJMG)	+317
ASHANTI Rain On Me (Murder Inc./IDJMG)	+282
CHINGY f/SNOOP DOGG & LUDACRIS Holidae In (DTP/Capitol)	+234
MARY J. BLIGE Ooh! (Geffen)	+218
JA RULE Clap Back (Murder Inc./IDJMG)	+217

## New & Active

- RAH DIGGA Party &... (Flipmode/J)**  
Total Plays: 347, Total Stations: 27, Adds: 1
- KELIS Milkshake (Star Trak/Arista)**  
Total Plays: 323, Total Stations: 20, Adds: 1
- LIL' MO 1st Time (Elektra/EEG)**  
Total Plays: 318, Total Stations: 27, Adds: 2
- A. HAMILTON Comin' From Where I'm From (So So Def/Arista)**  
Total Plays: 315, Total Stations: 18, Adds: 0
- TAMIA Officially Missing You (Elektra/EEG)**  
Total Plays: 312, Total Stations: 24, Adds: 0
- DRAG-ON Put Your Drinks Down (Ruff Ryders/Virgin)**  
Total Plays: 307, Total Stations: 25, Adds: 0
- KEM Love Calls (Motown/Universal)**  
Total Plays: 296, Total Stations: 15, Adds: 0
- DWELE Find A Way (Virgin)**  
Total Plays: 232, Total Stations: 24, Adds: 6
- CASSIDY f/R. KELLY Hotel (J)**  
Total Plays: 207, Total Stations: 30, Adds: 5
- T.I. Be Easy (Grand Hustle/Atlantic)**  
Total Plays: 202, Total Stations: 37, Adds: 36

Songs ranked by total plays

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

69 Urban reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 9/28-10/4. 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 (© 2003, The Arbitron Company). © 2003, R&R, Inc.

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# Industry Vets On The Bench

## Out of work, but not out of luck

**A**lmost everyone in this industry — both on the radio and record sides — has been out of work at least once during their career. There are just a lot more of us on the sidelines today. But being out of work doesn't mean that your career is over, even in these difficult economic times. While there are fewer jobs due to consolidation, there are ways you can help yourself be one of the lucky ones to get back in if you're out of work.

Even if you are employed, it doesn't hurt to prepare yourself, both mentally and financially, for the possibility of one day being laid off. This week I talked with three out-of-work industry professionals about how they're dealing with their job searches, the challenges and frustrations of being unemployed and what they've learned from their experiences.

### Be Proactive

KJ Carson has been in radio for almost 10 years. His on-air stints included WJMH and WQMG in Greensboro, WPEG/Charlotte, WILD/Boston and KPRS/Kansas City. He's been out of work for nine months.

"I don't think a lot of people who are out of work have a realistic view of the industry right now," he says. "I've talked with some people who are also out of work, and they are bitter. But you can't take it personally. You have to understand that you're not on people's priority list, but that shouldn't keep you from trying."

Carson, who recently moved himself from Kansas City back to his New Jersey hometown, says his biggest frustration is "not having anyone say yes." He continues, "You keep getting a lot of nos and rarely even a maybe." And that's assuming that the PD even takes the time to respond.

"I used to get frustrated when people didn't call me back, but now I don't," Carson says. "Sometimes what's more important are the one or two people who are returning your calls or responding to your package. I have a handful of high-quality PDs — bigger-market guys — who will call me back. These PDs have been very helpful in giving me advice and passing my name along, even when they can't offer me a job."

Carson says that sometimes you have to be willing to take active steps to change your situation. "I moved back to Jersey because I was feeling very isolated in Kansas," he says. "I

felt like I wasn't close to where there were more opportunities, like the East Coast.

"Here, I'm 30 minutes from New York, two hours from Hartford, an hour and 15 minutes from Philly. I've contacted all the stations in these areas and told them I'm available for swing and part-time shifts. If a PD wanted to meet with me, I could drive there the same day. I couldn't do that in Kansas City."

### Why Me?

Azim Rasheed was National Director/R&B Promotion for MCA Records before being laid off in the company's merger with Geffen four months ago. "I feel like it's a little harder on the label side," he says.

"With radio guys, if you were a PD, you can also probably be an on-air jock or production guy. With us, basically you're looked at as a promotion guy and that's it. It's a little more difficult for us to reinvent ourselves in the eyes of the industry."

"The higher up the ladder you were, the harder it is to get back in, because so many companies are

downsizing and merging. I've found that if you were a VP or national, most people assume you won't consider being a regional. And even when you are open to that, if you're based at the label's main office — New York — there are fewer regional jobs here, because at so many labels the national also handles the Northeast."

Programming veteran Gerod Stevens had been OM at Clear Channel's New Orleans cluster when he was laid off in July 2001. "I had been with the company and WQUE for 12 years," he says. "I had survived five management changes and helped to bring the station to No. 1, and the fact that I had to leave the situation under some duress was upsetting."

"That's difficult for anyone, in any business. You feel like you give your life to a situation, and then you feel like you're discarded despite all your hard work. You start to think, 'Is

someone after me?' It really plays games with your head.

"In this business, your reputation is everything. All it takes is one bad rumor to destroy that. All it takes is one person to say something negative, and it takes off. The industry thrives on those rumors. You don't find out how much it affects you until you start to look for work again."

### Stay In The Mix

While these vets each have their own stories about being laid off, they all agree on the key ways to stay in the mix. Carson says you have to make sure that people don't forget you. "I send out about 40 packages a month," he says. "Over the nine months I've been out, that's 360 packages."

"Many of those are repeats, but that's the point. At least one PD has received seven of my packages. He hasn't called me back yet, but I know he knows who I am. I also send out an e-mail every 10 days to all my contacts. Consistency is key when you are out of work."

**"The higher up the ladder you were, the harder it is to get back in, because so many companies are downsizing and merging."**

*Azim Rasheed*

Stevens takes time each day to check out industry websites to stay in the loop. "It's important to keep up with news, to find out about new job openings," he says. "I also have my own network of people, jocks I've trained over the years and programmers I've worked with. People like [WEA VP/Marketing] Helen Little, [WBLS/New York PD] Vinny Brown and [KKDA/Dallas PD] Skip Cheatham.

"[WGCI & WVAZ/Chicago OM] Elroy Smith helped me to see that this happens to everyone. He helped me through the process of the phone calls: At first everyone calls, and gradually the phone stops ringing

**"I've talked with some people who are also out of work, and they are bitter. But you can't take it personally. You have to understand that you're not on people's priority list, but that shouldn't keep you from trying."**

*KJ Carson*

after a couple of weeks. You quickly learn who your friends are."

Rasheed says that when he was first laid off, "I was shell-shocked, and I wasn't being very aggressive about finding a new gig. But in the last month I've been making sure my network is tight. There are people who have helped me in my career in the past, and they're still my strongest supporters, even if they don't have a job for me."

"I also make sure I make the rounds at industry events, to let people see me. The old saying is so true: 'Out of sight, out of mind.' If people don't see you around, they forget you pretty quickly."

"I try to keep in touch both with label folks and radio people, because in the end my connections on both sides are what will help me land a new gig. The first thing a prospective employer will ask you is, 'Who [at radio] can you get on the phone?'"

### Maintain Your Sanity

For Stevens, being laid off "was the break I needed for a long time." He continues, "For the first month I did absolutely nothing except relax and enjoy myself. In all the years I'd been working in radio I'd generally only take a one-week vacation per year. So, for me, it was a long-overdue vacation. It gave me the chance to really reflect on my life, my goals, my family and my career."

"But after that you start to get a little bored. I was lucky because I was offered a job with Cash Money, so I was working not long after. The thing is, when you love radio, it gets in your blood, and you can't get it out."

That's why Stevens eventually twice took short-term jobs at KBCE/Alexandria, LA. "You have to make sure when you do take a job to get back in, that it's the right one," he says.

"When I first got laid off I was still calling programmers every day," Rasheed says. "It was like I was still working. I had to learn to deprogram myself. I had always worked, from the time I was 15, so it was a different kind of experience for me."

"I eventually learned to focus on other things. I read a lot more now. I'm getting in shape physically. I have personal projects now that I never had time for before. I've truly learned how to relax."

Carson says sane by keeping his sense of humor. "If you can't laugh at

things, then you should move on," he says. "I realize there are bigger issues in the industry and that it's not me."

"Even so, I wouldn't give up on radio just yet. If it gets to that point, I have skills that I've learned in radio, like my knowledge of Scarborough research, that could take me to other industries or other jobs in broadcasting."

"I'll also consider other formats. I already sent my package out to Top 40 programmers, asking for



**Gerod Stevens**

### Keep Your Options Open

Rasheed says that, with labels, "It helps to have good relationships on the Rhythmic side; that can only make you more valuable to a company. I've been lucky in that I've had relationships with people like [WQHT/New York's] Ebro, [WMIB/Miami PD] Dion Summers when he was at WERQ/Baltimore and [Clear Channel/Philadelphia Director/Urban Programming] Thea Mitchem when she was at WPGC/Washington. I spent the first part of the summer asking, 'Why did this happen to me?' Now I'm looking at what I have to offer and where I can go from here."

"My advice is to always have something to fall back on," says Stevens. "It's just common sense. I've also become more of a believer in owning your own business. I look at someone like [On Top Communications President] Steve Hegwood and truly admire what he has accomplished. He put together the investors and has his stations up and running. I would love to be able to do that, and in fact I'm in the process of trying to make it happen."

"I've also learned that you have to increase your skills in all areas. I've been working for a video/television/audio production company as OM, and it has taught me a whole new set of skills in terms of production and equipment and, to an extent, in managing people and selling a product."

"I'm responsible for growing this company and overseeing the employees. Sure, I did that in radio as well, but now I can see that business is business, regardless of where you're at. It's really helped me to mature and realize that the most important thing in the end is having your family and your happiness."





America's Best Testing CHR/Rhythmic Songs 12 +  
For The Week Ending 10/10/03

Artist Title (Label)	TW	LW	Familiarity	Burn	Persons 12-17	Persons 18-24	Persons 25-34
BEYONCÉ f/SEAN PAUL Baby Boy (Columbia)	4.29	4.20	97%	21%	4.39	4.27	4.20
NELLY f/P. DIDDY & MURPHY LEE Shake Ya Tailfeather (Bad Boy/Universal)	4.07	4.14	99%	37%	4.11	3.95	4.13
LUDACRIS f/SHAWNNA Stand Up (Def Jam South/IDJMG)	4.04	3.91	73%	10%	4.40	3.74	4.21
LIL' JON & THE EASTSIDE BOYZ Get Low (TVT)	4.02	3.85	83%	23%	4.28	3.79	4.01
50 CENT If I Can't (Shady/Aftermath/Interscope)	4.00	3.94	72%	17%	4.32	3.95	3.83
CHINGY Right Thurr (DTP/Capitol)	3.96	3.77	97%	39%	4.22	3.93	3.78
FABOLOUS f/TAMIA Into You (Desert Storm/Elektra/EEG)	3.96	3.96	91%	30%	3.97	4.02	3.93
BLACK EYED PEAS Where Is The Love? (A&M/Interscope)	3.92	4.05	95%	40%	3.77	3.75	4.13
CHINGY f/SNOOP DOGG & LUDACRIS Holiday In (DTP/Capitol)	3.89	3.64	70%	12%	4.28	3.80	3.80
YOUNGBLOODZ f/LIL' JON Damn! (Arista)	3.87	3.68	61%	13%	4.15	3.61	3.96
BABY BASH Suga Suga (Universal)	3.87	3.71	55%	11%	4.10	3.84	3.74
BEYONCÉ f/JAY-Z Crazy In Love (Columbia)	3.86	3.95	99%	54%	3.66	3.75	4.01
MARK RONSON International Affair (Elektra/EEG)	3.86	—	27%	4%	4.07	3.71	4.00
FAT JOE & P. DIDDY f/DRE Girl I'm A Bad Boy (Bad Boy/Universal)	3.84	3.73	45%	7%	4.33	3.62	3.76
50 CENT P.I.M.P. (Shady/Aftermath/Interscope)	3.81	3.80	99%	50%	3.99	3.67	3.86
ASHANTI Rain On Me (Murder Inc./IDJMG)	3.81	3.65	77%	15%	3.79	3.82	3.77
BOW WOW Let's Get Down (Columbia)	3.80	3.78	86%	27%	4.03	3.65	3.75
YOUNG GUNZ Can't Stop, Won't Stop (Def Jam/IDJMG)	3.79	3.65	71%	16%	4.13	3.42	3.92
PHARRELL f/JAY-Z Frontin' (Star Trak/Arista)	3.76	3.87	87%	33%	3.68	3.68	3.97
OUTKAST The Way You Move (Arista)	3.76	3.68	61%	10%	3.62	3.57	4.06
MYA My Love Is Like...Whoa (A&M/Interscope)	3.70	3.76	98%	35%	3.80	3.65	3.79
DMX Where The Hood At? (Ruff Ryders/IDJMG)	3.68	3.73	79%	17%	3.93	3.46	3.79
MURPHY LEE f/JERMAINE DUPRI Wat Da Hood Gon Be (Fo' Reel/Universal)	3.63	3.54	47%	9%	4.07	3.38	3.49
GINUWINE In Those Jeans (Epic)	3.62	3.48	87%	35%	3.80	3.57	3.56
R. KELLY Thoina Thing (Jive)	3.60	3.38	90%	30%	3.83	3.51	3.63
LUMIDEE Never Leave You - Uh Ooh, Uh Oooh! (Universal)	3.60	3.51	90%	44%	3.63	3.61	3.38
MARY J. BLIGE Ooh! (Geffen)	3.53	3.60	55%	13%	3.26	3.25	3.84
BUBBA SPARXXX Deliverance (Beatclub/Interscope)	3.52	3.61	60%	13%	3.41	3.43	3.85
T.I. 24's (Grand Hustle/Atlantic)	3.52	3.50	51%	17%	3.69	3.44	3.58
OBIE TRICE Got Some Teeth (Shady/Aftermath/Interscope)	3.40	3.25	49%	13%	3.75	3.29	3.39

Total sample size is 404 respondents. Total average favorability estimates are based on a scale of 1-5. (1=dislike very much, 5=like very much). Total familiarity represents the percentage of respondents who recognized the song. Total burn represents the number of respondents who said they are tired of hearing the song. Sample composition is based on persons 12+. 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 818-277-5300. RateTheMusic.com data is provided by Mediabase Research, a division of Premiere Radio Networks.

# HEAD RUSH

ARTIST: Missy Elliott  
LABEL: Gold Mind/Elektra/EEG  
By MIKE TRIAS/Assistant Editor



Since she first emerged in the mid-'90s, Missy "Misdemeanor" Elliott has been a force to reckon with as a producer, writer and solo artist. Like her music, her videos are always on the cutting edge, and this time around it's no different. "Pass That Dutch" is the latest bomb from Elliott's vast musical arsenal, and it exploded on R&R's charts this week, debuting at No. 24\* at both CHR/Rhythmic and Urban.

"Pass That Dutch" is our first look at *This Is Not a Test*, Elliott's forthcoming Nov. 25 release. Thumpin' bass serves as the engine that drives the cut forward, while percussive claps steer the listener through the song. Occasional accents provided by horns, alarms and even a whinnying horse turn the tune into another one of Elliott's instant classics. Still not convinced? Go to the clubs and check out the dance floor once "Pass That Dutch" starts pumpin' through the speakers.

*This Is Not a Test* is Elliott's fifth solo project, and guests this time around include Jay-Z, Monica, Fabolous, Elephant Man and The Clark Sisters. Timbaland and Elliott team up once again as producers on the album, with help from Craig Brockman, Nisan Stewart and Soul Digga.

Elliott recently won Best Video of the Year and Best Hip-Hop Video for "Work It" at the MTV Video Music Awards, and there may be many more awards to come. She was nominated for a Radio Music Award for Artist of the Year: Hip-Hop Radio, and the ceremony will air Oct. 27 on NBC. In addition, Elliott will be competing in the categories of Rap/Hip-Hop: Favorite Female Artist and Rap/Hip-Hop: Favorite Album (*Under Construction*) at this year's American Music Awards, airing Nov. 16 on ABC.

## Reporters

<p><b>KISS/Amherst, MA*</b> APD: Dana Carter 1 2PAC W/INTROSUS B I G 2 CASSIDY VR KELLY 3 RICK CARSON WESTSIDE CONNECTION 4 JAY-Z 5 2PAC W/INTROSUS B I G 6 ELVA 7 TINA 8 TINA 9 TINA 10 TINA 11 TINA 12 TINA 13 TINA 14 TINA 15 TINA 16 TINA 17 TINA 18 TINA 19 TINA 20 TINA</p>	<p><b>WBL/Amherst, MA*</b> APD: Dana Carter 1 2PAC W/INTROSUS B I G 2 CASSIDY VR KELLY 3 RICK CARSON WESTSIDE CONNECTION 4 JAY-Z 5 2PAC W/INTROSUS B I G 6 ELVA 7 TINA 8 TINA 9 TINA 10 TINA 11 TINA 12 TINA 13 TINA 14 TINA 15 TINA 16 TINA 17 TINA 18 TINA 19 TINA 20 TINA</p>	<p><b>WRC/Amherst, MA*</b> APD: Dana Carter 1 2PAC W/INTROSUS B I G 2 CASSIDY VR KELLY 3 RICK CARSON WESTSIDE CONNECTION 4 JAY-Z 5 2PAC W/INTROSUS B I G 6 ELVA 7 TINA 8 TINA 9 TINA 10 TINA 11 TINA 12 TINA 13 TINA 14 TINA 15 TINA 16 TINA 17 TINA 18 TINA 19 TINA 20 TINA</p>	<p><b>WRC/Amherst, MA*</b> APD: Dana Carter 1 2PAC W/INTROSUS B I G 2 CASSIDY VR KELLY 3 RICK CARSON WESTSIDE CONNECTION 4 JAY-Z 5 2PAC W/INTROSUS B I G 6 ELVA 7 TINA 8 TINA 9 TINA 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October 10, 2003

RANK ARTIST TITLE LABEL

- 1 YOUNGBLOODS f/LIL' JON Damn! (Arista)
- 2 BEYONCE' f/SEAN PAUL Baby Boy (Columbia)
- 3 LIL' JON & EASTSIDE BOYZ Get Low (TVT)
- 4 LUDACRIS Stand Up (Def Jam South/IDJMG)
- 5 YOUNG GUNZ Can't Stop, Won't Stop (Def Jam/IDJMG)
- 6 CHINGY Right Thurr (Priority/Capitol)
- 7 NELLY f/P. DIDDY & MURPHY LEE Shake Ya Tailfeather (Universal)
- 8 MISSY ELLIOTT Pass That Dutch (Gold Mind/Elektra/EEG)
- 9 CHINGY f/SNOOP DOGG & LUDACRIS Holidae In (DTP/Capitol)
- 10 R. KELLY Thoina Thoing (Jive)
- 11 MARY J. BLIGE Ooh! (Geffen)
- 12 PHARRELL f/JAY-Z Frontin' (Star Trak/Arista)
- 13 50 CENT f/NOTORIOUS B.I.G. P.I.M.P. (Shady/Aftermath/Interscope)
- 14 MURPHY LEE f/J. DUPRI Wat Da Hook Gon' Be (Fo' Reel/Universal)
- 15 T.I. 24's (Grand Hustle/Atlantic)
- 16 OBIE TRICE Got Some Teeth (Shady/Aftermath/Interscope)
- 17 KELIS Milkshake (Star Trak/Arista)
- 18 WYCLEF JEAN Party To Demascus (J)
- 19 50 CENT If I Can't (Shady/Aftermath/Interscope)
- 20 OUTKAST The Way You Move (Arista)
- 21 BAD BOY'S DA BAND Bad Boy This, Bad Boy That (Bad Boy/Universal)
- 22 2PAC f/NOTORIOUS B.I.G. Runnin' (Death Row/Interscope)
- 23 213 Fly (Geffen)
- 24 R. KELLY Step In The Name Of Love (Jive)
- 25 TOO SHORT f/LIL' JON Shake That Monkey (Jive)
- 26 YING YANG TWINS Naggin' (TVT)
- 27 BABY BASH Suga Suga (Universal)
- 28 FABOLOUS Into You (Elektra/EEG)
- 29 G-UNIT Stunt 101 (Interscope)
- 30 BOW WOW Let's Get Down (Columbia)

Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 10/5-10/11/03. ©2003, R&R, Inc.



## PHAT MIX SIX

- 2PAC f/THE NOTORIOUS B.I.G. Runnin' (Amaru/Interscope)  
 MISSY ELLIOTT Pass That Dutch (Gold Mind/Elektra/EEG)  
 JA RULE Clap Back (Murder Inc./IDJMG)  
 G-UNIT Stunt 101 (Interscope)  
 SNOOP DOGG It Blows My Mind (Star Trak/Arista)  
 112 f/LUDACRIS Hot & Wet (Def Jam/IDJMG)

## ON THE RECORD

This Week's Hottest Music Picks

**Karen Wild**  
MD, KUBE/Seattle

Capone-N-Noreaga featuring Wayne Wonder & Lexxus' "Anything Goes" (Roc-A-Fella/IDJMG): In the spirit of hot-ass dancehall music, this track is an instant record in the club in my world.

Jagged Edge's "Walked Outta Heaven" (Columbia): I love it, I love it, I love it! I have always been a diehard fan of Jodeci, and for some people Dru Hill filled that Jodeci void. For me, it's Jagged Edge, a truly soulful, sexy R&B group. The song is spiritual and beautiful.

**D Rock**

PD, KXHT/Memphis

Missy Elliott's "Pass That Dutch" (Gold Mind/Elektra/EEG): A hot-ass hit!

Nelly's "Iz U" (Fo' Reel/Universal): He's got another hit!

Jagged Edge's "Walked Outta Heaven": A huge hit for the fall.

**Rob Tyler**

MD, WQSX/Boston

Amuka's "Appreciate Me" (Star 69): Huge in the Boston clubs right now, and it sounds amazing on WQSX (Star). One of the best-sounding dance tracks available.

Mary J. Blige's "Ooh!" (Geffen): We just opened an all-day new-music slot for this one, 'cuz we're sure it's gonna be a Star smash.

Tarralyn's "Up Against All Odds" (Casablanca): The secret weapon of the fall book. Top 10 phones, and it's only been on the air a week!

**Mark Median**  
PD, KZZP/Phoenix

Drag-On featuring Eve's "You Had Me" (Ruff Ryders/Virgin): Hot female record.

Lenny Kravitz featuring P. Diddy, Loon & Pharrell's "Show Me Your Soul" (Bad Boy/Universal): Interesting record. I like it though — definitely one to keep an eye on.

Ryan Duarte's "You" (Independent): Good Latin female record. Keep an eye on this one, especially on the West Coast.

2pac featuring The Notorious B.I.G.'s "Runnin'" (Death Row/Interscope): KZZP (Kiss) is breaking this in Phoenix, and it's an absolute no brainer. Two huge hip-hop stars — you gotta hit it.

112 featuring Ludacris' "Hot & Wet" (Def Jam/IDJMG): We're almost 300 spins in, and it sounds great on the air.

**Lucas**

MD, WWKL/Harrisburg

DMX's "Get It on the Floor" (Ruff Ryders/IDJMG): This is the next big party anthem.

Blu Cantrell's "Make Me Wanna Scream" (Arista): Blu has one of the sexiest voices I have ever heard.

Blaque's "I'm Good" (Elektra/EEG): Let me be blunt: I like the title of this song and think they are the next TLC.

### Please Send Your Photos

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# R&R CHR/RHYTHMIC TOP 50

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October 10, 2003

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	BEYONCE' f/SEAN PAUL Baby Boy (Columbia)	6427	+288	696116	10	84/0
2	2	LIL' JON & THE EASTSIDE BOYZ Get Low (TVT)	5548	+67	536983	23	76/0
7	3	YOUNGBLOODZ f/LIL' JON Damn! (Arista)	4426	+658	421846	13	77/1
3	4	NELLY f/P. DIDDY & MURPHY LEE Shake Ya Tailfeather (Bad Boy/Universal)	4399	-319	411922	18	81/1
6	5	BABY BASH Suga Suga (Universal)	4135	+190	332165	18	61/0
4	6	CHINGY Right Thurr (DTP/Capitol)	3999	-235	432345	24	78/0
9	7	LUDACRIS f/SHAWNNA Stand Up (Def Jam South/IDJMG)	3968	+529	439132	8	80/1
11	8	CHINGY f/SNOOP DOGG & LUDACRIS Holidae In (DTP/Capitol)	3739	+650	371625	7	82/0
10	9	YOUNG GUNZ Can't Stop, Won't Stop (Def Jam/IDJMG)	3578	+251	395472	16	78/0
5	10	PHARRELL f/JAY-Z Frontin' (Star Trak/Arista)	3548	-622	329766	18	81/0
8	11	50 CENT P.I.M.P. (Shady/Aftermath/Interscope)	2953	-640	324226	19	80/0
15	12	OUTKAST The Way You Move (Arista)	2688	+439	223979	6	72/1
13	13	FABOLOUS f/TAMIA Into You (Desert Storm/Elektra/EEG)	2514	-67	283911	24	72/0
14	14	OBIE TRICE Got Some Teeth (Shady/Aftermath/Interscope)	2486	+147	222161	7	79/0
17	15	ASHANTI Rain On Me (Murder Inc./IDJMG)	2284	+345	249273	8	66/2
20	16	MARY J. BLIGE Ooh! (Geffen)	2122	+359	193986	6	69/0
12	17	BOW WOW Let's Get Down (Columbia)	2018	-969	153959	15	70/0
16	18	BUBBA SPARXXX Deliverance (Beatclub/Interscope)	1997	-122	139275	11	60/0
18	19	50 CENT If I Can't (Shady/Aftermath/Interscope)	1912	-11	184145	13	18/0
21	20	R. KELLY Thoa! Thoa! (Jive)	1841	+123	239871	14	68/0
23	21	MURPHY LEE f/JERMAINE DUPRI Wat Da Hook Gon Be (Fo' Reel/Universal)	1815	+183	139054	7	67/3
26	22	T.I. 24's (Grand Hustle/Arista)	1681	+89	118079	10	65/2
19	23	MYA My Love Is Like...Whoa (A&M/Interscope)	1649	-118	147116	19	61/0
Debut	24	MISSY ELLIOTT Pass That Dutch (Gold Mind/Elektra/EEG)	1598	+1283	161928	1	79/8
24	25	GINUWINE In Those Jeans (Epic)	1481	-138	131695	20	62/0
29	26	MARK RONSON International Affair (Elektra/EEG)	1436	+76	102736	5	46/3
30	27	213 Fly (Geffen)	1277	+51	144597	6	13/0
36	28	WYCLEF JEAN f/MISSY ELLIOTT Party To Damascus (J)	1117	+214	80816	2	62/6
34	29	BIG TYMERS This Is How We Do (Cash Money/Universal)	1051	+42	62580	4	42/4
35	30	M. HOUSTON f/J. BUDDEN & P. PIPER Clubbin' (T.U.G./EEG)	1030	+27	79543	8	32/0
28	31	DMX Where The Hood At? (Ruff Ryders/IDJMG)	971	-469	79760	9	61/0
39	32	JAGGED EDGE Walked Outta Heaven (Columbia)	954	+176	71233	4	46/3
37	33	GEMINI f/NB RIDAZ Crazy For You (Catalyst)	891	+19	54369	9	9/0
32	34	CHRISTINA AGUILERA f/LIL' KIM Can't Hold Us Down (RCA)	887	-184	67759	12	38/0
33	35	FRANKIE J. We Still (Columbia)	883	-156	75636	11	35/0
Debut	36	2PAC f/NOTORIOUS B.I.G. Runnin' (Dying To Live) (Death Row/Interscope)	787	+639	95826	1	64/45
42	37	YING YANG TWINS Naggin' (TVT)	772	+108	77071	4	29/0
49	38	112 f/LUDACRIS Hot & Wet (Def Soul/IDJMG)	741	+259	66430	2	52/5
45	39	KELIS Milkshake (Star Trak/Arista)	708	+183	102226	2	36/5
43	40	TECH N9NE Imma Tell (Independent)	695	+83	23986	4	29/3
46	41	R. KELLY Step In The Name Of Love (Jive)	646	+126	93887	3	15/3
50	42	BAD BOY'S DA BAND Bad Boy This Bad Boy That (Bad Boy/Universal)	619	+165	72068	2	45/10
47	43	BLAQUE I'm Good (Elektra/EEG)	616	+108	27444	2	45/3
31	44	FAT JOE & P. DIDDY f/DRE Girl I'm A Bad Boy (Bad Boy/Universal)	590	-514	51677	6	49/0
44	45	SASHA Dat Sexy Body (VP)	588	+16	68112	7	23/0
38	46	MONICA Get It Off (J)	514	-349	34441	6	42/0
Debut	47	RAH DIGGA Party &... (Flipmode/J)	491	+64	27052	1	31/0
41	48	BUSTA RHYMES Light Your Ass On Fire (Star Trak/Arista)	484	-209	50317	13	56/0
Debut	49	LIMP BIZKIT Red Light - Green Light (Flip/Interscope)	473	+279	26808	1	33/2
Debut	50	OUTKAST Hey Ya! (Arista)	473	+205	59786	1	13/3

## Most Added®

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ARTIST TITLE LABEL(S)	ADDS
2PAC f/NOTORIOUS B.I.G. Runnin'... (Death Row/Interscope)	45
BOW WOW f/JAGGED EDGE My Baby (Columbia)	34
NICK CANNON Gigolo (Jive)	20
SEAN PAUL I'm Still In Love With You (VP/Atlantic)	24
CASSIDY f/R. KELLY Hotel (J)	17
BLU CANTRELL Make Me Wanna Scream (Arista)	14
BRITNEY SPEARS f/MADONNA Me Against The Music (Jive)	11
BAD BOY'S DA BAND Bad Boy This Bad... (Bad Boy/Universal)	10
WESTSIDE CONNECTION Gangsta Nations (Capitol)	10
MISSY ELLIOTT Pass That Dutch (Gold Mind/Elektra/EEG)	8

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
MISSY ELLIOTT Pass That Dutch (Gold Mind/Elektra/EEG)	+1283
YOUNGBLOODZ f/LIL' JON Damn! (Arista)	+658
CHINGY f/SNOOP DOGG & LUDACRIS Holidae In (DTP/Capitol)	+650
2PAC f/NOTORIOUS B.I.G. Runnin'... (Death Row/Interscope)	+639
LUDACRIS f/SHAWNNA Stand Up (Def Jam South/IDJMG)	+529
OUTKAST The Way You Move (Arista)	+439
MARY J. BLIGE Ooh! (Geffen)	+359
ASHANTI Rain On Me (Murder Inc./IDJMG)	+345
BEYONCE' f/SEAN PAUL Baby Boy (Columbia)	+288
LIMP BIZKIT Red Light - Green Light (Flip/Interscope)	+279

## New & Active

- BLACK EYED PEAS** Shut Up (A&M/Interscope)  
Total Plays: 458, Total Stations: 30, Adds: 0
- TOO SHORT f/LIL' JON** Shake That Monkey (Short/Jive)  
Total Plays: 435, Total Stations: 11, Adds: 1
- ELEPHANT MAN** Pon De River (VP/Atlantic)  
Total Plays: 415, Total Stations: 30, Adds: 4
- LOON f/MARIO WINANS** Down For Me (Bad Boy/Universal)  
Total Plays: 389, Total Stations: 24, Adds: 4
- ERYKAH BADU** Danger...Block On Lock (Motown/Universal)  
Total Plays: 362, Total Stations: 15, Adds: 0
- AVANT** Read Your Mind (Geffen)  
Total Plays: 319, Total Stations: 10, Adds: 0
- MONTELL JORDAN** Superstar (Koch)  
Total Plays: 244, Total Stations: 15, Adds: 0
- WESTSIDE CONNECTION** Gangsta Nations (Capitol)  
Total Plays: 234, Total Stations: 15, Adds: 10
- L. KRAVITZ f/P. DIDDY...** Show... (Bad Boy/Universal)  
Total Plays: 214, Total Stations: 28, Adds: 2
- CASSIDY f/R. KELLY** Hotel (J)  
Total Plays: 175, Total Stations: 42, Adds: 17

Songs ranked by total plays

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

89 CHR/Rhythmic reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 9/28-10/4. 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 (© 2003, The Arbitron Company), © 2003, R&R, Inc.

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# A Short-Term Fix For A Long-Term Problem?

Music Forecasting's Ron Gregory discusses the RIAA attack on illegal downloading

Looking at the RIAA's civil lawsuits against file traders who have been illegally distributing substantial amounts of copyrighted music on peer-to-peer networks, many argue that these suits aren't a long-term fix for the problem of illegal downloading.

"I'm fearful for the record industry right now," says Music Forecasting President Ron Gregory, whose company recently conducted a survey on consumer reaction to the lawsuits. "The piracy issues and illegal downloading are having a tremendously negative impact on sales and artists' careers, but at the same time I'm not sure that suing your customers is necessarily the best way to go."

A record-industry vet who's held promotion positions at both Warner Bros. and Elektra Records, Gregory formed Music Forecasting seven years ago, and the company now provides market research to most of the major record labels from telephone perceptual studies, national perceptual studies, consumer panels and music testing.

"I spent 10 years of my career

with Warner Bros. and another 10 with Elektra doing promotions," says Gregory. "I held positions from local to regional to national to being in the New York home office at Elektra."

He says he grew frustrated with record promotion due to the lack of resources provided to help him do an effective job. He says, "Particularly in the latter years of my record-industry career, I became increasingly frustrated, as many promotion people have been, with the fact that you could go into a station, and they seemed to know more about your artists and what was going on with their songs than you were able to learn through the research process."

"It created antagonistic situations, because you had no way to defend the information you were being given; you had to take it at face value.

In frustration I decided to put together my own market research company that would be able to help the music industry to understand their artists' positions and profiles and to eventually understand the whole music-testing system."

## Finding Solutions

With record companies and artists being adversely affected by the illegal downloading of copyrighted material, companies such as Music Forecasting have shifted their attention to finding solutions to that problem.

Given the recent RIAA lawsuits, Gregory and the staff at Music Forecasting conducted a survey to find out if consumers would be downloading less in the future as a result of the lawsuits. According to the survey, the RIAA's tactics seem to be working.

"For the moment, the action, based on what our research is telling us, has driven some fear into the consumer," says Gregory. "Right now it's a hot subject, and certainly there's a tremendous amount of visibility. Pick up any newspaper, and there's an article about illegal downloading and what's going on with the RIAA. Our goal was to see the immediate reaction of consumers to the RIAA bringing lawsuits against people for downloading."

"Some 92% of the people we picked for the survey were aware of the RIAA lawsuits. That's a huge number, and that's consumers 12-54 years old. It says that however the RIAA went about making the lawsuits public knowledge, they did it quite well."

"Interestingly, 60% of the consumers who admitted that they had downloaded music from the Internet in the past said they'd be downloading less in the future, which I think is again an impactful number. Does that 60% change a few weeks from now and drop or go up? That's yet to be seen."

"Once interest from the press dies down, I wonder if we'll see a return to illegal downloading at similar

## Highlights From Music Forecasting's Consumer Survey

- Percentage of consumers aware of RIAA lawsuits: 92%.
- Percentage of consumers who said they will download less in the future in response to the RIAA's actions: 60%.
- Percentage of consumers who have downloaded less music this month than last month in response to the RIAA's actions: 58%.

levels, or will the RIAA have really changed the consumer's attitudes about it?"

## Changing Attitudes?

Changing consumers' attitudes will be a task in itself, especially the attitudes of teenagers who believe that they aren't breaking any laws by downloading copyrighted material off the Internet. "It's a matter of what you've been exposed to all your life," explains Gregory.

cording industry a moment to come up with different solutions to the problem.

"With more legal sites offering fairly priced product, the consumer will go there to buy their music. We are going to have to accept the fact that our business model and the way that music is distributed to consumers have changed. What's really needed is a solution, not the threat of a lawsuit."

## Other Findings

Other findings in the survey indicate that 40% of consumers who downloaded from the Internet did so to aid their music-purchasing decisions. Additionally, 35% of consumers polled in the survey say they object to paying full price for a CD that may contain only one song they like and that they use the Internet as a way to obtain that song.

"There has clearly been a downturn in people's activity as far as downloading music over the Internet, but I believe that if artists put good music in the store and the message gets out that it's going to be priced more fairly, there could be some increase in sales," says Gregory. "If you can stop the bleeding at all, you're ahead of the curve."

Ultimately, the government must pass some laws to better protect copyrighted material. Just like everyone else, artists and record companies deserve to be compensated for their work. Bottom line, when software is made available that allows a teenager to illegally download music for free, it doesn't help the financial growth of the artist or the country's economy.

Not only do the retailers suffer, but sales tax is also lost, making our economy suffer more than it already has. If services such as KaZaa, Grokster, Morpheus and LimeWire continue to provide young teenagers the ability to file share without constraint, the music industry will continue to get worse, making all of our jobs more challenging.

## TALK BACK TO R&R!

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

Call me at 201-459-0750

or e-mail:

dthompson@radioandrecords.com



**HOW CAN I BE A GIGOLO?** That's the question R&R CHR/Rhythmic Editor Dontay Thompson asked Jive recording artist Nick Cannon (r) recently. With his new single, "Gigolo," produced by labelmate R. Kelly, out now, the young superstar had no problem offering tips to the gameless Thompson.



Stations and their adds listed alphabetically by market

Table listing radio stations across various markets (e.g., Albany, AL, ALBANY, ALBUQUERQUE, ALBUQUERQUE) with their call letters, formats, and program details.

Monitored Reporters 180 Total Reporters 126 Total Monitored 52 Total Indicator. Includes logo for American Radio History.



America's Best Testing CHR/Pop Songs 12+  
For The Week Ending 10/10/03

Artist Title (Label)	TW	LW	Familiarity	Burn	Women 12-17	Women 18-24	Women 25-34
MARDNN 5 Harder To Breathe (Octone/J)	4.26	4.31	89%	14%	4.25	4.33	4.19
3 DOORS DOWN Here Without You (Republic/Universal)	4.21	4.15	87%	14%	4.21	4.31	4.23
SANTANA f/ALEX BAND Why Don't You & I (Arista)	4.10	4.16	86%	18%	4.15	4.24	4.00
TRAPT Headstrong (Warner Bros.)	4.06	4.13	75%	17%	4.21	4.11	3.94
STACIE ORRICO (There's Gotta Be) More To Life (ForeFront/Virgin)	3.97	3.96	82%	15%	4.26	3.87	3.87
MATCHBOX TWENTY Unwell (Atlantic)	3.95	3.97	96%	42%	3.73	3.86	4.30
JASON MRAZ The Remedy (I Won't Worry) (Elektra/EEG)	3.94	3.99	94%	33%	4.00	3.94	3.94
GOOD CHARLOTTE Girls & Boys (Daylight/Epic)	3.91	3.91	96%	33%	4.06	4.06	3.69
BLACK EYED PEAS Where Is The Love? (A&M/Interscope)	3.90	4.00	98%	46%	3.92	3.75	3.86
ATARIS The Boys Of Summer (Columbia)	3.90	3.96	91%	28%	4.15	3.95	3.57
KELLY CLARKSON Low (RCA)	3.85	3.92	89%	19%	3.91	3.88	3.83
CHRISTINA AGUILERA f/LIL' KIM Can't Hold Us Down (RCA)	3.84	3.96	96%	33%	4.00	3.72	4.00
FOUNTAINS OF WAYNE Stacy's Mom (S-Curve/EMC)	3.83	-	82%	19%	4.09	3.73	3.32
EVANESCENCE Bring Me To Life (Wind-up)	3.80	3.96	96%	55%	3.57	3.81	4.01
MICHELLE BRANCH Are You Happy Now? (Maverick/Warner Bros.)	3.80	3.80	98%	43%	3.83	3.70	3.81
LIZ PHAIR Why Can't I? (Capitol)	3.79	-	73%	18%	3.98	3.77	3.62
NELLY f/P. DIDDY & MURPHY LEE Shake Ya Tailfeather (Bad Boy/Universal)	3.71	3.88	96%	38%	3.86	3.53	3.79
HILARY DUFF So Yesterday (Buena Vista/Hollywood)	3.61	3.66	91%	27%	3.64	3.75	3.67
JUSTIN TIMBERLAKE Senorita (Jive)	3.56	3.69	96%	38%	3.71	3.72	3.46
BEYONCÉ f/SEAN PAUL Baby Boy (Columbia)	3.52	3.80	93%	34%	3.76	3.47	3.55
LIL' JON & THE EASTSIDE BOYZ Get Low (TVT)	3.49	3.54	67%	23%	3.71	3.60	3.40
JOHN MAYER Bigger Than My Body (Aware/Columbia)	3.46	3.58	72%	21%	3.41	3.53	3.48
BEYONCÉ f/JAY-Z Crazy In Love (Columbia)	3.45	3.59	99%	57%	3.34	3.41	3.63
BABY BASH Suga Suga (Universal)	3.35	-	44%	16%	3.61	3.52	3.54
MYA My Love Is Like...Whoa (A&M/Interscope)	3.34	3.39	93%	39%	3.46	3.29	3.33
PINK Trouble (Arista)	3.34	-	52%	13%	3.07	3.35	3.52
50 CENT P.I.M.P. (Shady/Aftermath/Interscope)	3.33	3.44	95%	46%	3.52	3.20	3.41
FABOLOUS f/TAMIA Into You (Desert Storm/Elektra/EEG)	3.27	3.47	78%	33%	3.42	3.16	3.47
CHINGY Right Thurr (DTP/Capitol)	3.21	3.41	94%	45%	3.50	2.88	3.35
ASHANTI Rock Wit U (Awww Baby) (Murder Inc./DJJMG)	3.04	3.14	96%	61%	3.05	2.93	3.24

Total sample size is 442 respondents. Total average favorability estimates are based on a scale of 1-5, (1=dislike very much, 5=like very much). Total familiarity represents the percentage of respondents who recognized the song. Total burn represents the number of respondents who said they are tired of hearing the song. Sample composition is based on persons 12+. 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.

## New & Active

**MOST VALUABLE PLAYAS...** Roc Ya Body Mic Check 1, 2 (Casablanca)  
Total Plays: 587, Total Stations: 27, Adds: 0

**BRITNEY SPEARS f/MAONNA Me Against The Music (Jive)**  
Total Plays: 520, Total Stations: 109, Adds: 109

**FUEL Falls On Me (Epic)**  
Total Plays: 506, Total Stations: 50, Adds: 3

**BLAQUE I'm Good (Elektra/EEG)**  
Total Plays: 495, Total Stations: 36, Adds: 5

**MEST Jaded (These Years) (Maverick/Reprise)**  
Total Plays: 412, Total Stations: 32, Adds: 0

**LUDACRIS f/SHAWNNA Stand Up (Def Jam South/DJMG)**  
Total Plays: 411, Total Stations: 39, Adds: 13

**ALL-AMERICAN REJECTS Time Stands Still (Doghouse/DreamWorks)**  
Total Plays: 394, Total Stations: 34, Adds: 0

**D.A.R. Hey Girl (Lava)**  
Total Plays: 354, Total Stations: 34, Adds: 5

**CLAY AIKEN Invisible (RCA)**  
Total Plays: 352, Total Stations: 47, Adds: 11

**CHINGY f/SNOOP DOGG & LUDACRIS Holiday In (DTP/Capitol)**  
Total Plays: 296, Total Stations: 14, Adds: 5

Songs ranked by total plays



**MUCH LOVE, MON** We've run an awful lot of pictures of WKSE/Bufalo PD Dave Universal because you people aren't sending us any pictures of your own! So send us some. Here's (l-r) Atlantic rep Gary Gorman, Sean Paul and Universal.

## Please Send Your Photos

R&R wants your best snapshots

(color or black & white).

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

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



**WE JUST GOT PROMOTED!** What better way to celebrate a nice salary bump than to party with Capitol artist Liz Phair? Out for a night on the town are (l-r) Capitol's Joe Rainey, new WLAN/Lancaster, PA OM Michael McCoy, Phair, newly anointed WLAN PD J.T. Bosch and Capitol's Ed Green.



**WALL OF FUNK** Bad Boy's Da Band swarmed over WHTZ (Z100)/New York, where they took a moment out of roaming around the building to pose for a picture in front of a large Z100 banner. Seen here are (l-r) Universal rep Paul Munsch; bandmember Sarah; Z100 MD/afternoon guy Paul "Cubby" Bryant; bandmembers Babs, Chopper and Ness; Bad Boy Entertainment's Mel Smith; and Z100 night host Romeo.



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

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (M)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
4	1	3 DOORS DOWN Here Without You (Republic/Universal)	2732	+307	63609	11	50/0
1	2	CHRISTINA AGUILERA f/LIL' KIM Can't Hold Us Down (RCA)	2462	-15	59342	13	46/0
2	3	NELLY f/P. DIDDY & MURPHY LEE Shake Ya Tailfeather (Bad Boy/Universal)	2399	-58	54377	15	46/0
6	4	MAROON 5 Harder To Breathe (Octone/J)	2360	+259	53251	14	47/0
3	5	BLACK EYED PEAS Where Is The Love? (A&M/Interscope)	2333	-109	50539	20	47/0
5	6	SANTANA f/ALEX BAND Why Don't You & I (Arista)	2277	+59	61387	16	46/0
11	7	BEYONCE' f/SEAN PAUL Baby Boy (Columbia)	2107	+443	52018	7	47/2
8	8	MYA My Love Is Like...Whoa (A&M/Interscope)	1916	+81	46050	10	45/0
7	9	JASON MRAZ The Remedy (I Won't Worry) (Elektra/EEG)	1656	-268	34682	25	40/0
9	10	BEYONCE' f/JAY-Z Crazy In Love (Columbia)	1610	-160	36708	19	42/0
14	11	50 CENT P.I.M.P. (Shady/Aftermath/Interscope)	1477	+106	33027	10	45/0
10	12	JUSTIN TIMBERLAKE Senorita (Jive)	1462	-306	35275	13	38/0
16	13	KELLY CLARKSON Low (RCA)	1414	+92	32696	8	41/0
12	14	CHINGY Right Thurr (DTP/Capitol)	1379	-206	28668	14	35/0
18	15	STACIE ORRICO (There's Gotta Be) More To Life (ForeFront/Virgin)	1352	+191	34900	11	40/1
17	16	JOHN MAYER Bigger Than My Body (Aware/Columbia)	1278	+60	30873	8	42/1
21	17	MATCHBOX TWENTY Bright Lights (Atlantic)	1227	+206	30628	8	40/1
20	18	TRAPT Headstrong (Warner Bros.)	1204	+132	28564	15	38/0
24	19	FOUNTAINS OF WAYNE Stacy's Mom (S-Curve/EMC)	1201	+308	31189	5	45/7
13	20	ATARIS The Boys Of Summer (Columbia)	1154	-400	24771	11	35/0
22	21	HILARY DUFF So Yesterday (Buena Vista/Hollywood)	1130	+130	27956	10	37/2
19	22	FABOLOUS f/TAMIA Into You (Desert Storm/Elektra/EEG)	1067	-35	27603	12	33/0
25	23	PINK Trouble (Arista)	1056	+301	25137	2	43/2
27	24	NICKELBACK Someday (Roadrunner/IDJMG)	891	+151	23661	4	40/2
26	25	LIZ PHAIR Why Can't I? (Capitol)	812	+63	24714	10	32/5
32	26	BABY BASH Suga Suga (Universal)	770	+230	20344	5	30/1
34	27	MICHELLE BRANCH Breathe (Maverick/Warner Bros.)	767	+256	19100	2	40/3
28	28	MARIA I Give, You Take (DreamWorks)	709	+61	16687	9	42/1
36	29	LIL' JON & THE EASTSIDE BOYZ Get Low (TVT)	645	+165	14146	3	32/6
37	30	PHARRELL f/JAY-Z Frontin' (Star Trak/Arista)	590	+132	16951	3	26/2
31	31	BUBBA SPARXXX Deliverance (Beatclub/Interscope)	573	+24	14750	6	30/1
33	32	BLACK EYED PEAS Shut Up (A&M/Interscope)	528	+13	12249	3	38/2
29	33	GOOD CHARLOTTE Girls & Boys (Daylight/Epic)	509	-87	11117	16	19/0
38	34	STAIN'D So Far Away (Flip/Elektra/EEG)	490	+64	12267	8	26/4
42	35	LIVE Heaven (Radioactive/Geffen)	452	+57	11272	11	18/1
35	36	LUMIDEE Never Leave You - Uh Ooh, Uh Oooh! (Universal)	426	-75	12094	14	15/0
43	37	FEFE DOBSON Take Me Away (Island/IDJMG)	414	+22	11153	5	29/0
40	38	MANDY MOORE Have A Little Faith In Me (Epic)	401	+3	13672	5	22/1
45	39	ALL-AMERICAN REJECTS Time Stands Still (Doghouse/DreamWorks)	398	+21	12180	4	30/1
44	40	STEPHANIE RICHARDS Get Used To It (Independent)	356	-25	7405	6	11/0
46	41	KK All The Pieces (Independent)	346	-14	7924	6	10/0
48	42	JEWEL Stand (Atlantic)	334	+9	9259	3	25/0
50	43	DIDO White Flag (Arista)	313	+37	8233	3	14/1
49	44	SIMPLE PLAN Perfect (Lava)	308	-14	6586	2	21/2
39	45	THALIA f/FAT JOE I Want You (EMI Latin/Virgin)	304	-104	8469	19	11/0
Debut	46	OUTKAST Hey Ya! (Arista)	281	+95	7535	1	24/4
47	47	LIL' KIM f/50 CENT Magic Stick (Queen Bee/Atlantic)	266	-69	6296	18	14/0
-	48	SALIVA Rest In Pieces (Island/IDJMG)	223	-46	5134	11	8/0
Debut	49	JOSH KELLEY Amazing (Hollywood)	218	0	6640	1	11/0
Debut	50	KILEY DEAN Who Will I Run To? (Beatclub/Interscope)	214	+58	5417	1	27/4

50 CHR/Pop reporters. Songs ranked by total plays for the airplay week of Sunday 9/28 - Saturday 10/4.  
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## Most Added\*

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ARTIST TITLE LABEL(S)	ADDS
NELLY FURTADO Powerless (Say What You Want) (DreamWorks)	37
BRITNEY SPEARS f/MADONNA Me Against The Music (Jive)	23
FOUNTAINS OF WAYNE Stacy's Mom (S-Curve/EMC)	7
LIL' JON & THE EASTSIDE BOYZ Get Low (TVT)	6
MISSY ELLIOTT Pass That Dutch (Gold Mind/Elektra/EEG)	6
THALIA Baby, I'm In Love (Virgin)	6
LIZ PHAIR Why Can't I? (Capitol)	5
CONTACT Working Girl (Regin' Grace)	5
LUDACRIS f/SHAWNNA Stand Up (Def Jam South/IDJMG)	5
SHERYL CROW The First Cut Is The Deepest (A&M/Interscope)	5
SEAN PAUL I'm Still In Love With You (VP/Atlantic)	5
KILEY DEAN Who Will I Run To? (Beatclub/Interscope)	4
STAIN'D So Far Away (Flip/Elektra/EEG)	4
OUTKAST Hey Ya! (Arista)	4
BLAQUE I'm Good (Elektra/EEG)	4
LILLIX Tomorrow (Maverick/Reprise)	4
MICHELLE BRANCH Breathe (Maverick/Warner Bros.)	3
PLUMB Real (Curb)	3
MASHA Broken Hearted (Paroli)	3

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
BEYONCE' f/SEAN PAUL Baby Boy (Columbia)	+443
FOUNTAINS OF WAYNE Stacy's Mom (S-Curve/EMC)	+308
3 DOORS DOWN Here Without You (Republic/Universal)	+307
PINK Trouble (Arista)	+301
MAROON 5 Harder To Breathe (Octone/J)	+259
MICHELLE BRANCH Breathe (Maverick/Warner Bros.)	+256
BABY BASH Suga Suga (Universal)	+230
MATCHBOX TWENTY Bright Lights (Atlantic)	+206
S. ORRICO (There's Gotta Be) More To Life (ForeFront/Virgin)	+191
LIL' JON & THE EASTSIDE BOYZ Get Low (TVT)	+165
NICKELBACK Someday (Roadrunner/IDJMG)	+151
TRAPT Headstrong (Warner Bros.)	+132
PHARRELL f/JAY-Z Frontin' (Star Trak/Arista)	+132
HILARY DUFF So Yesterday (Buena Vista/Hollywood)	+130
SHERYL CROW The First Cut Is The Deepest (A&M/Interscope)	+120
NELLY FURTADO Powerless (Say What You Want) (DreamWorks)	+115
50 CENT P.I.M.P. (Shady/Aftermath/Interscope)	+106
BLAQUE I'm Good (Elektra/EEG)	+98
OUTKAST Hey Ya! (Arista)	+95
KELLY CLARKSON Low (RCA)	+92
MYA My Love Is Like...Whoa (A&M/Interscope)	+81
BRITNEY SPEARS f/MADONNA Me Against The Music (Jive)	+74
FUEL Falls On Me (Epic)	+74
MISSY ELLIOTT Pass That Dutch (Gold Mind/Elektra/EEG)	+68
STAIN'D So Far Away (Flip/Elektra/EEG)	+64
LIZ PHAIR Why Can't I? (Capitol)	+63
MARIA I Give, You Take (DreamWorks)	+61
JOHN MAYER Bigger Than My Body (Aware/Columbia)	+60
SANTANA f/ALEX BAND Why Don't You & I (Arista)	+59
KILEY DEAN Who Will I Run To? (Beatclub/Interscope)	+58

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• **October 10, 2003**

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ADDS
1	1	NELLY f/P. DIDDY & MURPHY LEE Shake Ya Tailfeather (Bad Boy/Universal)	7488	-284	588672	17	115/0
4	2	3 DOORS DOWN Here Without You (Republic/Universal)	6988	+781	522805	10	119/3
5	3	BEYONCE' f/SEAN PAUL Baby Boy (Columbia)	6944	+1016	611674	8	120/1
3	4	CHRISTINA AGUILERA f/LIL' KIM Can't Hold Us Down (RCA)	6941	-18	577057	13	119/0
2	5	BLACK EYED PEAS Where Is The Love? (A&M/Interscope)	6638	-523	590113	21	122/0
6	6	MAROON 5 Harder To Breathe (Octone/J)	5972	+365	422634	16	123/0
7	7	SANTANA f/ALEX BAND Why Don't You & I (Arista)	5688	+388	440937	16	120/3
8	8	MYA My Love Is Like...Whoa (A&M/Interscope)	5146	+147	384125	10	119/0
12	9	50 CENT P.I.M.P. (Shady/Aftermath/Interscope)	4404	+38	311621	12	105/1
9	10	JASON MRAZ The Remedy (I Won't Worry) (Elektra/EEG)	4281	-356	318189	25	115/0
10	11	BEYONCE' f/JAY-Z Crazy In Love (Columbia)	4189	-447	300574	20	124/0
11	12	CHINGY Right Thurr (DTP/Capitol)	3875	-554	227030	17	109/0
16	13	TRAPT Headstrong (Warner Bros.)	3854	+373	232356	12	104/0
13	14	JUSTIN TIMBERLAKE Senorita (Jive)	3831	-526	309194	14	122/0
14	15	ATARIS The Boys Of Summer (Columbia)	3625	-571	260260	14	111/0
20	16	LIL' JON & THE EASTSIDE BOYZ Get Low (TVT)	3580	+506	232225	9	89/2
19	17	STACIE ORRICO (There's Gotta Be) More To Life (ForeFront/Virgin)	3580	+318	246040	11	114/2
15	18	FABOLOUS f/TAMIA Into You (Desert Storm/Elektra/EEG)	3431	-231	292889	13	90/0
18	19	KELLY CLARKSON Low (RCA)	3421	+121	272074	9	114/4
23	20	FOUNTAINS OF WAYNE Stacy's Mom (S-Curve/EMC)	3389	+1020	240475	6	116/9
21	21	HILARY DUFF So Yesterday (Buena Vista/Hollywood)	3269	+401	255663	11	114/2
27	22	PINK Trouble (Arista)	2884	+736	216878	3	119/6
26	23	BABY BASH Suga Suga (Universal)	2628	+437	191802	7	74/7
24	24	JOHN MAYER Bigger Than My Body (Aware/Columbia)	2502	+153	161836	7	90/1
25	25	LIZ PHAIR Why Can't I? (Capitol)	2322	+110	120596	10	98/5
30	26	MATCHBOX TWENTY Bright Lights (Atlantic)	2311	+404	146328	7	90/4
32	27	PHARRELL f/JAY-Z Frontin' (Star Trak/Arista)	2047	+246	156389	6	72/2
34	28	STAIN'D So Far Away (Flip/Elektra/EEG)	1678	+228	71000	7	81/1
29	29	LUMIDEE Never Leave You - Uh Ooh, Uh Oooh! (Universal)	1677	-242	154105	17	88/0
33	30	MARIA I Give, You Take (DreamWorks)	1645	+154	84969	6	93/2
31	31	LIL' KIM f/50 CENT Magic Stick (Queen Bee/Atlantic)	1632	-252	118836	20	106/0
41	32	OUTKAST Hey Ya! (Arista)	1557	+350	122661	4	76/9
37	33	BUBBA SPARXXX Deliverance (Beatclub/Interscope)	1524	+146	81282	6	68/1
40	34	SIMPLE PLAN Perfect (Lava)	1516	+294	146198	4	79/1
39	35	NICKELBACK Someday (Roadrunner/IDJMG)	1494	+270	78142	3	84/3
36	36	LIVE Heaven (Radioactive/Geffen)	1367	-25	88962	12	51/0
Debut	37	MICHELLE BRANCH Breathe (Maverick/Warner Bros.)	1347	+617	110632	1	82/9
38	38	FEFE DOBSON Take Me Away (Island/IDJMG)	1347	+99	51394	4	90/2
28	39	GOOD CHARLOTTE Girls & Boys (Daylight/Epic)	1298	-637	96017	16	108/0
46	40	BLACK EYED PEAS Shut Up (A&M/Interscope)	1287	+171	94506	2	74/4
43	41	BOW WOW Let's Get Down (Columbia)	1239	+54	79830	3	59/0
44	42	MANDY MOORE Have A Little Faith In Me (Epic)	1213	+29	45830	4	95/5
47	43	MERCYME I Can Only Imagine (JND/Curb)	971	-85	53342	20	54/0
42	44	THALIA f/FAT JOE I Want You (EMI Latin/Virgin)	965	-235	64962	20	113/0
48	45	SEAN PAUL Like Glue (VP/Atlantic)	855	-166	75696	12	74/0
Debut	46	GAVIN DEGRAW Follow Through (J)	754	+34	19008	1	63/4
Debut	47	JEWEL Stand (Atlantic)	712	+109	35607	1	47/2
Debut	48	JOSH KELLEY Amazing (Hollywood)	701	+112	38550	1	40/5
50	49	EVANESCENCE Going Under (Wind-up)	699	-86	28245	2	46/0
Debut	50	DIDO White Flag (Arista)	672	+36	52515	1	38/4

**Most Added\***

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ARTIST TITLE LABEL(S)	ADDS
BRITNEY SPEARS f/MADONNA Me Against The Music (Jive)	109
NELLY FURTADO Powerless (Say What You Want) (DreamWorks)	67
MISSY ELLIOTT Pass That Dutch (Gold Mind/Elektra/EEG)	21
LILLIX Tomorrow (Maverick/Reprise)	16
SEAN PAUL I'm Still In Love With You (VP/Atlantic)	15
THALIA Baby, I'm In Love (Virgin)	14
LUDACRIS f/SHAWNNA Stand Up (Def Jam South/IDJMG)	13
CLAY AIKEN Invisible (RCA)	11

**Most Increased Plays**

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
FOUNTAINS OF WAYNE Stacy's Mom (S-Curve/EMC)	+1020
BEYONCE' f/SEAN PAUL Baby Boy (Columbia)	+1016
3 DOORS DOWN Here Without You (Republic/Universal)	+781
PINK Trouble (Arista)	+736
MICHELLE BRANCH Breathe (Maverick/Warner Bros.)	+617
BRITNEY SPEARS f/MADONNA Me Against The Music (Jive)	+520
LIL' JON & THE EASTSIDE BOYZ Get Low (TVT)	+506
BABY BASH Suga Suga (Universal)	+437
MATCHBOX TWENTY Bright Lights (Atlantic)	+404
HILARY DUFF So Yesterday (Buena Vista/Hollywood)	+401

**Most Played Recurrents**

ARTIST TITLE LABEL(S)	TOTAL PLAYS
MATCHBOX TWENTY Unwell (Atlantic)	2974
EVANESCENCE Bring Me To Life (Wind-up)	2753
KELLY CLARKSON Miss Independent (RCA)	2294
M. BRANCH Are You Happy Now? (Maverick/Warner Bros.)	2276
SIMPLE PLAN Addicted (Lava)	2153
UNCLE KRACKER f/DOBBIE GRAY Drift Away (Lava)	1884
ASHANTI Rock Wit U (Awww Baby) (Murder Inc./IDJMG)	1876
50 CENT In Da Club (Shady/Aftermath/Interscope)	1836
JUSTIN TIMBERLAKE Rock Your Body (Jive)	1820
R. KELLY Ignition (Jive)	1815
SEAN PAUL Get Busy (VP/Atlantic)	1539
TRAIN Calling All Angels (Columbia)	1399
3 DOORS DOWN When I'm Gone (Republic/Universal)	1323
JEWEL Intuition (Atlantic)	990
CHRISTINA AGUILERA Fighter (RCA)	987
WAYNE WONDER No Letting Go (VP/Atlantic)	914
AVRIL LAVIGNE I'm With You (Arista)	863
EMINEM Lose Yourself (Shady/Interscope)	840
BUSTA RHYMES f/MARIAH CAREY I Know What You Want (J)	745
DANIEL BEDINGFIELD Gotta Get Thru This (Island/IDJMG)	691
FRANKIE J. Don't Wanna Try (Columbia)	679
DJ SAMMY & YANOU Heaven (Robbins)	675
NIVEA Don't Mess With My Man (Jive)	672
JENNIFER LOPEZ f/LL COOL J All I Have (Epic)	646
AVRIL LAVIGNE Complicated (Arista)	617

126 CHR/Pop reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 9/28-10/4. 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 (© 2003, The Arbitron Company). © 2003, R&R, Inc.

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



**michelle branch "Breathe"**

R&R CHR/Pop: Debut **37**

R&R Hot AC: Debut **34**

Most Increased at all formats!

Top 40 Monitor: Debut **37\***

Modern AC Monitor: Debut **31\***

Adult Top 40 Monitor: Debut **34\***

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EXCLUSIVE NATIONAL MUSIC RESEARCH ESTIMATES October 10, 2003

CalloUT AMERICA® song selection is based on the top 25 titles from the R&R CHR/Pop chart for the airplay week of September 14-20.

HP = Hit Potential ®

ARTIST TITLE LABEL(S)	CHR/POP TOTAL AVERAGE FAVORABILITY ESTIMATE (1-5)				TOTAL % FAMILIARITY	TOTAL % BURN	DEMOGRAPHICS			REGIONS			
	TW	LW	2W	3W			WOMEN 12-17	WOMEN 18-24	WOMEN 25-34	EAST	SOUTH	MID-WEST	WEST
BEYONCÉ f/SEAN PAUL Baby Boy (Columbia)	4.07	4.01	3.96	3.90	95.7	26.0	4.20	4.02	4.00	4.14	3.92	4.06	4.19
CHINGY Right Thurr (DTP/Capitol)	3.96	3.80	3.74	3.69	97.1	33.4	4.02	4.06	3.81	4.07	3.86	3.84	4.08
BLACK EYED PEAS Where Is The Love? (A&M/Interscope)	3.95	3.87	3.82	3.82	98.0	36.0	4.08	3.86	3.92	4.01	3.78	4.00	4.02
50 CENT P.I.M.P. (Shady/Aftermath/Interscope)	3.92	3.80	3.73	3.79	97.4	43.4	4.03	3.74	4.00	3.86	3.88	3.85	4.09
NELLY f/P. DIDDY & MURPHY LEE Shake Ya... (Bad Boy/Universal)	3.91	3.89	3.90	3.90	94.3	32.3	3.97	4.03	3.73	3.88	4.06	3.78	3.95
FABOLOUS f/TAMIA Into You (Desert Storm/Elektra/EEG)	3.89	3.86	3.82	3.78	89.7	27.4	3.93	4.00	3.73	3.86	3.71	3.85	4.16
HP LUDACRIS f/SHAWNNA Stand Up (Def Jam South/IDJMG)	3.88	3.88	-	-	82.8	22.0	4.10	3.79	3.77	3.88	3.71	3.88	4.08
MYA My Love Is Like...Whoa (A&M/Interscope)	3.88	3.87	3.88	3.83	92.6	28.6	3.93	3.96	3.74	3.79	3.89	3.89	3.94
HP BOW WOW Let's Get Down (Columbia)	3.84	3.77	3.85	3.85	93.7	31.4	4.01	3.83	3.68	3.86	3.68	3.82	4.01
BEYONCÉ f/JAY-Z Crazy In Love (Columbia)	3.77	3.69	3.73	3.77	98.3	42.9	3.70	3.77	3.85	3.77	3.54	3.91	3.88
EVANESCENCE Bring Me To Life (Wind-up)	3.76	3.72	3.77	3.78	93.7	38.9	3.74	3.72	3.83	3.67	3.80	3.76	3.81
ASHANTI Rock Wit U (Awww Baby) (Murder Inc./IDJMG)	3.74	3.67	3.64	3.64	88.3	46.0	3.77	3.72	3.74	3.60	3.72	3.73	3.93
JUSTIN TIMBERLAKE Senorita (Jive)	3.74	3.60	3.57	3.44	84.3	23.7	3.78	3.76	3.67	3.77	3.56	3.86	3.77
CHRISTINA AGUILERA f/LIL' KIM Can't Hold Us Down (RCA)	3.73	3.58	3.66	3.69	84.6	26.9	3.86	3.72	3.59	3.67	3.59	3.91	3.75
ATARIS The Boys Of Summer (Columbia)	3.71	3.69	3.74	3.75	81.7	30.3	3.62	3.74	3.78	3.74	3.71	3.81	3.59
MATCHBOX TWENTY Unwell (Atlantic)	3.70	3.60	3.59	3.71	87.7	39.1	3.59	3.72	3.77	3.71	3.62	3.74	3.72
MICHELLE BRANCH Are You Happy Now? (Maverick/Warner Bros.)	3.66	3.51	3.57	3.70	89.	35.7	3.64	3.61	3.74	3.77	3.58	3.52	3.77
3 DOORS DOWN Here Without You (Republic/Universal)	3.63	3.67	3.70	3.68	73.4	21.4	3.57	3.56	3.74	3.75	3.49	3.70	3.56
TRAPT Headstrong (Warner Bros.)	3.60	3.58	-	-	85.4	32.9	3.66	3.64	3.51	3.45	3.64	3.56	3.74
HILARY DUFF So Yesterday (Buena Vista/Hollywood)	3.54	-	-	-	89.4	28.6	3.62	3.45	3.56	3.60	3.38	3.61	3.58
MAROON 5 Harder To Breathe (Octone/J)	3.54	3.38	3.40	3.50	70.0	21.7	3.69	3.62	3.33	3.32	3.68	3.53	3.59
GOOD CHARLOTTE Girls & Boys (Daylight/Epic)	3.51	3.50	3.54	3.56	87.7	33.4	3.70	3.46	3.38	3.51	3.51	3.53	3.49
JASON MRAZ The Remedy (I Won't Worry) (Elektra/EEG)	3.50	3.41	3.56	3.65	83.4	34.0	3.47	3.50	3.53	3.58	3.42	3.48	3.51
STACIE ORRICO (There's Gotta Be) More To Life (ForeFront/Virgin)	3.49	3.52	-	-	80.6	29.4	3.58	3.37	3.51	3.55	3.43	3.61	3.36
KELLY CLARKSON Low (RCA)	3.46	3.53	3.62	3.63	79.7	30.3	3.45	3.54	3.40	3.47	3.39	3.48	3.51
SANTANA f/ALEX BAND Why Don't You & I (Arista)	3.38	3.42	3.60	3.60	74.3	31.1	3.27	3.25	3.60	3.41	3.49	3.26	3.37

## CalloUT AMERICA® HOT SCORES

By ANTHONY ACAMPORA

**B**eyoncé remains on top of Callout America for a fourth consecutive week with her multi-format hit "Baby Boy" (Columbia). The song tests first with teens, third among women 18-24 and first with women 25-34.

50 Cent climbs up to No. 4 this week with "P.I.M.P." (Shady/Aftermath/Interscope). It ranks fourth with teens and is No. 1 with women 25-34.

Fabulous has been a strong tester since Day One, and this week "Into You" (Desert Storm/Elektra/EEG) ranks sixth overall, eighth with teens and fourth with women 25-34.

Ludacris scores another good week in Callout America with "Stand Up" (Def Jam South/IDJMG), featuring Shawnna. The song ranks seventh overall, second with teens and eighth in both the 18-24 and 25-34 cells.

Bow Wow pulls off another week in the top 10 with "Let's Get Down" (Columbia). "Let's" ranks sixth with teens and seventh among women 18-24.

The division between the 12-24 and 25-34 audience continues to be significant. Among the top 10 testers in the 25-34 cell that are not top 10 overall are "Here Without You" by 3 Doors Down (Republic/Universal), Michelle Branch's "Are You Happy Now?" (Maverick/Warner Bros.) and The Ataris' "The Boys of Summer" (Columbia) — showing a lean much more to the pop rock side of things.

You can view detailed Callout America data each week online at [www.bullseye.com](http://www.bullseye.com), thanks to R&R's partnership with Bullseye Research. This week's password: *neiter*.

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

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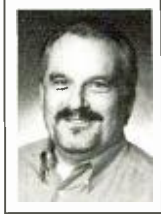


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# A Life On The Radio

## Remembering Don Cox

**T**he radio world lost a dear friend and an incredible personality recently when Don Cox died. Best known for his stints at legendary Top 40 stations like KHJ/Los Angeles, CKLW/Detroit, WEFM/Chicago, WKTQ (13Q)/Pittsburgh and WZGC (Z93)/Atlanta, "Cox On The Radio" passed away in his sleep in mid-September at his mother's house in suburban Atlanta, where he had been living.

Bill Tanner, a longtime friend of Cox's, asked several of his friends and former co-workers to share some of their stories about Don — from his wild antics to his deep love of radio.

In the end, Don Cox did not die a happy man. He hadn't been "Cox On The Radio" for about a year, and I think that killed him, cutting short the life of a memorable, unique talent; a loyal friend; and a devoted father.

I worked with Cox at WHYI (Y-100)/Miami — three times, actually — 13Q in Pittsburgh and WPOW (Power 96)/Miami. When I was hired at Y-100 in 1974 I wasn't allowed to be the actual PD for about five months because I was fresh from being fired from a job in Jackson, MS, and it was presumed that I was too green to handle a big-time talent like Don. He and I then proceeded to have a great 29-year relationship.

One of my favorite Cox lines was also one of the last I heard him do on Power 96: "Here's Jennifer Lopez with the No. 1 song in the country. If you had an ass like that, you'd have the No. 1 song in the country!"

### Don Cox, Superstar

Cox lived, breathed, slept, enjoyed and endured radio. Consultant Jerry Clifton says, "About a month ago Cox called me, and we had a great conver-

**"Cox was a star. Having him on your station was like having Babe Ruth on your staff."**

Jerry Clifton

sation reminiscing about some of the good ol' days. The conversation had the feeling of a goodbye talk.

"The story we laughed most about was the night I got up at 3am to visit the restroom, and when I turned the radio in the bathroom on, Cox was on the phone from the emergency room, letting his fans know that even though he had driven his car under a semi and sheared the top off, he was all right and would be on the air as usual that afternoon.

"I told him later that day that it was OK to make up stories to tell on the radio, that he didn't have to almost kill himself to have content for his show — a concept he, admittedly, never quite got.

"Cox was a star. Having him on your station was like having Babe Ruth on your staff. Every day when he came in he had a new episode in the adventure that was his life. He had what listeners want: He did and said the things that everyone wishes they could get away with."

### The Cox Magic

Cox's over-the-top personality drove some people crazy. Jo Maeder, a brilliant personality, voiceover artist and writer who worked at WHYI and New York's WHZT (Z100) and WXRK and was unforgettable as The Madam on Y-100, shares her experiences with Cox.

"My first full-time DJ job was doing middays at Y-100," she says. "I was the first female. Cox followed me at 3pm. I couldn't stand him. When I would arrive to do my show, the telephone would still reek of cologne from his being there the day before.

"When he came into the studio just before 3 he would first take off all of his rings and necklaces and then proceed to tell me about the latest deal that was making him very rich. I learned a very valuable lesson: If you don't believe you are larger than life, no one else will.

"He would do bits that were so un-

Top 40 — more like cosmic musings — and that allowed me the freedom to do the same. In fact, it motivated all of us at Y-100. It was a magical time in large part because of his outrageous behavior."

### Making An Impact

MTV Radio VP/Programming Quincy McCoy recalls, "When I left Y-100 to program Z93 in Atlanta, I needed someone there to watch my back. Tanner suggested I hire Cox, who had just lost his gig at KHJ. Don was thrilled to be home in Georgia. For 10 weeks — that's how long the gig lasted — we lived together outside of Atlanta on Lake Lanier.

**"Cox's stunts and crazy actions were really driven by a deep love of life and of the business. He was the personification of a business that we all got into many years ago."**

Colleen Cassidy

"Cox was determined to make an impact during his first afternoon on the air. I told him, 'As soon as you open your mouth, you will make an impact. Just have fun.' Sure enough, the phone lines were hot for his entire show. Folks from his hometown called to welcome him back.

"At the end of the show Cox played a piece of tape he'd been working on for four hours. The bit had 30 little girls, all saying in the sweetest voices, spliced back-to-back, 'Good night, Cox.' At the end Don tagged on, 'Good night, you little Cox lovers.' The phone lines dumped! The GM burst into my office hollering, 'He's insane. He's got to go!'

"After I cooled off the GM, Cox, with his chest puffed out like a rooster, strolled into the office oblivious of any wrongdoing and said, 'I think I shook 'em today, don't you?' I told

him that he did exactly what he had hoped to do — he'd made an impact.

"One night, sitting around a fire at the lake house, I mentioned to Cox that my father was from Bonaire, GA. Don cocked his famous eyebrow, widened his devilish grin and said, 'No shit! That place is right next door to my hometown of Cumming. Hell, when I was a little boy, I'm sure I threw rocks at yo' daddy while I was walking down a country road.' We laughed until we cried."

### The Personification Of Radio

Mark "Mark In The Dark" Shands, now a programmer with DMX Music, worked with Cox at Y-100, 13Q and Miami's old 1-95 (now WZTA). "Back in the '80s Cox did afternoon drive at 1-95," he says. "I was the Asst. PD/MD. Cox was Cox; we were used to him being occasionally late for his show and even calling in with a tall tale about why he couldn't make it in that day.

"One afternoon he called and began telling me why he didn't think he would be able to broadcast. I thought quickly and asked, 'Cox, what about the ratings?' He growled, 'OK, Dark, I'm on my way.'"

Colleen Cassidy (now Mrs. Mark Shands) is currently Jerry Clifton's Music Director at New World Radio. She served as MD of Y-100, WASH/Washington and WHQT (Hot 105) and Power 96 in Miami. Cassidy saw a different side of Cox.

"As outrageous as he was, Cox really was a kind and caring person who would do just about anything for his friends and co-workers," she says. "His stunts and crazy actions were really driven by a deep love of life and of the business. He was the personification of a business that we all got into many years ago."

Shands adds simply, "Cox was a perfect example of what radio used to be."

### The Real Thing

Frank "Funk E" Walsh, PD of WRTO/Miami, knew Cox when Walsh was Asst. PD and then PD at Power 96. "The news of Cox's passing was not a shock," he says. "It could have happened 10 years ago, and it would not have surprised me. But it was still very painful to know that someone with so much talent and a person who made me laugh as much as anyone on this planet was gone way too soon.

"I was happy to hear that he died in his sleep. I was always afraid that Don would die a painful death — a car accident, etc. Now he can finally rest in peace and make the angels laugh. Maybe he will once again follow Cramer's midday shift [Cramer Haas, legendary midday host at Y-100, Hot 105 and Power 96, who died in 1990]. The two of them up there together — wow!"

Cox worked with Robert Walker first at WMYQ/Miami (now Power 96) in the early '70s, then as PD of Y-100 in the mid-'70s and '80s and, finally, at Power 96. He is one of the best program directors I've ever known.

"A large part of Don's success, I believe, was that 'Cox On The Radio' was the same as 'Cox Off The Radio,'" Walker says. "He was the real thing. Something in Cox's personality drove him to want to please you — in his personal friendships and on the air. He was driven to make you laugh, and with his wit and creative imagination, it wasn't hard for him to do."

### Good Night, Cox

"Those same qualities made him easy to direct too," Walker continues.

"He was wild. You would try to nudge him two degrees to the right, and he would do a 360, a back flip and 10 cartwheels and land 20 degrees to the right.

"But it wasn't out of malice, spite or anything else malevolent; he was just exuberant — to a fault. He

was always the kid who thought, 'If a spoonful of ice cream tastes good, eating the whole gallon ought to be great!'

"There was not an ounce of prima donna in the guy. Ego, to be sure, but he never complained about weekend work, appearances, meetings, schmoozing clients or anything else you asked him to do. Once again, if it meant pleasing the PD, he was more than willing to do something. I have known lesser talents who would have done well to learn Cox's dedication to the cause without bitching.

"I remember countless car rides, listening, marveling and guffawing at Cox's on-air antics. I'm thankful that I told him privately more than once over the years that he was a big influence on me, and listening to Cox made me much better than I ever would have been without him.

"He was a case-in-point study that every break could be special; that brevity made quick wit that much better; and that bringing joy, laughter and fun into people's lives is returned a thousand times over."

Cecil Heffel, the great pioneering owner of Y-100, 13Q, WXKS/Boston, WLUP/Chicago and, later, the Spanish-language radio chain that bore his name, often laughed and said, "Every time Cox turns on the mike, it's critical!"

In his eulogy of Cox at a memorial service in Miami on Sept. 21, longtime Power 96 VP/GM Greg Reed said, "In those early days Power 96 was far from a sure thing. I don't know if we would have made it without Cox's star power." What a great tribute to a great entertainer.

Cox had it, that "radio magic" we all cherish and envy, the reason so many of us got into this business. I expect he's back "On The Radio" now in radio heaven. Rest well, old friend, and "Good night, Cox."



Don Cox





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A Perry Capital Corporation

NAB

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FCC fell short of the mark with these new rules," he said.

Dickey pointed out that the new Arbitron-based radio-market-definition rules will allow companies to build clusters in adjacent markets, whereas the old service-contour-based regulations prevented such cluster building. "There is a silver lining," Dickey said, telling R&R that his company is already looking at a few markets where it could take advantage of the new regulations.

He also noted that since a Philadelphia court has stayed the FCC's new ownership rules and temporarily reinstated its old regulations, some of Cumulus' long-pending deals that don't comply with the new rules may now go through.

Meanwhile, Radio One President/CEO Alfred Liggins believes the new rules could restart some deal

flow, noting that the commission's decision to include joint sales agreements in companies' station counts in markets may inspire some owners to sell.

Liggins believes the new rules may be "problematic" for larger players that have built market power based on nonattributable joint sales agreements. But he said the rule could also result in a "leveling of the playing field" for small and midsized operators to compete with larger cluster operators.

Dickey also predicted that over the next five years two major operators will rise up to dominate markets No. 50-250, while four companies will ultimately wield majority control over the top 50 markets. "I think that would be an efficient consolidation of our industry," he said.

However, Dickey believes that independent station owners can continue to thrive and compete as long as their operations are well run. "They usually run very good local businesses," he said of the industry's remaining independent operators. "I

think those companies will be around for a long time. They can continue to flourish and prosper."

Broadcast Tax

During the show's annual Congressional Breakfast, Rep. Rob Andrews said that legislation introduced by Sen. John McCain that would charge broadcasters a fee to finance a fund that politicians could use to pay for political advertising flies in the face of fair business practice. "I don't think any American business should be required to give away its assets without fair compensation," he said, garnering applause from the audience.

Rep. Elliot Evers added that while some members of Congress are motivated by their own interests, "some of us in Congress are only interested in doing what we think is the right thing to do."

This year's NAB Radio Show boasted attendance of about 4,000, on par with last year's show in Seattle.

More NAB Radio Show coverage available on Page 4 and at www.radioandrecords.com.

RAB

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conference that his remark was meant to criticize the industry a bit for focusing too much on results as a measurement of success.

"Failure is good," he said. "An energetic person should receive acknowledgement for stepping up, trying to innovate and getting out of the safe zone. It's the only way to move from a cookie-cutter approach. If only psychologically, it's good to reward someone for being entrepreneurial and working with advertisers in a more aggressive manner."

Fries emphasized during the press conference that end-to-end electronic documentation is necessary for broadcasters to provide better verification and overall accountability—including embracing everything from the Portable People Meter to electronic invoicing. He said, "I have

never seen this much concern between radio and agencies to make sure the advertiser gets what they expect to meet their goals and sell products. All market sizes will be affected. It's essential that radio stay in front of this; the issue is not going away."

Calling the RAB's new glossary of terms a first step, he added, "Advertisers have a mandate to see how their dollars have been spent."

Fries also noted that the RAB will begin tracking and reporting promotional and marketing revenue stream numbers in 2004. Asked about declining salaries being posted for station promotion staff, he said, "I'm troubled whenever radio doesn't understand promotional aspects and marketing support as essential elements; [otherwise] we're back to selling spots. We have to get from transactions to getting results."

Curtin

Continued from Page 3

Curtin's high school internship at Columbia Records in 1983 led to a full-time position at the company. She became an A&R administrator in 1984 and relocated to Epic Records in 1988, moving into promotion.

Over the next decade Curtin held positions of increasing responsibility in the department, advancing from assistant to Manager/National Album Promotion, then Assoc. Director and Director. In 1995 she was promoted to VP/Rock & Triple A Promotion, a post she held until joining DreamWorks.

"I am so happy to be at Arista with the best team in the business," Curtin said. "All I can say is, thank you, Steve Bartels, for believing in me."

BUSINESS BRIEFS

Continued from Page 6

House to pass the veto resolution, which has already been passed in the Senate. "There is substantial and growing support for the congressional veto resolution," Dorgan said. "I remain hopeful and confident that the House members, not the House Republican leaders, will work their will on this issue."

Smulyan: Despite Skeptics' Concerns, Austin Deal Good For Emmis

We couldn't be more pleased with the performances of our stations in Austin," Emmis Chairman/CEO Jeff Smulyan said in a Q&A posted this week on the company's website. "When we announced the deal, there certainly was some skepticism on Wall Street. Our people did their homework very well. We knew that this was an excellent group of stations, and if the second quarter is any indication, it was a great acquisition." He added that the integration of the stations into Emmis' corporate fold has been "among the smoothest I have ever witnessed" and credited the ease of the transition to the company's radio management. Smulyan added, "I think the people in Austin are happy, and we couldn't be happier."

WW1 Makes AccuWeather Agreement, USRN Disputes Deal

Westwood One last week announced an agreement with AccuWeather that will enable WW1 to exclusively syndicate the weather-info provider's content to radio, starting Nov. 10. AccuWeather offers customized local forecasts and other programming to more than 200 radio stations nationwide. The day the deal was announced, United Stations Radio Networks President/CEO Nick Verbitsky issued a release saying the WW1-AccuWeather deal constitutes a breach of AccuWeather's contract with USRN. According to a USRN spokesman, the company and AccuWeather in May 2001 extended a contract giving USRN exclusive syndication and representation rights for AccuWeather. Verbitsky said USRN will "vigorously defend" the agreement and will "legally pursue any competitor that chooses to interfere with it." AccuWeather representatives could not be reached for comment by R&R's press time.

Potter To Head RTNDP

Deborah Potter, a former network correspondent for CBS Radio and CNN who has also been a news anchor for KYW-AM/Philadelphia and a reporter for the Voice of America in Washington, DC, has been named Exec. Director of the Radio and Television News Directors Foundation. She replaces Rosalind Stark, who is set to retire later this month.

## Me Against The Music

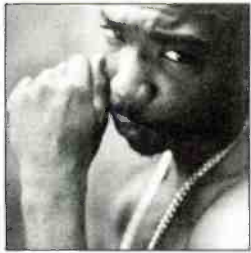
First they caused a stir when they locked lips at the MTV Video Music Awards. Now Britney Spears and Madonna are at it again, but this time they're out to get your attention through music. "Me Against the Music," Spears' latest single, featuring Madonna, hits Pop and Rhythmic outlets next week. This is the lead track from Spears' fourth album, *Get in the Zone*, arriving in stores Nov. 18. The upbeat "Me Against the Music" was produced by Redzone, and the video will premiere on MTV on Oct. 13. Spears will then appear on *Saturday Night Live* on Oct. 18.



Britney Spears

Enrique Iglesias will also be giving his fans a fix of new music as he presents "Addicted" to Pop radio next week. "Addicted" is the lead single from Iglesias' upcoming album, due this fall. The CD follows Iglesias' 2002 Spanish-language album, *Quizas*, as well as his most recent English effort, *Escape*. Currently, the youngest son of Julio Iglesias can be seen in his first-ever big-screen appearance in the film *Once Upon a Time in Mexico* with Antonio Banderas and Salma Hayek.

Radford, led by Englishman Jonny Radford Mead, are prepared to take over the airwaves at Pop, Hot AC and Alternative with "Fake a Smile," the latest from their second album, *Sleepwalker*. Mead formed the band in 1995, two years after he moved to Los Angeles from London. "I felt that I had to make the move to Los Angeles, because England's music at the time had become a little insular and self-important," says Mead. "In America I hoped to find a more open musical home." Guitarist Chris Hower, bassist Ric Markman (Chris Cornell) and drummer Josh Freese (A Perfect Circle) all lent their skills to the



Ja Rule

recording of *Sleepwalker*. Mead is currently in the process of putting together a touring version of Radford that will hit the road starting in January.

At Rhythmic and Urban, Ja Rule goes for adds with "Clap Back," the latest from his upcoming November release, *Blood in My Eye*. Not too much is known about the project yet, because Rule and his label have been pretty secretive; however, the CD gets its

name from one of Rule's favorite books, written by activist George L. Jackson. Rule will perform at the 2003 Source Hip-Hop Music Awards, taking place in Miami on Oct. 13.

After coming clean with *Come Clean*, Puddle Of Mudd return for Round Two with *Life on Display*. "Away From Me" is the first blow to be delivered from the band's sophomore album, which is slated for release Nov. 25. Beginning Oct. 23 in Chicago, Puddle Of Mudd will embark on a small-club tour that promises to an intimate experience for fans. Smile Empty Soul will join the band for the 14-city jaunt, which will wrap up Nov. 10 in Philadelphia. "Away From Me" is Going for Adds at Rock, Active Rock and Alternative next week.

Also Going for Adds at the three formats is Kid Rock with "Feel Like Makin' Love." The song is a cover of the Bad Company classic and is also our first look at Rock's upcoming self-titled album. Rock has been nominated for Favorite Male Artist: Pop or Rock 'n' Roll Music and Favorite Album: Pop or Rock 'n' Roll Music (*Cocky*) at this year's American Music Awards. He will be performing at the ceremonies as well.

There's even more excitement at Rock, Active Rock and Alternative as Hoobastank take control with "Out of Control," the lead track from their new album, *The Reason*. Hoobastank are on the road right now as part of the Nokia tour, along with All-American Rejects, Ozomatli and Diffuser. After making a name for themselves with "Wasting My Time," Default also return to the three formats with "Taking My Life Away." This is our first look at Default's sophomore album, *Elocation*, slated for release Nov. 25.



Hoobastank

— Mike Trias

## RR Going For Adds™

Week Of 10/13/03

### CHR/POP

BRITNEY SPEARS f/MADONNA Me Against The Music (*Jive*)  
 ENRIQUE IGLESIAS Addicted (*Interscope*)  
 GOOD CHARLOTTE Hold On (*Epic*)  
 NODESHA Get It While It's Hot (*Arista*)  
 RADFORD Fake A Smile (*Cherry/Universal*)  
 SEAL Waiting For You (*Warner Bros.*)

### CHR/RHYTHMIC

BRITNEY SPEARS f/MADONNA Me Against The Music (*Jive*)  
 JA RULE Clap Back (*Murder Inc./IDJMG*)  
 JS Love Angel (*DreamWorks*)  
 LIL WAYNE Get Something (*Cash Money/Universal*)  
 NAPPY ROOTS Sick & Tired (*Atlantic*)  
 NODESHA Get It While It's Hot (*Arista*)  
 TIMBALAND & MAGOO Indian Flute (*BlackGround/Universal*)

### URBAN

JA RULE Clap Back (*Murder Inc./IDJMG*)  
 JS Love Angel (*DreamWorks*)  
 LIL WAYNE Get Something (*Cash Money/Universal*)  
 NAPPY ROOTS Sick & Tired (*Atlantic*)  
 TIMBALAND & MAGOO Indian Flute (*BlackGround/Universal*)

### URBAN AC

KEM Matter Of Time (*Motown*)

### COUNTRY

BILLY RAY CYRUS Always 16 (*Word*)  
 BUDDY JEWELL Sweet Southern Comfort (*Columbia*)  
 CLINT BLACK Spend My Time (*Equity*)  
 MARTINS I Can't Help Myself (*Spring Hill*)  
 REBECCA LYNN HOWARD I Need A Vacation (*MCA*)  
 RODNEY CROWELL Earthbound (*DMZ/Epic*)  
 TRACY LAWRENCE Paint Me A Birmingham (*DreamWorks*)

### AC

ROD STEWART f/CHER Bewitched, Bothered And Bewildered (*J*)

### HOT AC

CHEAP TRICK Too Much (*Big3*)  
 RADFORD Fake A Smile (*Cherry/Universal*)  
 TRAIN When I Look To The Sky (*Columbia*)

### SMOOTH JAZZ

AMEDEO Dusty Roads (*KMM*)  
 DARRON MCKINNEY Shift Change (*Shield*)  
 SPECIAL FX Ladies Man (*Shanachie*)  
 VOODOO VILLAGE Memphis Underground (*40 West*)

### ROCK

DEFAULT Taking My Life Away (*TVT*)  
 GARY HOEY Frankenstein (*Surfdog*)  
 HOOBASTANK Out Of Control (*Island/IDJMG*)  
 KID ROCK Feel Like Makin' Love (*Lava/Atlantic*)  
 MUSHROOMHEAD Sun Doesn't Rise (*Universal*)  
 PUDDLE OF MUDD Away From Me (*Geffen*)

### ACTIVE ROCK

DEFAULT Taking My Life Away (*TVT*)  
 GARY HOEY Frankenstein (*Surfdog*)  
 HOOBASTANK Out Of Control (*Island/IDJMG*)  
 KID ROCK Feel Like Makin' Love (*Lava/Atlantic*)  
 MUSHROOMHEAD Sun Doesn't Rise (*Universal*)  
 PUDDLE OF MUDD Away From Me (*Geffen*)

### ALTERNATIVE

DEFAULT Taking My Life Away (*TVT*)  
 DISTILLERS Drain The Blood (*Sire/Reprise*)  
 EVE 6 At Least We're Dreaming (*RCA*)  
 HOOBASTANK Out Of Control (*Island/IDJMG*)  
 KID ROCK Feel Like Makin' Love (*Lava/Atlantic*)  
 PUDDLE OF MUDD Away From Me (*Geffen*)  
 RADFORD Fake A Smile (*Cherry/Universal*)  
 VENDETTA RED Seconds Away (*Epic*)

### TRIPLE A

DAVE MATTHEWS Save Me (*RCA*)  
 KATHLEEN EDWARDS Hockey Skates (*Zoe/Rounder*)  
 NATALIE MERCHANT The House Carpenter's Daughter (*Myth America*)  
 SISTER HAZEL Come Around (*Sixth Man*)  
 STEREPHONICS Maybe Tomorrow (*V2*)  
 VARIOUS ARTISTS Live At The W.C. Handy Blues Awards (*Tone-Cool*)  
 WAIFS London Still (*Compass*)

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



## THE INDUSTRY'S NO. 1 RETAIL CHART October 10, 2003

LW	TW	ARTIST	ALBUM	LABEL	POWERINDEX	CHANGE
1	1	OUTKAST	Speakerboxx/The Love Below	Arista	213,079	-58%
-	2	BAD BOY'S DA' BAND	Too Hot For TV	Bad Boy/Universal	204,571	-
-	3	DIDO	Life For Rent	Arista	190,352	-
-	4	STING	Sacred Love	A&M/Interscope	176,303	-
2	5	DAVE MATTHEWS	Some Devil	RCA	145,297	-69%
3	6	LIMP BIZKIT	Results May Vary	Flip/Interscope	118,465	-63%
-	7	MARTINA MCBRIDE	Martina	RCA	108,957	-
5	8	R. KELLY	The "R." In R&B Collection Vol.1	Jive	108,889	-57%
4	9	OBIE TRICE	Cheers	Shady/Aftermath/Interscope	99,780	-61%
9	10	JOHN MAYER	Heavier Things	Aware/Columbia	95,254	-19%
6	11	NICKELBACK	Long Road	Roadrunner/IDJMG	95,019	-53%
10	12	HILARY DUFF	Metamorphosis	Buena Vista/Hollywood	94,301	-19%
8	13	DMX	Grand Champ	Def Jam/IDJMG	86,642	-36%
12	14	BEYONCE	Dangerously In Love	Columbia	74,258	-17%
-	15	BETTE MIDLER	Bette Sings The Rosemary...	Columbia	70,322	-
18	16	CHINGY	Jackpot	DTP/Capitol	62,369	+7%
7	17	MURPHY LEE	Murphy's Law	Universal	58,034	-63%
13	18	A PERFECT CIRCLE	Thirteenth Step	Virgin	56,594	-33%
-	19	GARY ALLAN	See If I Care	MCA	54,814	-
19	20	3 DOORS DOWN	Away From The Sun	Republic/Universal	50,109	+12%
17	21	EVANESCENCE	Fallen	Wind-up	49,396	-18%
14	22	ALAN JACKSON	Greatest Hits Vol.2	Arista	49,377	-35%
11	23	ROB ZOMBIE	Past, Present & Future	Geffen/Interscope	45,419	-52%
16	24	ERYKAH BADU	Worldwide Underground	Motown/Universal	40,098	-42%
20	25	SEAL	IV	Warner Bros.	36,419	-17%
34	26	LIL JON & THE EASTSIDE BOYZ	Kings Of Crunk	TVT	36,349	+20%
-	27	ILL NINO	Confession	Roadrunner/IDJMG	34,742	-
31	28	NORAH JONES	Come Away With Me	Blue Note/Virgin	32,529	+1%
30	29	COLDPLAY	Rush Of Blood To The Head	Capitol	30,880	-5%
27	30	50 CENT	Get Rich Or Die Tryin'	Shady/Aftermath/Interscope	30,878	-9%
15	31	FUEL	Natural Selection	Epic	29,716	-59%
25	32	LINKIN PARK	Meteora	Warner Bros.	28,621	-18%
26	33	NEPTUNES	The Neptunes Present...Clones	Star Trak/Arista	28,241	-17%
23	34	SOUNDTRACK	Bad Boys II	Bad Boy/Universal	27,340	-25%
21	35	SOUNDTRACK	Fighting Temptations	Sony Soundtrax	26,945	-38%
40	36	MATCHBOX TWENTY	More Than You Think You Are	Atlantic	26,323	-5%
38	37	YOUNGBLOODZ	Drankin' Patnaz	So So Def/Arista	25,761	-9%
36	38	MICHAEL MCDONALD	Motown	Motown/Universal	25,274	-13%
32	39	MARY J. BLIGE	Love & Life	Geffen	24,883	-19%
37	40	ASHANTI	Chapter II	Murder Inc./IDJMG	24,137	-16%
39	41	GLORIA ESTEFAN	Unwrapped	Epic	23,916	-15%
41	42	GOOD CHARLOTTE	Young & Hopeless	Daylight/Epic	23,543	-13%
45	43	STAIN'D	14 Shades Of Grey	Flip/Elektra/EEG	23,456	-9%
24	44	BUBBA SPARXXX	Oeliverance	Beat Club/Interscope	22,789	-36%
22	45	PANTERA	The Best Of Pantera-Far Beyond	Rhino	22,412	-39%
44	46	BLACK EYED PEAS	Elephunk	Interscope	21,986	-16%
-	47	CHRISTINA AGUILERA	Stripped	RCA	21,892	-
-	48	AUDIOSLAVE	Audioslave	Epic/Interscope	21,310	-
46	49	ARETHA FRANKLIN	So Damn Happy	Arista	21,040	-18%
49	50	MAROON 5	Songs About Jane	Octone/J	21,035	-9%

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### ON ALBUMS

#### Out Are Still In!

It was no time to think out of the Boxxx this week.

Arista rap duo OutKast's *Speakerboxx/The Love Below* hangs on to the top spot for the second week in a row, holding off a determined bid by P. Diddy to grab his



Martina McBride

second straight No. 1 album at Universal with Bad Boy's Da Band, who finish at No. 2.

It's pretty close, but Big Boi and Andre 3000 double their pleasure this week as three other newcomers crash the top 10 in addition to Da Band: Arista U.K. thrush Dido (No. 3), A&M/Interscope Jaguar pitchman Sting (No. 4) and RCA Nashville cowgirl Martina McBride (No. 7).

The rest of the holdovers are RCA's



Sting

Dave Matthews (No. 5), Flip/Interscope's Limpbizkit (No. 6), Jive's R. Kelly (No. 8), Shady/Aftermath/Interscope's Obie Trice (No. 9) and Aware/Columbia's John Mayer (No. 10).

While you're at it, tip your hat to Interscope's Jimmy Iovine for scoring three in the top 10 with Sting, Limpbizkit and Obie Trice.

Columbia's Bette Midler is the other big winner of the week as her tribute to the late song stylist Rosemary Clooney lands a No. 15 debut. Other newcomers to the top 50 include MCA Nashville's Gary Allan (No. 19) and Roadrunner/IDJMG's Ill Nino (No. 27).

Double-digit gains are registered by Uni-

versal's 3 Doors Down (+12%) and TVT Kings of Crunk Lil Jon and the Eastside Boyz (34-26, +20%).

Next week: Def Jam South/IDJMG rapper Lu-dacris' *Chicken and Beer* hits the streets. Look for an impressive debut for the first major release under UMG's new pricing policy. Also on tap, *Elvis: 2nd to None*, yet another BMG Heritage disc featuring more of the King's greatest hits; it should nail the No. 2 slot.



Dido



# Lessons From *The Long Road*

## Nickelback from the ground up

Look into the not-too-distant past of Canadian rockers Nickelback, and it's no mystery where the title of their latest record, *The Long Road*, came from. Since 1996, when vocalist-guitarist-songwriter Chad Kroeger borrowed \$4,000 from his stepdad to relocate from the small Alberta town of Hanna to Vancouver, the group has been pounding the pavement, building their brand one piece at a time.

"I borrowed \$4,000 and took him with me," says Kroeger, gesturing to guitarist Ryan Peake. "He was going through a tough time trying to get his girl back, and he couldn't. We said, 'Fuck it, we're outta here.'"

"We both had nothing to lose at that point," Peake says. "It's amazing what nothing to lose can get you."

Nowadays, Nickelback — consisting of Kroeger, his brother Mike on bass, Peake, and Ryan Vekedal on drums — have plenty to lose. With 2001's breakthrough *Silver Side Up*, Kroeger and crew became one of the most-played acts at Active Rock, Rock and Alternative thanks to such hits as "How You Remind Me." Approaching 5 million in sales in the U.S. alone, *Silver Side Up* has attained gold or platinum status in 10 countries, earning a Juno Award and four Grammy nominations.

Nickelback's success also allowed Kroeger to start his own label with entertainment attorney Jonathan Simkin. A co-venture with Roadrunner, Kroeger and Simkin's Vancouver-based 604 Records scored big with "Hero," Kroeger's hit duet with Saliva's Josey Scott for the *Spiderman* soundtrack.

**"We wanted to introduce ourselves to the world, and I think that's what *Silver Side Up* did. Now we're going to see how many of those fans we're going to keep."**

Chad Kroeger

Not that Nickelback are in danger of losing any of this. *The Long Road* scanned over 200,000 records its first week at retail. Lead single "Someday" scored a perfect Most Added trifecta



Nickelback

at Active Rock, Rock and Alternative in its add week and is currently top five at the three formats. It's also crossing over to CHR/Pop, cracking the top 40 last week.

### The Starting Line

Nickelback's road to fame is practically a how-to guide for young rock bands — or at least young bands with songs as catchy as Kroeger's. After relocating to Vancouver, the group cut a demo and found a mentor in Rob Robson, who was MD at CFOX/Vancouver at the time.

"He was a very, very kind man, not the typical guy you'd think you'd meet going into a radio station — the guy with the DJ voice who was all about business," Kroeger says. "He was willing to give anybody a chance whom he thought had potential. Thank God he saw some in us. He started playing our songs."

With the group's second record, *The State*, Nickelback fired their managers and handled promotion, marketing and distribution all on their own. Robson was there to guide Kroeger. "He took me under his wing and started teaching me a lot about radio and how to play the game," Kroeger says.

"Once we did *The State*, he said, 'OK, now that you're out from underneath your managers, I have no problem telling you all kinds of things that you're going to need to know to help promote your own career.'"

While Nickelback wanted to release the record in time to cash in on Christmas sales, Robson convinced

them to wait until January, rather than launching in the crowded fourth quarter. "He said we'd get swept under the carpet," Kroeger says.

"He told us to do a mail-out to all the Rock radio stations across Canada in January. 'Start in the first quarter,' he said. Things are going to be light, and, due to the 35% Canadian Content rule, you're going to get a lot more attention."

### Off To The Races

With "Leader of Men," Nickelback were off to the races and on the road, playing over 200 shows. The group had turned into their own little industry, with Mike Kroeger handling distribution, Vekedal handling booking and Chad Kroeger calling radio.

"I had previously done door-to-door seafood sales, and before that I'd done telemarketing," Chad Kroeger says. "Suddenly, I had no problem talking to people on the phone; my sales skills were top-notch. And I was hungry — literally hungry. This sell was going to be the most important sell of my life, because I was selling myself."

"I got on the phone and started using every tip I had learned in telemarketing. I'd talk about anything I could at first to get us to be buddy-buddy. I'd talk about the weather, the movies they'd seen. I'd ask them about hockey games they'd seen. I'd make them my friend before I asked them about the music."

"It was great, because I made a lot of relationships with those people. And they respected me because I didn't hound them. I spoke to them professionally. I didn't tell a lot of them I was in the band. I'd say, 'Hi, this is Chad from the Nickelback camp.'"

"That was a problem we had with the old managers," Peake says. "People from radio would say, 'Your manager phones me every fuckin' day, and I can't stand that.'"

"Yeah, harassment," Kroeger continues. "They were doing more harm than good. Every time I'd get an add, I'd tell Mike, and we'd press another 1,000 CDs and start distributing them everywhere."

"Mike learned a ton about that. It was very easy to put them on consignment. We sold 10,000 records quick — really quick. At \$12.75 a CD, minus \$2.75 to press each one, that's \$100,000 in four months for four kids who didn't have a fucking clue what they were doing."

"And then the record companies started calling. Either there's a swarm

## Kickin' Back With Nickelback

### Favorite movie?

Peake: "Big Lebowski and *Fear & Loathing in Las Vegas*."

Kroeger: "Almost Famous. It reminded me so much of our first tour. It was great. I was jumping off my buddy's roof into his pool long before I saw that movie. I don't know if I was a Golden God, but I was stoned on mushrooms."

### Worst day job?

Peake: "Painting for this company. We were painting this 14-story building, and we had to pressure wash it first. I went up on the spider scaffolding with a pressure washer. There was no front railing. The whole scaffolding was swaying from the building when I used the washer, and I didn't have a harness. I quit that afternoon."

Kroeger: "Probably the gig that Ryan got me, working at a warehouse. It was just the fucking shittiest gig. That gig sucked, that whole 9-5 thing. I had more fun being a roofer. You had to fill so many boxes with movies, and just the constant counting and climbing shelves. I'd rather have shingles on my back."

### Favorite sports team?

Both: "[Vancouver] Canucks!"

### What's your poison?

Peake: "Scotch."

Kroeger: "My new poison is Jack. A double Jack and coke."

### Who makes the worst smells on the tour bus?

Kroeger: "We each have our own tour bus now, but I remember back in the day it was Mike."

Peake: "Definitely Mike ... old man ass."

of A&R guys around you begging you to sign a record deal or you're going to have to sell so many records on your own that they're not going to care what kind of band you are, they're just going to want a piece of it. We figured out the hard way that we were going to be the latter. And so, away we went."

### From The Road To Roadrunner

When it came to a deal in the U.S., Roadrunner was the ideal home, "because they had the most passion," Kroeger says.

"We wondered why they were even interested, because it was a really weird fit until we met them," Peake explains.

"We were worried about the size of the company and how much money they could put behind the band," Kroeger says.

The realignment of Roadrunner's radio department helped convince the band of the label's commitment. "They stole a bunch of guys from RCA — Dave Loncaio being the head guy," Peake says. "He fully believed in us. That was really nice, because that's all they had to do — believe in us."

"And because it was a small company, they had to make it work. That was a good thing for us and a good draw for us, because we knew they'd bust their balls to make this work. They were the little record company that was going to try to take it on in a major style."

Both label and band proved themselves with *Silver Side Up* and the group's Roadrunner debut, the gold-certified *The State*. "Now we want to prove ourselves again, but in a different way," says Kroeger. "We wanted to introduce ourselves to the world, and I think that's what *Silver Side Up* did. Now we're going to see how many of those fans we're going to keep."

Kroeger and Peake say that recording the self-produced *The Long Road*

was a very relaxed process. "With *Silver Side Up*, there's not enough layers there," Kroeger says. "We could have done a far better job of adding more textures to the record. With this one, we got a chance to do that. We got to experiment with things and give songs some flavors they never would have had had we been rushed."

"There's a lot of stuff on the record about relationships that I think a lot of people can identify with. With *Silver Side Up* I definitely needed to get some shit off my chest, and I did that. But I don't think there's anything on that album with as global a theme as a song like 'Believe It or Not' from the new record. I'm singing about themes that I think the whole world can identify with, and I hope they do. We're anxious to see what people think."

Stepping outside of his own experiences and exploring more universal themes was a natural transition for Kroeger, given his hit "Hero." "Hero" was a very globally thematic anthem, and I really liked it," he says. "I liked the way I didn't say she or he or them or we or whatever in that song. It was very much a song that the whole world could sing. Once again, one more little door was unlocked."

When it comes to inspiration, Kroeger's not looking to today's music scene. "There's hardly anything new that I listen to," he says. "I mostly listen to classic stuff. I find that the songwriting is far superior in classic material."

"I'm learning so much about songwriting right now. It's such an amazing process. Learning how to affect somebody with melody, it's a wonderful tool. There are people who have perfected the craft and have been writing songs for other people for decades. It's not this magical thing that you stumble into; it's a learning process."

Given all the lessons Kroeger and company have learned in their careers, *The Long Road* seems like the only title they could have chosen.



for nights at Infinity CHR/Pop WNKS/Charlotte.

• Former programmer **Steve Wall** has landed at Jones Radio Networks in Denver, where he can now be enjoyed on over 100 stations across America, doing afternoons on Jones' Adult Hit Radio format.

• Our best wishes for a speedy recovery go out to WZEE (Z104)/Madison PD **Tommy BoDean**, who underwent emergency surgery for a ruptured appendix.

### Quick Hits

• Emmis CHR/Rhythmic KDHT (Hot 93.3)/Austin morning feline **Miss Kitty** exits. To replace her, PD Jay Michaels inks **TJ Mac**, formerly in nights at Citadel CHR/Pop KLAL/Little Rock.

• **Yo Sunny Joe** (ex-WKTU/New York) is the new morning guy at Citadel AC WXLN (Mix 102)/New London, CT. PD Kevin Palana, who also programs CHR/Pop sister WQGN (Q105), also hires WXXP (Party 105)/Long Island, NY personality **Brian Bernardo** for nights at Q105 under the name "**Brian Martinez**." He replaces Mike McKenzie, who left a few months ago to do nights at WDCG/Raleigh.

• **WSIX/Nashville** restructures its airstaff: Of course, **Gerry House** remains in mornings. Former WSIX afternoon driver **Billy Greenwood** is now voicetracking middays from his new home in St. Louis. The syndicated **Big D & Bubba Show** moves from its WYNK/Baton Rouge home to do afternoons live from Nashville, and former WSIX night talent **Hollywood Hendrix** returns to evenings.

• Sandusky Hot AC KLSY (Mix 92.5)/Seattle inks market vet **Lisa Foster** as afternoon co-host.

• **Jeff Shamrock** is the new Exec. Producer for *The Jack Diamond Morning Show* at ABC Hot AC WRQX (Mix 107.3)/Washington.

• A few years ago **Michael Moxey** and **Kit Missile** did mornings at Alternative KTEG/Albuquerque. Three years ago they went their separate ways, with Moxey landing in mornings at crosstown Alternative KTZO and Missile pairing with Mike Parsons in mornings at Hot AC KPEK. Parsons and Missile exited KPEK in July, and Citadel has now wisely decided to hire Missile at KTZO to re-create the magic that was **Moxey & Missile**. Missile replaces **Leah Black**, now doing afternoons at sister Hot AC KKOB.

• Clear Channel/Portland, OR GM **Ron Saito** exits.  
• The last vestige of the Network Magazine Group, Networkmags.com, has ceased operations. VP/Editorial Operations **Jeff Silberman** exits.

• **Charlie Maxx** is now permanent as night host at Greater Media Hot AC WMWX (Mix 95.7)/Philadelphia. Ms. Maxx has been covering the shift purely out of the goodness of her heart since June.

### Wedded Bliss

Congrats to Geffen VP/Promotion **Greg Marella** and his longtime sweetheart, **Amy Child**, on their Sept. 26 nuptials on Maui.

Congratulations also to New World Communications/Clifton Radio VP **Rick Thomas** on his impending nuptials to the lovely **Theresa Cruz**. The happy couple met last year in San Diego and will be wed on Nov. 28 in Honolulu.

### Dio Misplaces His Green Thumb

Veteran rocker/amateur gardener **Ronnie James Dio** accidentally severed his thumb in a tragic gardening accident several weeks ago. While the circumstances don't exactly cement his rep as a leather-clad tough guy, Dio did have the presence of mind to drive himself to the hospital, where doctors were, fortunately, able to reattach the thumb, which is already up and around and answering reporters' questions.



May not be Dio's actual thumb.

### Formats You'll Flip Over

• Clear Channel flips **KVJZ/Des Moines** from Smooth Jazz to CHR/Rhythmic as the somewhat wordy "106.3 The Beat, Des Moines' No. 1 for Hip-Hop and R&B." Special extended bumper stickers are being special-ordered. The Beat is being operated by PD **Greg Chance** and MD **Jared Goldberg** of sister CHR/Pop KKDM.

• Cumulus flips **WUSX/Huntsville, AL** from Country to Urban as "Power 93.3, Where Hip-Hop & R&B Live" under the direction of Cumulus Dir./Urban Programming **Ken Johnson** and new PD/afternoon driver **Phillip March**, who slides in from the same position at sister WMNX/Wilmington, NC. Former WKQB/Fayetteville, NC midday personality **Olympia** rejoins the company for middays, and the syndicated **Doug Banks Morning Show** debuted earlier this week. The former Country staffers have been relocated to higher ground for their own safety.

• Clear Channel's new Urban outlet, "**Power 104.1**" in Hartford, changes calls from WMRQ to **WPHH**, because if

## ST Shot O' The Week

When Capitol recording artist **Liz Phair** recently paid a visit to WHTZ (Z100)/New York, she was worried about spreading her cold to Sr. VP/Programming **Tom Poleman** (l) and MD/afternoon guy **Paul "Cubby" Bryant** (r). Thinking quickly, the considerate Phair — thanks to some NTR dollars



from Coca-Cola — was hermetically sealed inside a cooler, from which she blew kisses to the crowd as she was wheeled around the station.

you pound five beers, spin around rapidly 10 times and really squint hard enough, "PHH" does indeed spell "Power" — well, it's a lot closer than "MRQ," you must admit.

On Oct. 4, Michigan State University's Dept. of Telecommunication dedicated the Dick Purtan Studio, named in honor of Detroit radio legend **Dick Purtan**, morning guy on local Oldies WOMC. Purtan apparently made a donation years ago to MSU's Dept. of Telecommunication, and the money had been sitting around accruing interest. Using that donation and some additional year-end funds, the school was able to rebuild MSU's Studio A, which hadn't changed much since 1981, when it first opened. The studio was completely gutted and rebuilt as a state-of-the-art facility boasting a new digital console, ISDN capability, ProTools, etc. Since five of Gail and Dick Purtan's daughters attended MSU, the university thought the name was very appropriate.



MSU: Better living through Dick.

completely gutted and rebuilt as a state-of-the-art facility boasting a new digital console, ISDN capability, ProTools, etc. Since five of Gail and Dick Purtan's daughters attended MSU, the university thought the name was very appropriate.

### Talk Topics

Superadio Networks has signed to syndicate **Doug Stephan's Good Day** and *Talkradio Countdown* shows. *Good Day*, co-hosted by Nancy Skinner, is now in its 16th year, making it the longest-running syndicated morning show in any format.

# 10 Ways To Screw Up An Ad Campaign

by Barry H. Cohen

Learn how your clients can out-advertise their competitors—even when they can't outspend them! This book shows how you can create the best ad campaign possible.

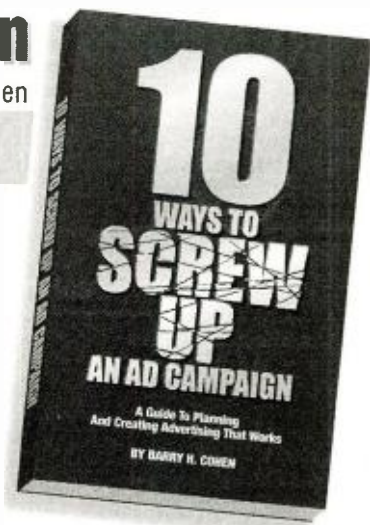
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"Don't miss 'Ten Ways to Screw Up an Ad Campaign' if you want a no-nonsense, simple guide to avoiding common and costly advertising campaign mistakes."

— *Ken & Daria Dolan, WOR Radio Network*

"It's great; I used it for talking points at a barbecue with my staff."  
— *Joe Pedicino, Sales Mgr, WCOH/Clear Channel, Newnan, Ga.*



Call R&R at 310-788-1625 to order.

## Baseball Cards In The Wheels Of Justice

Several weeks after **Bob Dumas** and **Madison Lane** made derogatory comments about bicyclists on Clear Channel CHR/Pop WDCG (G105)/Raleigh's *Bob & Madison Showgram*, the effects are still being felt. **ST** learned that the longtime morning team was suspended following comments they made on the air on Sept. 22 & 23 about how annoying bicyclists were and their on-air solicitation of various creative suggestions on how to run them off the road, such as "hitting them with Yoo Hoo bottles."

Who would have guessed how powerful the bicycle lobby could be? Area cyclists, alerted by bicycling industry website *CyclingNews.com*, mobilized and protested Clear Channel's "advocating violence against cyclists" in front of the station last week, receiving TV coverage. And, as it turns out, TV repeatedly used G105's call letters as opposed to the usual "a local radio station."

Bob & Madison were back on the air Monday, and from what we were able to piece together, the duo's suspension did not come as a direct result of their comments; it happened because they failed to stop talking about the already inflamed situation when asked to do so by management.

### Truth Hurts, Doughnut?

Given the circuslike atmosphere surrounding California's recall election, KHOP (Planet 95.1)/Modesto, CA decided to treat the occasion with all of the pomp and gravity that the wacky circumstances dictated. Using the resources of a local Krispy Kreme doughnut shop, morning team **Geno & Jordan** conducted an extremely unscientific "Doughnut Poll" to determine California's next governor. Here's PD **Chase Murphy** to tell us more: "They were broadcasting live from the parking lot of the Red Lion Inn near

a local polling center. Listeners were encouraged to cast their vote by choosing a designated doughnut. Arnold Schwarzenegger was represented by glazed, current Gov. Gray Davis was plain — which is perfect casting — Lt. Gov. Cruz Bustamante was apple cinnamon, Rep. Tom McClintock was chocolate, and diminutive actor Gary Coleman was represented

by half of a doughnut — Krispy Kreme doesn't sell doughnut holes!"

Now, the results: "Well over 100 doughnut-votes were cast, and the election was considered a landslide victory for Arnold!" says Murphy, who reports that Geno only voted for McClintock because he likes chocolate doughnuts. Jordan, who is on a diet, abstained.

You may recall the antics of **Kenny Holland**, formerly a jock at KRBZ/Kansas City, who was fired in July after his ill-advised bit involving a midget, a hooker and some alleged sex in OM Mike Kaplan's vacant office. Last month, looking for a quick way to get his name back in the news, Holland auctioned himself off on eBay — and was sold for a bargain price of \$91.00.

Holland has now taken the next logical step to get himself back on the radio: He's announced his intention to run for president in 2004, using the president's weekly radio address as his own personal vehicle to get in front of a mike again. "Each week during the president's weekly address, we'll give away a trip to DC aboard Air Force One and a night's stay in the Lincoln Bedroom," says Candidate Kenry, now accepting "campaign contributions" through his website, [www.kenny2004.com](http://www.kenny2004.com). However, when we pressed him for details, Holland caved, admitting that most or all of any funds raised would more than likely be diverted to the purchase of DirecTV's NFL Sunday Ticket package rather than to an actual campaign.

### The Programming Dept.

- Kevin Mays, fairly new PD of Phoenix Alternative WWRX (103.7 FNX)/Providence, makes one of his first official PD-esque decisions by upping night jock **Bryan Slater** to MD.



Bryan Slater: The early years.

• After 13 years with Three Eagles Communications' CHR/Pop KFRX/Lincoln, NE, PD **Sonny Valentine** resigns.

• KHHT/Tulsa Dir./Programming **Tod Tucker** taps **Matt Ryder**, inbound from the swing shift at WSTR (Star 94)/Atlanta, as MD/night guy. He replaces Eric Tyler, who is headed

## R&R Timeline

### 1 YEAR AGO

- R&R adds Spanish-language format section; Jackie Madrigal becomes Spanish Format Editor.
- **Geordie Gillespie** joins Hollywood Records as VP/National Promotion.
- **Michael Fischer** joins KJCD/Denver as PD.
- **Beau Duran** fired from KUPD/Phoenix following a stunt involving the widow of St. Louis Cardinals pitcher Darryl Kile.



Geordie Gillespie

### 5 YEARS AGO

- **Bill Figenshu** named Sr. VP at CBS Radio.
- **Tripp Eldredge** named Executive VP/COO of Direct Marketing Results.
- **Dusty Hayes** becomes PD of WXPT/Minneapolis.

### 10 YEARS AGO

- Sony's 550 Music unveiled; **Polly Anthony** will serve as GM.
- **Robert Hall** promoted to Sr. VP/Programming of ABC Radio Networks.
- **Ron Gregory** elevated to VP/Pop Promotion at Elektra Entertainment.

### 15 YEARS AGO

- **Dave Urso** appointed VP/Promotion at WTG.
- **Hal Fish** named PD of WMGG/Columbus, OH.
- **Ted Cramer** named PD of WSM-AM/Nashville.



Dave Urso

### 20 YEARS AGO


- R&R celebrates its 10th anniversary.
- **Howard Rosen** named National Promotion Director/Pop Music at Motown Records.
- **John Patton** resigns as Chairman/CEO of Bonneville Broadcasting System.
- **Jay Michaels** named PD of WZZK/Birmingham.



Howard Rosen

### 25 YEARS AGO

- **Al Teller** becomes President of Windsong Records.



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# Washington's Golden Voice

## WBIG's Johnny Dark marks 50 years in radio

In this day and age, it's hard to find someone who spends a lifetime in one business. But 2003 marks Johnny Dark's 50th year in radio. For the past 10 years Dark's den in the nation's capital has been Clear Channel's Oldies WBIG (Big 100)/Washington.

To mark Dark's golden anniversary in the business, WBIG recently put together a gala party that featured reflections by those whose lives and careers he's touched and special messages from the music stars who have lit up the airwaves throughout his half century in radio.

Dark's career highlights include being just the second person to introduce a Beatles concert in the U.S. and convincing a Maryland diner owner to allow a then-unknown country singer named Clint Black play a few songs for the patrons.

The black-tie gala was held on a warm summer evening at the elegant Strathmore Hall in Rockville, MD, just a few miles down the road from WBIG's studio. The tony surroundings led Big 100 night jock Goldy to quip, "You know this guy must rate if Clear Channel sprang for shrimp."

### Baltimore Record-Breaker

While Dark has spent 50 years as an on-air talent, he told R&R, "I've never really worked a day in my life." He also insists that the radio business is still a great place to pursue a career. "Some say the business isn't as personable as it once was," he said. "That's just not so." Dark also sang the praises of his

current group of co-workers, saying, "This is a real group of pros."

Dark was also quick to emphasize that he's far from ready to hang up the headphones. "This is obviously my last stop, but this is not a retirement party," he said.

After spending eight months at the Northeast School of Broadcasting, Dark got his first broadcasting job in



**A DARK NIGHT** Seen here celebrating WBIG/ New York Johnny Dark's 50 years in radio are (l-r) WBIG Promotions Director Nelissa Okamoto and Marketing Director Brendan Hurley, Dark and WBIG Promotions Coordinator Kathy Lenhoff.

May 1953, joining WHIL/Medford, MA, where he hosted two shows a day and also served as the station's sportscaster. In 1957 Dark joined the Army and was assigned to the post radio station at Fort Belvoir, VA, where he became PD after just three months on the job.

In 1958 Dark landed at 1390 WEAM, a Top 40 station serving Washington, DC, as host of *The Tops Tele-Quest Team*, a request show that aired live from various Tops Drive-In

locations across the metropolitan area. Six months after he took over the show it became the No. 1-rated nighttime radio program in the market.

Dark parlayed that success into a job at big Top 40 WMEX/Boston, home to such well-known jocks as Arnie "Woo-Woo" Ginsburg. The move to WMEX in December 1960 proved to be a mistake, however, and after just five months at the station Dark departed.

His next stop: WCAO/Baltimore, another successful Top 40 station. Dark enjoyed close to 30 years of success at "Radio 60." During his tenure at the station, which stretched from 1961-65 and 1967-91, his popularity was unfathomable by today's standards. In fact, he still holds the record for the highest ratings ever recorded by a radio host in Baltimore: a 68.3 share. In 1983 Dark rose to PD at WCAO, which, by that time, had changed to Country.

Dark's long run at WCAO ended in July 1991, when the station's owner, Summit Communications, decided to change the station's format to Gospel. That didn't silence Dark, however: In 1992 he reemerged as host of '70s *Saturday Night* on WWMX (Mix 106.5). After three months on the air, his show rose to No. 1 in its time slot.

### A Capital Classic

In June 1993, when WBIG signed on the air as "Oldies 100," Dark liked what he heard and thought a return to DC was in his best interest. One week after submitting his tape he was hired. He's presently on in nights and hosts the station's 6pm-midnight Saturday all-request program.

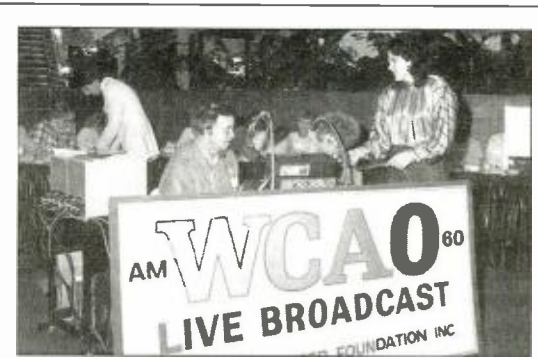
"I did some work for KRLA, and my show had a 5.0 share when the rest of the station had a 2.0 share," he says. "PD Mike Wagner consulted KDES/Palm Springs, CA at the time, and he suggested putting the show on there, since it was so close to Riverside.

"I sent the Maximiser information to the owner of the station, and he didn't believe the numbers." Although unconvinced, KDES's then-owner approved the show. In its first book in Palm Springs Laboe's show earned more than a 30 share.

### Good Chemistry

Interestingly, Laboe refrains from pre-programming each week's show. "We have about 2,500 songs in the library, and a good 100 songs that we regularly play," he says. "When I walk in there Sunday nights, there's nothing in front of me at all except an alphabetical list of songs."

About 20% of the titles are "currents" — songs from artists such as Mary J. Blige, Brandy and Monica. "I am playing some stuff that older people like, but



**BACK IN THE DAY** Johnny Dark on the air at WCAO/Baltimore, where he spent most of the '60s, '70s and '80s.

At the gala saluting Dark, each member of WBIG's airstaff praised him, including then-GM Catherine Meloy and the station's founding PD, Steve Allan. In between remarks from Dark's colleagues, WBIG afternoon jock Tom Kelly — who hosted the event — received prerecorded "calls" from music-industry legends who shared their memories of Dark with those in attendance.

Peter Noone, lead singer of 1960s pop act Herman's Hermits, said Dark's support of the group's song "Mrs. Brown, You've Got a Lovely Daughter" helped the track become a No. 1 record.

Calls also came in from "Stand by Me" and "There Goes My Baby" crooner Ben E. King, "Mashed Potato Time" singer Dee Dee Sharp, "Angel of the Morning" songstress Merrilee Rush, "Down in the Boondocks" singer Billy Joe Royal, "Tallahassee Lassie" and "Palisades Park" singer Freddy "Boom Boom" Cannon and "Hey! Baby" singer-songwriter Bruce Channel.

"Mr. Big Stuff" singer Jean Knight sent a note of congratulations, as did Randy Owen of the group Alabama, a student of Dark's at Towson State University, where Dark was a visiting faculty member from 1976-82.

Dark was also honored for his work throughout the years with the Children's Cancer Foundation. The evening's most tender moment came

The Band's from Robbie Robertson, whose son, Robby, died of cancer. Robertson recalled how his son idolized Dark, even writing a report about him in the fifth grade. "To me, Johnny

**"I didn't get into this business to become a living legend; I got into it because I love radio."**

*Johnny Dark*

Dark is about kids," Robertson said. "He's the best player we've got."

The station presented Dark with several gifts, including a Boston Celtics jersey autographed by former coach Red Auerbach to mark Dark's years-long devotion to the team. He was also given a restored 1953 radio, and Clear Channel's Country WMZQ/Washington chipped in with an autographed cardboard standup of Clint Black.

As the evening drew to a close Dark tearfully thanked his family and friends for their tributes. "I didn't get into this business to become a living legend," he said. "I got into it because I love radio."

## A Shining Star Of The Southwest

Continued from Page 18

### Third Peak The Highest

Today, in his seventh decade in radio, Laboe still rules the roost. *The Art Laboe Sunday Night Special* ranks second 12+ in Los Angeles, where it airs on Clear Channel's Urban AC KHHT, and earned a 6.5 in the spring 2003 Arbitrons. It's No. 1 with an 8.5 18-34 and No. 2 in the 12-24 demo.

In nearby Riverside, Laboe's ratings are unprecedented: In teens, his show grabbed a 49 share (locally based KGGI earned a 43 share, while KHHT scored a 6.0). Success stories can also be found at KZZP/Phoenix, where the show is No. 1 18-34 and No. 2 12+. At XHRM (Magic 92.5)/San Diego the *Sunday Night Special* is No. 2 12+ and No. 1 25-54. In Las Vegas KWID's ratings soar to No. 1 12+ and 18-34 when Laboe's show airs.

The host himself is stunned at how well his show does. "Twelve years ago I debuted my first 'Killer Oldies'

show," Laboe says of the *Sunday Night Special*, which began on KGGI. "I hadn't been on the air in 10 years."

As Laboe tells it, the head of KGGI at the time called him, said he had listened to KRLA in the 1970s and wanted to take the programming philosophy used then and apply it to KGGI. The station proceeded with this plan and subsequently went from a 5.0 to a 9.0 in the ratings.

KGGI then called Laboe again and asked him to do a Sunday-night oldies show. He says, "I thought about it, since it was Riverside, and I said, 'Well, let's throw the ego out the window and test it out.'"

Halfway through the fall 1991 Arbitrons, Laboe returned to the air. "The Arbitrons came out, and the show got a 19 share," he recalls. "That pattern has pretty much held. It's been No. 1 without missing any books." With that success, Laboe's program wound up in syndication, something he says happened by accident.

we have a lot of English-dominant Hispanics who were brought up on the older music," Laboe says.

"In these Western markets we have lots of second- and third-generation Hispanics who have grandmothers who listen to me. The thing that excites me the most are the really young kids who listen and discover the show. There was one young girl who thought I was just starting out."

While the music mix sets his show apart, that isn't what Laboe believes makes his Sunday-night show special. "I don't think it's the music," he says. "Remember, I tried this format when I wasn't on the air, and having me on the air makes a big difference. It's the connection with the audience. It's the chemistry. Everyone is treated with respect. I don't talk down to the listener. I have fun."

For the first-time listener, and especially for someone not raised in the Southwest, Laboe's show may be difficult to understand. That doesn't surprise Laboe. "The only people who understand my show are me and my

listeners," he says. "I've heard that my show is terrible.

"When Bob Bernstein became GM at KGGI in 1995, the first thing he suggested was getting rid of my show. The sales department gapsed and immediately gave him printouts of my ratings. Every time a new PD would come in, they'd try to take the show off. But the PD is not the listener, and the research is only data."

While many syndicators are always looking for ways to land more affiliates, Laboe says he only wants a few more. "This kind of show doesn't lend itself to being on nationally and to being on more than 20 stations," he says.

"As far as the East Coast is concerned, I wouldn't just transplant this show there. I would have to do some research." For those unable to hear the program, Laboe suggests they go on the Internet and visit his 24/7 Internet-only radio station, Killeroldies.com.

"I'm where I want to be," Laboe says. "I don't have any wives anymore to nag me, my health is good, I've got three cats at home, and I'm happy."



## A Shining Star Of The Southwest

Continued from Page 1

Other stage visits saw Laboe don an Elvis-style gold lamé suit. The audience howled, and Laboe loved every minute of it. Not bad for a man who's been in radio since the 1940s. In fact, Laboe says his career has just now hit a new plateau.

"My ratings are higher than they've ever been, and I've got more money," he told R&R during an interview at his Original Sound Recordings in Hollywood, CA. "It's just the record business that's doing lousy. I'm at the peak of my career right now."

In a wide-ranging discussion, Laboe this week talks about his experience programming KRLA/Los Angeles in the 1970s, his groundbreaking *Oldies but Goodies* compilations and the success of *The Art Laboe Sunday Night Special*, which airs on 14 stations throughout the Southwest.

We also salute WBIG (Big 100)/Washington's Johnny Dark for his 50 years in the radio business.

### The Radio Bug

Laboe's story begins in the mid-1930s, while America suffered during the Great Depression. At age 9 he departed Salt Lake City with his family and made the trek to Los Angeles. After moving back to Utah for four years, he returned to Southern California to stay in 1939. He attended Stanford University, where he was a radio engineer, but World War II led him to leave school and join the Navy, where he ended up in air transport.

Following the war, in 1946, the 20-year-old Laboe landed his very first radio job, at the former KXLA/Los Angeles. "I first got into radio because of engineering, but I then got the bug to be on the air," he says. "They need a first-class radio engineer at KSAN/San Francisco, so I did that and was an announcer for a fill-in show. This was in 1946. The radio bug bit me, and it's still biting."

In 1948 Laboe scored his first PD position, at KOLO/Reno, NV, where he spun tunes by such artists as Patti Page. "I think I also played records by Les Paul, who was the best man at my wedding," he says. "He was a very good friend of mine. Did you know that he used his bathroom as an echo chamber? He wrote a song for me, 'Walkin' and Whistlin' Blues,' which was the flip side to his biggest record, 'How High the Moon.'"

In the mid-1950s Laboe jumped over to the former KPOP/Los Angeles, which competed neck-and-neck with KFWB for rock 'n' roll listeners during the genre's earliest days. In fact, much like Alan Freed back East,

Laboe helped give L.A. its first on-air doses of rock 'n' roll.

### Many Firsts

"There was a guy named Hunter Hancock who was playing straight R&B," Laboe says, referring to the first white disc jockey to play rhythm and blues records in Southern California, at KPOP predecessor KFVD. "When I came in to KPOP I was doing a show from a drive-in, where Ricky Nelson and Buddy Holly would come and visit.

"I was the first to play Elvis out here, I'm pretty sure. That was in 1955. We're talking early Elvis: 'Blue Moon of Kentucky' and such. He's really what turned rock 'n' roll into a phenomenon.

"In 1956 there was one time I was playing 15 minutes of Elvis at noon on KPOP. The station didn't want me to do it, but I did it anyway. They got some complaints, but they liked me, and I continued to do it. They had even put on these announcements warning people that the next 15 minutes would contain subversive material that was bad for children to listen to!"

Laboe refuses to take credit for helping launch the careers of the many artists he's played on the air throughout the years; however, there are two artists he was closely associated with just before they broke on a national scale.

"Sam Cooke recorded 'You Send Me,' and I started playing it before it became a hit," he says. The song be-

**"In 1956 I was playing 15 minutes of Elvis at noon on KPOP/Los Angeles. The station didn't want me to do it, but I did it anyway. They got some complaints, but they liked me, and I continued to do it."**

came a No. 1 smash in 1957. "I don't like to take credit for launching his career because I was a DJ, but his record did break here in L.A.," Laboe says. "It was the same story with Barry White, who recorded here at Original Sound."

### The Record Business

Laboe also gained exposure on TV as host of *The Art Laboe Show*. He admits that he stole the concept from friend Dick Clark, who hosted ABC-TV's *American Bandstand* from studios in Philadelphia. Laboe's show aired on KTLA-TV/Los Angeles from 1958-60.

Laboe's first career peak came in 1956, when his KPOP show earned a 34 share in the Pulse ratings, a record that stands to this day. In 1960 Laboe departed KPOP for on-air duties at crosstown KDAY, where he stayed until 1961. He then decided to say goodbye to radio and focused his efforts on the "golden oldies" of the 1950s, the hallmark of his fledgling record business.

At the time oldies were songs that were four or five years old. While at KPOP the thought occurred to Laboe to compile the favorite oldies of the teenagers he met during his daily radio show and put them on a single album.

"I put out a list at the drive-ins, asking people for their top 20 songs and a few oldies," he says. "The oldies at the time were from The Penguins and Big Joe Turner. Then I started getting more and more requests for the oldies but goodies."

Laboe's first collection, *Oldies but Goodies, Volume 1*, was initially intended for release only in Los Angeles. The record was given national distribution, however, and ended up spending 31 1/2 years on *Billboard's* Top 100.

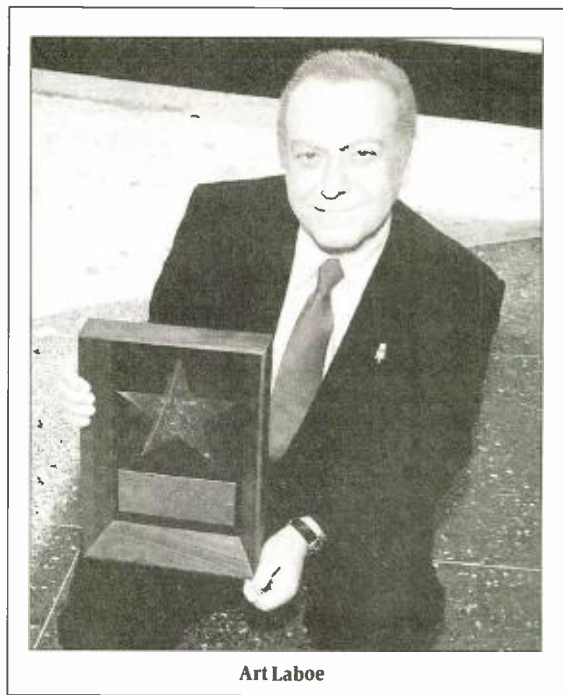
With the success of that release, Laboe concentrated on his record company and subsequent volumes of what was the world's first compilation album. He also opened his own studio, Original Sound, where Frank Zappa produced many of his early recordings.

### A Return To Radio

With the end of the British Invasion and the emergence of funk and soul in the early 1970s, Laboe once again found himself on the radio — albeit on tape. "In the early 1970s I taped a show that ran from midnight to 3am on XPRS out of Mexico, right after Wolfman Jack's show," he says.

He opened a club on the Sunset Strip that featured many oldies acts performing live, and back at Original Sound he worked with a young filmmaker named George Lucas to place music in a movie about 1950s teen culture called *American Graffiti*. Laboe's Hollywood club and the success of Lucas' film helped spur a revival of 1950s music, style and culture.

"I had that nightclub from 1972-76, and I did a show then on K-Earth [KRTH/Los Angeles]," Laboe says.



Art Laboe

"Hal Rosenberg, who ran KRTH from 1972-74 and was a big RKO guy, wanted to take the station, which was KHJ-FM in 1972, and make it compete against KPCC, which was the underground Rock station in town.

"He came to my club and said he was going to make the change. He even had the name: Since we would be 'underground,' he came up with 'K-Earth.' Get it? Well, he saw all of those people in my club, saw the demos there and loved it. He asked, 'How

**"I've heard that my show is terrible. Everytime a new PD would come in, they'd try to take it off. But the PD is not the listener, and the research is only data."**

do you do it?' In 1972 he decided to make K-Earth a total Oldies station."

### Live, From Los Angeles

In 1976, 15 years after hosting his final live airshift, Laboe got behind the mike live again, at K-Earth. Original Sound was still going strong, and he soon found himself juggling a myriad of responsibilities.

"At the time KRLA was going out of business," Laboe says. "They had an interim license, as they had been owned by Jack Kent Cooke, but in 1964 the FCC took the license away from Cooke, so everybody wanted it.

"Bob Hope and Art Linkletter were among those who wanted it. They

fought over it until 1977, and until that time the station was in a trusteeship owned by a company set up by KCET-TV, the public station. All of the profits were given to this company, and I came in there and put some money into it.

"I had a contract to run the sales department and program the station. In less than one year we beat everybody except KABC, which was the big Talk station in town. We were the ones that started [crosstown Top 40 rival] KHJ's slide, and that was done with a format that mixed oldies and currents — something that I do today on my Sunday show.

"We played all of the ballads from the black groups: The Stylistics, Bloodstone, Delfonics. All of the Motown stuff. Everything that was big before disco."

Laboe did play disco at KRLA, but all-Disco KUTE, an FM station, dominated after-dark radio listening in L.A. "Our nighttime numbers went to hell," Laboe says. "I did mornings and nights for six months, so I started taping mornings and doing nights live. And remember, I was still running Original Sound.

"Finally, I put another guy on KRLA at night. He was good and he played the same music as me, but KUTE wiped us out at night."

The eventual solution to KRLA's nighttime listener exodus came from a fan of Laboe's who asked for his autograph at a parade. Laboe says, "I asked the girl, 'If you could play anything on KRLA, what would you do?' She said, 'Put disco and oldies together.' So we did it. We actually put disco and oldies together. We took KUTE out of Disco in two books.

"I do the same thing now. It's a mix of recurrents, currents and oldies, all carefully done. But it was interesting to see that the same show with a different personality didn't do well at KRLA. It says a lot about the success that I have now with my Sunday-night show."

Continued on the next Page



## Laura Ingraham

Continued from Page 15

the overall tone of the show — what we call “laugh and learn” — has changed with the move to daytime.

**R&R:** Have you noted any change in your audience with the move to daytime?

**LI:** It's sort of early to tell, but just in these first several weeks I have noticed quite a few more women on the phone. It also seems like everyone I talk to now is going someplace in their car — dropping kids off or running around doing stuff.

**R&R:** Describe the show for us in your own words.

**LI:** This is not an inside-the-beltway talk show. That's boring, and it's never been the show that I do. It's a combination of my experiences in politics and my political views mixed with cultural analysis. It's substantive but has a lot of humor.

It's for the real people — the average people — in our country, because that's whom I feel most comfortable with. It's where I came from. I'm just somebody who likes to talk politics, go mountain biking and listen to music. And I can be mildly amusing at times.

**R&R:** What are some topics you've discussed lately?

**LI:** Why I get so many calls from parents of teenage girls complaining that they can't find any clothes to buy for them that don't make them look like prostitutes. Why flying the flag on a cable news channel somehow sends out a biased and wrong message, or why saying a prayer at a high school football game is wrong and victimizes some group or another.

I feel like so many of our society's “victims” get so much attention and their leaders and defenders get so much airtime that the average guy out there who's working two jobs and just trying to keep his family safe is sitting there saying, “What about me?” They feel that the

“elites” in Hollywood and the media are not listening to them on a whole host of issues.

**R&R:** Speaking of “elites,” tell me a little about your new book.

**LI:** The book is called *Shut Up and Sing: How the Elites From Hollywood, Politics and the UN Are Subverting America*. It's really kind of a primer for the radio show. It's not a short read; it's extremely substantive.

It's focused on this whole idea that there is a rather small but influential segment of society that considers itself to be the last word on wisdom and common sense in our country. They're all looking for and have often found ways to circumvent the average American voter out there.

By using the court system and non-elected judges to overturn our laws or to create rights that don't exist in the Constitution, they're always looking to get around the average person. But they get frustrated when they find that the average American — who mostly has a pretty traditional outlook on life and what America's role in the world should be — isn't budging.

**“I'm a commentator, and I don't pretend to be objective. That's not my role.”**

This book is about exposing that elite's agenda and laying out a way that average people can keep them from dramatically altering our American way of life. There is also, of course, plenty of humor, which I think you'd expect from me.

**R&R:** What's harder for you to do, radio or TV?

**LI:** Definitely radio. It's much harder to do than TV. TV is a piece of cake. Radio, you really have to work at, but the payoff is much bigger. You have a chance to actually hear people react to what you say, and you get to talk about it with them directly. The trouble with TV is that it can be so cookie-cutter.

One of the things I learned from hosting a show on MSNBC for a year and a half is that TV doesn't allow you to get outside of your box. It's hard on TV to move out of the “Oh, well, she's a right-wing commentator” box. Whenever I tried to do that, I always felt I was pushed back, and I don't like that. On the radio, it's my own blank slate, and I can write on that slate whatever I want.

**R&R:** Give us your take on Talk radio's ongoing hot topic, the war in Iraq.

**LI:** The real story is the difference between perception and reality. The reality is that there has been enormous progress made and there are positive stories to report. From the northern territory to the south, things like schools and hospitals are open, and people there have freedom they have not known for decades. In the middle of the country things are still pretty dicey, and there are still forces there who want to try to ensure that we fail.

The same naysayers and pessimists that we see in politics today have been around for decades. Ronald Reagan dealt with them when he was fighting the Cold War. There were protests across Europe, and everyone said he shouldn't have called the Soviet Union an “evil empire.”

They said he was shortsighted and that he wasn't sophisticated enough to handle world affairs. A lot of that same convenient pessimism exists today, and America's abilities and promise are routinely underestimated by some.

That said, clearly the administration did not perfectly anticipate

what was going to happen in post-war Iraq. So, when you build your whole administration — as some believe this administration has come close to doing — on Iraq and Iraq doesn't look good to the American people in a year, that's going to be a pretty tough situation.

**“Listeners are so smart, and they're so tuned in. I learn something new from the audience every day. Average Americans have such innate common sense and such a good sense of what America's possibilities are.”**

There's a lot of political sniping out there because there's an election next year. There's a lot of Monday-morning quarterbacking going on. At the same time, this administration had better do a better job of confronting its critics, selling the success stories and being honest with the American people about what it's going to cost and where the money is going to come from.

**R&R:** If asked, what would you suggest they do?

**LI:** They need to remind people that the war on terror is being fought in a continuum, that it's not a snapshot process, and I don't think

they've been great at doing that. Sometimes they are so concerned with changing the tone in Washington and coming across as compassionate conservatives that they don't confront their critics harshly enough.

Sometimes you need to do that. You can do it with a smile and a good-natured response, but you've got to do it — and sometimes you've got to name names.

Give me a break. We've been over there for what, five or six months now? The place was a shambles of torture chambers and rape rooms and people were petrified to go outside their own homes, and we're supposed to turn that into a democratic paradise in just a few months?

That's just not going to happen, and I think the Bush administration has to be more realistic about getting the American people ready for that. Of course, most of the media reporting isn't exactly on their side these days, so that makes it even harder.

**R&R:** Speaking of media bias, what do you think about the idea that a liberal Talk radio network is needed to counterbalance hosts like you who are right of center?

**LI:** I think it's pretty funny. The left has captured most of the mainstream media. They have the major television networks, the universities, much of the court system, some of the mainline churches and most of the newspapers. With all that, now they're complaining about Talk radio and Fox News Channel? OK, why don't they just go ahead and take it all.

At least with a conservative Talk radio host, people know what they're getting. It's the news reporters and White House reporters who have a liberal bent that the average person is maybe not so clear on, because they're supposed to be reporters, not commentators. I'm a commentator, and I don't pretend to be objective. That's not my role.

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# Laura Ingraham Sees The Light Of Day

## Talk host makes the move to middays on TRN

In the Talk radio business it's rare for a talent to get even one shot at the proverbial brass ring of hosting a national radio show. Getting a second shot is even more rare, but talk host Laura Ingraham is proof positive that lightning can strike twice.

Just a couple of years ago Ingraham — then known primarily for her frequent guest appearances on Don Imus' morning show and as a cable TV news pundit — was tapped by Westwood One to host a new nightly syndicated radio show. The acknowledged conservative talker's freshman effort ultimately cleared on more than 175 stations and established Ingraham as one of Talk radio's rising stars.



Laura Ingraham

Last spring Ingraham inked a deal to move her syndicated program to Oregon-based Talk Radio Network for the chance to air in a new 9am-noon ET weekday time slot. TRN reports that since its launch this past Labor Day, Ingraham's program is already on some 200-plus affiliates nationwide, with WABC/New York and KRLA/Los Angeles included among them.

With the relaunch of her daily radio show and the recent release of her second best-selling book, *Shut Up and Sing* (Regnery Publishing), Ingraham once again appears poised to climb a few more rungs on her personal ladder of success.

**R&R:** *What have you learned about the radio business since your first big break a few years back?*

**LI:** The number one thing I learned is to just be myself and go with the flow on the air. We try to make the show accessible to a lot of listeners. If you like to follow the "entertainment elite," as I like to call them, we have it.

If you're consumed with what's happening militarily or politically out there, we've got that. If you want to know what good new music there is to listen to this week, we'll give

you that as well. The show runs the gamut of subject matter. I know it sounds clichéd, but I'm just trying to keep it real and be me.

The other thing I learned from radio is how to be a better listener. The reason I wrote my new book is because I heard what listeners were saying to me. Listeners are so smart, and they're so tuned in. I learn something new from the audience every day. Average Americans have such innate common sense and such a good sense of what America's possibilities are.

Most of them feel like nobody is paying attention to them, and they feel their views and values are being routinely scoffed at, and they're sick of it. What makes America great are those people out there who go to work every day, take care of their kids and live their lives. They have such a wonderful sense of where America should be and where it's going.

**R&R:** *So, despite the fact that your early media exposure was mostly on TV, you've learned to like the world of radio?*

**LI:** Absolutely. Radio is a listening medium for me, whereas on TV you're talking at the screen. That has its place, and I certainly still do it, but I really like radio, because I like

## TRS 2004 Online Registration Now Open

Mark your calendar now! The annual R&R Talk Radio Seminar returns to our nation's capital in 2004 and will be held Feb. 26-28 at the Renaissance Washington, DC Hotel.

Online early-bird registration and hotel reservation information for TRS 2004 is now available at [www.radioandrecords.com](http://www.radioandrecords.com). Save over \$100 on registration and take advantage of our special room rates now as R&R continues to make it affordable for you to attend the one News/Talk radio event you can't afford to miss.



As you plan your 2004 budgets this fall, don't miss the opportunity to join us in Washington next February for News/Talk radio's most influential and informative event, TRS 2004.

hearing what's on people's minds. It's fascinating to hear how different parts of the country react to different issues. Radio allows you to connect with people directly in a way that is so much more intimate than TV.

**R&R:** *What prompted the recent move to Talk Radio Network?*

**LI:** I felt that there was room out there in the 9am-noon slot for the kind of show we do, and TRN wanted to give me that opportunity. It gives me the chance to jump right out of the gate with the news of the day first thing in the morning so I can review what the "punditocracy" and media mavens are saying. We're also doing an additional live hour every night that allows me to digest all that's gone on during the day and wrap it up for the listeners.

It's your classic split shift, and it's a lot of work, but I exercise a lot and drink a lot of Diet Coke to keep me going. It's a chance to reach a whole new audience, and it's a really great challenge.

It's a real testament to the show we've developed that even when

Westwood One made me sit out the summer before we relaunched with TRN on Labor Day, we were still able to keep almost all of the affiliates we'd had previously. Sure, we lost a few here and there, and I would sit around and obsess and worry about whether I had done the right thing. The answer to that is, "Absolutely, yes, I did the right thing."

**R&R:** *Any adjustments or changes to the show with the move from nights to middays?*

**LI:** Not really, although I'm sure there are things that will come up as we go along. It's different insofar as being on at night meant culling all the stuff that happened that day and distilling it down into three hours at the end of the day.

Now we're following up on the latest developments from events that happened on the previous day and also keeping listeners ahead of the curve on new issues that are developing today. But I don't think

Continued on Page 17

**RIVETING RADIO**

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**abc RADIO NETWORKS**  
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[www.abcradio.com](http://www.abcradio.com)

\*Source: Arbitron, Spring 2003, Metro, Persons 25-54, AQH Share, M-F 10p-1a, among all non-music stations.

72 million households

Lon Parkinson  
202-380-4425

**CMT**  
COUNTRY MUSIC TELEVISION

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

**Plays**

BAD BOY'S DA BAND Bad Boy Ths. Bad Boy That	25
LUDACRIS Stand Up	25
OUTKAST Hey Ya!	25
HILARY DUFF So Yesterday	24
BEYONCÉ I/SEAN PAUL Baby Boy	23
LIL JON & THE EASTSIDE BOYZ... Get Low	22
FOUNTAINS OF WAYNE Stacy's Mom	21
YOUNGBLOODZ (LIL JON Damn!)	20
WHITE STRIPES Hardest Button To Button	19
JOHN MAYER Bigger Than My Body	18
SIMPLE PLAN Perfect	13
OUTKAST USLEEPY BROWN The Way You Move	12
ELEPHANT MAN Pon De River	11
ASHANTI Rain On Me	10
OBIE TRICE Got Some Teeth	10
DASHBOARD CONFESSIONAL Hardest Down	9
ATARIAS Boys Of Summer	9
PINK Trouble	8
R. KELLY Thoa Thoin	8
MAROON 5 Harder To Breathe	8

Video playlist for the week of Sept. 29-Oct. 7

David Cohn  
General Manager

**2**

LUDACRIS Stand Up	
WHITE STRIPES Hardest Button To Button	
ELEPHANT MAN Pon De River	
BEYONCÉ I/SEAN PAUL Baby Boy	
AFI Leaving Song Pt. II	
DMX Where Da Hood At	
DASHBOARD CONFESSIONAL Hands Down	
CHINGY (LUDACRIS & SNOOP DOGG) Holdae In	
FOUNTAINS OF WAYNE Stacy's Mom	
YOUNG GUNZ Can't Stop. Won't Stop	
OUTKAST USLEEPY BROWN The Way You Move	
A PERFECT CIRCLE Weak And Powerless	
PETE DORN Crystal Village	
YOUNGBLOODZ (LIL JON Damn!)	
OBIE TRICE Got Some Teeth	
LIL JON & THE EASTSIDE BOYZ... Get Low	
JET Are You Gonna Be My Girl	
OUTKAST Hey Ya!	
NICKELBACK Someday	
HOWIE DAY Perfect Time Of Day	

Video playlist for the week of Sept. 29-Oct. 7

75 million households

Paul Marszialek  
VP/Music Programming

**ADDS**  
No Adds

**Plays**

MAROON 5 Harder To Breathe	24
BEYONCÉ I/SEAN PAUL Baby Boy	22
BLACK EYED PEAS... Where Is The Love?	22
JOHN MAYER Bigger Than My Body	22
FOUNTAINS OF WAYNE Stacy's Mom	21
OUTKAST Hey Ya!	20
MATCHBOX TWENTY Bright Lights	19
PINK Trouble	19
SHERYL CROW The First Cut Is The Deepest	19
3 DOORS DOWN Here Without You	18
LIZ PHAIR Why Can't I?	16
STING Send Your Love	16
DAVE MATTHEWS Gravedigger	15
SCHOOL OF ROCK School Of Rock	15
JEWEL Stand	14
R.E.M. Bad Day	14
DIDD White Flag	13
DIXIE CHICKS Top Of The World	13
FUEL Falls On Me	13
NICKELBACK Someday	13
HOWIE DAY Perfect Time Of Day	10
ROBERT RANDOLPH... I Need More Love	10
DAMIEN RICE Volcano	10
SANTANA I/ALEX BAND Why Don't You & I?	10
MYA My Love Is Like ... Whoa	8
COLDPLAY God Put A Smile Upon Your Face	7
LIVE Heaven	7
MANDY MOORE Have A Little Faith In Me	7
NELLY (P. DIDDY)... Shake Ya Tailfeather	7
SEAL Waiting For You	7
DARKNESS I Believe In A Thing Called Love	5
GAVIN DEGRAW Follow Through	5
NICKEL CREEK Smoothie Song	3

Video arplay for Sept. 29-Oct. 6.

**20on20 (XM20)**

**Kane**  
LUDACRIS Stand Up  
MICHELLE BRANCH Breathe  
YOUNGBLOODZ (LIL JON Damn!)

**BPM (XM81)**  
**Blake Lawrence**  
MOTORCYCLE As The Rush Comes  
PAUL DAKENFOLD Hypnotised  
JUNIOR JACK E Samba

**Squizz (XM48)**  
**Charlie Logan**  
AUDIOSLAVE I Am The Highway

**The Loft (XM50)**  
**Mike Marrone**  
MATTHEW RYAN Come Home  
MATTHEW RYAN Skylight  
MATTHEW RYAN Nails  
RUTH GERSON I'll Wait  
RUTH GERSON I Wanna Know  
RACHAEL YAMAGATA Coldie  
RACHAEL YAMAGATA Worm Me Down  
RACHAEL YAMAGATA The Reason Why  
GARY JULES Mad World  
GARY JULES No Poetry  
GARY JULES Something Else  
GARY JULES Lucky

**Raw (XM66)**  
**Leo G.**  
G-UNIT Stunt 101  
2PAC (NOTORIOUS B.I.G. Runnin')

**Real Jazz (XM70)**  
**Maxx Myrick**  
CASSANDRA WILSON Crazy  
DIANNE REEVES What A Little Moonlight  
ABBEY LINCOLN They Call It Jazz  
AARON NEVILLE The Very Thought Of You  
BRANFORD MARSALIS Seabreeze  
TAYLOR EIGSTI TRIO Oteo  
JOE CHAMBERS Soft As In A Morning Sunrise  
GRAZY TATE Don't Misunderstand  
RON CARTER Autumn Leaves  
JEAN-MICHEL PILC Fred's Walk  
DON FRIEDMAN Waltz For Debby  
TERENCE BLANCHARD Footprints  
LM PAGANO This Can't Be Love  
MICHAEL THOMAS QUINTEZ No Time To Wait

**Watercolors (XM71)**  
**Trinity**  
MARC ANTOINE Cubanova  
MARC ANTOINE Mediterraneo  
MARC ANTOINE Senor Grocve  
MARC ANTOINE Lady

**X Country (XM12)**  
**Jessie Scott**  
ROBERT EARL KEEN Out Here In The Middle  
CHIP TAYLOR I/CARRIE RODRIGUEZ Laredo  
PATTY LOVELESS Draggin' My Heart Around  
JESSE DAYTON Never Turned My Back On You  
BEN ATKINS BAND The Same  
RODNEY HAYDEN Get On Your Mule And Ride  
OH SUSANNA Carr e Lee  
RUSTY TRUCK Cardy

**XM Café (XM45)**  
**Bill Evans**  
ROBBEN FORD Keep On Running  
BEULAH YoYo  
RACHAEL YAMAGATA Rachael Yamagata

**XMLM (XM42)**  
**Ward Cleaver**  
BETWEEN THE BURIED & ME The Silent Circles  
BLEEDING THROUGH This Is Love. This Is Murderous

**U-POP (XM29)**  
RACHEL STEVENS Sweet Dreams My L.A. Ex  
ROBBIE WILLIAMS Something Beautiful  
THALIA Baby I'm In Love

36 million households

Cindy Mahmood  
VP/Music Programming & Entertainment

**VIDEO PLAYLIST**

FABOLOUS I/TAMIA So Into You	
ASHANTI Rain On Me	
LUDACRIS Stand Up	
R. KELLY Thoa Thoin	
JAGGED EDGE Walk Outta Heaven	
MARQUES HOUSTON I/JOE BUDDEN Clubbin'	
OUTKAST USLEEPY BROWN The Way You Move	
BEYONCÉ I/SEAN PAUL Baby Boy	
YOUNGBLOODZ (LIL JON Damn!)	
LIL JON & THE EASTSIDE BOYZ I/YING YANG Get Low	

**RAP CITY TOP 10**

ELEPHANT MAN Pon De River	
CHINGY (LUDACRIS & SNOOP DOGG) Holdae In	
LIL JON & THE EASTSIDE BOYZ I/YING YANG Get Low	
OBIE TRICE Got Some Teeth	
LUDACRIS Stand Up	
YOUNGBLOODZ (LIL JON Damn!)	
DMX Where Da Hood At?	
YOUNG GUNZ Can't Stop. Won't Stop	

Video playlist for the week ending Sept. 22-29.

**ADDS**

JOSH TURNER Long Black Train  
RECKLESS KELLY Nobody's Girl

**TOP 20**

	Plays	TW	LW
A. JACKSON I/J. BUFFETT It's Five O'Clock...	32	32	32
RASCAL FLATTS I Me!t	31	29	29
MARTINA MCBRIDE This One's For The Girls	30	32	32
TIM MCGRAW Real Good Man	30	32	32
GARY ALLAN Tough Little Boys	30	29	29
DIERKS BENTLEY What Was I Thinkin'	29	28	28
TOBY KEITH I Love This Bar	29	29	29
CHRIS CAGLE Chicks Dig It	29	24	24
PAT GREEN Wave On Wave	27	27	27
JUNE CARTER CASH Keep On The Sunny Side	26	40	40
BUDDY JEWELL Help Pour Out The Rain	25	23	23
SARA EVANS Perfect	21	20	20
KEITH URBAN Who Wouldn't Want To...	20	32	32
NORAH JONES Wurlitzer Prize	20	13	13
PATTY LOVELESS Lovin' All Night	18	26	26
BILLY CURRINGTON Walk A Little Straighter...	17	12	12
BROOKS & DUNN Red Dirt Road	15	13	13
MONTGOMERY GENTRY Hell Yeah	14	16	16
DWIGHT YOAKAM The Back Of Your Hand	14	14	14
RHONDA VINCENT You Can't Take It With You	13	8	8

Playlist is frozen.



Jim Murphy, VP/Programming  
19 million households

**ADDS**

RODNEY ATKINS Honesty (Write Me A List)  
REBA MCENTIRE I'm Gonna Take That Mountain  
SHANE SELLERS Matthew, Mark, Luke And Earnhardt  
JOSH TURNER Long Black Train

**TOP 10**

GARY ALLAN Tough Little Boys	
A. JACKSON I/J. BUFFETT It's Five O'Clock Somewhere	
TOBY KEITH I Love This Bar	
PAT GREEN Wave On Wave	
BILLY CURRINGTON Walk A Little Straighter Daddy	
TRACE ADKINS Then They Do	
SCOTTY EMERICK I Can't Take You Anywhere	
TIM MCGRAW Real Good Man	
JIMMY WAYNE I Love You This Much	
MARTINA MCBRIDE This One's For The Girls	
DIERKS BENTLEY What Was I Thinkin'	
CHRIS CAGLE Chicks Dig It	
KEITH URBAN Who Wouldn't Want To Be Me	
ASHLEY GEARING Can You Hear Me When I Talk To You	
BILLY RAY CYRUS Back To Memphis	
DARRYL WORLEY Tennessee River Run	
SHERYL CROW Streets Of Heaven	
MONTGOMERY GENTRY Hell Yeah	
SARA EVANS Perfect	
MARK WILLIS And The Crowd Goes Wild	

Playlist is frozen.

**POLSTAR**  
CONCERT PULSE

Pos.	Artist	Avg. Gross (in 000s)
1	BRUCE SPRINGSTEEN...	\$7,037.9
2	SUMMER SANITARIUM TOUR	\$2,620.8
3	EAGLES	\$1,902.0
4	PHISH	\$1,702.2
5	AEROSMITH & KISS	\$1,542.6
6	JIMMY BUFFETT	\$1,302.1
7	DAVE MATTHEWS BAND	\$1,241.9
8	FLEETWOOD MAC	\$1,107.5
9	DIXIE CHICKS	\$1,084.1
10	PEARL JAM	\$999.9
11	DEAD	\$955.9
12	OZZFEST 2003	\$902.7
13	J. ZIMMERLAK & C. AGUILERA	\$677.8
14	CHEER	\$665.1
15	JAMES TAYLOR	\$614.8

Among this week's new tours:

GEORGE STRAIT  
HANSON  
KINGS OF LEON  
LOMESTAR  
PEOPLE UNDER THE STAIRS

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)

1	CSI
2	Friends
3	E.R.
4	Everybody Loves Raymond
5	Survivor: Pearl Islands
6	NFL Monday Night Football (Green Bay vs. Chicago)
7	Law & Order
8	CSI: Miami
9	Scrubs
10	Will & Grace

Sept. 29-Oct. 5

Adults 25-54

1	CSI
2	Friends
3	E.R.
4	Survivor: Pearl Islands
5	Will & Grace
6	Scrubs
7	Everybody Loves Raymond
(tie)	Law & Order
9	NFL Monday Night Football (Green Bay vs. Chicago)
10	CSI: Miami

Source: Nielsen Media Research

COMING NEXT WEEK

Friday, 10/10

- Joe Henry, *The Tonight Show With Jay Leno* (NBC, check local listings for time).
- John Mayer, *Late Show With David Letterman* (CBS, check local listings for time).
- Anthony Hamilton, *Jimmy Kimmel Live* (ABC, check local listings for time).
- Simply Red, *Late Late Show With Craig Kilborn* (CBS, check local listings for time).
- Super Furry Animals, *Last Call With Carson Daly* (NBC, check local listings for time).
- Lil Romeo, *The Wayne Brady Show* (check local listings for time and channel).

Saturday, 10/11

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

Monday, 10/13

- Clay Aiken, *Jay Leno*.
- David Sanborn, *David Letterman*.
- Dierks Bentley, *Jimmy Kimmel*.
- Jesse Harris, *Late Night With Conan O'Brien* (NBC, check local listings for time).
- Paul Weller, *Craig Kilborn*.
- Leona Naess, *Carson Daly*.

Tuesday, 10/14



Barenaked Ladies

- Barenaked Ladies, *Jay Leno*.
- Hot Hot Heat, *David Letterman*.
- The Distillers, *Jimmy Kimmel*.
- Dashboard Confessional, *Conan O'Brien*.
- Nappy Roots, *Carson Daly*.

Wednesday, 10/15

- Jonny Lang, *David Letterman*.
- The String Cheese Incident, *Craig Kilborn*.
- Stereophonics, *Carson Daly*.

Thursday, 10/16

- Luciano Pavarotti, *Jay Leno*.
- Switchfoot, *Carson Daly*.

— Julie Gidlow

FILMS

BOX OFFICE TOTALS

Oct. 3-5

Title	Distributor	\$ Weekend	\$ To Date
1	<i>School Of Rock</i> (Paramount)*	\$19.62	\$19.62
2	<i>Out Of Time</i> (MGM/UA)*	\$16.18	\$16.18
3	<i>The Rundown</i> (Universal)	\$9.68	\$32.64
4	<i>Under The Tuscan Sun</i> (Buena Vista)	\$7.68	\$20.74
5	<i>Secondhand Lions</i> (New Line)	\$5.18	\$30.62
6	<i>Underworld</i> (Sony)	\$5.06	\$44.80
7	<i>Lost In Translation</i> (Focus)	\$4.16	\$14.01
8	<i>The Fighting Temptations</i> (Paramount)	\$3.38	\$24.57
9	<i>Once Upon A Time In Mexico</i> (Sony)	\$2.62	\$53.06
10	<i>Cold Creek Manor</i> (Buena Vista)	\$2.51	\$18.34

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

COMING ATTRACTIONS: This week's openers include *Kill Bill*, starring Uma Thurman. The film's Maverick soundtrack sports tunes by The RZA, Isaac Hayes, Quincy Jones, Nancy Sinatra, Santa Esmerelda and more.

Also opening this week is *Intoler-*

*able Cruelty*, starring George Clooney. The film's Hip-O soundtrack contains several cuts by Colin Linden, as well as songs by Elvis Presley, Tom Jones, Edith Piaf, Melissa Manchester, Chuck Mangione and Big Bill Broonzy.

— Julie Gidlow



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### HIT LIST

**Seth Neiman**  
JEWEL Stand  
NICK LACHEY This I Swear  
JASON MRAZ You And I Both  
NODESHA Get It While It's Hot

### R&B & HIP-HOP

**Damon Williams**  
JDE More And More  
MONTELL JORDAN Supa Star

### RAP

**Damon Williams**  
BAD BOY'S DA BAND Bad Boy This, Bad Boy That  
SPOOKS Crazy

### ROCK

**Gary Susalis**  
ILL NINO How Can I Live

### TODAY'S COUNTRY

**Liz Opoka**  
TERRI CLARK I Wanna Do It All  
SARA EVANS Perfect  
TOBY KEITH I Love This Bar

### PROGRESSIVE

**Liz Opoka**  
RYAN ADAMS So Alive  
FOUNTAINS OF WAYNE No Better Place  
EMMYL DU HARRIS Here I Am  
MDJAVE 3 Startling No. 1

### SMOOTH JAZZ

**Gary Susalis**  
CHRIS BOTTI Indian Summer  
STEVEN LEE GROUP Double Play

### AMERICANA

**Liz Opoka**  
MERLE HAGGARD That's The News  
WAYNE HANGCOCK Thunderstorms And Neon Signs  
ROBERT EARL KEEN All I Have Is Today



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### DMX Hospitality

**David Sader**  
The hottest tracks at DMX Hospitality, which includes restaurants, bars, hotels and cruise ships, targeted at 25-54 adults.  
JOHN MAYER Bigger Than My Body  
JASON MRAZ You & I Both  
ALAN JACKSON / JIMMY BUFFETT It's Five O'Clock...  
CLAY AIKEN Invisible  
SHERYL CROW The First Cut Is The Deepest  
SANTANA VALEX BAND Why Don't You & I  
SHANIA TWAIN Forever And For Always  
JOSH KELLEY Amazing  
JONNY LANG Red Light  
PAT GREEN Wave On Wave

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

### CHR/POP

**Jack Patterson**  
BABY BASH Supa Suga  
FUEL Falls On Me

### CHR/RHYTHMIC

**Mark Shands**  
WIN MARCINAK In My Heart (Elektrostatic Mix)

### URBAN

**Jack Patterson**  
DAVE HOLLISTER Never Gonna Change  
MISTA NAKED Keep Hitten

### ALTERNATIVE

**Dave Sloan**  
DISTILLERS Drain The Blood

### ROCK

**Stephanie Mondello**  
LINKIN PARK Numb  
BLACK LABEL SOCIETY The Blessed Helride

### ADULT ALTERNATIVE

**Stephanie Mondello**  
ZIGGY MARLEY Dragonfly  
SHERYL CROW The First Cut Is The Deepest:

### ADULT CONTEMPORARY

**Jason Schiff**  
CLAY AIKEN Invisible  
SUGAR RAY Chasin' You Around

### INTERNATIONAL HITS

**Mark Shands**  
WIN MARCINAK In My Heart (Elektrostatic Mix)  
BRITNEY SPEARS UNADONNA Me Against The Music  
DAVID BOWIE New Killer Star  
DAVID BOWIE Pablo Picasso  
DAVID BOWIE Never Get Old  
DAVID BOWIE The Loneliest Guy  
DAVID BOWIE Looking For Water  
DAVID BOWIE She'll Drive The Big Car  
DAVID BOWIE Days  
DAVID BOWIE Fall Dog Bombs The Moon  
DAVID BOWIE Try Some, Buy Some  
DAVID BOWIE Really  
DAVID BOWIE Bring Me The Disco King  
DIDD Stoned  
DIDD Sand In My Shoes  
DIDD Do You Have A Little Time  
DIDD Life For Rent  
DIDD See The Sun  
DIDD See You When You're 40

### DANCE

**Danielle Ruysschaert**  
HYBRID Morning Sci-Fi  
HDLLY PALMER Just So You Know (Mig Tight Mix)  
KRED Burning For You

### RAP/HIP-HOP

**Mark Shands**  
2PAC /NOTORIOUS B.I.G. Runtin'  
WARREN G /KRS-ONE & LIL AL Let's Go...  
LUDACRIS Blow It Out  
LUDACRIS Stand Up  
LUDACRIS Splash Waterfalls  
LUDACRIS Hard Times  
LUDACRIS Diamond In The Back  
LUDACRIS Screwed Up  
LUDACRIS P-Poppin'  
LUDACRIS Hip Hop Quotables  
LUDACRIS Hoes In My Room  
LUDACRIS Teamwork  
LUDACRIS We Got  
LUDACRIS Eyebrows Down



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

### Planet Dance

**Swedish Egil**  
FERRY CORSTEN Rock Your Body, Rock  
DJ DAN That Phone Track (Side A Mix)  
DJ DAN That Phone Track (Side B Mix)  
FATBOY SLIM We Don't Care  
GREEK /STEPHANIE VEZINA Alive (Original Mix)  
KDDL KEITH Don't Crush It (Hakan Lidbo Club Mix 1)  
OUTKAST Ghetto Musick (Benny B Remix)

### The Pulse

**Haneen Ararat**  
SENSE FIELD I Refuse  
TRAIN When I Look To The Sky

### U.S. 1

**Kid Kelly**  
LIMP BIZKIT /SNOOP DOGG Red Light - Green Light

### Hot Jamz

**Geronimo**  
NELLY Iz U

### Hip Hop Nation

**Geronimo**  
RZA We Pop  
T.I. Be Easy

### New Country

**Al Skop**  
REBECCA LYNN HOWARD I Need A Vacation

### Octane

**Jose Mangin**  
KORN Right Now

### The Beat

**Geronimo**  
ROBBIE RIVERA Girlfriend

### Heart & Soul

**B.J. Stone**  
EARTH, WIND & FIRE Hold Me

### The Trend

**Joel Salkowitz**  
BARENAKED LADIES Another Postcard  
BIG BAD VOODOO DADDY You Know You Wrong  
SHERYL CROW The First Cut Is The Deepest  
LOS LOVELY BOYS Heaven  
SARAH MCLACHLAN Fallen  
VAN MORRISON Once In A Blue Moon  
WARREN ZEVON Disorder In The House

## AOL Radio@Network

Ron Nenni 415-934-2790

### Top Country

**Lawrence Kay**  
JDE NICHOLS Cool To Be A Fool  
JIMMY WAYNE I Love You This Much

### Top Pop

**Mark Hamilton**  
DIDD White Flag  
JEWEL Stand  
SIMPLE PLAN Perfect  
TRAPT Headstrong

### Top Alternative

**Cameo**  
BLINK-182 Feeling This  
KORN Right Now  
OUTKAST Hey Ya!  
STDNE TEMPLE PILOTS All In The Suit...

### Smooth Jazz

**Stan Dunn**  
MARK ANTDINE Funky Picante...  
NICK COLDONNE "High Flyin"  
PAMELA WILLIAMS Afterglow

### Top Jams

**Davey D**  
BLACK EYED PEAS Shut Up  
M. LEE /NELLY Hold Up  
OBIE TRICE /EMINEM Lady



Travis Storch • 866-365-HITS

### Top Pop

**MICHELLE BRANCH** Are You Happy Now  
DIDD White Flag  
JEWEL Intuition  
NDRAH JONES Don't Know Why  
BEYONCÉ /JAY-Z Crazy In Love

### Top Christian

**BIG DISMAL** Remember (L.O.U.)  
KUTLESS Tonight  
OONIE MCCLURKIN We Fall Down  
SWITCHFOOT Meant To Live  
THIRD DAY Your Love Oh Lord

### Top Folk

**BIC RUNGA** Sway  
DUTCH /CRYSTAL WATERS My Time  
HOLLY Naughty  
TDM LEMAY Brought To My Knees  
UNTO ASHES Albu Mari (Burning Times)  
VALANCE Girl



Phil Hall • 972-991-9200

### Hot AC

**Steve Nichols**  
VERTICAL HORIZON I'm Still Here

### Country Coast To Coast

**Kris Wilson**  
SARA EVANS Perfect  
JIMMY WAYNE I Love You This Much



### Music Programming/Consulting

Ken Moultrie • 800-426-9082

### Alternative

**Steve Young/Kristopher Jones**  
JANE'S ADDICTION True Nature

### Heritage Rock

**Steve Young/Kristopher Jones**  
JET Are You Gonna Be My Girl

### CHR

**Steve Young/Josh Hosler**  
BRITNEY SPEARS /MADONNA Me Against The Music

### Rhythmic CHR

**Steve Young/Josh Hosler**  
112 /LUDACRIS Hot & Wet  
2PAC /NOTORIOUS B.I.G. Runtin'  
KELIS Milkshake  
LIMP BIZKIT /SNOOP DOGG Red Light - Green Light

### Soft AC

**Mike Bettelli/Teresa Cook**  
MERCYME I Can Only Imagine

### Deiliah

**Mike Bettelli**  
PHIL COLLINS Look Through My Eyes  
MERCYME I Can Only Imagine

### Dave Wingert Show

**Mike Bettelli/Teresa Cook**  
PHIL COLLINS Look Through My Eyes

### The Alan Kabel Show

**Mike Bettelli/Teresa Cook**  
OUTKAST  
SHERYL CROW The First Cut Is The Deepest

### Mainstream Country

**Ray Randall/Hank Aaron**  
TRACE ADKINS Hot Mama  
SHANIA TWAIN She's Not Just A Pretty Face

### New Country

**Hank Aaron**  
RODNEY ATKINS Honesty (Write Me A List)  
TRACE ADKINS Hot Mama  
SARA EVANS Perfect

### 24 HOUR FORMATS

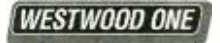
Jon Holiday • 303-784-8700

### Adult Hit Radio

**Jon Holiday**  
SHERYL CROW The First Cut Is The Deepest  
SARAH MCLACHLAN Fallen

### GREAT AMERICAN COUNTRY

**Jim Murphy • 303-784-8700**  
RODNEY ATKINS Honesty (Write Me A List)  
REBA MCKENTRE I'm Gonna Take That Mountain  
SHANE SELLERS Matthew, Mark, Luke And Eamharad  
JOSH TURNER Long Black Train



Charlie Cook • 661-294-9000

### Soft AC

**Andy Fuller**  
MICHAEL BUBLE How Can You Mend A Broken...  
GLORIA ESTEFAN Wrapped

### Bright AC

**Jim Hays**  
SEAL Waiting For You  
SUGAR RAY Chasin' You Around

### Hot Country

**Jim Hays**  
TRACY BYRD Drinkin' Bone  
TERRI CLARK I Wanna Do It All



### After Midnight

TERRI CLARK I Wanna Do It All  
SCOTTY EMERICK I Can't Take You Anywhere



Chris Reeves • 402-952-7600

### Alternative

BLINK-182 Feeling This  
HDOBASTANK Out Of Control  
KORN Right Now

### Country

**John Glenn**  
JAMES DITTO Days Of Our Lives

### AC

**Dave Hunter**  
SEAL Waiting For You



Tony Lamptey • 866-552-9118

### Hip Hop

NICK CANNON Gigolo  
DRAG-ON Put Your Drinks Down  
JEAN GRAE Haters Anthem  
RASCO Put Your Hands Up  
MARK RONSON International Affair  
SHEEK LOUCH Don't Mean Nothing  
WYCLEF /MISSY ELLIOTT Party To Damascus

### R&B

DWELE Find A Way  
GDAPELE Even Closer  
ANTHONY HAMILTON Comin' From Where I'm From  
RASHAD Sweet Misery



Artist/Title	Total Plays
CHEETAH GIRLS Cinderella	74
HILARY DUFF Why Not	72
HILARY DUFF So Yesterday	71
STEVIE BROCK All For Love	71
LINDSAY LOHAN Ultimate	71
KELLY CLARKSON Miss Independent	71
LIZZIE MCGUIRE What Dreams Are Made Of	70
BAHA MEN Who Let The Dogs Out	67
JUMPS Do Ya	37
ATOMIC KITTEN Tide Is High...	32
HAMPTON Hampsterdance 2	31
ALL-AMERICAN REJECTS Swing, Swing	30
AVRIL LAVIGNE Complicated	30
AVRIL LAVIGNE Sk8er Boi	30
'N SYNC Bye Bye Bye	30
MICHELLE BRANCH Everywhere	28
VANESSA CARLTON A Thousand Miles	28
PINK Get The Party Started	28
STEVIE BROCK If U Be My Baby	28
'N SYNC It's Gonna Be Me	27



Playlist for the week of  
Sept. 30-Oct. 7.

**866-MVTUNES**

**21,000 movie theaters**

This week's Movie Tunes is frozen.

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**WEST**

- HILARY DUFF So Yesterday
- SEAL Love's Divine
- TIM MCGRAW Real Good Man
- BARENAKED LADIES Another Postcard (Chimps)
- EVA CASSIDY Drowning In The Sea Of Love

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**MIDWEST**

- HILARY DUFF So Yesterday
- SEAL Love's Divine
- BARENAKED LADIES Another Postcard (Chimps)
- TIM MCGRAW Real Good Man
- EVA CASSIDY Drowning In The Sea Of Love

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**SOUTHWEST**

- HILARY DUFF So Yesterday
- BARENAKED LADIES Another Postcard (Chimps)
- KEITH URBAN Who Wouldn't Wanna Be Me
- SEAL Love's Divine
- SUZIE K Gabriel

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**NORTHEAST**

- HILARY DUFF So Yesterday
- SEAL Love's Divine
- TIM MCGRAW Real Good Man
- BARENAKED LADIES Another Postcard (Chimps)
- EVA CASSIDY Drowning In The Sea Of Love

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**SOUTHEAST**

- HILARY DUFF So Yesterday
- SEAL Love's Divine
- BARENAKED LADIES Another Postcard (Chimps)
- SUZIE K Gabriel
- TIM MCGRAW Real Good Man

## NAB

Continued from Page 1

broadcast. And he ignored the *New York Daily News* front-page story that claimed he's under investigation "for allegedly buying thousands of addictive painkillers from a black-market drug ring."

Still, other show participants did tackle Rush's woes. Clear Channel Radio CEO John Hogan suggested that ESPN got "more than it bargained for" in hiring Limbaugh and said during the show's Radio Group Executives Super Session that, while Limbaugh's comments were the sort of thing that have made his radio show popular, they may have crossed a line in the context of the sports network's TV programming.

Hubbard Radio President Ginny Morris pointed out that Limbaugh's comments wouldn't have raised an eyebrow on his radio show, but Infinity President/COO Joel Hollander predicted that the controversy won't fade anytime soon.

"We've got a while to go before we put this to bed," he said.

### 'Good Programming Is Good Business'

Limbaugh wasn't the only person on the hot seat, as Hogan faced aggressive questioning during his panel. An audience member called on him to account for Clear Channel's news operations in the Winchester, VA market, alleging that the lack of local news staff at the company's stations there has resulted in a dearth of coverage of local issues — including a failure to alert citizens of a late-night accident at a nearby plant that resulted in a work stoppage.

Moderator Sean Hannity of ABC Radio Networks stepped in after the questioner, radio veteran Pat Clawson, called Clear Channel "utterly shameless" for claiming to serve local communities while obtaining local news from its Baltimore operations. For his part, Hogan offered to meet with



**SUPER SESSION** Sean Hannity moderates as John Hogan, Ginny Morris, David Kennedy, Mary Quass and Joel Hollander debate radio's challenges.

Clawson after the panel to have a "mature conversation rather than an argument in front of 500 or 600 people." The two were indeed seen talking after the panel.

Hogan also said that while his company is expected to be profitable, he believes the best way to do that is to provide listeners with a quality product. "It's big business, and with that comes responsibilities," Hogan said. "But good programming is good business."

Clear Channel later provided this statement: "While we respect the rights of others to have their own opinions, we are proud of the work our local managers are doing to serve their local communities and provide their listeners with great radio."

### 'We Save Lives'

When R&R Publisher/CEO Erica Farber was presented with the NAB's National Radio Award at the show's Radio Luncheon on Oct. 3, she thanked her first boss in radio, Chuck Martin, who, she said, inspired her to succeed by telling her, "Little girls don't do this."

Turning serious, an emotional Farber also thanked her mother for always encouraging her to do anything she wanted to do, and she credited the broadcasting community with contributing to her success. "To me, this award is so much more about all of you than it is about me," Farber said. "Without all of you, I wouldn't be standing here today."

After commenting on how much she learns from those she talks with in every facet of the industry, she continued, "Every day I am so blessed, because I get to hear about what's working and what's not working, and I get to speak with people in all kinds of positions. I have a fantastic vantage point."

Farber also called on broadcasters to tackle the challenges facing the radio business today, including the need to defend radio against increasing scrutiny. "I fiercely defend our business and our airwaves, and, like many of you, it troubles me when other forms of consumer media give their take on what they believe is going on in our business. Why are we allowing that to happen?"

"I firmly believe it is the job of every local radio station to set the

standard. As outrageous as some of our programming is across the country — and that can be good and bad — we do an awful lot of things right, but we also take a lot of it for granted. Remember, we educate, we entertain, we inform, and we save lives."

### Higher Standards

Responding to a question about why broadcasters are held to tougher standards than other media by both Congress and the FCC, Commissioner Kathleen Abernathy said during the show's FCC Breakfast that broadcasters must be treated differently because of the uniqueness of their business. "You hold a public trust because you have access to these airwaves," she said. "And if you don't like it, you should not be in this line of work."

While she said station owners shouldn't abandon financial concerns in running their stations, she noted that broadcasters must remember how influential stations can be. "This is a different business than almost any other business," she said. "What you do is just too important for us to walk away from."

As for how the commission will ultimately define non-Arbitrated markets, Abernathy said that despite possible solutions offered by the commission, no decision has been made, and she implored broadcasters to speak up with their own suggestions. "You need to come back to us and let us know what you've found," she said.

In a separate session, FCC Media Bureau Chief Ken Ferree said that the commission is planning to release a decision on how to define non-Arbitrated markets by January.

### FCC 'Fell Short'

Cumulus Chairman/CEO Lew Dickey said during a panel devoted to how the FCC's new ownership rules will affect the radio industry that the commission "completely defeated the purpose" it intended to achieve with the new rules. "The

## ABC Takes Top Honors At 2003 Marconis

PHILADELPHIA — ABC took home five NAB Marconi Radio Awards last week, as comedian and Radio One-syndicated morning host Steve Harvey hosted the awards ceremony during the NAB Radio Show. Here's a complete list of the winners:

- **Legendary Station:** WABC/New York (ABC Radio)
- **Network/Syndicated Personality:** Sean Hannity, ABC Radio Networks
- **Major Market Station:** KGO/San Francisco (ABC Radio)
- **Large Market Station:** WMJI/Cleveland (Clear Channel)
- **Medium Market Station:** WIBC/Indianapolis (Emmis) and WIVK/Knoxville (Citadel)
- **Small Market Station:** KLVJ/Beaumont, TX (Clear Channel) and WCRZ/Flint, MI (Regent)
- **Major Market Personality:** Ronn Owens, KGO/San Francisco (ABC Radio)
- **Large Market Personality:** Preston Westmoreland, KTAR/Phoenix (Emmis)
- **Medium Market Personality:** Greg Garrison, WIBC/Indianapolis (Emmis)
- **Small Market Personality:** Jim Kerr, KNCO-AM/Grass Valley, CA (Nevada County Broadcasters)
- **AC Station:** KOIT/San Francisco (Bonneville)
- **Classical Station:** KDFC/San Francisco (Bonneville)
- **CHR Station:** WSTR/Atlanta (Jefferson-Pilot)
- **Country Station:** KPLX/Dallas (Susquehanna)
- **Oldies Station:** KCMO-FM/Kansas City (Susquehanna)
- **Religious Station:** KNOM-AM & FM/Nome, AK (Catholic Bishop of Northern Alaska)
- **Rock Station:** KQRS/Minneapolis (ABC Radio)
- **News/Talk/Sports Station:** WTMJ/Milwaukee (Journal)
- **Urban Station:** WVAZ/Chicago (Clear Channel)



Steve Harvey



WABC PD Phil Boyce



ABC's John McConnell accepts on behalf of KGO/San Francisco, Ronn Owens.



Sean Hannity



## Anderson Appointed Kiss/Pittsburgh PD

Mark Anderson, who has spent five years as PD of Citadel's CHR/Pop WIOG/Saginaw, MI, has joined Clear Channel's CHR/Pop WKST (96.1 Kiss-FM)/Pittsburgh for similar duties. He replaces Jason Kidd, who recently moved to Clear Channel's Smooth Jazz WSMJ/Baltimore as PD.

Anderson's experience includes stints as PD of WYSS/Sault Ste. Marie, MI; Asst. PD of WKFR/Kalamazoo, MI; and an on-air personality at WHYT, WPLT and WDRQ in Detroit. He began his radio career at WIOG in 1991 as a board op.

WKST GM John Rohm said, "Mark has developed a strong track record that reflects a pattern of consistent success and has clearly demonstrated that he's well prepared for the next step in his career."

Clear Channel Sr. VP/Programming Gene Romano said, "WKST is about to beat direct competitor WBZZ in persons 18-34 for the fourth consecutive book. Mark will help develop our nonmusic attributes in order to continue Kiss' evolution."

### Thomas

Continued from Page 3

like Brian who knows the Bay Area market well in a position to play to our strengths," Clear Channel/San Francisco Market Manager & VP/GM Joe Cunningham said. "We see tremendous opportunity for growth in the South Bay cluster, and Brian is the man to make that happen."

Regional VP/Programming Michael Martin said, "We are pleased to have an experienced and successful programmer at the helm of our important heritage stations. Brian's track record is second to none."

## WLAC Gives Peace A Chance As PD

Tom Peace has been promoted from interim PD to PD of Clear Channel's News/Talk WLAC/Nashville. Peace replaces Bruce Collins, who exited earlier this year to become PD at co-owned News/Talk WGST/Atlanta.



Peace

Peace began his broadcast career at WERC & WKXX/Birmingham in 1977. He also worked at WTBC/Tuscaloosa, AL before returning to Birmingham for a stint at WSGN. In 1985 he moved to Nashville, where he spent more than a decade and a half at WYHY and WGFX. Prior

to joining WLAC as Promotions Director and Asst. PD in January 2003, Peace was Asst. PD at Clear Channel's WRVW/Nashville.

"Tom has been a big contributor to our success, serving in many different roles, including stepping up very ably over the last several weeks as interim PD for WLAC," Clear Channel Radio Regional VP Tom Schurr said. "Tom's hard work and success over the years make him the very best choice to lead the WLAC programming team."

### Mediabase

Continued from Page 1

Those are the essential product traits that separate Mediabase from all the others in this field."

Mediabase's format expansion will result in an increased flow of data to hundreds of radio programmers and participating label executives. The processed data and analyses will soon be integrated into a full line of Mediabase products and services, including Mediabase 24/7 at radio and MusicInfo-Systems at record companies.

In March 1999 R&R and Mediabase inked an exclusive partnership arrangement under which most R&R formats were converted to Mediabase monitoring. The new Mediabase-powered charts first appeared in the June 25, 1999 issue of R&R. In June 2001 the two companies further solidified their relationship by pairing Mediabase 24/7 and R&R Music Tracking at a single web address, [www.musicinfosystems.com](http://www.musicinfosystems.com).

R&R currently generates reported-airplay charts for Smooth Jazz and four Latin and four Christian formats. Through its partnership with Mediabase 24/7 and the MIS service, R&R will transition those formats to Mediabase monitoring at a soon-to-be-determined date in 2004.

Mediabase currently monitors more than 1,100 radio stations in 15 formats in the top 140 U.S. markets 24 hours a day, seven days a week. As part of its ongoing growth strategy, the company has also announced plans to expand its service to select markets in Canada.

### Clay

Continued from Page 3

"Here's the cool thing," Clay told R&R about his new duties. "[KOOL has] a veteran staff — a legendary veteran staff. Our midday guy, Tom Peake, has been there for 24 years. And it's a heritage station. This station is the original model for all of the 'Cool' Oldies stations around

## An Edge In Programming For WNOU

Chris Edge has been named PD of Emmis' CHR/Pop WNOU (RadioNow 93.1)/Indianapolis, effective Nov. 3. He will replace David Edgar, who was upped to OM of WNOU in July and OM/DP of co-owned Hot AC WENS and Soft AC WYXB in September.



Edge

Edge has spent four years as PD of Clear Channel CHR/Pop WDCG (G105)/Raleigh. He has been with G105 since 1994 and has also served as air talent, Imaging Director, Marketing Director and Asst. PD. Prior to his stay in Raleigh, Edge was

Asst. Promotions Director and, later, morning show producer at Clear Channel CHR/Pop WKSS (Kiss 95.7)/Hartford.

"We're excited to welcome Chris to RadioNow 93.1 and the Emmis family. He's a strategic thinker and a great motivator," Edgar said. "I can't wait to watch

as he injects his creative juices into the station."

Edge told R&R, "I'm very excited to be moving on to a fabulous new opportunity and to have the chance to work with some great people — and Dave Edgar."

### Limbaugh

Continued from Page 3

Limbaugh has been through detox twice.

Limbaugh did not comment on the allegations at the Radio Show, though he released a brief statement through Premiere that said, "I am unaware of any investigation by any authorities involving me. No governmental representative has contacted me directly or indirectly. If my assistance is required in the future, I will, of course, cooperate fully."

Limbaugh did, however, address the matter briefly when he returned to the air on Oct. 3. Saying, "I really don't know the scope of what I'm dealing with," he didn't go into any detail or even deny the allegations, though he twice seemed close to saying something, then said, "No, I'm not even gonna go there." He then promised listeners that they

will be "among the first to know" when he has more information and is ready to make a statement.

On Monday's program Limbaugh still declined to address the specifics of the allegations, but he did respond to the criticism of his remarks, saying, "When I said Friday that I didn't yet know what I was dealing with and that when I did I would tell you everything, I meant exactly that."

"People are saying that I'm being Clintonesque, that I'm waiting until I know everything I have to deal with so that I can figure out what I have to lie about. That's what I said that Bill Clinton always did when we were waiting for him to come forth."

"Ladies and gentlemen, that's not what is going on here at all. I am waiting to find out just exactly what I am facing legally." He then reiterated that he will tell listeners more when it is "permissible."

the country. I'm happy to be working for a great company like Infinity, which is visionary in that these days it still wants one PD for one station."

Clay has also programmed KKLQ-AM & FM/San Diego, KGGI/Riverside and WRBQ/Tampa and has served as Asst. PD of KHMV/Houston.

## Thank You, Radio! Applauding 65 Years of Community Service

The name, March of Dimes, was originated by Eddie Cantor on his radio show in 1937

The March of Dimes Achievement in Radio Awards carries on our historic partnership with radio by celebrating excellence in broadcasting. Congratulations to A.I.R. Awards winners, finalists and participants in Atlanta, Houston, Memphis, Milwaukee, Nashville, New York, Philadelphia, Pittsburgh, San Diego and our newest market, Buffalo!

With radio's continuing support, we will be successful in our campaign to defeat prematurity, now affecting more than 475,000 babies every year.

National Stations: Arbitron, R&R, Westwood One/Metro Networks  
 Local Stations: ABC Radio, The 101, 102.5, 104.3, 107.7, 108.5, 109.3, 109.7, 110.7, 112.5, 113.5, 114.5, 115.5, 116.5, 117.5, 118.5, 119.5, 120.5, 121.5, 122.5, 123.5, 124.5, 125.5, 126.5, 127.5, 128.5, 129.5, 130.5, 131.5, 132.5, 133.5, 134.5, 135.5, 136.5, 137.5, 138.5, 139.5, 140.5, 141.5, 142.5, 143.5, 144.5, 145.5, 146.5, 147.5, 148.5, 149.5, 150.5, 151.5, 152.5, 153.5, 154.5, 155.5, 156.5, 157.5, 158.5, 159.5, 160.5, 161.5, 162.5, 163.5, 164.5, 165.5, 166.5, 167.5, 168.5, 169.5, 170.5, 171.5, 172.5, 173.5, 174.5, 175.5, 176.5, 177.5, 178.5, 179.5, 180.5, 181.5, 182.5, 183.5, 184.5, 185.5, 186.5, 187.5, 188.5, 189.5, 190.5, 191.5, 192.5, 193.5, 194.5, 195.5, 196.5, 197.5, 198.5, 199.5, 200.5, 201.5, 202.5, 203.5, 204.5, 205.5, 206.5, 207.5, 208.5, 209.5, 210.5, 211.5, 212.5, 213.5, 214.5, 215.5, 216.5, 217.5, 218.5, 219.5, 220.5, 221.5, 222.5, 223.5, 224.5, 225.5, 226.5, 227.5, 228.5, 229.5, 230.5, 231.5, 232.5, 233.5, 234.5, 235.5, 236.5, 237.5, 238.5, 239.5, 240.5, 241.5, 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# KaZaa Traffic Hits The Floor, Record Sales Bounce

## Aren't we supposed to be having a backlash?

Somewhere about now, music consumers should be filled with fury over the sad plight of the newly sued file-trading suspects being victimized by the evil record labels. They should be defying the RIAA and refusing to buy any more records from the "pigopoly." Meanwhile, pirates should be trading away, secure in the belief that there's nothing wrong with sharing music with their friends, and, anyway, the labels can't sue everybody.

Such were the predictions of peer-to-peer activists for the days after the RIAA finally sued some individuals it believed were trading copyrighted music on P2Ps. A number of writers in the mainstream press also predicted a backlash, saying that consumers disgusted by the suits would express their disdain by buying fewer records.

But record sales are no worse than before Sept. 8, when the first suits were filed. In fact, at the moment they're rather better: According to the *HITS* Top 50, last week each of the top 10 CDs sold more than 100,000 units for the first time in more than a year. Nobody's done any research yet on whether consumers as a whole are angry, alarmed or bothered at all by the P2P lawsuits, but it appears that few are annoyed enough to skip buying CDs they want.

Meanwhile, traffic on KaZaa, the leading P2P, fell a remarkable 41% between June 29 — just after the RIAA announced plans to sue individual file-traders — and Sept. 21. So says respected Internet-measurement outfit Nielsen/NetRatings, which also

reports that Morpheus traffic fell 4% over the same stretch, while BearShare and the Mac-based iMesh's numbers dipped below the ratings threshold. Apparently, "They can't sue all of us!" is not nearly as inspiring a battle cry as "Music should be free!"

None of which is to say that everything's just dandy now that, after nearly five years of playing "You do that just *one* more time..." with file-traders, the RIAA has finally sued somebody. It's too soon to tell if the suits will have any long-term effect either way on record sales, and some portion of the file-traders who have abandoned the big-name sites are doubtless finding less visible P2Ps to patronize. But the instant-reprisal sales backlash predicted by so many simply didn't happen. If anything is going to fulfill the activists' hopes of crushing the labels and "freeing" the music, it isn't going to be these lawsuits.

### P2P United Debuts

Meanwhile, the peer-to-peers' struggle to be taken seriously as an

By Brida Connolly  
Associate Managing Editor

industry continues. Late last month saw the official launch of the trade and lobbying group P2P United, whose membership includes Grokster, Morpheus, BearShare, LimeWire and a couple of lesser-known sites and conspicuously does not include KaZaa. The group's website, at [www.p2p-united.org](http://www.p2p-united.org), features a code of conduct. Here's the part about copyright law:

"The user of a member's software shall be prominently informed that the use of the software for illegal activities, including particularly infringement of intellectual property laws, is strictly forbidden and may subject the user to civil and/or criminal penalties.

"Appropriate online links to one or more responsible sources of information regarding the nature and scope of applicable copyright law shall be prominently provided to users."

Despite that purported respect for the law, for public relations purposes the P2Ps have long found it expedient to attack the record labels and, now, the lawsuits the P2Ps have made so necessary. In the release announcing P2P United's launch, Exec. Director Adam Eisgrau said, "It's long past time for the 'Tyrannosaurical' recording industry to stop blaming — and suing — its customers to cover up the industry's own glaring failure to adapt yet again to a new technology — one that should already have been making millions for it and for the average artist whom it still hypocritically claims to speak for." He also urges Congress to "shut down Jurassic Park."

Those lawsuit defendants Eisgrau is so concerned about are not the labels' customers, but the customers of P2P United's members. And the reason those people are being sued is because the P2Ps carefully set up their businesses so they would be. The industry's own code of conduct, as cited above, clearly implies it: "If you get sued, buddy, don't come crying to us."

The P2Ps doubtless hoped after the Grokster-StreamCast decision that legitimized them (for now) that the labels would lose their nerve before suing individuals. But there was no real reason to think that would happen, and watching the businesses that fought so hard in court to protect themselves at their customers' expense complaining about the resulting lawsuits is an unpleasant spectacle even by this industry's standards.

The P2Ps want to keep their place as scavengers of a legal industry, gobbling up music they didn't create, grabbing customers they didn't earn and dropping those customers in harm's way when they get too heavy to carry. Who's the dinosaur again?

## 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 200,000 songs from all five major label groups. Here's a snapshot of the top-selling downloads on Monday, Oct. 6, 2003.

### Top 10 Songs

1. FOUNTAINS OF WAYNE Stacy's Mom
2. SARAH McLACHLAN Fallen
3. OUTKAST Hey Ya!
4. SHERYL CROW The First Cut Is The Deepest
5. BLACK EYED PEAS Where Is The Love?
6. BEYONCÉ #SEAN PAUL Baby Boy
7. SARAH McLACHLAN Fallen
8. DIDO White Flag
9. R.E.M. Bad Day
10. BEYONCÉ #JAY-Z Crazy In Love

### Top 10 Albums

1. STING *Sacred Love* (U.S.)
2. SEAL *Seal IV*
3. DIDO *Life For Rent*
4. BEN FOLDS *Sunny 16* (EP)
5. LYLE LOVETT *My Baby Don't Tolerate*
6. JIMMY BUFFETT *Live In Auburn, WA*
7. FOUNTAINS OF WAYNE *Welcome Interstate Managers*
8. OUTKAST *Speakerboxxx/The Love Below*
9. LIMPBIKIT *Results May Vary*
10. MARTINA MCBRIDE *Martina*



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 25 Rock Currents

- 1 A PERFECT CIRCLE *Weak And Powerless*
- 2 NICKELBACK *Someday*
- 3 STAIN'D *So Far Away*
- 4 COLD *Stupid Girl*
- 5 JOHN MAYER *Bigger Than My Body*
- 6 LIZ PHAIR *Why Can't I?*
- 7 SMILE EMPTY SOUL *Bottom Of A Bottle*
- 8 THREE DAYS GRACE (I Hate) *Everything About You*
- 9 A PERFECT CIRCLE *The Package*
- 10 A PERFECT CIRCLE *The Outsider*
- 11 A PERFECT CIRCLE *Pet*
- 12 LIVE *Heaven*
- 13 A PERFECT CIRCLE *Blue*
- 14 STAIN'D *Price To Play*
- 15 A PERFECT CIRCLE *The Noose*
- 16 A PERFECT CIRCLE *Gravity*
- 17 A PERFECT CIRCLE *Lullaby*
- 18 A PERFECT CIRCLE *Vanishing*
- 19 JACK JOHNSON *Holes To Heaven*
- 20 JACK JOHNSON *Times Like These*
- 21 MICHELLE BRANCH *Are You Happy Now?*
- 22 A PERFECT CIRCLE *A Stranger*
- 23 JACK JOHNSON *The Horizon Has Been Defeated*
- 24 A PERFECT CIRCLE *The Nurse Who Loved Me*
- 25 DEFTONES *Minerva*

Data for the week of Sept. 22-28.

Please visit [www.gracenote.com](http://www.gracenote.com) for more detailed chart information or contact [charts@gracenote.com](mailto:charts@gracenote.com) for access to customized reports. \*For a list of Gracenote-enabled products, visit [www.gracenote.com/partners](http://www.gracenote.com/partners).

## DIGITAL BITS

### Rhapsody Sees Usage Bump In September

The RIAA began filing suits against individuals on Sept. 8, and RealNetworks-owned stream-and-burn service Rhapsody says it saw an increase of more than 30% in on-demand listening during the month. RealNetworks VP/Music Services Sean Ryan credited the subscription service's similarity to the P2P experience for its steady gains since April: "Rhapsody offers the unrestricted access that file-sharing consumers are used to, enabling them to legally listen to hundreds of songs or hundreds of albums for the same low price. That flexibility is helping make Rhapsody the leading online music service for consumers." Rhapsody also has a deal to give away free-trial software in Best Buy stores, and it's still the only legal digital-music service to have an arrangement with a retailer.

### MusicMatch Makes Indie Deals

MusicMatch said when it launched its by-the-song digital sales last month that it would be expanding its catalog soon, and now it has followed through, adding tracks from Beggars Group, V2 and Koch. MusicMatch now offers more than 240,000 songs for purchase. The company, which also operates popular subscription webcasts, sells 99-cent downloads in rights-managed Windows Media format through the non-subscription MusicMatch Downloads service.



# The Latest Street-Smart Sales Secrets

By Irwin Pollack

What are some of the traits of America's best salespeople? Here are my favorites.

1. My top time-management secret: Use the "one more" rule. When you think you've done all you can do for the day, don't go home until you call one more person, write one more proposal or make one more sale.



Irwin Pollack

2. Rules to gain more influence with your advertisers:

- Let the clients know you. Don't be afraid to share yourself.
- Know who the advertisers are. Find out their likes, dislikes, hobbies, birthdays, anniversary, strengths,

weaknesses, everything you can. Clients are your partners in success.

- Know the money source. If it's a direct account, gain influence with the owner. If it's an agency, gain influence with the client. If it's a product, gain influence with the manufacturer's rep.

3. Don't be distracted by station rumors. Slow times breed rumors — lots of them. But dwelling on those rumors can devastate your job performance. It takes up valuable time, drains mental energy and prevents

you from putting your full effort into making more money.

4. Be willing to walk away if a prospect refuses to be honest with you or if meeting the prospect's demands would be unprofitable for your company.

5. Call on old prospects you didn't sell. People, processes and needs constantly change. Some people who weren't ready to buy back then might be ready now.

6. Understand that negotiating is a two-way affair, and the negotiation itself is at stake if you ignore the needs of the customer. Desire to create a win-win situation, which is not only key to success, it makes future deals possible.

7. Avoid setting vague deadlines such as "first thing in the morning" or "by the end of the day." Those terms are open to interpretation and create misunderstandings.

8. Desire to become a better negotiator. Constantly evaluate daily negotiations and determine how you can improve them.

9. To become a better prospector, study your current client base. Determine which products your customers buy from you and study what the clients may have in common. The idea is to find out the specific area in which to look for new customers.

10. The truth about advertiser objections: First, determine the reason the customer is resisting. Offer a free consultation to prospects who are trying to get rid of you. If prospects quote an unrealistically low price, explore what they are getting for their money. If a prospect says someone else must approve a purchase, probe to see if this is merely an excuse or if you should include the other person in your negotiation.

11. If you lose your job, take these three steps:

- Deal with the emotional aspect. Don't ignore or try to mask the emotional pain.
- React rationally. Don't think about revenge against the company that let you go.
- Look at unemployment as a business challenge.

12. To do a better job of collections, think about these strategies:

- Don't wait 60 days before calling your client. If you gave your product or service on time, you deserve to be paid on time.
- Screen each box in the accounting section of your invoice a little darker as the aging gets longer. That way the bill will stand out to the prospect.
- Enclose a self-addressed, stamped envelope with your statements.

13. Watch for this big sales mistake: Don't compete on your station's

## Bayliss Scholarship Spotlight



### Janet LePorin

College: Long Island University, Brentwood, NY

Year of award: 2001 (graduate degree)

Current position: Controller

Stations: WBAB, WBLI & WHFM/Long Island

Station owner: Cox Radio

R&R: What motivated you to apply for a Bayliss radio scholarship?

JP: Let's face it, education is very expensive these days. I was always looking for scholarship opportunities and was very excited to see that there was such a great program dedicated to students in the broadcast industry who wished to pursue an advanced degree. The pursuit of higher education has always been very important to me, and I hope other students in the industry will be able to take advantage of this program.

R&R: What was your reaction when you learned you'd been chosen for a scholarship?

JP: I was shocked to open the letter and see I had been selected. After the good news settled in, I realized how honored I was to have been a recipient of such a prestigious scholarship. Winning this scholarship really helped ease the financial burden of completing my master's degree.

R&R: What are your career goals now?

JP: I'm currently the Controller for a group of three stations owned

by Cox Radio. I've worked in radio for over 10 years and have devel-



Janet LePorin

oped such a passion for the industry that I never want to leave. I love my job and feel very lucky to work for such a great company.

While career advancement is based on many qualities, education is a large factor. I believe my advanced degree, coupled with a

true love of the industry, will allow me to advance within Cox Radio. Ideally, I would like to take on a more regional role and perhaps help and coach other controllers within our company. One thing is for sure: My career will always be in radio.

R&R: What advice would you give other students interested in a radio career?

JP: This is a great industry. My best advice would be to get an internship and really make the most of it. There are so many aspects to the business of radio, and an internship is a great way to get exposed to all the different facets. I have seen many students offered their first job in radio as the result of a successful internship.

The John Bayliss Broadcast Foundation awards \$5,000 in financial aid to outstanding college juniors, seniors and graduate students who are majoring in broadcast communications and desire a career in the radio industry. Up to 15 awards are given annually, and more than 275 students have received scholarships since 1985. For more information, contact Bayliss Foundation Exec. Director Kit Hunter Franke at 831-655-5229 or khfrank@baylissfoundation.org, or visit [www.baylissfoundation.org](http://www.baylissfoundation.org).

## Ask The Experts: Finding The Format Hole

How do you research your market for a format hole that doesn't appear to be there? Here's what some research experts have to say.

**Bruce Fohr:** The idea is to project the degree of interest in and preference for a generic format concept — measured, ideally, in two or three independent ways. Members of the presumed or intended target audience should be asked if they perceive the format to exist in the market and, whether they believe it exists or not, the degree of tune-in appeal a new station that offered that type of programming would have for them.

The competitive stations in the market that potential listeners perceive to be associated with the test format's description should be evaluated for their perceptual and programming vulnerabilities, as well as for fan loyalty. Format-share projections should be created to provide broadcasters with an understanding of the likely range of potential share available to a new station programming the test format.

This analysis should also include the likely sources of new come to a new station so the broadcaster can identify the nature and relative strength of its potential new competitors. Just because a format is being programmed in a market does not mean its audience would not be attracted to a new alternative.

**Moyes Research Associates:** A format hole is typically defined as a format that 1) has a good amount of appeal to a significant segment of the market and 2) is widely seen as unavailable. Of course, a format hole also exists if the market leader in the format is doing a poor job of satisfying that audience segment.

In executing a format search, it is important to measure the overall appeal of and lack of satisfaction with the incumbent stations in any format you are considering. It's also crucial to look at the perceptual health of each of the incumbents to see if any of them might be vulnerable to attack. A format space that appears to be filled may, in fact, not be.

Furthermore, to make sure you're not missing anything, it's often helpful to expose respondents to montages of many different types of music and to analyze their responses through cluster analysis. This is how new or less obvious format opportunities emerge.

**Mark Kassof:** One of the misconceptions about research is that you cannot test a format that doesn't exist in the market. Not true! However, the *wrong* way to research is to describe a format and ask listeners how often they would listen to it. As Trout & Flies once said, consumers don't know what they're going to do, so don't ask them!

Here's what consumers do know:

- They know what they do.
- They know what they like and want.
- They know what they perceive.

By lining up what listeners like and want vs. what they perceive, it is quite possible to find holes — that is, needs that are not being satisfied.

Have a question or want to contribute? Contact Jeff Green at [jgreen@radioandrecords.com](mailto:jgreen@radioandrecords.com).

low price. When you lower your fee to attract new business, you undermine your credibility, because clients conclude your services were not worth what they previously paid. Moreover, the cost of attracting a lot of new business is often greater than the profit you can earn from those clients.

14. Some closing magic: Silence is an important closing tool. Once you've asked for the order, don't provide any distractions. Silence creates some stress. You'll feel it, no doubt, but so will your prospect — and that stress is what pushes the prospect to

make a choice to buy or not to buy. If the choice is not to buy, reply to the question or objection, then ask for the order again.

Boston-based radio sales and management trainer Irwin Pollack provides hands-on, results-oriented seminars and in-house consulting for clusters and individual stations. He can be reached toll-free at 888-723-4650 (RADIO 50) or through his website at [www.irwinpollack.com](http://www.irwinpollack.com).

## Ad Agencies: EI Is Part Of A Larger E-Business Approach

The American Association of Advertising Agencies is playing a key role in the RAB EDI Task Force's promotion of electronic invoicing, electronic data interchange and a broader e-business consciousness. The group, known as the 4As, is working particularly with trade associations, encouraging them to take ownership in developing and maintaining EDI standards.

MindShare Director/Strategic Technology Harold Geller, who serves as Chairman/Media Technology Committee for the 4As, says, "The first thing we've been pushing heavily in the industry is using the term 'e-business for media.' A lot of the vertical associations are using this terminology now, and it's a good thing to perpetuate this through the radio business."

Asked how long it will take for standards and broad acceptance to appear for EDI and electronic invoicing, Geller predicts, "I would hope in the next 12 to 18 months, depending on the individual industry. Television is ready to go now, and there are some conversations going on in terms of creating a common registry for trading partners. Once that common registry is established, it's a matter of each of the vertical associations deciding which transactions they want to start with."

With television and cable moving aggressively into electronic invoicing, will radio be last to commit? Maybe not, says Geller. "The RAB, in conjunction with the 4As and the media-buying community, needs to put pressure on broadcasters. The RAB is clearly ready. It's a question of the 4As continuing to canvas the vertical trade associations and, over the next short period of time, saying, 'We're ready. We're all on the

same boat and agree we're going to move forward."

### Displacement Fears Unfounded



Harold Geller

Geller says the motivation behind the shift to e-business isn't to displace workers through increased efficiency. "It's sort of my rallying cry that we don't want to disintermediate anybody, either at the station level or at any place in the transaction process," he says. "It's about getting rid of the low-value clerical work being done by professionals who instead should be promoting radio as a medium."

"Everybody says, 'Well, if I'm going to send you my proposal electronically, why do you need a sales rep?' People need to get over that and realize that the role of the sales rep is to do a better job of packaging and adding value instead of just bringing out a piece of paper that says, 'This is the number of spots and what it's going to cost you.' There's a real fear, but it's an unfounded one."

Geller doesn't envision any one vendor dominating the market for EDI software. "We're talking about building an organization of providers of hub services," he says. "The idea is that e-business transactions will move from an agency system to a station traffic system through some sort of hub, or several hubs. It will be

interesting to see how the traffic systems jump on the bandwagon and whether they're going to need serious amounts of pressure to enhance their systems to do e-business."

The pressure to adopt e-business practices will likely come from the agency side, says Geller, who adds, "I don't think that anybody's going to apply penalties, but some agencies have already taken a 'paperless pledge' — that is, if an electronic invoice is provided, the agency will not ask for paper."

**"We don't want to disintermediate anybody, either at the station level or at any place in the transaction process. There's a real fear, but it's an unfounded one."**

Geller, whose company's clients include IBM, American Express, Burger King and Gillette, says there are agencies and clients that would appreciate the upside of doing business electronically, including not having to wait until the month is over for an affidavit. "There are advantages if we have an opportunity for midflight correction of our campaigns," he says. "There are clients that are on the air for short periods of time that need it."

## Ring Up Cash With Holiday NTR

By Sylvia Allen

During the months of November and December there are some wonderful holiday NTR opportunities on which to capitalize. As you know, much of your inventory will be sold out during that time, so you'll need other revenue-generating opportunities. Below are some suggestions for holiday NTR partnerships.



Sylvia Allen

- Check with local civic groups — Rotary, Kiwanis, Lions Club, Chamber of Commerce, etc. — to find out what their charitable activities will be during the season. If a group is giving away turkeys or hams, approach local supermarkets as donation drop-off locations. This is not only NTR, it's good cause-related marketing; civic groups are often registered charitable organizations.

- Do a remote at a supermarket to increase donations, and get the store to promote your station's participation by including the promotion and the names of your NTR partners in its weekly flyers. Additionally, you should produce promotional posters and flyers that can be given to the civic group for distribution throughout the community. Make sure your station identification is on all this material to give you additional marketing value in the community you serve. The total NTR offering consists of on-site exposure, posters, flyers, internet promotion, newspaper and other print ads and radio.

- Everyone does tree lightings and Santa arrivals. Go to a local coffee or doughnut shop and tie it in to the event by allowing the store to pass out samples during the festivities. Keep in mind that Dunkin' Donuts, Starbucks and Krispy Kreme always like sampling opportunities.

Provide the stores with collateral material to display highlighting your participation and that of other NTR partners. Sponsors should be offered space on all this material, as well as opportunities to get customers to try their products. Make sure they also do bounce-backs so the promotion can be measured for effectiveness.

- Don't forget the other events that occur in November and December: menorah lightings, Kwanzaa, Posada processions, piñata parties — the list goes on and on. You can also do New Year's tie-ins: a New Year's Resolution party, a Polar Bear dip (for the northern climates), a parade of boats at a marina (for southern climates), a gym promotion for the "new you in the new year" or an ice-carving contest (or, if by the shore, a sand-sculpting contest) with company logos incorporated into sculptures. Let your imagination go wild!

If you need additional resources for events and ideas, check out the RAB Promotional Calendar (also published seasonally in this section in R&R). The calendar uses Chase's Calendar of Events, a day-by-day directory of special days, weeks and months; holidays; historical anniversaries; and fairs and festivals. Each annual edition of Chase's has more than 12,000 listings, and it's a great resource for ideas.

Other sources include Festivals.com, local and state travel and tourism offices and the International Festivals & Events Association's website ([www.ifea.com](http://www.ifea.com)). Or you can just use a good internet search engine to look for events in your area.

Even when you have low inventory, you can generate NTR over the holidays by being creative and using existing events and ideas as starting points. You don't have to reinvent the wheel — it's only a matter of thinking up new ways to use it!

*Sylvia Allen is President of Allen Consulting, a Holmdel, NJ-based sponsorship and event-marketing organization. She is the author of the RAB's How to Be Successful at Sponsorship Sales book and video. Reach her at 732-946-2711 or [sylvia@allenconsulting.com](mailto:sylvia@allenconsulting.com).*

## When Change Is In The Air

The prophet wanders in from the desert, crying, "I have seen. I have seen. We must change." And as the people listen with mounting interest, leadership plots to kill him. This is the way it has always been. Visionaries often die of wounds to the back, their grand ideas murdered in the night by the very people they were hoping to help.

Change management is the riskiest of enterprises. It is the visionary who cries, "Some men see things as they are and ask, 'Why?' I dream things that never were and ask, 'Why not?'" And it is the guardian who responds, "If it ain't broke, don't fix it."

Have you ever had a revolutionary idea stonewalled by the people you were hoping would implement it? Stonewalling occurs when you're trying to lead people faster than they're willing to follow.

If you want things to be different in your company, if you want your

revolution to take root and spread, you must start at the beginning, with the guardians. While visionaries see guardians as regimented and unimaginative sticks-in-the-mud, guardians see visionaries as flighty and unstable dreamers.

On the surface the guardian may seem like an uptight killjoy, a wet blanket, a little man with a badge. But the guardian is also your strongest ally. Guardians are the most practical, dependable and serious of people. Guardians believe in authority and organization. They value structure and belonging. They con-

sider work and service to be high virtues. They arrive early and stay late, their shoulders to the wheel and their hands ready to lift and carry. And guardians are the people most resistant to change.

The secret to winning their support is to seek their counsel early: "This is the problem I believe we must correct. But in our attempt to correct it, what must we safeguard at all costs? What is working well for us? What must not be changed?"

If you have the patience to win the guardians instead of trying to steamroll over them, you will have

gained the power of implementation and guaranteed the success of your reorganization.

Do you have the patience?

*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 Williams at 800-425-4769 or via [www.wizardacademy.com](http://www.wizardacademy.com).*





**JEFF GREEN**  
jgreen@radioandrecords.com

# GMs Like EDI But Await Industry Commitment

You won't find radio-station general managers resisting the idea of electronic data interchange and electronic invoicing. They'd love to see the invoicing process speeded up and to eliminate extra paperwork. However, you also won't find any real sense of urgency — mainly because no one is pressuring GMs to make the transition.

**Chip Ehrhardt**  
GM/DOS, Gold Coast  
Broadcasting/Ventura, CA

We're all for anything we can do to get our invoices out faster, get paid faster and cut expenses. I prefer a paperless office environment anyway. We spend upward of \$500 per month just mailing our invoices, plus the cost of the paper, employee costs to stuff the envelopes, etc. We'd recoup the cost of conversion pretty quickly and become more efficient in other areas to boot.

A few years ago there were some rumblings from some agencies telling us we had to start invoicing them electronically, so we did some research on what we needed to do in order to accommodate them. Since then we only hear about it toward the end of each year, then nothing again. From our standpoint, we're ready to make the commitment once we see a few of the major agencies asking us to move forward and that they're set up to handle it.



**Chip Ehrhardt**

However, since we use a Wicks Broadcast Solutions DARTS system that also supports CBSI, we'd prefer to wait awhile for now. We're waiting to see if we can get by without making a change now and then having to make another one if or when our DARTS system becomes obsolete. We do plan on making the switch sometime. If I had to put a date on when we'll make the move, I'd say 2005.

**Vance Harrison**  
VP/GM, Renda/Oklahoma  
City



**Vance Harrison**

We hope to have EI in place in the next couple of months, but we have some software issues that we have to work through concerning how to interface it with our traffic system.

The appeal is to try to get your money faster. If you're dependent on snail mail and people opening things, there's a lot of float going on. If you could elimi-

nate just the mailing float, you could speed up your receivables 10%. It's estimated that we could probably move our cash flow six to seven days faster, plus save on lost invoices and postage.

The ad agencies are going to drive it. They want fewer people in their billing departments, and they want everything faster, cheaper and smarter.

**Tom Skinner**  
VP/GM, Redwood  
Empire/Santa Rosa, CA

We're not doing EDI; it's still all on paper. There's been no heat or pressure from any agencies about it, but I know it's coming. I think the RAB knows the pulse of the buying community pretty well, and we should take notice.

Although I'm not being pitched by any of the software companies to invest in making the change, if I knew it could save me money and time, I'd certainly look at it.



**Judy Bailey**

**Judy Bailey**  
VP/Market Manager,  
Clear Channel/  
Tallahassee, FL

We're still using printed invoices. I haven't felt any outside pressure yet from agencies or advertisers, either nationally or locally. Internally, we've looked at some software, although I haven't been pitched by any companies. I wouldn't have any problem with using EDI.

# Time To Increase Our Productivity

By Kim Vasey

As a senior-level executive for one of the largest media companies in the U.S., I am faced daily with the challenge of multitasking — ad infinitum. I am not alone in this challenge.

As consolidation encroaches on both the station and the agency sides of the business and downsizing becomes a reality, we have all had to adjust to doing more with less. The tasks we are charged with on a daily basis often seem incompatible with current staffing realities. Finding new solutions to issues that regularly impact my time, the buyers' time and the stations' time is an important step in keeping productivity high for all parties.



**Kim Vasey**

Additionally, economic instability, reduced spending and sluggish revenue growth paint an unclear view of what lies ahead. It is essential that we foster new ideas and embrace new technologies that will increase productivity, maximize efficiency and reduce stress.

Staffing issues are of key concern in most businesses today. Reduced staffing affects morale and job performance and can cost companies millions in lost revenue from underperformance, increased sick time and uncollected debt. Electronic data interchange is one of the tools that can help.

- EDI can reduce the number of billing input errors, decrease requests for faxing of lost invoices and cut down the number of calls made for collections.
- Payment can be processed more quickly and received in a more timely fashion with EDI. Commissions can be paid to the sales team without their having to spend time on collections.
- Accounts receivable staffs can be more productive, have a higher success rate in collections and increase monthly receivables to the bottom line.
- Reduced man-hours dedicated to collections leaves more time for buyers and sellers to dedicate to the real business at hand: implementing schedules, growing business and creating unique and powerful marketing solutions for our clients.

All that said, please note that no technology will solve the problem when schedules are not run as ordered. Accountability issues still loom large in the radio industry.

However, EDI is a solution that is right at hand. It can increase productivity and save time and money. Are you ready to lead the charge? In the war of time and money, you only stand to win!

*Kim Vasey is Sr. VP/Director of Radio at Mediaedge:cia, whose clients include, among others, Campbell Soup, AT&T, Wrangler, Pizza Hut, Gallo Winery, MetLife and Payless Shoes. She can be reached at 212-474-0655 or kim.vasey@mecglobal.com.*

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## BUSINESS BRIEFS

Continued from Page 4

## Katz Takes Over As Citadel Rep

**K**atz Media Group has signed Citadel Communications for representation, taking over the company's 211 stations from Interep. Interep severed ties with Citadel last week, citing "business issues that were essential to the continuation" of the relationship.

## HD Radio Now On More Than 280 Stations

**i**Biquity said this week that more than 280 stations have licensed its HD Radio technology and have either begun broadcasting in digital or are in the process of converting. iBiquity now believes it will easily exceed its goal of licensing 300 stations in 2003. It's looking to introduce HD Radio to consumers at the 2004 Consumer Electronics Show, set for January in Las Vegas.

## Dorgan Confident House Will OK Media-Rules Veto

**S**en. Byron Dorgan last week clarified comments he made at a Senate Commerce Committee hearing on media ownership that left some with the wrong impression of his prognosis for the House version of a resolution to strike down the FCC's new broadcast-ownership rules. While some interpreted Dorgan's comments as giving up on the effort, Dorgan said he remains confident that there are the necessary votes in the

Continued on Page 25

## Fines

Continued from Page 1

the involvement of many Infinity employees and managers in planning the marketing event and Infinity's recent history of the airing of indecent or apparently indecent broadcasts, including *The Opie & Anthony Show*, over station WNEW/New York."

That "history," says the commission, includes broadcasts in November 2000 and January 2001, but the fine is based on the more than 500 complaints the FCC received about the Aug. 15, 2002 "Sex for Sam" promotion, in which a couple allegedly had sex in public in locations throughout New York—including, infamously, inside St. Patrick's Cathedral. Gregg "Opie" Hughes and Anthony Cumia lost their jobs over the stunt, while WNEW later dropped its FM Talk format.

Meanwhile, the FCC issued Clear Channel the maximum \$55,000 pen-

alty for two May 2002 broadcasts on WWDC (DC101)/Washington in which morning host Elliot Segal and his co-hosts questioned two high school girls who phoned their show about sexual activities at their school. Segal and the co-hosts also made "repeated and graphic references to oral sex," the FCC said.

## Copp, Martin: Fines Too Low

Commissioners Michael Copps, Jonathan Adelstein and Kevin Martin issued statements on the fines, with Copps saying the forfeitures are "no more than a slap on the wrist." Instead, he suggested, a license-revocation hearing against WNEW should have been scheduled.

Copps and Martin thought the fine against WWDC was too low, and Martin noted that he'd like to see each new topic of discussion in such cases be treated as a separate incident of indecency with a possible separate fine. Adelstein, mean-

while, said the fines' message is unmistakable but that it took the commission far too long to impose them. Infinity and Clear Channel have 30 days to appeal their respective fines.

Meanwhile, Sandusky on Monday was fined \$4,000 for an Oct. 3, 2002 stunt at its KUPD/Phoenix in which then-morning host Beau Duran phoned Flynn Kile, the widow of St. Louis Cardinals pitcher Darryl Kile, and asked whether "she had a date for Thursday's game" between the Cardinals and the Arizona Diamondbacks.

While Duran received a firestorm of criticism for the exchange with Kile, the FCC focused its fine on the fact that Duran did not inform her that the conversation would be broadcast on the Active Rocker. Duran's conversation with Kile, which Sandusky said lasted "less than 25 seconds," aired live.

— Adam Jacobson

## Radio Unica

Continued from Page 1

Unica's previously announced bankruptcy, under which the station sale will be effected, holders of those notes will receive approximately \$700 in cash per \$1,000 owed, while the company's other creditors will get 100% of their claims. Stockholders will get what's left over, expected to range from 47 cents to \$1.03 per share.

Founded in 1972, Multicultural owns 34 radio stations across the U.S. that feature programming in more than 22 languages, including Mandarin, Cantonese, Korean, Russian, Spanish and Vietnamese. It is headed by President Arthur Liu.

Radio Unica CFO Steve Dawson told R&R in an exclusive interview that the deal had been in the works "for some time" (discussions began in late 2002), but he noted that his company also held talks with numerous other suitors before it settled on the \$150 million offer from Multicultural. "The board of directors

had to select the highest and best offer," he told R&R, "and the highest and best offer was from Multicultural."

When the deal closes, New York-based Multicultural will boast a six-station cluster in Los Angeles as it adds Radio Unica's KBLA-AM to the five (KALI-AM & FM, KAZN-AM, KMRB-AM & KYPA-AM) it already has in the nation's No. 2 market. It will also enjoy the added reach of a quartet of stations in the nation's top radio market as it picks up WWRU-AM/New York to go with its own WNSW-AM, WPAT-AM & WZEC-AM.

The deal will also give Multicultural a three-station cluster in Miami, where it will add WJCC-AM & WNMA-AM to WEXY-AM, bought by Multicultural just last year. It will also have a trio in San Francisco, adding Radio Unica's KATD-AM and KIQI-AM to KEST-AM. Multicultural will have pairs in both Dallas and San Antonio: It will add Radio Unica's KAHZ-AM to its own

KDFT-AM in Dallas and combine into Radio Unica's KZDC-AM with its own KFNI-AM in San Antonio.

Since Multicultural won't be buying the Radio Unica network, some format changes could be in the works for the stations. And while Dawson noted that Multicultural will interview Radio Unica employees and decide whether to keep them on, he said the deal doesn't afford current Radio Unica employees any protection. "Our employees are a priority to us," he said, "and we want to treat them fairly."

As for Radio Unica's efforts to sell its radio network and promotions company, Dawson declined to comment on the status of any negotiations or to say what the future might hold for him or for Radio Unica Chairman/CEO Joaquin Blaya. "Right now we are focused on getting this deal closed, and it will be a while before we can do that," he said. The deal is expected to close in Q2 2004.

— Joe Howard

## TRANSACTIONS AT A GLANCE

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

## Multistate Deal

• KCHZ-FM/Ottawa (Kansas City), KS and KMJK-FM/Lexington (Kansas City), MO \$25 million

## State-By-State Transactions

- KLMZ-FM/Fouke, AR \$500,000
- KPFI-FM/Alameda (San Francisco), CA \$30 million
- KCEL-FM/California City, CA \$500,000
- KTPI-AM/Mojave, KOSS-FM/Rosamond and KTPI-FM/Tehachapi (Lancaster), CA \$13.6 million
- KOBO-AM/Yuba City, CA \$200,000
- KDTA-AM/Delta, CO \$88,000
- WTSH-FM/Rockmart, GA \$5.4 million
- WZOT-AM/Rockmart and WTSH-AM/Rome, GA \$346,804
- KHWI-FM/Hilo, HI \$350,000
- KAOY-FM/Kealahou (Kailua), HI \$500,000
- KCHE-AM & FM/Cherokee, IA \$600,000
- WCKW-FM/Laplace (New Orleans), LA \$14.25 million
- KMLB-AM, KRJO-AM & KLIP-FM/Monroe, LA \$3 million
- WRUP-FM/Bayboro (Morehead City), NC \$800,000
- WWOW-AM/Conneaut, OH \$270,000
- KEUG-FM/Cottage Grove (Eugene-Springfield), OR \$1 million
- WHOL-AM/Allentown, PA \$940,000
- WZNA-AM/Moca, PR \$950,000
- WHZQ-FM/Cross Hill, SC \$475,000
- WCRS-AM/Greenwood, SC \$310,000
- WABN-AM/Abingdon, VA \$50,000
- WLSA-FM/Louisa, VA \$550,000
- WJMA-FM/Orange (Charlottesville), VA \$6.25 million
- KHAT-FM/Laramie, WY \$775,000

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

## DEAL OF THE WEEK

## • WLIR-FM/Garden City (Nassau-Suffolk), NY

PRICE: \$60 million

TERMS: Asset sale for cash

BUYER: Univision Radio, headed by President Mac Tichenor Jr. Phone: 310-556-7676. It owns 70 other stations. This represents its entry into the market.

SELLER: Jarad Broadcasting Co., headed by President John Caracciolo. Phone: 516-228-6570

FREQUENCY: 92.7 MHz

POWER: 2kw at 522 feet

FORMAT: Hot AC

BROKER: Peter Handy of Star Media Group Inc.

## 2003 DEALS TO DATE

## Dollars to Date:

\$1,733,889,756

(Last Year: \$5,385,718,206)

## Dollars This Quarter:

\$166,708,000

(Last Year: \$350,388,135)

## Stations Traded This Year:

630

(Last Year: 813)

## Stations Traded This Quarter:

33

(Last Year: 149)

## Analyst

Continued from Page 4

Warner are the top investment picks at the moment, based on current valuations and fundamental growth. "We believe that an appropriately conservative strategy is to concentrate on companies with unique growth opportunities," he wrote.

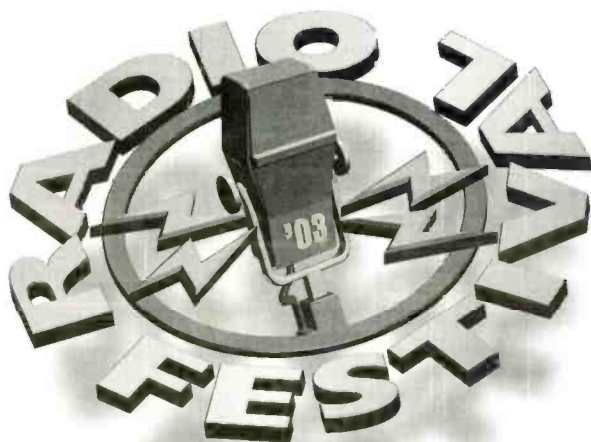
Russell believes Clear Channel can expect to see 8% growth in 2004 from its radio division and a "return of outperformance vs. the industry

and strong operating leverage to help drive double-digit broadcast cash flow growth going forward." He also noted that Tribune "should be an important beneficiary of a recovering advertising market in 2004," thanks to its TV and print holdings and WGN-AM/Chicago.

"Radio is a medium stealing share on a secular basis from other local media, and CCU is well positioned to benefit on a relative basis in the radio space," Russell wrote.



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**U-Pop - XM 29**  
XM SATELLITE RADIO

**The Family Friendly Afternoon Show  
with Keith Stevens**  
WAWZ-FM, NEW JERSEY, 99.1 FM

**Studio 360 with Kurt Andersen**  
WNYC-FM/FM'S NATIONALLY SYNDICATED,  
NEW YORK, 820 AM/93.9 FM

**Morning Show**  
WVRI-AM, NEW YORK, 1600 AM

**John Gambling**  
WABC-AM, NEW YORK, 770 AM

**The Treatment with Elvis Mitchell**  
KCRW-FM'S NATIONALLY SYNDICATED,  
SANTA MONICA, 89.9 FM

**All Mixed Up with Peter Bochan**  
WBAL-FM, NEW YORK, 99.5 FM

**John in the Morning**  
KEXP-FM, SEATTLE, KEXP.ORG—These broadcasts are  
held in conjunction with the CMJ Music Marathon

**The Global Village with Dahved & Ann**  
WLIB-AM, NEW YORK, 1190 AM

**KEXP in the Afternoon**  
KEXP-FM, SEATTLE, KEXP.ORG—These broadcasts are  
held in conjunction with the CMJ Music Marathon

**Morning Becomes Eclectic**  
KCRW-FM, SANTA MONICA, 89.9 FM—These broadcasts  
are held in conjunction with the CMJ Music Marathon

**The Whole Wide World with Rita Houston**  
WFUV-FM/NEW YORK, 90.7 FM

**Radio Thrift Shop**  
WFMU-FM, JERSEY CITY, 91.1 FM

**Hal Jackson's Sunday Classics  
20th Anniversary**  
WBLS-FM, NEW YORK, 107.5 FM

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# 'Modest Recovery' Seen For 2003

Analyst expects strong recovery for local radio in '04

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

Morgan Stanley analyst Michael Russell predicted this week that the 2003 growth rate for both print and electronic media will be roughly 3.5%, flat with 2002. Radio, however, remains "attractive," according to Russell, who said it is the lone media segment to show such positive growth projections.

In a report issued last week, Russell wrote that radio/outdoor "has lagged the stock-price recoveries in the other segments" and finds its valuation at the lower end of radio's historical range of 13- to 38-times free cash flow.

"Atypically weak performance in 2003 has prompted concerns that radio is losing share to other media in a new secular manner," he wrote. "We disagree. We believe the under-performance of radio/outdoor is due to the typical pattern of an economic

recovery, in which local advertising growth lags that of national advertising, even with tough national comparisons."

Because radio/outdoor is about 80% local, Russell reasons that local ad growth will naturally accelerate in 2004. In fact, he said the drivers of his radio advertising sales leading indicator — including retail sales, industrial production and the U.S. Index of Leading Indicators — are all pointing to a pick-up in ad sales.

He also expects national and larger-market advertisers to creep outside the top 25-50 markets and into mid-sized and smaller markets as budget constraints begin to loosen. Helping that, he said, will be increased mobile-phone competition, a shift in automobile advertising to the local level and a recovery in "recently battered areas such as travel and hotels." Radio can also look forward to "very easy comparisons," he said, as local will likely be up only 1.4% in 2003.

Russell also singled out several media companies as having the best investment potential. In his opinion, Clear Channel, Tribune, Fox Entertainment Group and AOL Time

ANALYST See Page 6

## BUSINESS BRIEFS

### Arbitron/Edison: In-Car Listening Sees Biggest-Ever Gain

According to a new Arbitron/Edison Media Research study detailed at the NAB Radio Show, in-car listening has increased to 34% of all radio listening — the biggest improvement in share ever seen. In fact, radio was used by 96% of Americans who drove or rode in a car in the last month. The results were tempered, however, by the finding that, thanks to CDs and cell phones, only 49% of persons 12-24 chose radio as the most essential item in the car. On average, people are spending more than 15 hours per week on the road, and they spend as much time in the car on weekends as they do during the week. Additionally, the study found that men use in-car radios more often than women do.

### Zogby Poll: Americans Love Their Radio

The latest findings of an NAB-commissioned Zogby survey of 1,203 likely voters show that 76% of Americans are either "very satisfied" or "somewhat satisfied" with the job local radio does of providing news, information and entertainment. A strong majority (74%) said their favorite local stations play the music they like "always" or "most of the time," and 93% believe radio would be important in the event of a major catastrophe. "These numbers parallel the results we saw in April and once again demonstrate Americans' strong appreciation for local radio," said pollster John Zogby.

### Will Radio One Move Into New Formats?

Radio One President/CEO Alfred Liggins said at an NAB Radio Show session that his company is rethinking its position in several markets and could venture into formats other than Urban, but he admitted that moving into unfamiliar territory presents some challenges. In particular, he noted that while Spanish-language formats are tempting — especially in markets such as Los Angeles, Houston and Dallas, where his company already has stations — running a station in a Spanish-language format is something Radio One would have to learn how to do. "It's something we clearly don't understand. We've never done it before," he said. "But it's a huge, huge part of those markets." He noted that while Urban formats are very popular among Hispanics, the company could benefit from reaching those listeners in Spanish as well.

### Execs: Smaller Operators Can Compete

"It's not hard for the little guys to compete," NewRadio Group President/COO Mary Quass said during the NAB Radio Show's group executives session, noting that startup companies like hers can offer programming equal in quality to that of larger competitors. Indeed, Quass credited companies like Clear Channel with making radio better by increasing the competitive challenge. Hubbard Broadcasting's Ginny Morris said at the same session that while she has in the past been "terrified" by the prospect of competing with large, integrated groups, she now believes independent broadcasting is alive and well.

At the NAB's "Small Market Ownership Success: Realistic or a Pipe Dream" panel, Commonwealth Broadcasting President/CEO Steve Newberry said one key to succeeding in small-market radio is making sure the market offers a strong sense of community. He recommended that potential buyers inspect every account on a radio station's books to see what kind of relationships clients have with the station and the community.

Omni Broadcasting President/CEO Lou Buron said at the same panel that while there may be fewer radio stations available to buy now compared to 1988, when he started buying stations, lenders are now more willing to provide funds. To increase the likelihood of finding the right opportunity, Buron recommended "networking, networking, networking."

At a session devoted to the differences between public and private ownership, Equity Communications President/CEO Gary Fisher said the efficiency experts typically hired by public companies to trim costs would "have a field day" if they saw how his company is run. Fisher said he believes private companies have an advantage, because they can invest in infrastructure without being concerned about reaction from stockholders and Wall Street.

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.

	10/1/02	9/26/03	11/3/03	9/26/02	9/19/03-9/26/03
R&R Index	196.49	189.29	205.60	+5%	+9%
Dow Industrials	7,717.61	9,313.08	9,572.31	+24%	+3%
S&P 500	818.95	996.85	1,029.85	+26%	+3%



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Jimmy Steal  
Programming Director  
Power 106, Los Angeles

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## Limbaugh Under Investigation

Talk host addresses issue on-air, not at NAB show

By Brida Connolly  
R&R Assoc. Managing Editor  
bconnolly@radioandrecords.com

On Oct. 2, as Rush Limbaugh was delivering the keynote address at the NAB Radio Show, everyone was talking about the *National Enquirer's* claim that the Premiere-syndicated host illegally purchased prescription painkillers from his housekeeper. The day before, the *New York Daily News* had devoted its front page to the *Enquirer* report and confirmed that Limbaugh is be-



Limbaugh

ing investigated by Florida law enforcement. Wilma Cline told the *Enquirer* that Limbaugh used her as his drug supplier for large quantities of OxyContin, hydrocodone and Lorcet, beginning in 1999 and continuing into 2002, even after she'd quit her job as his housekeeper. She also said she wore a recording device — without police authorization — during two of their transactions and claimed

LIMBAUGH ▶ See Page 11

## CC Taps Thomas In Bay Area

Brian Thomas, most recently PD of Infinity's Oldies KFRC-AM & FM/San Francisco, has been appointed OM of Clear Channel's Hot AC KIOI and Urban AC KISQ in San Francisco and of the company's San Jose cluster. In San Jose he will oversee Alternative KCNL, which is owned by Chase Broadcasting and run by Clear Channel via an LMA; Rock KSJO; and Classic Rock KUFX.



Thomas

rious rumblings that he had changed his mind and would instead fill the vacant PD position at Infinity's Hot AC WNEW (102.7 Blink)/New York.

"There were a lot of opportunities out there," Thomas told R&R, "but Clear Channel created the perfect scenario for me."

A 20-year radio veteran, Thomas' background includes stints at KMGG/Los Angeles, WBSB/Baltimore, WRBQ (Q105)/Tampa and WBJW and WOMX in Orlando.

"It's important to have someone

THOMAS ▶ See Page 11

## Holiday Elevated At CC/Detroit

WJLB/Detroit PD KJ Holiday has been promoted to Director/Urban Programming for Clear Channel's Urban duo in the Motor City, adding oversight of Urban AC WMXD. WMXD PD Jamillah Muhammad remains on board and reports to Holiday, who reports to Market Manager Dave Pugh and cluster OM Darren Davis.

Holiday joined WJLB in summer 2001 after several years as Director/Programming for Clear Channel's Urban WBHH, Smooth Jazz WJCD, Urban WOWI and Urban AC WSVY in Norfolk. In fact, he was instrumental in the winter 2001 launch of WBHH, one of the

company's first stations to play hip-hop exclusively.

Prior to that Holiday did two PD stints at WOWI, from 1990 to 1995 and from 1996 to 2000. In between he was Asst. PD/MD for Infinity's Urban WXYV (V103)/Baltimore and also worked at nearby CHR/Rhythmic sister WPGC-FM/Washington.

"I love working for Clear Channel, because the company is willing to give you the opportunity to prove yourself," Holiday said. "When [Clear Channel VP/Urban Programming] Doc Wynter asks, 'What are you ready to do?' you'd better be ready to step up to the plate, and I am."

## WGKA/Atlanta Goes News/Talk

Salem Communications' WGKA/Atlanta has flipped from Gospel to News/Talk. The move puts WGKA in competition with Cox Radio's market-leading News/Talker, WSB, and Clear Channel Talker WGST.

WGKA, with 10,000 watts at 1190 AM, now features a lineup that includes Salem Radio Network-syndicated talk hosts Dennis Prager, Michael Medved and Hugh Hewitt. Talk Radio Networks' Laura Ingraham and the Lampo Group's *Dave Ramsey Show* round out the day.

"We are proud to bring to WGKA such an influential and talented lineup of personalities," WGKA VP/GM Allen Power said. "With the growth in listener demand for news and talk information during these changing economic and political times, we felt this was a natural programming choice and a great complement to our Atlanta cluster."

## IN MEMORIAM

### R&R Vet Kardashian Dies

Robert Kardashian, an influential attorney who served on O.J. Simpson's defense team and was one of the original owners of R&R, died at his suburban Los Angeles home on Sept. 30, eight weeks after being diagnosed with cancer of the esophagus. He was 59.

Kardashian was most recently the founder/Chairman of MovieTunes Inc., a Studio City, CA-based music-content provider for movie screens across the nation. Kardashian will be fondly remembered for his entrepreneurial spirit and ability to start and manage

businesses of varying natures. In 1973 Kardashian and his brother Tom financed the launch of R&R. Kardashian left the business when R&R was sold to Harte Hanks in 1979.



Kardashian

"Robert was a wonderful friend who shared my vision and helped found R&R," founding Publisher/CEO Bob Wilson said. "He will be missed by many."

Funeral services were held in Inglewood, CA on Oct. 4. He is survived by his wife, Ellen; daughters Kourtney, Kimberly and Khloe; and son Robert.

## Curtin Joins Arista As VP

Arista Records has named Laura Curtin VP/Rock & Alternative Promotion. Based in Los Angeles, she reports to Arista Exec. VP/Promotion Steve Bartels.

Curtin was the first woman to take a rock promotion post at a major label (Epic Records), in the late '80s. She comes to Arista from DreamWorks, where she developed and led that label's national alternative rock promotion department from 1998 to 2002. In each of those



Curtin

years she won an R&R Industry Achievement Award for Promotion Executive of the Year.

"Laura brings immediate contribution, perspective, skill and passion to our team in delivering our artists at radio," Bartels said. "Laura loves music and has strong relationships and leadership skills, and I am thrilled to have her be part of the national promotion leadership of the Arista team."

CURTIN ▶ See Page 25

## Spittle Named PD At KLLI/Dallas

Gavin Spittle has been named PD of Infinity's FM Talk KLLI (Live 105.3)/Dallas. He comes from a similar position at the company's KSFN & KXNT/Las Vegas and succeeds Bob McNeil, who exited KLLI earlier this month.

"Gavin is one of the rising stars in Talk Radio, and we're delighted to have him take the helm at Live 105.3," said Infinity/Dallas Sr. VP/Market Manager Dave Siebert, to whom Spittle reports. "He'll help the station realize its enormous potential in the market."

Before joining Talk KSFN and News/Talk KXNT in 1999, Spittle spent two years as PD at WWKJ & WXTK/Cape Cod, MA. Prior to that he was PD of WCRN/Worcester, MA from 1994-1997. Spittle's radio resume also includes early-career stints as a producer at both WEEL and WRKO in Boston.

"This station has great things ahead," Spittle said of KLLI. "I'm glad that Infinity is a company that gives its employees opportunities to step up to new challenges. We're going to have some serious fun at Live 105.3."

## KOOL/Phoenix Casts Clay As PD

John Clay has risen to PD for Infinity's Oldies KOOL/Phoenix. Clay joined Infinity in 1998 as a part-timer at Alternative KZON/Phoenix and in 2002 was promoted to Programming Asst. for KOOL, KZON and Country KMLE/Phoenix.

Clay takes duties previously held by former cluster PD Tim Maranville, now PD of Infinity's KFRC-

AM & FM/San Francisco. Clay moved to Phoenix in the early 1990s for programming duties at the original KEDJ and departed that station in 1996 following its sale to New Century Arizona. He later joined Infinity after working with the Zapoleon Media Strategies consultancy.

CLAY ▶ See Page 11

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## Ashwood VP At Fox Sports Radio Network

KTZR & WOAI/San Antonio OM/PD Andrew Ashwood has been appointed to the newly created VP/Manager post at Fox Sports Radio Network, effective Nov. 3. Ashwood will oversee the programming and operations of the network.

"I welcome Andrew and his enthusiasm to Fox Sports Radio Network, which has attracted an incredible roster of talented sports broadcasters and created a foundation of strong, consistent programming," said Premiere Radio Networks President/COO Kraig Kitchin, to whom Ashwood will report. "I know, with Andrew joining this group, we will continue seeing the impact of the brand and programming success of Fox Sports Radio."

Before his stint in San Antonio Ashwood was OM/PD of Sports WQAM/Miami. He will relocate from San Antonio to the Los Angeles area and work out of FSRN's Sherman Oaks, CA headquarters.

"It's a great time to be in the Sports radio business, especially at Fox Sports Radio," Ashwood said. "I'm excited about this opportunity and look forward to working with a team that understands the importance of taking our overall customer experience to a new level."

# THE ~~FALL~~ *Spring* of Bob & Tom

#1 or #2 in Over 75 Markets Across America

STATION/MARKET	TARGET DEMO AQH SHARE/MEN*	RANK
KSHE/St. Louis	25-54	#1
WOFX/Cincinnati	18-49	#2
KBER/Salt Lake	18-49	#1
WFBQ/Indianapolis	25-54	#1
WBUZ/Nashville	25-54	#1
WKGR/West Palm	25-54	#2
WOMF/Louisville	18-34	#2
WTUE/Dayton	25-54	#1
WBFX/Grand Rapids	18-49	#2
WARD/Fort Myers	25-54	#2
KJFX/Fresno	25-54	#2
KBZU/Albuquerque	25-54	#2
WIOT/Toledo	25-54	#2
KDFO/Bakersfield	25-54	#1
WRFQ/Charleston	25-54	#2
KRKQ/Des Moines	25-54	#2
KRZZ/Wichita	25-54	#1
WIBA/Madison	18-49	#1
WKQQ/Lexington	25-54	#1
WFWI/Fort Wayne	25-54	#1
WJXQ/Lansing	18-49	#1
WNCD/Youngstown	18-34	#1
KKGL/Boise	25-54	#1
KHKK/Modesto	25-54	#1
WVBN/Flint	25-54	#1
WILZ/Saginaw	25-54	#2
KIOC/Beaumont	25-54	#1
KTUX/Shreveport	25-54	#2
WOZZ/Appleton	25-54	#1
WMGM/Atlantic City	25-54	#1
WGLO/Peoria	25-54	#1
KXUS/Springfield	25-54	#1
WXRK/Rockford	25-54	#1
WGBF/Evansville	25-54	#1
WOUR/Utica	25-54	#1
WOHZ/Erie	25-54	#2
WEEO/Hagerstown	18-34	#1
KURQ/San Louis Obisp	18-34	#1
WRBR/South Bend	25-54	#1
KTGL/Lincoln	25-54	#1
WKLC/Charleston	18-34	#1
KFMX/Lubbock	25-54	#1
WFAT/Kalamazoo	18-49	#2
WQKK/Johnstown	18-34	#1
KFZX/Odesa	25-54	#1
WGFN/Traverse City	25-54	#1
KXDG/Joplin	25-54	#1
KZRK/Amarillo	25-54	#1
WVVR/Terre Haute	25-54	#1
KRBR/Duluth	18-34	#1
WZZP/Clarksville	18-34	#2
WCVS/Springfield	25-54	#1



What Are You Waiting For?

KKRQ/Cedar Rapids	25-54	#1
KTHK/Tri-Cities	25-54	#2
KBOY/Medford	25-54	#1
WNGZ/Elmira-Corning	25-54	#1
WFZX/Bangor	18-34	#2
KZMZ/Alexandria	18-49	#1
KRRK/Redding	25-54	#2
KRCH/Rochester	25-54	#1
KXGE/Dubuque	25-54	#1
WSHP/Lafayette	25-54	#1
WIHN/Bloomington	18-49	#1
WFBX/Panama City	18-34	#2
KCRW/Waterloo	25-54	#1
WHBR/Parkersburg	25-54	#1
WMEO/Eau Claire	25-54	#2
KCMQ/Columbia	25-54	#1
WGMR/Altoona	18-34	#1
KMHK/Billings	18-49	#1
WZXR/Williamsport	25-54	#1
KXLP/Mankato	25-54	#1
WHBZ/Sheboygan	25-54	#1
WZNX/Decatur	25-54	#1
KFXS/Rapid City	25-54	#1
WOTT/Watertown	18-34	#1
KBYZ/Bismark	18-49	#1
KLKK/Mason City	25-54	#1

THE **BOB & TOM** SHOW

Mornings

Source: Arbitron Spring 03, AQH Share, Exact Time, M-F, MSA  
(see TARGET DEMO on list)

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**RADIO ON EDI: GET READY, BE WILLING**

Comments from GMs in this week's Management/Marketing/Sales section suggest they like electronic invoicing and its broader e-business platform, but they're not feeling the heat to embrace it, despite encouragement from Mindshare Director Harold Geller and Mediaedge: cia Sr. VP Kim Vasey, who present compelling arguments. Also this week: Sylvia Allen's ideas for holiday NTR, insights from advertising guru Roy Williams, Irwin Pollack's sales secrets, how to find the format hole in the market and more.

Pages 7-9

**REMEMBERING DON COX**

Don Cox was a Miami radio legend. With stints at both WHYI (Y100) and WPOW (Power 96), he was a familiar voice in afternoons that radio will forever miss. In this week's CHR/Pop column, SBS Exec. VP/Programming Bill Tanner presents a memorial of Cox with fond remembrances from the people who worked with him through the years.

Page 26

**POP NUMBER ONES**

**CHR/POP**

• NELLY /P. DIDDY & M. LEE Shake Ya... (Bad Boy/Universal)

**CHR/RHYTHMIC**

• BEYONCÉ /SEAN PAUL Baby Boy (Columbia)

**URBAN**

• BEYONCÉ /SEAN PAUL Baby Boy (Columbia)

**URBAN AC**

• LUTHER VANDROSS Dance With My Father (J)

**COUNTRY**

• TIM MCGRAW Real Good Man (Curb)

**AC**

• UNCLE KRACKER /DOBIE GRAY Drift Away (Lava)

**HOT AC**

• SANTANA /ALEX BAND Why Don't You & I (Arista)

**SMOOTH JAZZ**

• PAUL JACKSON JR. It's A Shame (Blue Note)

**ROCK**

• STAIN'D So Far Away (Flip/Elektra/EEG)

**ACTIVE ROCK**

• STAIN'D So Far Away (Flip/Elektra/EEG)

**ALTERNATIVE**

• STAIN'D So Far Away (Flip/Elektra/EEG)

**TRIPLE A**

• R.E.M. Bad Day (Warner Bros.)

**CHRISTIAN AC**

• ZOE GIRL You Get Me (Sparrow)

**CHRISTIAN CHR**

• SWITCHFOOT Gone (Sparrow)

**CHRISTIAN ROCK**

• FM STATIC Crazy Mary (Tooth & Nail)

**CHRISTIAN INSPO**

• JAMIE SLOCOM I Cannot Turn Away (Curb)

**SPANISH CONTEMPORARY**

• CHAYANNE Un Siglo Sin Ti (Sony Discos)

**TEJANO**

• INTOCABLE Eso Duele (EMI Latin)

**REGIONAL MEXICAN**

• INTOCABLE Eso Duele (EMI Latin)

**TROPICAL**

• CELIA CRUZ Rie Y Lloro (Sony Discos)



**Mediabase 24/7 To Expand**  
Will monitor SJ, Latin, Christian formats by Jan.

By Kevin McCabe  
R&R Sr. VP/Music Operations  
kmcabeb@radioandrecords.com

Mediabase 24/7, the industry's No. 1 airplay-monitoring system, has announced plans to expand its airplay-recognition service to include Smooth Jazz, as well as Latin and Christian formats. It expects to have monitoring in place by January 2004.

Mediabase President Rich

Meyer said, "As with every format Mediabase monitors, the intense focus will be on the quality of the data. Accuracy, reliability and data integrity have always been the hallmarks of this company. After that, it's all about intelligent presentation of data, analyses and dissemination."

MEDIABASE ▶ See Page 11

**Rush To Judgment At NAB Radio Show**

Group heads talk Limbaugh; rules debated; R&R's Farber honored

By Joe Howard

R&R Washington Bureau  
jhoward@radioandrecords.com

PHILADELPHIA — No stranger to controversy, Rush Limbaugh was embroiled in two high-profile media storms when he delivered this year's NAB Radio Show keynote address. While his Oct. 2 appearance generated a lot of buzz at the show, the three-day event also featured informative sessions and the presentation of the National

Radio Award to R&R CEO/Publisher Erica Farber.

Limbaugh spoke at the convention as his resignation as an ESPN football analyst and reports of a prescription-drug scandal were becoming news. But he didn't elaborate beyond an earlier statement on his ESPN departure, which came after some controversial comments he made on a Sept. 28

Rush addresses allegations on-air: Page 3  
Marconi Award winners: Page 12

NAB See ▶ Page 12



Friends, family and R&R staffers were on hand in Philly when R&R Publisher/CEO Erica Farber was presented with the NAB National Radio Award, which each year is given to an outstanding leader in the radio industry. Congratulating Farber as she showcases her award are (front row, l-r) R&R's Jeff Green and Joe Howard; Farber's best friend, Barbara Goldman of BG Productions; R&R's Brooke Williams, Anthony Acampora, (back row, l-r) Henry Mowry, Michelle Rich and Al Peterson; Farber's sister, Penny; and R&R's Jacqueline Lennon and Frank Commons.

**Radio Unica Sells 15-Station Stable To Multicultural**

Ending months of speculation, struggling broadcaster Radio Unica announced late on Oct. 3 that it is selling all 15 of its radio stations to privately held Multicultural Radio Broadcasting for \$150 million in cash in a deal that will nicely fill out several of Multicultural's existing clusters.

While the transaction is just for Radio Unica's radio stations, the company also said it's holding discussions with other parties to sell its radio network and its promotions company, Mass Promotions.

The deal will provide a much-needed cash infusion for Radio Unica, which has \$158 million worth of debt outstanding to holders of its 11 3/4% senior discount notes. According to the terms of Radio

RADID UNICA ▶ See Page 6

**A Shining Star Of The Southwest**

At 77, Art Laboe hits a new career peak

By Adam Jacobson

R&R Radio Editor  
ajacobson@radioandrecords.com

On a balmy Saturday night one month ago at the Hyundai Pavilion near San Bernardino, CA, 14,000 screaming fans both young and old enjoyed performances by a wide array of artists, including Barbara Lewis ("Hello Stranger"), Zapp, GQ and Rosie & The Originals.

People drove from as far away as Las Vegas and Albuquerque to see not just a concert, but an event: For the first time in more than a decade, Art Laboe had put together a live show just for them.

The concert, which also featured performances by such acts as The Escorts, Sly Slick And The Wicked, N.B. Ridaz and Lil Rob, went off without a hitch and ended on time. But perhaps the most applause went to Laboe himself, who greeted the audience by pretending that he was so busy putting everything together, he hadn't had enough time to properly put on his suit — hence the smiley face boxer shorts and disheveled look.

See Page 18

**Opie & Anthony Cost Infinity \$357k In Fines**

As industry leaders gathered in Philadelphia at the annual NAB Radio Show, the FCC played tough in letting two of the nation's biggest broadcasters know that bad judgment and questionable behavior by their air personalities would not be tolerated by the regulatory agency.

On Oct. 2 the commission issued two fines. First, Infinity was socked with a stiff \$357,000 penalty for broadcasts aired in 2000, 2001 and August 2002 on the Opie & Anthony afternoon program, which was based at the company's WNEW/New York and aired on a total of 13 stations nationwide.

In issuing its fine against Infinity, the FCC imposed the statutory maximum, due to the "egregious nature of the material,

FINES ▶ See Page 6



NEWSSTAND PRICE \$6.50

### Britney Locks Down Most Added



Britney Spears is back with a bang, scoring Most Added honors at CHR/Pop this week with "Me Against the Music." The single, which features Madonna, grabs 109 adds this week. Spears' next album, *Get in the Zone*, hits stores Nov. 18.

30TH YEAR

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OCTOBER 10, 2003



### Shining Star Of The Southwest

The inimitable Art Laboe is the focus of this week's expanded R&R Oldies section. R&R Radio Editor Adam Jacobson profiles Laboe's storied career, which includes music compilations, radio programming, syndication and, most notably, *The Art Laboe Sunday Night Special*. It all begins on the next page.



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MTV'S MAKING THE VIDEO  
PREMIERES OCTOBER 20TH

VH1 BEHIND THE MUSIC  
PREMIERES NOVEMBER 9TH

BRITNEY SPEARS: IN THE ZONE  
ABC SPECIAL AHS NOVEMBER 17TH

10/18 Saturday Night Live

11/13 PrimeTime Live  
interview with Diane Sawyer

11/13 Jimmy Kimmel Live

11/16 American Music Awards

11/17 The Tonight Show With Jay Leno

11/21 Today Show Concert Series

11/24 Live With Regis And Kelly



**In The Zone**  
Album In Stores  
November 18th

Madonna appears courtesy of Warner Bros. Records • Produced by Arif Maitino for Redzone Entertainment • Co-Produced by Penelope Magnet for Redzone Entertainment • Video Mix by Marc "Spike" Stent • Mixed by Serban Ghenea  
Remix Produced by Rishi Rich • Video Directed by Paul Hunter

Management: Larry Rudolph for Reindeer Management, Ltd.  
Management Representative: Dan Dymtrow



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