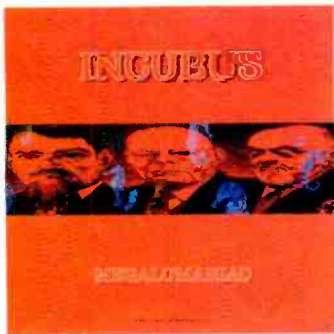


NEWSSTAND PRICE \$6.50

Active Rock, Alt Ride The Incubus

Incubus score Most Added honors at Active Rock and Alternative this week with "Megalomaniac," the first single from their forthcoming album, due in 2004. The track receives 75 adds at Alternative and 54 at Active Rock.



RADIO & RECORDS

www.radioandrecords.com

DECEMBER 19, 2003

IN THE NEWS R&R 2003

Annual News Recap

2003 has been a whirlwind year for news in the radio and recording industries. This week it's recaptured throughout the issue, including format-by-format reviews of the year's biggest stories. It all begins on the next page.



PATTY LOVELESS

On Your Way Home

Congratulations on your Grammy nomination

BEST FEMALE COUNTRY VOCAL PERFORMANCE

"*On Your Way Home* reflects the taste, intelligence and feeling that have long distinguished Loveless' career."

NICK CRISTIANO, PHILADELPHIA INQUIRER





NICK CANNON GIGOLO

FEATURING R. KELLY

**MOST ADDED
AT POP!**

**R&R Rhythm Chart: 15 - 14
2715 (+331)**

#3 Most Increased

OVER A DOZEN NEW ADDS!

KDWB KHTS KFMD WKGS WZKF WDKF

Already Breaking At Over 20 Stations Including:

**KBKS KKRZ KCHZ WKST WKSE
WKKF B97 WAKS WKQI WKFS**

Top 5 Phones @ WKQI, WKKF and WKFS!

ADD @ KPWR Los Angeles!



CAN YOUR TALENT GO NATIONAL?

If you're thinking of syndicating your station talent (or yourself) to other markets, you'll want to read this week's Management/Marketing/Sales section for the strategies of Lex Staley and Terry Jaymes, whose *Lex & Terry Morning Show* is heard in 24 markets. Also: consultant John Parikh's annual recommended reading list of 10 worthwhile books, details of Infinity's exclusive national broadcast of The Beatles' *Let It Be... Naked* album, January 2004's RAB Promotional Calendar and more.

Pages 7-9

2003 WRAP-UP

This week R&R's editors turn their collective attention to the news year in review. 2003 brought many changes to the radio and record industries. In addition to all the people moves, we present the biggest headlines of the year. It all begins with the stories at right.

R&R NUMBER ONES

CHR/POP

• **OUTKAST** Hey Ya! (Arista)

CHR/RHYTHMIC

• **KELIS** Milkshake (Star Trak/Arista)

URBAN

• **ALICIA KEYS** You Don't Know My Name (J)

URBAN AC

• **GERALD LEVERT** U Got That Love (Elektra/EEG)

COUNTRY

• **KENNY CHESNEY** There Goes My Life (BNA)

AC

• **MATCHBOX TWENTY** Unwell (Atlantic)

HOT AC

• **3 DOORS DOWN** Here Without You (Republic/Universal)

SMOOTH JAZZ

• **DAVE KOZ** Honey-Dipped (Capitol)

ROCK

• **STONE TEMPLE PILOTS** All In The Suit... (Atlantic)

ACTIVE ROCK

• **LINKIN PARK** Numb (Warner Bros.)

ALTERNATIVE

• **LINKIN PARK** Numb (Warner Bros.)

TRIPLE A

• **SARAH MCLACHLAN** Fallen (Arista)

CHRISTIAN AC

• **MARK SCHULTZ** You Are A Child Of Mine (Word/Curb/WB)

CHRISTIAN CHR

• **CASTING CROWNS** If We Are The... (Beach Street/Reunion)

CHRISTIAN ROCK

• **SKILLET** Savior (Ardent)

CHRISTIAN INSPO

• **WATERMARK**... There Is None... (Creative Trust Workshop)

SPANISH CONTEMPORARY

• **SIN BANDERA** Mientes Tan Bien (Sony Discos)

TEJANO

• **INTOCABLE** Soy Un Novato (EMI Latin)

REGIONAL MEXICAN

• **MONTEZ DE DURANGO** Lagrimas De Cristal (Disa)

TROPICAL

• **TOROS BAND** Loca Conmigo (Universal)

ISSUE NUMBER 1535



High Court Upholds Ad Reforms

New political-ad rules may curtail 'attack ads'

By a 5-4 vote, the Supreme Court on Dec. 10 ruled in favor of prohibiting corporations and labor unions from running "issue advocacy" ads that target candidates for federal office. The limits — a key part of the controversial McCain-Feingold campaign-finance-reform bill — prevent corporations and labor unions from running the ads during the 60

days before a general election and the 30 days before a primary election.

Justice Sandra Day O'Connor provided the swing vote on the divided court, as Justices Ruth Bader Ginsburg, Stephen Breyer, David Souter and John Paul Stevens voted in favor, while Justices Antonin Scalia, William Rehnquist, Anthony

ADS ▶ See Page 12

2003: Radio, Records Face Challenges, Changes

New ownership rules dominate FCC agenda

By Joe Howard

R&R Washington Bureau
jhoward@radioandrecords.com

2003 was arguably the biggest year for broadcasters since 1996, when Congress passed the Telecommunications Act. That's because on June 2, the FCC released new media-ownership rules that attempted to stall further radio-industry ownership consolidation while loosening restrictions on television ownership and re-writing media cross-ownership limits.

In reviewing thousands of comments and hosting a daylong public hearing in Richmond, the FCC heard loud criticism of the rules. In fact, the finality of the rules has been stayed by a federal court, and Congress may ultimately repeal the regulations. Until those proceedings are resolved, the fate of the rules is uncertain. In the interim, the FCC is following its pre-June 2 ownership rules.

Many industry leaders sought elimination of radio-ownership

FCC ▶ See Page 24

Few radio transactions, but myriad exec realignments

By Adam Jacobson

R&R Radio Editor
ajacobson@radioandrecords.com



Hogan

When radio-industry historians look back at the year in business for 2003, most will remark on just how few transactions occurred throughout the year.

The year kicked off with a big transaction involving Big City Radio, which began wholesale asset liquidation in order to repay its debtholders.

First, the company agreed to sell its Los Angeles-area "Viva 107.1" trimulcast to rival Entravision for \$137 million. The Southern California deal was followed by the sale of the New York-area "Rumba 107.1" quadcast to Nassau Broadcasting for \$43 million, the divestment of Chicago-area CHR/Rhythmic trimulcast "Energy 92-7 and -5" to Spanish Broadcasting System for \$22 million and the sale of WXXY/Chicago to Hispanic



RADIO ▶ See Page 4

2003 reloaded: iPods, mergers and musical chairs

By Frank Correia

R&R Music Editor
fcorreia@radioandrecords.com

Another topsy-turvy year in the music industry is nearly in the books, and we've certainly seen our share of the good (Apple's iTunes Music Store), the bad (the Rhode Island nightclub tragedy) and the ugly (the Michael Jackson case). A huge wave of consolidation hit industry

shores as DreamWorks was bought by Universal, Sony and BMG announced plans to merge, and Seagram heir Edgar Bronfman Jr. raised his spirits by buying Warner Music Group.

The celebrity monstrosity known as Bennifer haunted headlines ad nauseam, 50 Cent got rich and didn't die trying, Christina got *Dirrty*, Courtney couldn't stay clean, and more than a few people checked in to the Paris Hilton sex tape. And, despite everything, a few people actually got hired! Without further ado, here's a record-industry post-mortem, month by month, on some of the industry moves that defined 2003.

See Page 22

Berardini To VP, Infinity/Boston

Hannon adds duties for WBCN & WZLX

By Julie Gidlow

R&R News Editor
jgidlow@radioandrecords.com

Infinity Broadcasting has created a new executive structure for its radio operations in Boston, under which 27-year company veteran **Tony Berardini** has been named VP of the cluster, which comprises Alternative WBCN, Hot AC WBMX, Talk WBZ, Oldies WODS and Classic Rock WZLX. Berardini has served as VP/GM of WBCN since 1981 and WZLX since 2001.

Concurrently, Mark Hannon

BOSTON ▶ See Page 12

Samuel Moves To KYSR/L.A.

By Angela Perelli

R&R AC/Hot AC Editor
aperelli@radioandrecords.com

Brad Samuel has been named Station Manager for Clear Channel Hot AC KYSR (Star 98.7)/Los Angeles. He was most recently Director/Sales for AM sisters KFI & KLAC/L.A.

"Brad has an unbridled passion for radio that is contagious," Clear Channel Radio Regional VP Greg Ashlock said. "He has an impressive track record of overperformance in every job that he has undertaken for Clear Channel."



Samuel

Clear Channel Radio Regional VP Roy Laughlin said, "Brad has grown up in radio. He understands both sides of the equation — programming and sales. And his personality and lifestyle are a perfect fit for the culture at Star."

Samuel began his radio career at age 15 in San Diego and was recruited to Los Angeles in 1999 as LSM for KXTA. After two years he was promoted to his most recent post, which he held for two years.

SAMUEL ▶ See Page 12

WCKG/Chicago Ups Schwartz To Station Mgr.

By Al Peterson

R&R News/Talk/Sports Editor
apeterson@radioandrecords.com

WCKG/Chicago OM Jeff Schwartz has been promoted to the newly created position of Station Manager for the Infinity FM Talk station. Schwartz will continue to oversee WCKG's programming and will take on additional management duties. He will continue to report directly to WCKG VP/GM Harvey Wells.



Schwartz

SCHWARTZ ▶ See Page 12



More than 125 stations in over 25 Canadian markets

New January 2004

MEDIABASE

Monitors Canadian and Latin Music

Delivering timely and accurate service with the standard set by Mediabase

**Radio Stations Call:
818.377.5300**

**Music Executives Call:
212.896.5248**

Every major Latin station in the top 100 markets

Entercom/Seattle Appoints McCarthy VP/Market Mgr.

Clear Channel/San Diego VP/Market Manager **Kevin McCarthy** is trading one end of the West Coast for the other as he heads north to take similar duties at Entercom's Seattle cluster. He will oversee Oldies **KBSG-FM**, News/Talk **KIRO-AM**, Rock **KISW**, Triple A **KMTT**, Alternative **KNDD**, News **KNWX**, Talk **KQBZ** and Talk **KTTH-AM** and replace Steve Oshin, who was recently promoted by Entercom to VP/National Sales Development.



McCarthy

Kevin's leadership, Entercom/Seattle will continue to innovate and set new standards for radio in Seattle.

McCarthy had been with Clear Channel/San Diego since 1997 and previously served as GM of Chancellor Broadcasting's Minneapolis cluster. Prior to that he spent eight years in sales management with ABC Radio in Los Angeles and Houston.

"Entercom has assembled a collection of music, entertainment and information brands in Seattle that are the envy of radio groups everywhere," McCarthy said. "I am truly delighted at the prospect of working with the great group of professionals who make it happen every day for Seattle listeners and advertisers."

Dallas Gets Cumbia & Grupero KZMP-FM changes frequency as '104.9 El Gato'

Entravision Radio's **KZMP-FM/Dallas**, which had been at 101.7 MHz and offered listeners a Regional Mexican format as "Radio Tricolor," has swapped dial positions with co-owned Spanish Contemporary **KTCY (Super Estrella)** and changed to a unique Cumbia and Grupero format as "104.9 El Gato."

Targeted to 18-44s, El Gato features music by such artists as Los Angeles Azules, Sonora Dinamita and Rayito Colombiano. El Gato is being modeled after Entravision's cumbia-intensive **KLYY/Riverside-Los Angeles**, which launched earlier this year.

"The creation and launch of 104.9 El Gato enhances our position in the nation's fifth-largest Hispanic radio market by offering listeners a range of music genres and expanding our reach in the Hispanic mar-

ketplace," Entravision/Dallas GM Scott Savage said.

"This new format is the perfect complement to our **KTCY-FM 'Super Estrella 101.7'** Spanish Top 40 station, which also serves Dallas. The two stations combined provide listeners with the most diverse collection of Spanish-language music in the market while offering advertisers more opportunities to reach the growing Hispanic populations."

KZMP OM/PD Dean James said, "With the launch of 104.9 El Gato, Entravision is truly taking the lead in developing new Spanish-language radio formats. This new station reinforces the company's dedication to providing the best and broadest Hispanic-targeted music on the dial."

KZMP ▶ See Page 24

Changes Afoot In Salt Lake City CC set to move KZHT's format to KISN's frequency

Clear Channel this week announced that it is selling Country **KKAT/Salt Lake City** and the 94.9 signal currently being used by CHR/Pop **KZHT/Salt Lake City** to Chris Devine and Bruce Buzil's 3 Points Media for \$26 million. At the same time, Clear Channel will purchase, for an undisclosed price, Alternative **KCPX/Salt Lake City** and AC **KOSY/Salt Lake City** from Mercury Broadcasting. Clear Channel is already involved with both stations via a joint sales agreement.

Following the exchanges, Clear Channel will move KZHT's intellectual property to the 97.1 FM frequency currently occupied by the company's **KISN**, displacing the Hot AC station.

"KZHT was handicapped by not having a full-market signal," CC/Salt Lake City VP/Market Manager Stu Stanek told **R&R**. "We wanted to put it on a full-signal FM. **KISN** was a heritage radio station that had fallen on hard times. The cume was there, and we think that cume, along with KZHT's cume, can bring KZHT up." When asked about the fate of the current **KISN** staff, Stanek replied, "We're working through that as we speak."

Clear Channel expects 3 Points to assume control of **KKAT** via an LMA on Dec. 22, the same day that KZHT will move to the 97.1 frequency.

ABC Daytime Direction Still Dominates RADAR Ratings

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

With 2 million more weekly listeners than second-ranked Westwood CNN Max Radio Network, the ABC Daytime Direction Network continued atop the 38-network RADAR 79 ratings with nearly 9.5 million listeners and a 4.0 AQH rating, widening its lead by 267,000 listeners since the previous survey.

Overall, the December report, which covers the period of Sept. 19, 2002 to Sept. 17, 2003, was essentially stable, with 17 networks posting increases and 20

registering declines. However, two-thirds of network changes were by no more than two percentage points.

While the top six networks remained unchanged, Premiere Morning Drive FM stepped up from eighth to seventh, swapping positions with Premiere Focus. Newcomer Dial-Global Complete FM entered at No. 10 with just over 4 million listeners. The biggest improvement in terms of audience was at ABC Hot FM, whose 18% growth advanced its rank from 27th to 24th.

RADAR ▶ See Page 12

RADAR 79 (September 2002-September 2003, Persons 12+)

Rank	Network	Audience (In Thousands)	AQH Rating
1.	ABC Daytime Direction Network	9,451	4.0
2.	Westwood CNN Max Radio Network	7,447	3.1
3.	Premiere Pulse Networks	5,421	2.3
4.	ABC Morning News Radio Network	5,297	2.2
5.	Premiere Morning Drive AM Network	5,015	2.1
6.	ABC Young Adult Radio Network	4,427	1.9
7.	Premiere Morning Drive FM Network	4,063	1.7
8.	Premiere Focus Network	4,031	1.7
9.	Premiere Mediabase Network	4,025	1.7
10.	Dial-Global Complete FM Network	4,016	1.7
11.	ABC Prime Reach	3,932	1.6
12.	American Urban Pinnacle	3,799	1.6
13.	Premiere Diamond	3,732	1.6
14.	Premiere Evening	3,642	1.5
15.	Premiere Action	3,470	1.5
16.	Westwood Source Max	3,293	1.4
17.	ABC Urban Advantage	3,285	1.4
18.	Westwood Blaise	3,206	1.3
19.	Westwood Navigator	2,990	1.3
20.	Dial-Global Contemporary	2,815	1.2

RADAR 79, December 2003 Network Rankings of audiences to all commercials, Mon.-Sun. 6am-midnight, persons 12+, total U.S.

Dorfman: Lava VP/Rock Formats Delaney Sr. Dir./Rock as department restructures

Lava Records has restructured its promotion department, elevating VP/Alternative Promotion **Greg Dorfman** to VP/Rock Formats. Dorfman will oversee the label's promotional efforts on behalf of all Rock formats, including Alternative and Active Rock.

Tommy Delaney, formerly Lava's Northeast Regional Promotion Manager, has been upped to Sr. Director/Rock Formats. He will also assist in the national promotion of all Lava alternative and active rock records.

Assuming Delaney's most recent post is **Chris Stang**, who rises from Promotions Assistant. Stang will be responsible for the promotion of all



Dorfman



Delaney

Lava releases in the Northeast, including New York.

"I am very pleased to announce these three very well-deserved promotions," Lava Sr. VP/Promotion Lisa Velasquez said. "Dorfman and

LAVA ▶ See Page 24

R&R Sets Holiday Schedule

R&R's offices in Los Angeles; Nashville; and Washington, DC will be closed on Thursday, Dec. 25 and Friday, Dec. 26 in observance of Christmas and on Thursday, Jan. 1 and Friday, Jan. 2 in observance of New Year's.

The **R&R** newspaper will not publish the week ending Dec. 26. An abbreviated issue dated Jan. 2 will be published, but will not contain air-play charts. Charts will return in the issue dated Jan. 9.

R&R's website is always open at www.radioandrecords.com.

NEWS & FEATURES

Radio Business Management, Marketing, Sales	4
Digital Media	8
Street Talk	10
Sound Decisions	20
Publisher's Profile	22
88	

Opportunities	84
Marketplace	85

FORMAT SECTIONS

News/Talk/Sports	16
Classic Rock	19
CHR/Pop	26
CHR/Rhythmic	33
Urban	38
Country	43
Nashville	44
Adult Contemporary	50
Smooth Jazz	56
Rock	59
Alternative	64
Triple A	69
Americana	73
Christian	74
Latin Formats	80

The Back Pages 86

Bohannon Now CC/Charlotte RVP/Mkt. Mgr.

Morgan Bohannon has been named Regional VP/Market Manager for Clear Channel/Charlotte, handling day-to-day responsibilities for Alternative **WEND**, Country **WKKT**, AC **WLYT**, Classic Rock **WRFX** and Oldies **WWMG**.



Bohannon

He will also oversee Clear Channel's radio properties in Augusta, GA; Asheville and Statesville, NC; and Columbia and Greenville, SC.

Bohannon became Market Manager of Clear Channel's Greensboro cluster in April 2002 after joining the stations as Director/Sales in August 2000. He reports to Sr. VP/Mid-South Division Alene Grevey, who has been the interim Market Manager for Clear Channel/Charlotte.

"Morgan has demonstrated an acute ability to provide local audiences with great, local programming, as well as organize and sponsor community events," Grevey said. "He's also achieved tremendous sales success and developed excellent management skills in his radio career that will be integral to his new position. I am confident he

BOHANNON ▶ See Page 12

Media Buyers Still Cautious About 2004 Recovery

But radio displays 'good body language'

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

Providing investors with a wrap-up of last week's Credit Suisse First Boston Media & Telecom Week Conference, CSFB analyst Paul Sweeney said during a Monday-afternoon conference call that while many in the radio industry are predicting revenue growth in the 5%-7% range next year, panelists on the conference's advertising-buyers' panel forecast growth closer to the 3%-5% range.

"While everything is certainly set up to make 2004 a good year, they probably won't believe it until they see it," Sweeney said, "and that's probably an appropriate level of skepticism on their part."

However, Sweeney pointed out that it's part of a media buyer's job to talk down ad-growth forecasts to get better rates for clients and said he believes that, though forecasts may differ, the stage is set for improvement. "2004 should be a good

year," he said. "Most of the categories are in generally pretty good shape, and things are getting better."

Sweeney also pointed out that the "body language" he saw in presentations by some companies at Media Week — Clear Channel, Cumulus, Citadel, Salem and Viacom among them — indicated that those companies are seeing signs that radio advertising will recover from the disappointing levels of 2003. "Going into the conference, we said that we

expected the body language to be positive, and I think it was," he said. "For the radio guys, the body language was positive to quite positive."

Sweeney noted that most radio companies that appeared at the conference reported that October was the weakest month in Q3, but they also generally reported solid business improvements in November and December and were optimistic about Q1 2004. "I was surprised to see some of the levels of Q1 optimism from some of the radio companies," he said. "Most of the companies that spoke at our show were saying January and February were up high-single to low-double digits on both a local and national basis."

MEDIA WEEK See Page 6

BUSINESS BRIEFS

NFL Signs Exclusive Deal With Sirius

Sirius this week became the National Football League's official satellite-radio partner with a seven-year deal under which the NFL will receive \$188 million in cash and about \$32 million in Sirius stock. Beginning with the 2004 season, the satcaster will broadcast every regular-season NFL game nationwide, along with selected preseason and playoff games. Starting in 2005, it will add the conference championships and the Super Bowl. Sirius will also create the NFL Radio Network, a 24-hour, year-round stream of NFL-related content, including programming from the NFL Network cable channel.

Sirius President/CEO Joe Clayton explained during a conference call with reporters on Tuesday that the NFL package will carry play-by-play coverage of broadcast teams from local stations, but that doesn't mean Sirius is delving into local programming. "This is a nationwide service that we offer," Clayton told R&R. "This is no different than what we're doing currently with the National Basketball Association or the National Hockey League." Along with the cash and stock, Sirius is offering the NFL incentive-based stock warrants, with which the league can earn stock based on trackable subscribers it delivers to Sirius, programming it contributes to the NFL Radio Network and advertising and signage it provides to the satcaster.

SEC Wraps Up Cumulus Investigation

The Securities & Exchange Commission has completed a probe into Cumulus that dated back to 1999, when the SEC alleged that three then-Cumulus officers — Chairman Richard Weening, CFO Richard Bonis and VP/Finance Daniel O'Donnell — violated certain federal securities laws. Without admitting to or denying any of the allegations, Cumulus has agreed to the entry of an order enjoining it from future violations of certain provisions of the law. No monetary penalties or fines have been assessed, and Cumulus said it believes the agreement resolves the matter.

PPM Rival In The Works?

Duluth, GA-based IQStat has installed meters in about 100 cars in the Atlanta metropolitan area to monitor drivers' radio-listening habits, the *Atlanta Business Journal* reported this week. IQStat is currently testing the radio monitor in the market and, in what could be a challenge to Arbitron's Portable People Meter, said it hopes to have the videotape-size devices in 500 cars in the city by the end of Q1 2004. IQStat picked up \$2 million in funding from a venture-capital group in 2002 for the project, which also involves measuring drivers' exposure to outdoor ads and using global-positioning technology to track where participants travel in the Atlanta area. IQStat told the *Business Journal* that it has signed one radio client and is negotiating with two others but declined to name the companies. Should the Atlanta trial be successful, IQStat will begin testing the meters in Tampa.

Continued on Page 13

R&R Stock Index

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

	12/2/02	12/5/03	12/2/03	Change Since	
				12/12/02	12/12/03
R&R Index	211.50	215.93	228.85	+8%	+6%
Dow Industrials	8,537.92	9,862.68	10,042.20	+18%	+2%
S&P 500	901.53	1061.50	1,074.14	+19%	+1.2%

HIGH VISIBILITY • RATINGS

- EventTape™
- BunchaBanners™
- FlashBags™
- BumperStickers
- Ponchos
- StadiumCups
- KeyTags

NEW PRODUCTS 2003 CALL US TODAY

1-800-21-FLASH
1-800-213-5274

FirstFlash!
L I N E
Moose Lake Products Company, Inc.

6528 constitution drive
fort wayne, in 46804
fax: (260) 436-6739
www.firstflash.com

Radio

Continued from Page 1

Broadcasting Corp. (via Bruce Buzil and Chris Devine's Superior Broadcasting) for close to \$32.9 million.

As Entravision completed its sweeping expansion in Southern California, executives from Hispanic Broadcasting, SBS and Radio Unica debated in two conference calls how to react to an announcement from Arbitron that it will take until winter 2006 to implement language-preference weighting in its quarterly surveys. But perhaps Arbitron's biggest concern as February began

was the issue of declining response rates. The NAB's Committee on Local Radio Audience Measurement was so alarmed over falling response rates that it challenged Arbitron to develop a comprehensive plan to improve them.

In March the second of the year's major transactions came to fruition, as Quantum Communications announced that it had agreed to purchase Root Communications' 26-station group for \$82 million. The deal gave Quantum — formed in 2002 by former Aurora Communications principals Frank Osborn, Frank

RADIO See Page 6

The Principles of Radio Research

“RESEARCH MUST BE ACTIONABLE, not just ‘interesting.’ If strategic research does not deliver a clear-cut plan of action, it has not achieved its objective!”

“DATA IS JUST THE BEGINNING of successful research...”

“ANALYSIS IS CRUCIAL to turn numbers into insight and action.”

“OBJECTIVITY IS ESSENTIAL. Researchers must be receptive to whatever listeners tell them, even if it doesn't fit conventional wisdom or preconceived notions.”

“AGENDAS KILL OBJECTIVITY. Researchers should not promote specific formats or strategies. They should be open to all of them.”

“CONFLICTS OF INTEREST ARE DEADLY.
Researchers should not have syndication to sell you.
They should not own stations that compete with you.”

“HONESTY IS A MUST.
Researchers have to tell the truth, even if it hurts!”

“RESEARCHERS ARE NOT ALL THE SAME.
They must have the experience, methods and vision
to deliver results for their clients.”

For nearly two decades,
Mark Kassof & Co. has applied
our radio expertise and powerful
research techniques for some of
the biggest successes in
North American radio.

Learn more about how we can
help you. Call us at 734-662-5700.

MARK KASSOF & CO.

SUCCESS STRATEGIES FOR RADIO

www.kassof.com

Media Week

Continued from Page 4

While he added that the companies warned that January and February aren't fully booked, Sweeney said, "Given those caveats, people were generally very bullish about Q1."

Citadel, Disney Execs At Media Week

During his company's Dec. 11 Media Week presentation, Citadel CEO Farid Suleman told investors that Citadel's stations in Salt Lake City, Buffalo, Albuquerque and Harrisburg are underperforming, but he said the company has instituted a combination of programming and management changes over the past

few months that should turn those markets' fortunes around.

For the near term, Suleman said December for Citadel is pacing in the low- to mid-single-digit range, while January and February 2004 are pacing in the high-single-digit range.

According to a report issued by Sweeney, Citadel's stations in those underperforming markets have the potential to generate roughly \$15 million in station operating income. Sweeney noted that while there is so far a limited amount of ad time booked for January and February, he believes Citadel's paces provide reason for optimism. "We believe that these signs are encouraging," he said.

While providing a broad overview of his company's operations,

Disney CFO Tom Staggs said the outlook for radio operations going into Disney's fiscal 2004, which began Oct. 1, is somewhat gloomy. "Pacings at both our radio stations and networks have softened somewhat as Q1 has unfolded," he said.

While he said both radio and network are showing mid-single-digit pacing increases for Q1, Staggs is looking ahead to Q2 for the picture to improve. "Looking at the next quarter, we are seeing some encouraging signs at our TV and radio stations, but it's still too early to forecast next quarter with certainty," he said.

Staggs said he expects Disney overall to turn in improved profits in FY2004, however, and predicted a 30% jump in earnings per share for the year.

Radio

Continued from Page 4

Washington and Michael Mangan — properties in Auburn, AL; Ft. Walton Beach, FL; Brunswick and West Point, GA; Ocean Isles Beach, NC; and Florence and Myrtle Beach, SC.

Also in March: Emmis put a planned spinoff of its TV assets on hold, and Viacom stock received a nice boost after Chairman/CEO Sumner Redstone and President/COO Mel Karmazin signed new employment agreements with the company. Karmazin's contract is for three years, expiring on May 5, 2006; no term was given for Redstone's new contract.

CC Cuts Indie Ties

As April began, Clear Channel made a bold statement, announcing it would end its relationships with the independent promoters it worked with when those deals expired in June and July 2003. "We have zero tolerance for 'pay for play,'" CC President Mark Mays explained, "but want to avoid even the suggestion that such a practice takes place within our company." More important, Clear Channel said the decision came after several prominent members of Congress voiced concern over the use of indies by radio.

At the same time, CC Radio CEO John Hogan said his company would begin a "new, restructured relationship with the recording industry that will benefit artists and labels alike." Clear Channel would work directly with record labels on such things as groupwide contesting, promotions and marketing opportunities.

Nevertheless, Sen. Russ Feingold vowed to seek legislation that would "ensure that a replacement 'pay for play' system does not emerge." Feingold also implored Congress to address alleged anti-competitive behavior in the concert-promotion industry and to work to ensure additional local input on radio programming decisions.

The decision by Clear Channel to cut its ties with independent promoters would be a costly one: In an interview with Reuters, Clear Channel's Washington, DC lobbyist, Andrew Levin, said the company would lose \$15 million annually without indies. However, Levin pointed out that the amount represented less than one-fifth of 1% of Clear Channel's annual revenue.



Fullam

Also in April, unionized air talent at Clear Channel's New York stations celebrated as their employer and AFTRA reached an agreement concerning new contracts for AFTRA-represented personalities at WAXQ, WKTU, WLTW & WWPR.

Response Rates

Arbitron once again dominated the headlines in early May, as the company addressed falling response rates by unveiling a multiyear enhancement program that includes the opening of a new Arbitron call center in the American Southwest, new survey treatments, additional research tests and an expanded research and development program between now and 2006.

May's other top stories involved the pending reemergence of Citadel as a public company, the departure of Wilks Broadcasting as a radio operator and the emergence of Journal Communications as a public entity. On the personnel front, Bill Figenshu was named President/Western Region for Citadel.

Meanwhile, John Fullam resigned as President/COO of Infinity, and in late May Westwood One President/CEO Joel Hollander was chosen to succeed him. Former WW1 Exec. VP Shane Coppola returned to the company to replace Hollander. Also at Infinity, Tim Pohlman resigned as Sr. VP/Market Manager for the company's Los Angeles stations. He relocated to Italy in July.

Across town at Clear Channel's L.A. cluster, Director/AC Program-

ming Jhani Kaye reportedly resigned. The accuracy of the news was immediately questioned, and three weeks later the company announced that Kaye would remain in his position, but in a slightly modified role.

In June an agreement between Clear Channel and the University of Southern California giving the broadcaster responsibility for handling all underwriting efforts for noncommercial Classical KUSC/Los Angeles was met with vociferous protests from Mt. Wilson FM Broadcasters President/GM Saul Levine, who told R&R that he planned to file a formal opposition with the FCC. Levine said the deal amounted not only to Clear Channel's getting a ninth station in L.A., but also to another attempt by the company to drive Mt. Wilson out of business.

Regional Realignments

More restructuring was in store for Infinity in July, as Scott Herman was named Sr. VP/Eastern Region. That appointment was followed by the naming of several format VPs.

In early August, Clear Channel followed Infinity's lead by realigning its regions and adding Sr. VPs, resulting in the exit of Sr. VP/Southwest Central Region John Cullen and Sr. VP/Mid-Atlantic Region Jim Shea. Taking on Sr. VP responsibilities were CC Regional VP/West Division Ed Krampf, Denver VP/Market Manager Lee Larsen and Regional VP/Midwest Bill Gentry.

Two weeks later Infinity made more changes to its executive structure by resetting its regional managers: Brian Ongaro became Exec. VP/Western Region; Lisa Decker was tapped as VP/Western Mid-Sized Markets; and Don Bouloukos added more new duties, as VP/Eastern Mid-Sized Markets.

Chapter 11 Written For Radio Unica

Miami-based Spanish-language News/Talk programming provider

TRANSACTIONS AT A GLANCE

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

Multistate Deal

- WKJM-AM & WLLE-FM/Mayfield, WKBG-FM/Canton and WDXR-AM/Paducah, KY and WLIE-FM/Golconda, IL \$3.15 million.

State-By-State Transactions

- WSMQ-AM/Bessemer, AL Undisclosed
- KENT-AM/Honolulu, HI \$500,000
- WHOW-AM & FM/Canton, IL \$300,000
- WMCW-AM/Harvard, IL \$650,000
- WSPC-AM & WZKY-AM/Albemarle, NC Undisclosed
- WZFB-AM/Fair Bluff, NC \$125,000
- WIAM-FM/Windsor, NC \$1.07 million
- KEUG-FM/Cottage Grove (Eugene-Springfield), OR \$1.02 million
- WCRE-AM/Cheraw, SC \$50,000
- KRVA-AM/Cockrell Hill (Dallas), TX \$3.5 million
- KCPX-FM/Centerville and KOSY-FM/Spanish Fork (Salt Lake City), UT Undisclosed
- WOWZ-AM/Appomattox, VA \$150,000
- KMJY-FM/Newport, WA \$1.3 million
- KKHI-FM/Laramie, WY (Ft. Collins, CO) \$15 million

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

DEAL OF THE WEEK

- KKAT-FM/Ogden and KZHT-FM/Provo (Salt Lake City), UT

PRICE: \$26 million

TERMS: Asset sale for cash

BUYER: Superior Broadcasting, headed by President Chris Devine. Phone: 312-204-9900. It owns one other station. This represents its entry into the market. Editor's Note: 3 Points Media LLC, another company run by Devine, is expected to run these stations upon closing.

SELLER: Clear Channel Communications, headed by CEO/Radio John Hogan. Phone: 210-822-2828

FREQUENCY: 101.9 MHz; 94.9 MHz

POWER: 25kw at 3,740 feet; 48kw at 2,799 feet

FORMAT: Country; CHR/Pop

BROKER: Peter Handy of Star Media Group Inc.

2003 DEALS TO DATE

Dollars to Date: **\$2,328,198,822**
(Last Year: \$5,383,931,206)

Dollars This Quarter: **\$751,663,511**
(Last Year: \$350,786,135)

Stations Traded This Year: **856**
(Last Year: 810)

Stations Traded This Quarter: **246**
(Last Year: 148)

Radio Unica at the end of October filed for bankruptcy protection in connection with a prepackaged reorganization plan and asset sale that were announced earlier that month.

The filing was made so Radio Unica could proceed with its sale of 15 radio stations to Multicultural Radio Broadcasting for \$150 million, announced Oct. 6. Radio Unica also negotiated separate sales of its 24/7 Spanish News/Talk radio network and Mass Promotions company; the last has not filed for bankruptcy.

The headlines of October and November were dominated by a bizarre chain of events that involved Katz

Radio Group and Interep. In mid-November Katz Radio Group President Steve Shaw became co-President/co-COO of Interep. Joining Shaw were Katz colleagues Tucker Flood and Mark Gray, who assumed senior operating positions at Interep, and close to 100 other Katz employees.

The mass defections proved to be short-lived, however, as Gray, Flood, Shaw and everyone else agreed to return to their old jobs at Katz. As a result, the co-President/co-COO role at Interep went to Mike Agovino, who had weeks before accepted the VP/GM role for SBS/Los Angeles.



Ten Reading Recommendations For 2004

A diverse list of books to enjoy and learn from

Most of us like to multitask to save time, so we learn mostly from television and magazines. We're so pressed for time that it's difficult to read much. As a result, we've become "reactors" to the news we hear, and sometimes we can begin to close our minds to other ways of looking at the world. That's why I suggest that you always read weirdly and widely to help keep your mind alive.

**The Middle East:
A Brief History Of The
Last 2,000 Years**

After you read this well-written, serious history book by Bernard Lewis, you'll never watch Fox News the same way again. Lewis shows

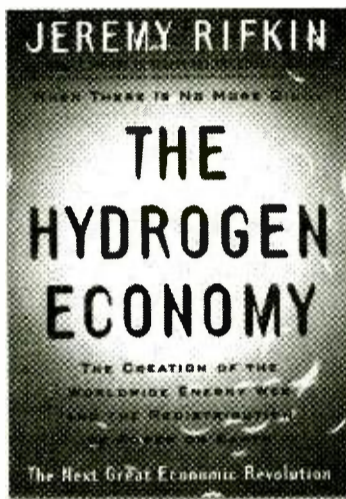


John Parikh

By John Parikh

electricity, we wouldn't have a high quality of life.

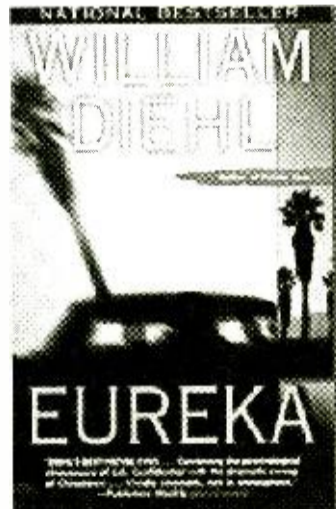
That's why it's worth reading Jeremy Rifkin's latest work. Although he occasionally bogs down in information overkill (skim those parts), Rifkin does the best job I've ever seen



of highlighting the truth about our relationship to oil and energy and where we must go from here.

Eureka

If you liked the movie *Chinatown*, check out William Diehl's mystery novel set in California between the 1920s and the present. His tale of deep friendship, betrayal and love



gone wrong is a great page-turner. When you think you have it figured out, Diehl throws you a couple of new twists.

Berlin Noir

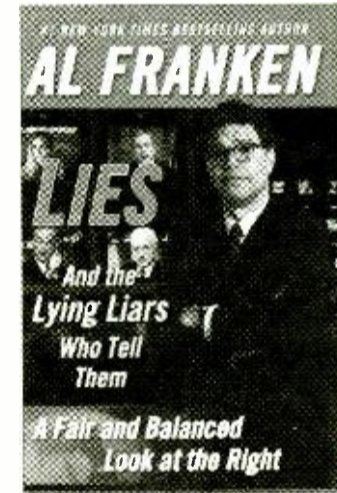
Phillip Kerr's three detective novels set in Nazi Germany (before, during and after World War II) are gathered here in one volume, and it's like no other mystery you've ever read. The main character has to dodge crooks, killers and the SS. As he's not always successful, don't expect happy endings; after all, this is a noir series. But you can expect a great read.



Lies And The Lying Liars Who Tell Them

If you've already read books by Sean Hannity, Bill O'Reilly and Ann Coulter, you might be asking yourself two questions: Do they have their facts right, and where's their sense of humor? You'll get a lot of straight facts and a great laugh if you read Al Franken's new book.

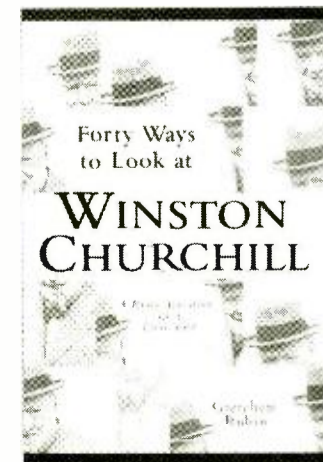
Both Franken and Michael Moore (author of *Stupid White Men*) believe we're in a heap of trouble in America because most of us don't bother



confirming the facts before we act. Whether you agree with him or not, Franken's book is worth the read.

Forty Ways To Look At Winston Churchill: A Brief Account Of A Long Life

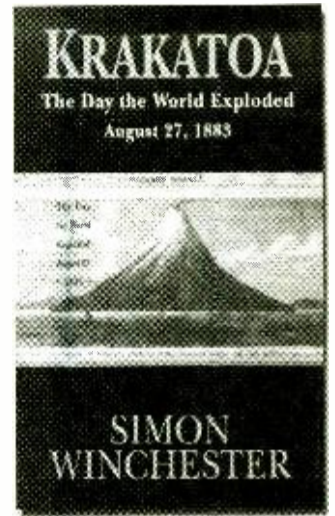
Want to learn more history but don't have time to wade through long books, or even to decide which ones are worth it? Try this one by Gretchen Rubin. Each of the 40 brief chapters looks at Churchill from a different point of view, such as the bad things about Churchill, the heroic Churchill and even "Winston Churchill and Sex." It's easy to read and very insightful, and it may pro-



vide the format for many biographies to come.

Krakatoa: The Day The World Exploded

In 1883, Krakatoa, a volcano in the Indonesian islands, erupted with so much force that the earth was blanketed in ash and weather changed around the world during the following years. Simon Winchester tells a riveting story that connects volcanoes, imperialists, slavers and a wild



cast of characters to paint a vivid picture of a natural weapon of mass destruction. It's outstanding, and it's all true.

The Effective Executive

First published in 1984, this is one book that is not new but that I highly recommend. Peter Drucker, who offers brilliant insight on how to be a better manager, says there aren't enough effective executives — exactly the type consolidated management is looking for — because there

PETER F. DRUCKER

The Effective Executive

is not enough focus on training. In explaining how to become an effective executive, Drucker even includes a section on "How Do I Manage My Boss?"

If you want to make yourself more valuable to yourself and your organization, read Drucker — whether you're a manager, a PD, an entertainment executive or even someone with your eyes set on a future promotion.

John Parikh, CEO of Joint Communications, is a global leader in media strategy and implementation. His company specializes in identifying, capturing and keeping audiences. He can be reached at 203-656-4680 or parikh@aoi.com.

cides to follow in the footsteps of the great explorer Captain Cook, and, 200 years later, he's amazed at what he finds.

Horowitz combines great humor with a sensitive look at how the world changes in unexpected ways when one culture collides with another.

Captain Sir Richard Francis Burton: A Biography

Of course, if you want the real thing, here's the story of a soldier, explorer, brilliant linguist and the last of a breed. When Burton lived, there was still a lot of world to be discovered. The British Empire was expanding, and he was in the middle of it all.



Burton discovered the source of the Nile, learned more than 20 languages (studying in brothels so he could combine business with pleasure) and provided some of the first good English translations of Middle Eastern poems. A remarkable man, Burton was bigger than life, and this book by Edward Rice shows just how big he was.

The Hydrogen Economy

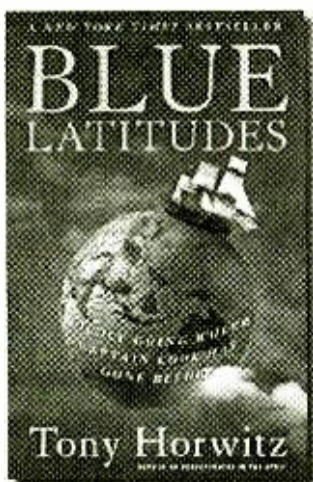
If you have young children, you probably already think about their uncertain fuel future. And if you went through any of the recent blackouts, you realize that we have a very tenuous hold on the lives we live. Without air conditioning, heat and



how Islam came to power, how it once coexisted with Christianity and how the modern Middle East was shaped. We know that most of the battles in the Middle East are about oil, but most of us don't know how little oil is really left in the ground.

Blue Latitudes

On a completely different note, if you're in the mood for a great travel story with very good laughs, check out the new offering from Pulitzer Prize winner Tony Horowitz. He de-



How To Syndicate Your Station's Talent

By Lex Staley and Terry Jaymes

Are you thinking about syndicating your hit morning or evening show to other markets? GMs are increasingly finding themselves weighing the potential benefits and complications of taking their top talent on the road. The idea is certainly tempting, as it's a chance to cash in by scaling the successes (and earnings) of a single show across multiple markets. Having traveled this route and transformed a local hit into a successful syndicated program, here's our advice to GMs: Think carefully.

Don't get us wrong. You can certainly make it work. (Hell, we did.) With the right format, a committed staff and a little luck, you could hit syndication pay dirt. Unfortunately, the marketplace is littered with local successes that shot for the moon and plummeted back to earth as syndication failures. In the process, they often ruined the original show.

Before you try to make your mark in syndication, consider a couple of sobering questions:

1. What do you want to accomplish by going outside your market? Greater coverage? More money to placate the talent? If it's a combination of those things, set manageable goals and try to meet them within the first year.

Don't allow syndication to ruin the relationship with your original fan base. If your ratings drop in your home market, no one will want the show.

2. What drives your show's success? Single-market shows often thrive by focusing intensely on the local scene. If this sounds familiar, syndication won't work for your show in its current form. Shows driven by local discussion do not translate well to syndication, which tends to flourish on more universal content, such as politics or advice. Furthermore, the often-hasty decision to decrease the amount of local content to try to save a show only bites the hand that feeds the ratings.



Lex Staley



Terry Jaymes

The truth is that most radio shows succeed by catering to their home audience. Our advice to all but the most intrepid of you is to keep it that way.

But if you've decided your show can pull it off, consider the following.

- **Cost.** Syndication requires a good amount of overhead. Satellite time, for one thing, is not cheap. And if you don't have an on-site uplink, you'll have to pay to use someone else's. Expect to pay upward of \$50,000 per year in technical overhead alone.

- **Revenue.** How will you get paid? Barter? Cash? Both? This is a really difficult decision. You'll be best off if you can sell barter time nationally, but until the show amasses a national audience, you'll have a tough time making money that way. Cash is the easiest startup, but it can limit your choice of affiliates.

- **Automation.** Make your show available with automation. Affiliates love to save that extra hourly wage by forgoing board operators.

- **Face time.** Expect your talent to hit the road to visit new markets, particularly on weekends. This will help build a listener base quickly and separate your product from the pack. Affiliates also appreciate the opportunity to make money from these events.

- **Be local everywhere.** Stations should be able to treat your show as if it were broadcasting from inside their building. Syndicated shows must be available to cut all kinds of affiliate production. This takes time, and the workload only gets bigger

as your network grows. But believe us, it can make or break a market for you.

- **Promote, promote, promote.** Think it was hard getting attention in your local market? Take that effort and multiply it by a thousand. Building a listener base for syndicated programming takes more effort, more coordination and a whole lot more money than for a single-market show. What works? A combination of TV and billboard advertising, PR and cross-promotion running together, virtually all the time.

- **Remember where you came from.** Don't allow syndication to ruin the relationship with your original fan base. You have to sustain success at home. If your ratings drop in your home market, no one will want the show.

- **Beware of bureaucracy.** With every new station, you'll have to answer to additional layers of bureaucracy, from PDs to AEs. At the outset of your relationship, figure out how to work with them. Then set up a process, and stick to it.

- **Ratings.** Typically, stations interested in syndicated shows are struggling with ratings and hoping your show will help turn that around. The pressure of ratings becomes 10 times more intense. All

Great American Ad Project Debuts

Dick Orkin's Famous Radio Ranch, *Adweek* magazine and the RAB have joined forces to develop 20 spots that radio can use to promote advertising in all media as a business builder. Created and produced by the Famous Radio Ranch, the first five 30- and 60-second spots can be downloaded at www.radio-ranch.com/gaap.htm or www.rab.com/gaap/gapindex.html.

"Radio has an opportunity to spearhead this operation, which also holds the potential for spiking advertising revenue," RAB President/CEO Gary Fries says. "I strongly believe that airing these messages will motivate business leaders in local communities across America to act."

Focused on real-world advertising issues, the spots target business owners and operators and are designed to entertain while emphasizing the value of advertising as an investment.

The DeWolfe Music Library and Killer Tracks provided production assistance, and print ads for the promos are running in *Adweek*, *Brandweek* and *Mediaweek*. The RAB will generate campaign awareness in radio, and during 2004 other media will be invited to develop their own pro bono campaigns.

your promises of success will come under the microscope, complete with a report card every month for every station you add. Success in the ratings will take time, luck and a lot of hard work from both your show and the affiliate station.

- **Contracts.** Who will write the legal document that binds you to the affiliate station and the affiliate to you? What will it say? What legal snafus will it protect you from? This single document is vital to your success. Be judicious about who you choose to handle all the fine print.

In the end, the right choice might be *not* to syndicate. But if you decide to go for it, be determined, and be honest with yourself. Most of all, be patient, because it will take time for all your efforts to translate into success.

Lex Staley and Terry Jaymes are co-founders of the Lex & Terry Morning Radio Network. Their Jacksonville-based Lex & Terry Show is syndicated by Cox Communications in 24 markets across the country.



NEW YORK STATE OF MIND New York Market Radio inaugurated the holiday season with its 20th annual gala at the Marriott Marquis in Times Square. NYMRAD honored Interep CEO Ralph Guild and Katz Media Group CEO Stu Olds for 20 years of broadcasting excellence, presenting them with ultracool retro radios. Shown (l-r) are NYMRAD Exec. Director Deborah Beagan; WABC, WEPN & WQEW (Radio Disney)/New York President/GM Tim McCarthy; Interep co-COO George Pine (accepting the award for Guild); Olds; NYMRAD Chairman and WBSL & WLIB/New York GM Kernie Anderson; and Clear Channel Regional VP/New York Market Manager Andy Rosen.

Infinity's Long And Winding Promotion

Beatles premiere gets back some radio magic

The idea of numerous radio stations across the country signing up to premiere an album has been around for decades. However, Infinity Broadcasting scored a unique promotion coup when it landed an exclusive nonfinancial deal to debut The Beatles' *Let It Be ... Naked* on Nov. 13, after enjoying several weeks of setup time to build anticipation.

Supported by a making-of radio special, promo vignettes and CD giveaways, 76 Infinity stations in formats from News/Talk to Oldies — nearly half the company's outlets — simultaneously premiered the album, broadcasting some or all of the 11 tracks without commercial interruption.

The exclusive was the latest demonstration of what consolidation can do to provide a nationwide audience via an ad hoc network, and Infinity Broadcasting President/Programming **Andy Schuon** estimates that at least 10 million listeners tuned in. Hailing the event as "probably the largest premiere in radio history," he says, "I can't think of another time when a group of stations had an exclusive window on music."



Andy Schuon **Greg Strassell**

Crow, Billy Joel, Fred Durst, Jimmy Iovine and others, as well as Infinity's own KLSX/Los Angeles personality Chris Carter, host of the long-running *Breakfast With The Beatles*. Schuon says, "I've gotten many comments like, 'I remember when an album coming out was historic, fun and exciting to go to the radio to hear. You made it like that again.'"

Schuon also regards the premiere as a personal career high. He says, "I was out in L.A., where we hosted the event at some of our studios, and as I went to the parking lot afterward, I thought, 'This is one of those nights when I really love being in radio.'"

Some Infinity stations treated the *Let It Be ... Naked* launch like a movie premiere, promoting it months in advance. One of the early proponents was **Greg Strassell**, VP/Programming for Boston's Hot AC WBMX, Oldies WODS and Classic Rock WZLX (and day-to-day PD for WBMX & WODS).

Strassell began running promos and vignettes on WODS and WZLX early on and says even News/Talk sister WBZ-AM/Boston got into the act. "WBZ was a great Beatles station in the '60s, and with WODS and WZLX also involved, we had three stations here simulcasting the programming," he tells R&R. "They all share their P1s and P2s, so we can't wait to break out the week and night numbers to see what happened."

From calls to several Infinity stations, it seems the event was more promotionally driven than designed

to generate sponsorships, although some premieres were underwritten, including WCBS-FM/New York's, sponsored by Westchester BMW.

The event attracted a lot of listener calls to participating stations, including some from fans who had organized their own listening parties around the premiere. In Boston, it was the first time WODS had ever played an album in its entirety. Strassell says, "Oldies and Classic Rock stations are not given these big record-company events, so we took every promotional opportunity to make this a huge win for WODS and WZLX."

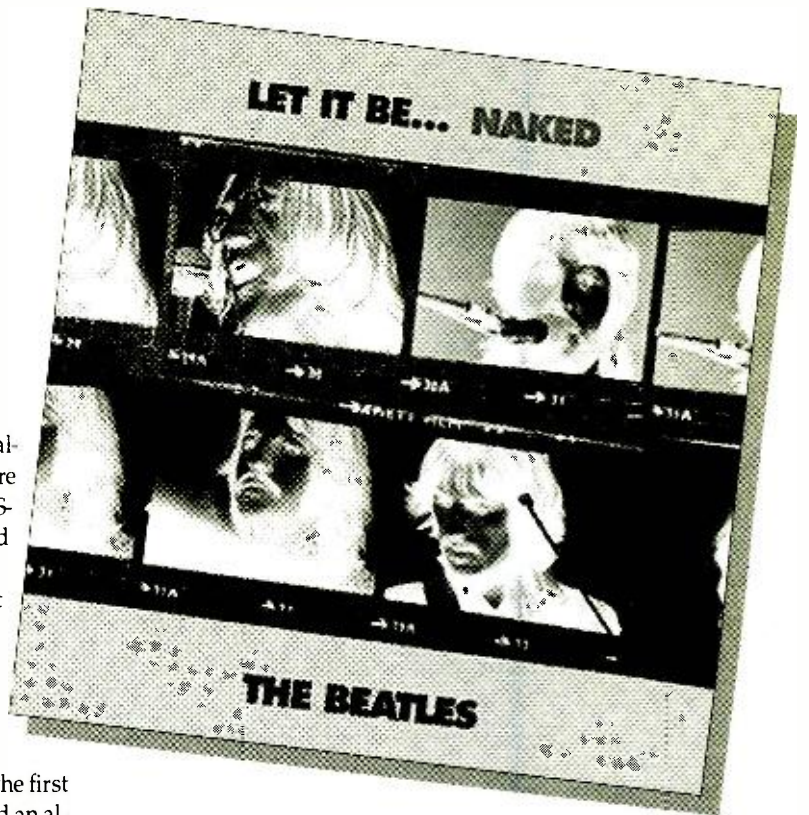
As a final thrust before the premiere, WODS dropped regular programming on Nov. 9 in favor of continuous Beatles on demand,

allowing listeners to request any Fab Four song they wanted. Meanwhile, WZLX promoted the event as "Strawberry Fields November."

Strassell says, "Every station pre-sold it the way they wanted to. The theme from John and Andy was 'Create unique content that will make listeners excited about radio,' and we did. It's rare you get three

radio stations in one market all wanting to air something."

Strassell reports strong positive feedback from his colleagues around the country. "You should have seen the e-mails from every PD that carried it," he says. "I've never seen a bunch of PDs so elated over a national project like this. Now we're putting pressure on Andy — we want more of them."



Asked how Infinity snagged the deal, Schuon tells R&R, "Certainly, some of it is the long-standing relationship that [Infinity Chairman/CEO] John Sykes has had with Apple and the people around The Beatles, which got us through the door. But, like any other business, we then had to deliver a programming and marketing plan to Apple, EMI and Capitol that they'd feel was so extraordinary that they would put all their eggs in the radio basket."

"It was the kind of bang they were used to getting before by going to the [TV] networks or a general release. We said, 'Look, radio sells 75% of the records out there. So why don't we harness the strength of all these stations and formats?' They agreed, and so this was the first Beatles release in the last 10 years that didn't have television support. It was really a historic thing for us and a real milestone for radio."

A discussion after the making-of special, broadcast via satellite, featured the star power of *Access Hollywood* host Pat O'Brien, Sheryl

RAB Promotional Calendar

January is....

Book Blitz Month
Bread-Machine Baking Month
Celebration of Life Month
Coffee Gourmet International Month
Family Fit Lifestyle Month
Image Improvement Month
International Creativity Month
International Life Balance Month
International Quality of Life Month
National Reaching Your Potential Month
National Be On-Purpose Month
National Clean Up Your Computer Month
National Glaucoma Awareness Month
National Hot Tea Month
National Mentoring Month
National Personal Self-Defense Month
National Poverty in America Awareness Month
Oatmeal Month

Dec. 26-Jan. 1 Kwanzaa
1-7 Diet Resolution Week
1-7 New Year's Resolution Week
1-9 National Lose Weight/Feel Great Week
5-9 National Thank Your Customers Week
5-11 Women's Self-Empowerment Week
11-17 Home Office Safety and Security Week
12-16 National Graves Disease Awareness Week
15-25 Sundance Film Festival
18-24 Healthy Weight Week
18-24 Hunt for Happiness Week
19-23 National Handwriting Analysis Week

25-31 National Creative Frugality Week
25-31 National Nurse Anesthetists Week
26-30 National Take Back Your Time Week

1 New Year's Day
1 Penguin Plunge/Polar Bear Swim
4 Trivia Day
5 Organize Your Home Day
7 First U.S. commercial bank opens (1782)
8 Elvis Presley's birthday (1935)
12 National Clean Off Your Desk Day
13 First radio broadcast (1910)
15 Martin Luther King Jr.'s birthday (1929)
15 First Super Bowl (1967)
16 Religious Freedom Day
17 Professional Golf Assn. of America founded
18 Lewis and Clark Expedition anniversary (1803)
18 World Religion Day
19 Martin Luther King Jr. Day
21 National Hugging Day
22 Celebration of Life Day
22 Chinese New Year
22 Women's Healthy Weight Day
24 Anniversary of the discovery of gold in California (1849)
26 Bubble Wrap Appreciation Day
27 Thomas Crapper Day (purported flush-toilet inventor)
27 National Speak Up and Succeed Day
29 Seeing Eye Program Anniversary
30 Fun at Work Day

PART ONE OF A TWO-PART SERIES

Music's Year Online

In 2003, everybody finally gets a clue

Another year in digital music, another year of threats and name-calling, lawsuits and massive online music theft. So what's changed? Well, this round of threats and lawsuits seems to be having an effect, as traffic is down on the brand-name peer-to-peers and sales are up at the legal digital-music services. And those legal digital-music services are — finally — affordable, easy to use and accessible to nearly everyone.

The move toward the most critical development of 2003, the RIAA's decision to sue individual consumers over infringement on unlicensed peer-to-peers, began in 2002, as the label organization demanded, by way of a Digital Millennium Copyright Act subpoena, the name of a Verizon Internet customer it believed was moving as many as 600 songs a day on the KaZaa peer-to-peer. Verizon refused, and in January 2003 the RIAA filed its brief opposing Verizon's request to be allowed to keep the customer's name secret.

Appeals on that case are still going on (though Verizon later gave up the name), but the RIAA did pick up a victory in January as U.S. District Judge Stephen Wilson agreed that KaZaa could be sued in the U.S., despite its foreign ownership.

Over on the webcasting side, a number of Clear Channel station simulcasts went offline in January as CC moved the cost of streaming to the station level. Some of those streams have since returned, but other CC stations haven't seen a reason to get back online.

The next month, Arbitron announced plans to begin charging streamers to appear in its webcast ratings, and it followed through in March. Also in February, a group of music publishers led by Mike Leiber and Jerry Stoller filed suit against German conglomerate Bertelsmann, charging that Bertelsmann's \$90 mil-

lion investment in Napster made it liable for infringing activity on the P2P between the October 2000 investment and Napster's shutdown in July 2001. Over the next few months Universal and EMI sued Bertelsmann with the same claim.

Things Get Busy

March was quiet, but everybody got busy again in April. First, SoundExchange and the Digital Media Association came to the table to discuss webcasting performance royalties for 2003 and 2004. Soon thereafter, Infinity announced its first agreement to simulcast some of its AM and FM programming, over AOL's webcasting network.

The RIAA got a critical ally in the piracy fight early in April, when the Department of Justice filed a brief supporting the record industry's position in its continuing battle to get Verizon to hand over the name of that allegedly infringing customer. And it turned out that the RIAA needed the support more than it knew: On April 25, U.S. District Judge Stephen Wilson (the same judge who ruled against KaZaa in January) stunned the record labels and pretty much everybody else by ruling that peer-to-peers Grokster and Morpheus were not liable for copyright infringement committed by their users.

Wilson's rationale was that, unlike Napster, Grokster and the StreamCast-owned Morpheus are unable to

By Brida Connolly
Associate Managing Editor

monitor or control system users' activities. That meant, Wilson reasoned, that the P2Ps are powerless to prevent the infringement and cannot, therefore, be held liable for it. He also cited the argument that kept Betamax VCRs legal when the Motion Picture Association of America tried to have them outlawed, saying the P2Ps have "substantial noninfringing uses," even if almost no one takes advantage of them.

Wilson's ruling was the first significant court victory for any P2P, and it pushed the RIAA closer to a step it had been avoiding since Napster went online in 1999: suing individual peer-to-peer users for infringement.

On April 28 there was some much-needed good news in legal digital music as Apple launched the new iTunes 4.0 online, complete with the new and non-subscription iTunes Music Store. Available only to Mac users and with a small, major-label-only catalog, the iTunes Music Store was still legal digital music's first undisputed hit, and it sold a million songs in its first 10 days.

In May, SoundExchange and the DiMA agreed on webcast royalties for 2003 and 2004, freeing up major-league webcasters to continue developing with a key cost issue settled and, more important, avoiding a second Copyright Arbitration Royalties Panel on the issue.

One Last Warning

In June the RIAA, which had been warning P2P users since Napster was new, said it would soon begin gathering evidence for its first lawsuits against individuals for copyright infringement on P2Ps. There was a resulting barrage of bad publicity, including numerous predictions of an instant sales backlash among even non-file-sharing music consumers, but the RIAA was undeterred.

As later measurements showed, right after the RIAA announcement, traffic on the biggest peer-to-peers began a long downward spiral. Nielsen/NetRatings reported that KaZaa lost an astonishing 40% of its traffic between July and September, while iMesh and BearShare saw traffic fall too low to be measured.

On the legal-and-licensed side, the first Windows-based alternative to the iTunes store debuted in July as the non-subscription BuyMusic went online. But being first out didn't do BuyMusic any good: A confusing price structure and a bewildering mix of rights-management levels led to widespread criticism, and it's been largely ignored by consumers.

In August the RIAA officially appealed the Grokster-StreamCast decision and told Sen. Norm Coleman —

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, Dec. 15, 2003.

Top 10 Songs

1. **OUTKAST** Hey Ya!
2. **KELIS** Milkshake
3. **NO DOUBT** It's My Life
4. **OUTKAST** f/**SLEEPY BROWN** The Way You Move
5. **DIDO** White Flag
6. **BARENAKED LADIES** God Rest Ye Merry Gentlemen
7. **MARIAH CAREY** All I Want For Christmas Is You
8. **FOUNTAINS OF WAYNE** Stacy's Mom
9. **COUNTING CROWS** Big Yellow Taxi
10. **JOSE FELICIANO** Feliz Navidad

Top 10 Albums

1. **CHINGY** *Holidae In* (single)
2. **VINCE GUARALDI TRIO** *A Charlie Brown Christmas*
3. **SARAH McLACHLAN** *Fear*
4. **HARRY CONNICK JR.** *Harry For The Holidays*
5. **ALICIA KEYS** *The Diary Of Alicia Keys*
6. **BRIAN SETZER ORCHESTRA** *Boogie Woogie Christmas*
7. **SARAH McLACHLAN** *Afterglow*
8. **VARIOUS ARTISTS** *A Winter's Night*
9. **COUNTING CROWS** *Films About Ghosts: Best Of...*
10. **RUBEN STUDDARD** *Soulful*



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

Gracenote Top 15 Country Currents

1. **TOBY KEITH** I Love This Bar
2. **PAT GREEN** Wave On Wave
3. **GARY ALLAN** Tough Little Boys
4. **ALAN JACKSON** Remember When
5. **BRAD PAISLEY** Celebrity
6. **DIERKS BENTLEY** What Was I Thinkin'
7. **BROOKS & DUNN** Red Dirt Road
8. **BUDDY JEWELL** Sweet Southern Comfort
9. **BUDDY JEWELL** Help Pour Out The Rain (Lacey's Song)
10. **SARA EVANS** Backseat Of A Greyhound Bus
11. **TRACY BYRD** Drinkin' Bone
12. **ALAN JACKSON** f/**JIMMY BUFFETT** It's Five O' Clock Somewhere
13. **BROOKS & DUNN** You Can't Take The Honky Tonk Out Of The Girl
14. **DWIGHT YOAKAM** The Back Of Your Hand
15. **BRAD PAISLEY** Little Moments

Data for the week of Dec. 1-7.

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

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

Live365 is the largest Internet radio network, with thousands of stations in a wide variety of formats. Programmed by true music tastemakers from around the globe, Live365 offers an enthusiastic audience for established and up-and-coming artists alike. In a world of consolidated playlists, Live365 charts the tastes and preferences of today's most vibrant music community. Tracks with the most plays during the seven days ended Dec. 11, 2003 are listed below.

Top Alt

LIZ PHAIR Why Can't I
WOLFSHEIM Find You're Gone
HOWIE DAY Perfect Time Of Day
BETH ORTON Central Reservation
STEADMAN No Big Deal

Top Jazz

WAYNE WONDER No Letting Go
RICK BRAUN Green Tomatoes
DAVE KOZ Only Tomorrow Knows
ACOUSTIC ALCHEMY Shelter Island Drive
CHIELI MINUCCI Kickin' It Hard



Travis Storch • 866-365-HITS

Top Electronica

DELERIUM After All
PRAFUL Sigh
MOBY Love Of Strings
KRAFTWERK Tour De France
TOSCA Every Day And Every Night

whose attention had been attracted by the negative press surrounding the lawsuit announcement — that it planned to target for suits only individuals who offered large amounts of infringing material for upload on unlicensed peer-to-peers, rather than casual downloaders.

And that is indeed what the RIAA did, when, on Sept. 8, it filed suit against 261 P2P users that it alleged had offered large numbers of infringing songs — in most cases, a thousand or more — for upload on Grokster, KaZaa and other P2Ps. (Despite

countless incorrect reports, the RIAA has never sued a music downloader.) The instant-reprisal sales backlash that had been nearly universally predicted did not happen. In fact, record sales went up slightly in the month after the suits began.

Next time: Q4 2003 sees new legal services launching, P2Ps battling each other, and the recording industry finding itself in a new place in the market — as a loss leader for expensive hardware. Read about what it all means, in the Jan. 2, 2004 issue of R&R.

Introducing Liberty Broadcasting



America's great new radio forum.

Talk America is proud to announce that we've changed our name to **Liberty Broadcasting**. Liberty Broadcasting offers stations a new kind of talk radio – one that's entertaining, informative, and engaging. This approach represents a fresh, compelling alternative to some of the combative styles on the radio today that can alienate listeners, or lofty, high-minded rhetoric that lacks any real energy.

To illustrate this commitment, we've added two of the most respected political analysts in Washington today – **William Kristol** and **Linda Chavez**.

Listen to William, Linda and the rest of our successful hosts and hear for yourself why Liberty Broadcasting is America's great new radio forum.



**William Kristol • Linda Chavez • Mort Crim • Bruce Williams • Heloise • Doug Stephan
Geoff Metcalf • Chuck Harder • Lowell Ponte • Money Matters • The Movie Show on Radio**

Contact Information

Bruce Wernick (bwernick@libertybroadcasting.com)
Michael Levine (mlevine@libertybroadcasting.com)
John Clark (jclark@libertybroadcasting.com)

Telephone: (toll free) 888.727.8629
Fax: 973.438.1727
Website: libertybroadcasting.com

Ads

Continued from Page 1

Kennedy and Clarence Thomas dissented. Scalia called the action "a sad day for the freedom of speech," while Kennedy said the decision "breaks faith with our tradition of robust and unfettered debate."

Sen. John McCain, who co-sponsored the legislation, called the decision "a landmark victory for the American people in the effort to reform their political system." He said, "Now that the court has spoken, we must make sure that the law is properly interpreted and enforced."

McCain won't have an ally in Sen. Mitch McConnell, who said, "A narrowly divided Supreme Court has, unfortunately, allowed Congress to diminish the ability of political parties and citizens' groups to speak in the days before an election. This law will not remove one dime from politics."

For its part, the NAB — which opposed the legislation on First Amendment grounds — reserved judgment on the ruling. "The decision by the Supreme Court will

cause substantial changes in the manner in which federal candidates utilize broadcasting to reach the voters," said NAB President/CEO Eddie Fritts. "This is a complex 300-page opinion that will require extensive evaluation before its full impact is understood."

A provision commonly called the "stand by your ad" rule requires political candidates who want their ads to qualify for lowest unit rates to voice longer, much more specific IDs at the end of their spots. The provision is designed to curtail the "attack ads" that often run just before elections by requiring candidates to verbally defend any claims made about their opponents, but attorney David Oxenford, a partner with the law firm of Shaw Pittman, noted that the rule raises new questions.

"There is no enhanced understanding of what constitutes a mention," he told R&R. "What if a candidate says 'my opponent' instead of saying the person's name? Is that a mention?"

The new legislation also holds groups and corporations running political ads to the same reporting standards as candidates, requiring

groups to submit detailed information for broadcasters' public files about how much ad time they want to buy and when they want their ads to run. While Oxenford said some broadcasters are concerned about the added paperwork, he advises them to stay on top of the new requirements. "All stations that get federal advertising need to pay attention to this," he said.

— Joe Howard

Schwartz

Continued from Page 1

Schwartz began his Chicago radio career nearly three decades ago as an AE with WBBM-FM. During his 29 years in Windy City radio he's held sales and operations positions at a number of stations and also served as a consultant to WCKG during its Classic Rock days. Schwartz also spent eight years at co-owned Infinity Sports outlet WSCR before moving to WCKG in 2001 as OM.

"My job won't really change all that much," Schwartz told R&R. "I'll still be overseeing programming and working with our local talent, but I will now also be more

EXECUTIVE ACTION

Negrete Set To Head Clear Channel/Fresno

Jeff Negrete has been promoted to VP/Market Manager of Clear Channel's Fresno station group. He will oversee Hot AC **KALZ**, CHR/Rhythmic **KBOS**, Sports simulcast **KCBL & KVBL**, Smooth Jazz **KEZL**, Oldies **KFSO**, Religious **KRDU**, Active Rock **KRZR** and AC **KSOF**.

Negrete was previously Station Manager for KCBL & KBVL & KRDU. He succeeds Mary Lou Gunn, who recently became VP/Market Manager for Clear Channel's Portland, OR cluster.

Negrete reports to Clear Channel Sr. VP/Northwest Ed Krampf, who said, "Everyone in the Fresno cluster knows and respects Jeff's radio savvy. This is a perfect fit, and I'm pleased we can continue to promote from within Clear Channel/California's deep bench of talent."



Negrete

involved with other Infinity upper management in the market."

Asked what he thinks will be the biggest challenge he'll face in his new position, Schwartz joked, "Well, you know what they say: With a new title comes more respect, but also a lot more 'expect.'

Ultimately, my most important responsibility will continue to be what it has always been, and that is to make sure that we never, ever take our eye off the ball so that we may continue to grow and build on the success we have developed with WCKG."

Boston

Continued from Page 1

has been promoted from Director/Sales for Infinity/Boston to Sr. VP/GM of WBCN & WZLX. Hannon retains his duties as GM of WBMX.

"Tony's more than two decades of service to Infinity is unmatched," said Infinity President/COO Joel Hollander, to whom Berardini reports. "He has played a key role in the success of WBCN and WZLX, making many lasting contributions. We are fortunate to be able to utilize his knowledge and experience to further the growth of the entire Boston market."

Berardini will be responsible for

evaluating and developing market strategy, programming and research, as well as talent development throughout the country. He will also continue to manage Infinity's relationship with the New England Patriots.

Meanwhile, WBZ GSM Chris Hill has added duties as the cluster's Sr. VP & Director/Sales. Ted Jordan continues as VP/GM of WBZ & WODS. Hannon, Hill and Jordan continue to report to Infinity Exec. VP/Eastern Region Scott Herman, who said, "I'm thrilled that we have a veteran senior management team in place in this key market to be able to make a seamless transition."

Bohannon

Continued from Page 3

will do a great job for Clear Channel Radio in Charlotte."

Bohannon told R&R, "It's a great step in my career, and I'm looking forward to the new challenge. Charlotte is an important market in the Mid South region, and I'm really

happy that Alene selected me to run the cluster."

Bohannon began his career almost 20 years ago as an announcer for WROX-AM/Clarksdale, MS, where he later became an AE. He joined Clear Channel in 1998 as LSM for WSSL/Greenville, SC and later served as GSM for the Country station.

Samuel

Continued from Page 1

"I'm so fucking excited to work at Star," Samuel told R&R. "I'm honored to work with this staff. To get my first opportunity to be Sta-

tion Manager at a station that has the reputation and heritage of Star is mind-blowing."

Concurrently, KFI & KLAC GSM Jeff Thomas rises to Director/Sales for the duo.

RADAR

Continued from Page 3

Other solid gainers included American Urban Renaissance (up 7.3%) and Dial-Global Contemporary (up 6.8%). Hardest-hit were Westwood Edge (down 11.1%) and Westwood WONE (down 7.8%). Although ABC controls three of the top six networks, Premiere holds five of the top 10 spots and eight of the top 15.

During the survey period, 75% of U.S. consumers aged 12+ heard one or more network radio commercials in the course of a week. That figure improved to 76% among 12-34s and to 78% among 35-49s; 72% of persons 50+ heard network spots. RADAR 79 now includes age breaks for men and women 21+, bringing the survey's total age and sex categories to 126.

Linda Chavez, political analyst, weekly columnist, and author, brings her years of inside-the-Beltway experience to an unforgettable radio experience. She provides insights to events and issues usually not heard on the airwaves, revealing fascinating and intriguing material for her guests and callers to discuss.

Linda's credentials are impeccable:

- President of the Center for Equal Opportunity, a non-profit policy research organization
- Political analyst for the FOX News Channel.
- Author of *Out of the Barrio: Toward a New Politics of Hispanic Assimilation* (1991) and *An Unlikely Conservative: The Transformation of an Ex-Liberal* (2001)

Build your audience with Linda Chavez, the essential DC Insider.

The Linda Chavez Program

Live: Weekdays 12noon-2pm ET
 Reread: Weekdays 2pm-4pm ET, 4pm-6pm ET
 Saturday, Sundays 1pm-4pm ET
 Avals: 10 minutes local, 6 minutes network



Contact information:

Bruce Wernick
 (bwernick@libertybroadcasting.com)

Michael Levine
 (mlevine@libertybroadcasting.com)

John Clark
 (jclark@libertybroadcasting.com)

Tel : 888.727.8629 (toll free)
 Fax : 973.438.1727

Website: libertybroadcasting.com

BUSINESS BRIEFS

Continued from Page 4

Analyst: Beware Of 'Premature Optimism' On Wall Street

Jefferies & Co. analyst **Lee Westerfield** said in a report this week that the current performance of radio stocks reflects the early stages of an advertising recovery but warned, "With radio stocks trading at 17.1-times 2004 estimated EBITDA and 24-times 2004 estimated free cash flow — 22% above historical averages — we advise investors to beware of premature optimism. Preliminary evidence indicates an improving advertising environment, but we need a full body of evidence to be conclusive." Westerfield reminded investors that at the same time last year, early advertising trends paced similarly for the year ahead, only to disappoint. Westerfield said he's high on Beasley and also listed as preferred radio stocks Salem, Emmis, Clear Channel and Regent.

Fries Says RAB Expanding Marketing Efforts

Responding to a published report this week that said some RAB members, including Infinity, are threatening to quit the organization if the RAB doesn't shift to a more aggressive marketing strategy, RAB President/CEO Gary Fries told R&R. "We've been wanting to do a major marketing effort, and it's always been all about funding. Today there's a strong interest in having increased national marketing. We're now fielding what I would call 'needle-moving' research for the radio industry in cooperation with the research, radio, agency and advertising sectors." Fries added that the RAB plans to hire some "cutting-edge national marketing executives" by the first of the year.

iBiquity To Debut HD Radio Products At International CES

HD Radio developer **iBiquity** will join its manufacturing partners to officially announce the launch of commercial HD Radio products during a Jan. 7, 2004 press conference at the International Consumer Electronics Show in Las Vegas. HD Radio products and demonstrations will be available at the iBiquity booth for the duration of the CES, which runs through Jan. 11. iBiquity will also be honored at the Innovations 2004 Design and Engineering Showcase, held in conjunction with the show.

UAW To Shed I.E. America Network

The *Detroit Free Press* reported last week that the United Auto Workers-owned **i.e. America Network** has notified its on-air hosts and other employees that the union will be out of the network-radio business by "Feb. 27 [2004] or sooner." When contacted by R&R, i.e. America management declined to comment on the report but did say they would have additional news about the network's future soon. The Detroit-based i.e. America Radio Network currently airs on a reported 100-plus affiliates nationwide, on Sirius and online at www.ieamerica.com.

Industry Veterans Form Media Mechanics

Paragon Media Strategies CEO **Mike Henry**, longtime radio producer **Ben Manilla** and radio and TV programming executive **Paul Marszalek** have joined forces to create Media Mechanics, a multifaceted media-services company. The firm will offer programming content, consulting, production, syndication and strategic planning for radio and TV stations, as well as networks, record companies and the Internet and other new media.

Among Media Mechanics' initial clients are noncommercial outlets including KUSC/Los Angeles, the Classical Public Radio Network, KCEP/Las Vegas, WXP/Philadelphia, KCPW/Salt Lake City and WYMS/Milwaukee, which will soon relaunch. The partners are keeping their posts at their current companies. Media Mechanics is based in Denver, with offices in New York and San Francisco. The company can be reached at 303-937-4490 or via www.media-mechanics.com.

Clear Channel Sets \$3 Billion Shelf Offering

Clear Channel last week filed a shelf registration with the SEC to periodically sell up to \$3 billion in debt, stock and other securities. Net proceeds from the sale will be used for general corporate purposes, including debt repayment. Terms and conditions will most likely be determined at the time of sale.

In other news, **Clear Channel Outdoor's** pilot program featuring 30-inch-by-60-inch electronic billboards above New York City subway entrances has come under fire on New York's Upper West Side. Thanks to a successful letter-writing campaign, led by Assemblyman Scott Stringer, Clear Channel has been prompted to voluntarily remove one of the colorful flashing signs, at the corner of West 86th Street and Broadway. The letters expressed neighborhood residents' concerns that the signs are distracting to traffic and constitute "advertising pollution." According to the *New York Times*, Clear Channel Outdoor has a \$15 million contract to install the electronic screens around the city, with 46 already installed and 34 boards in the works. The city's Metropolitan Transit Authority said it remains committed to the ads.

FCC ACTIONS

Congress Tackles Broadcast Indecency

Last week outspoken Sen. **Ernest Hollings** — one of the FCC's staunchest critics — joined Sen. **Pete Domenici** to introduce a resolution criticizing the commission for not penalizing the Fox TV network after U2 frontman Bono uttered the word "fuck" during the broadcast of the Golden Globe Awards in January. According to the *Washington Post*, while the resolution doesn't include any new indecency regulations, it directs the commission to more seriously consider revoking the licenses of stations that repeatedly air indecent material. It also endorses a policy of fining stations separately for each individual indecent utterance, something the FCC is already considering. In the House, Reps. **Doug Ose** and **Lamar Smith** have introduced a bill that would specify eight words and phrases that could not be spoken on broadcast television without penalty.

FCC Sets Date For San Antonio Localism Hearing

The second of the FCC's six planned public hearings devoted to discussing whether communities are being well served by their local broadcasters has been set for Jan. 28, 2004 from 5:30-9:30pm at the City Council chamber in San Antonio's Municipal Plaza Building. The hearing could prove particularly interesting: It's being held in Clear Channel's hometown. FCC Chairman Michael Powell will be on hand, as will Commissioners Kathleen Abernathy, Jonathan Adelstein and Michael Copps. A panel of invited guests will start off the hearing with some introductory remarks, and presentations from a variety of panelists will follow. The commissioners will have an opportunity to question the panelists after each presentation. The public will then be invited to offer their viewpoints during an open-microphone session. The FCC earlier announced plans to hold the San Antonio hearing in December, but scheduling conflicts forced it to move the hearing to January.

Broadcaster Doesn't Pay Fees, Blames FCC Inaction

KSWD & KPFD/Seward, AK owner **Phoenix Broadcasting** told the FCC this week that it was unable to pay regulatory fees because the commission's failure to shut down two FM translators that are being illegally operated in the community has led to financial hardship for the company. While the FCC has ordered Peninsula Communications to cease operating its two Seward translators as repeaters for its full-power stations, Phoenix contends that Peninsula hasn't obeyed the order and is illegally siphoning ad revenue from the market, crippling Phoenix's ability to compete. But Phoenix failed to submit any financial documentation to support its claims, and while the FCC acknowledged that Peninsula's translator operations could affect Phoenix's ability to compete, it ruled that, in the absence of supporting documentation, Phoenix remains liable for the \$600 in regulatory fees, plus late charges.

Introducing William Kristol.
The analyst policy makers listen to.

Now cleared in 170 markets!

Give your audience what it wants to listen to from the man the White House listens to...and believes in. *The Daily Agenda*, a unique and insightful feature created by the highly influential William Kristol.

Consider Mr. Kristol's credentials:

- Editor and publisher of *The Weekly Standard*
- Regular political analyst and commentator on the Fox News Channel
- Co-author of *The New York Times* bestseller *The War Over Iraq: America's Mission and Saddam's Tyranny*
- Professor of Politics at the University of Pennsylvania and Harvard's Kennedy School of Government

Increase your share of listeners with William Kristol, the analyst policy makers listen to.

The Daily Agenda
 Two minute feature
 Live: Monday-Friday
 Delivery: Via Satellite and downloadable mp3

Contact information:
 Bruce Wernick
 (bwernick@libertybroadcasting.com)
 Michael Levine
 (mlevine@libertybroadcasting.com)
 John Clark
 (jclark@libertybroadcasting.com)

Tel : 888.727.8629 (toll free)
 Fax : 973.438.1727
 Website: libertybroadcasting.com

Liberty BROADCASTING
 Passion. Insight. Listeners.



IN THE NEWS
R&R

What We Talked About In 2003

Memories and quotable quotes from the past year

Once again, it's that time of year when everything you read, see or hear is about the year gone by. Sticking with that tradition, this week we take a look back over the past 12 months and note that 2003 was a year that gave Talk radio plenty to talk about and an abundance of news to report.

With the ongoing war in Iraq, a history-making recall election that resulted in Hollywood movie star Arnold Schwarzenegger becoming California's governor, Rush Limbaugh's much publicized battle with prescription drugs, the Northeast blackout, fading pop-star Michael Jackson's latest scandal, the devastating California wildfires and the seemingly endless debates between Democrats hoping to lead their party in next year's presidential election, 2003 was yet another great year to be working in Talk radio. Although we can't possibly cover it all on just these two pages, here are some highlights of what kept Talk radio and America talking this year.

Winds Of War

There's no question that the first quarter of 2003 was dominated by the looming war in Iraq and all of the questions and debate that went with it. Talk radio proved to be, as always, the much needed backyard fence where neighbors bitterly argued over

"To all you liberals out there, the party's over. I'm back!"

Rush Limbaugh

whether America should take on the burdens of war and what the consequences of our actions could be.

"More than ever News/Talk stations are listeners' info buttons," said McVay Media News/Talk specialist Holland Cooke in February (R&R 2/21). "But we're also their chat room, their place to vent. Radio's traditional strengths are worth even more in troubled times, when everyone listens." In the end most Americans united to back our troops and held off on our differences for at least those first few critical weeks of the war.

On the eve of war a record-breaking crowd of News/Talk executives and personalities from across the country descended on Los Angeles for the annual R&R Talk Radio Seminar. While the buzz in the halls and at the many learning sessions was frequently focused on the pending war and how that would affect an already sluggish economy, TRS 2003 attendees were also reminded that we work in a great business that has proven to be resilient in tough times throughout its more than 80-year history.

This year's R&R News/Talk special issue (R&R 3/7) focused on that very subject, asking the industry, "What's good about News/Talk?" Despite starting the year under a cloud of uncertainty about war and a down economy that was taking its toll on broadcasters across all formats, contributors to this year's special issue ranged from cautiously optimistic to downright bullish about the future of the format.

KGO & KSFO/San Francisco President/GM Mickey Luckoff reminded us that although News/Talk remained a good business even in tough times, continued success does not come easily. "Working in the News/Talk or in the all-Talk radio field should never become easier," he said.

"Oh, sure, if we elect to simply plug in syndicated product, there wouldn't be much to do other than to market that product and sell the time, much like our Soft AC brethren do. However, if we're in a competitive market with two or more direct format competitors, the focus should never ease up."

Expressing a view foreign to many veterans of our industry, WOWO/Ft. Wayne, IN GM Mark DePrez offered his take on the changes in the radio industry that have touched nearly everyone involved over the past decade. "Because my first GM gig here at WOWO — as well as WQHK, WMEE & WONO — is also my current gig, it's hard for me to imagine what it must have been like to be a GM at just one station or an AM/FM combo," he said.

"I am among a new generation of general managers who won't know the business any other way. I can't imagine not having to keep all the plates spinning and not constantly facing the challenge of helping one station while watching out for the interests of another. It must have been pretty boring."

A Once-In-A-Lifetime Event

While the words *legendary* and *veteran* are used all too frequently to de-

scribe people in our industry, in 2003 TRS attendees were treated to a very special appearance by a man who truly defines both of those terms. ABC Radio's Paul Harvey addressed a standing-room-only crowd last March as the industry gathered in Los Angeles to honor the legendary newsman and commentator with the R&R News/Talk Radio Lifetime Achievement Award.

After accepting the trophy Harvey turned to his wife, Angel, in the front row and said, "The highest compliment of all is when the girl of your life says, 'I do.' The second highest compliment is to be saluted by your peers."

Harvey was eloquent in his acceptance of yet another award to add to the many he has received over the course of his more than seven decades in radio. "It doesn't seem logical to be honored for keeping on doing what you do every day," he told the hushed crowd at the Marina Beach Marriott hotel on a sunny Southern California Saturday afternoon. "I'm going to place it where I can see it every day at 3:30 — that is, the other 3:30, when I wake up and start my day. I want to look at this and discover what it takes to keep on keeping on."

Continued on Page 18

A Great Holiday Gift Idea

Registration for the upcoming R&R Talk Radio Seminar is a great way to reward yourself or someone on your station's staff with a gift that will pay dividends again and again, long after the holidays are over. A guaranteed learning experience, TRS 2004 is the one event in News/Talk radio you can't afford to miss, featuring great celebrity speakers and format-focused sessions that will help you increase both your ratings and revenue in the year ahead.

Our next R&R Talk Radio Seminar takes place at the Renaissance Washington, DC Hotel, Feb. 26-28, 2004. To register and get hotel-reservation information, log on now to www.radioandrecords.com and click on "Conventions/Seminars" at the top of our homepage.



Winner of The 2003 Edward R. Murrow Award for Overall Excellence

abc

NEWS
RADIO

For information: 212-735-1700

IT MATTERS WHERE YOU GET YOUR NEWS



*Merry Christmas &
A Successful New Year*

to our...

*Affiliates, Sponsors
& Listeners!*



THE DAVE RAMSEY SHOW[®]

can NOW be heard on nearly

200 AFFILIATES NATIONWIDE
and growing!

Listen to Dave online @ www.daveramsey.com

Find out why so many stations continue to add
THE DAVE RAMSEY SHOW to their line-up. 24 Hour refeeds are available.

“Where life happens; caller after caller...”

Listen Weekdays LIVE 2-5 PM/ET

Call Bob Borquez @ 1-877-810-DAVE for Syndication Information | www.daveramsey.com | Powered by ACTIVATE

What We Talked About....

Continued from Page 16

Bidding attendees adieu with his signature "Good day," Harvey left the podium to thunderous applause and a standing ovation that continued long after the 85-year-old radio pioneer had left the room. All who were there knew they were witnessing a once-in-a-lifetime event as they saluted the consummate purveyor of Talk radio.

Embedded Journalism

Another new term we learned this year from the war in Iraq was *embedded journalist*. When America went to war the U.S. Department of Defense apparently decided that, when it comes to the media, "If you can't beat 'em, embed 'em." Radio and TV news journalists from around the world were given unprecedented access and a front-row seat for all the action as they lived, ate, slept and traveled with a variety of military divisions rolling across the desert from Kuwait to Baghdad in less than 10 days.

One of those who signed on for a month of blowing sand, intense heat by day and bitter cold by night, dehydrated food rations and no showers was then-CBS Radio News reporter **Rob Milford**. "As journalists, we got absolutely no special consideration or favors," Milford told R&R readers upon his return from Baghdad (R&R 5/2). "We were expected to be part of the battalion and do what was necessary to take care of our own needs."

Seeing the war up close left an indelible impression on the veteran newsman. "I didn't get to go and see one of the palaces or any golden bathrooms or go along when they discovered any weapons caches," he said. "I didn't open any boxes full of millions of U.S. dollars or find the house that had case after case of gold-plated AK-47s. I just watched some incredible young American men fighting for their country. The experience gave me a great appreciation for the Marine Corps and begged the old question, 'Where do we find such men?' Over-

all, it was an incredible, horrible, wonderful experience."

Bias To The Left, Bias To The Right

No one will deny that most Talk radio today leans to the right of center. Ask most hosts why, and nearly all will tell you that the medium is but a single voice in a media world dominated by the left. Conversely, those on the left suggest that what they perceive to be Talk radio's right-wing agenda is so powerful and influential that a new national liberal talk network is needed to compete with the likes of Rush Limbaugh, Sean Hannity, Michael Savage and others.

Weighing in on the controversy, Salem Radio Network host **Michael Medved** said (R&R 5/23), "I don't think there is anything extreme right about the successful Talk radio shows. Most of them that have staying power are shows that represent a mainstream conservative point of view."

"Radio's traditional strengths are worth even more in troubled times, when everyone listens."**Holland Cooke**

As to why he thinks liberal-leaning talk shows have not yet met with much success, Medved said, "A liberal talk show for three or four hours, in the midst of an overall conservative station, will probably have a tough time succeeding, because listeners tend to select not just the individual hosts they like, but also the stations they like — they set buttons in their cars."

On whether or not a liberal Talk net can succeed, he said, "I don't think that means there is no possibility for

a liberal talk host to succeed; it just means they're going to have to alter the landscape to try to create some liberal radio stations. It won't work in every city, but it seems to me that in some cities it might."

Who Turned Off The Lights?

Just as we were all settling into those traditionally slow news days of August, along came the Blackout of 2003 to provide us with a stark reminder that there is no such thing as a slow news day. While most of the country cranked up the air conditioner and watched events unfold from the comfort of their living rooms, those in the middle of it all relied on radio to connect them with much-needed information.

As ABC News Radio VP **Steve Jones** noted (R&R 8/29), "In the Information Age wireless telephones, PDAs, wired Internet and TV all proved largely unavailable in New York City and elsewhere as an information resource. But good old reliable radio news was accessible to everyone with a transistor radio and a couple of batteries. That's really extraordinary, isn't it?"

A number of New York City radio people on the front lines shared stories of their experiences during the blackout, both serious and comical, and all expressed honest admiration for their co-workers and fellow citizens who managed to tough it out through the ordeal.

Perhaps WABC/New York PD Phil **Boyce** summed it up best when he said, "Nobody panicked, and everybody pulled together. Let's hope that all the stuff we learned going through this is never used again, but if it is, I think we're ready."

Rush: A Year Of Contrasts

The format's dominant star, Rush Limbaugh, made big news last summer as he celebrated his national radio show's 15th anniversary. In an exclusive interview (R&R 8/8) Limbaugh commented on why he believed his show has had sustained

"I don't think there is anything extreme right about the successful Talk radio shows. Most of them that have staying power are shows that represent a mainstream conservative point of view."**Michael Medved**

success: "The show has always been, on a day-to-day basis, what I think, what I care about, what I'm interested in and how I feel.

"I don't strategize formatics or put my finger to the wind to figure out where to position myself based on where public opinion is blowing. I've always, in essence, just said, 'Here I am, take it or leave it.' I've been very lucky that a vast number of people have taken it."

In that interview Limbaugh also confirmed his signing of a deal to become a weekly NFL commentator for ESPN, a role the lifelong football enthusiast had long coveted. But barely two months later the winds of fortune would change for Rush as controver-

sy over comments he made about Philadelphia Eagles quarterback Donovan McNabb, which some considered to be racially insensitive, led to Limbaugh's resignation from the cable television sports network.

Then, as he prepared to address the NAB Radio Show in Philadelphia in October, rumors of abuse of prescription painkillers by the Premiere Radio Networks host were confirmed with front-page stories across the country. The following week, in a stunning on-air monologue, Limbaugh admitted his addiction and announced to listeners that he was taking a leave of absence and checking himself into rehab. The Talk radio world went into shock.

But as Thanksgiving 2003 was about to arrive, a refreshed and downright giddy-sounding Limbaugh returned to his EIB microphone to reclaim his title as America's most listened-to talk host. While freely admitting that his problems were certainly not all behind him, it was classic Limbaugh who emerged and put his critics on notice, saying, "To all you liberals out there, the party's over. I'm back!"

As the year comes to a close, I'd like to thank all of you who are weekly readers of these pages and those whose support makes these pages possible. My best wishes for a happy holiday season, and it is my sincere hope that you and all those you care about most have a happy, healthy and prosperous new year.

"The experience gave me a great appreciation for the Marine Corps and begged the old question, 'Where do we find such men?'"**Rob Milford**

The Debate Begins.

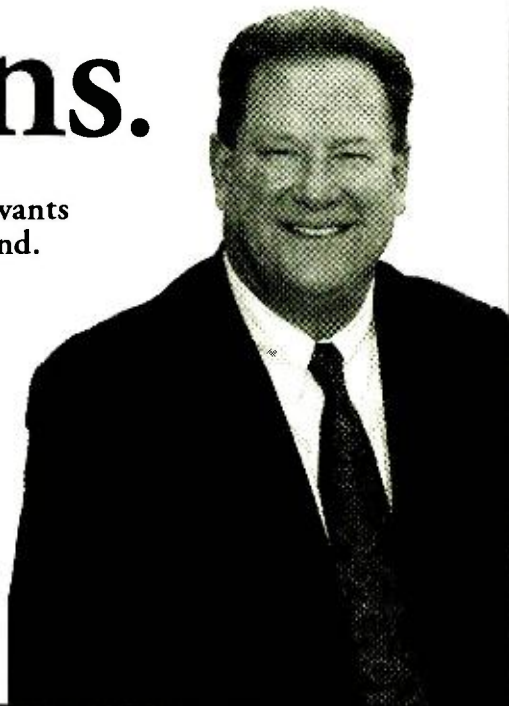
For 15 years talk radio has been dominated by one voice. Now, when America wants a fresh voice and real debate, Ed Schultz delivers straight talk from the heartland.

THE
EdSCHULTZ
SHOW

Ed Schultz goes toe-to-toe with conservatives to energize mainstream talk radio. Ed is a #1 rated talent with 15 years of 20+ shares. He cuts through the boring sameness with razor sharp views on life, politics and people in America.

Ed Schultz delivers straight talk from the heartland.

Call now
800.611.5663





ADAM JACOBSON

ajacobson@radioandrecords.com

Music Marketing For Mature Buyers

Suggestions on attracting the upper-demo consumer

By Greg Gillispie
Federated Media Director/Rock Programming

In mid-October Greg Gillispie departed McVay Media as VP/Rock & Alternative and relocated from Atlanta to Ft. Wayne, IN to oversee Federated Media's Rock stations, many of which he'd already been consulting. Gillispie began his new duties Nov. 1, and as part of his new role he also serves as the day-to-day programmer for Active Rock WBXR/Ft. Wayne.

While at McVay, Gillispie authored an intriguing article on the correlation between Classic Rock listeners' buying habits and retail sales estimates for artists appealing to older music buyers. This week we share some of Gillispie's views with you.

Older Buyers Matter

Earlier this year the RIAA released surprising data revealing that consumers 45 years of age and older account for the majority of all music purchases — nearly 25%. That means these consumers buy almost twice as much music as those perceived by many to be the primary music consumers, 13-17-year-olds.

Yet music sales are still down. The reason? Many will tell you that downloading music from the Internet and file sharing are

the main causes, but new research indicates that may not be true when it comes to this older demo.

In fact, a study released this year by NPD Group, a research company specializing in consumer and point-of-sale marketing, finds that while 36-year-old-and-older music buyers account for 45% of music sales, "fewer than 10% of this group report purchasing less music because of downloading."

So there must be another reason for declining sales in this demo. One factor is that this demo, which will be growing the most over the next several years, is looking for deeper catalog titles by artists they grew up with. They are loyal to those artists, and there is less new music they want to buy, even by their favorite artists.



Greg Gillispie

Sound familiar? It should, especially if you are involved in the Classic Rock format. Sure, you might try to dabble in a new release from core artists like Fleetwood Mac, John Mellencamp, The Rolling Stones and others, but in the end those new releases only remind your target listeners how great one or more of those artists' classic albums really are.

Fewer Titles, Fewer Stores

Another factor in declining sales in the older demo is that even if they want to buy music, they can't find the albums they're looking for.

You'll note the dramatic rise of such merchants as Wal-Mart, Target and Best Buy and the decline of recorded-music specialists such as Warehouse, Sam Goody and Music Network. Price is the fulcrum.

The average mass merchandiser carries between 1,500 and 5,500 titles at a far lower price as a hook to sell entertainment systems, while the specialized music outlets stock 50,000 or more titles at a price much closer to the suggested retail price in order to make a profit without relying on other product lines.

As a result, Nielsen SoundScan data shows that sales for older and deep-catalog albums — products out

for at least three years — have dropped 11% this year, double the decline of new releases, according to the NPD report.

This information leads me to believe that record companies are missing a tremendous opportunity to sell the most-sought-after music because of the way they market — or don't market — catalog music to the largest segment of music purchasers.

NPD Group research suggests that music companies should place more focus on reviving legacy artists. Recent successes in this direction include The Beatles' 1 release, Pink Floyd's 30th anniversary reissue of *Dark Side of the Moon* and Led Zepelin's *How the West Was Won* live CD and DVD set.

Tie Classic Rock To Retail

While our research has shown a surge in the popularity of classic artists such as Jimi Hendrix and The Doors among younger people, music companies need to explore new ways to get product into the hands (or CD players) of the older and larger segment of music purchasers.

I have long recommended that music companies use Classic Rock radio stations tied into retail — both the brick-and-mortar and online variety — as stronger marketing partners for catalog sales. However, music companies often shy away from Classic Rock stations outside the top 50 markets and rarely work with retail to create special classic or catalog sections that would appeal to older music purchasers.

NPD Group VP Russ Crupnick says, "Traditional advertising influenced purchases of music among 12% of 13-17-year-olds but only 4% of those over age 36." That could be due in part to music companies not effectively marketing the release of legacy artist packages to the targeted consumer. Because I work in the radio business, I hear about releases from music companies via e-mail or fax. But music consumers don't have the same access.

Classic Rock radio stations need to aggressively pursue marketing oppor-

tunities that can help music companies revitalize sales of catalog product. Not only will the music companies profit, particularly because reissuing or repackaging legacy artists is less costly than putting out new music, but radio can make money too.

In order to get the music companies' attention, Classic Rock stations need to establish strong relationships with the appropriate people in those companies. Classic Rock stations also need to show value.

Before contacting a music-company representative, develop a plan that includes promotion details, the number of promotional units, the number of contest opportunities (if doing a contest), website marketing space, and retail tie-in. Use that total value as leverage to become the music companies' marketing and promotional partner.

Hit The Street

Consumers 36 years of age and over do not normally congregate in places where they can be hit en masse, unless it is a classic rock concert. Still, radio stations could create street teams to work with music companies to target mature buyers at appropriate concerts or in large shopping areas where they are likely to browse.

Many in the industry have long shunned Classic Rock radio as not being worth cultivating a relationship with, undoubtedly because new-music promotion drives the business. But with declining music sales and new research that confirms what I have long felt, Classic Rock radio can not only entertain the 36+ music buyers, it can also be a powerful marketing partner to revitalize music companies' sales at a time when they really need it.

Gillispie spent six years as an Atlanta-based VP/Rock & Alternative for McVay Media, and before that served as President of radio consultancy BD&A. His 30-year career also includes stints as MD of WIOT/Toledo and WWWW/Detroit, Asst. PD/MD of KAZY/Denver and PD of KEZO/Omaha and WDVE/Pittsburgh. He can be reached at 260-471-5100 or at ggillispie@federatedmedia.com.

We've Cracked Open a Brand New Format.

Introducing **ClassicHits**, the new breakthrough 24 Hour Format from Jones Radio Networks. It's upbeat, adult, and packed with rock and pop hits from the 70's and 80's. Perfect for the money demo of Adults 25 - 44.

Markets Going FAST!

ClassicHits

Call now 800.609.5663

Daypart Personalities | 24 Hour Formats | News & Talk | Music Programming & Consulting | Research & Prep

JONES RADIO NETWORKS
800.609.5663 jonesradio.com

Friend Of The Bride? Or The Groom?

Your answer may indicate whether or not you still have a gig.... Last week we began hearing rumblings that a Clear Channel-Entravision joint sales agreement was in the wind here in Los Angeles. Although no official announcement had arrived at press time, sources tell **ST** that Clear Channel will soon be signing a JSA with Entravision L.A. Dance simulcast **KDLD/Santa Monica** and **KDLE/Newport Beach** (a.k.a. 103.1 KDL), with the duo reportedly flipping to Alternative or Active Rock. **ST** also hears that Alternative vet **Michael Halloran** may be taking the PD reins at the new station.

Last Friday the stage was set when all of KDL's jocks were blown out — with the exception of the ubiquitous **Otto Mation™** (pictured), who's now pounding the coffee and working a 24/7 shift. The stations are slated to roll into All-Xmas from Dec. 21-26, after which the Rock move will reportedly happen.

An Overstimulated Hard Drive?

The age-old pitfalls of talking to groupies on the phone all night came sharply into focus recently in Chicago. From what we can ascertain, WKSC (Kiss 103.5)/Chicago overnighter **Otto Mation™** (may or may not be cloned at KDL) became a little too engrossed in spicy conversation with a girl from Waukegan who claimed she was "really hot" and "lived alone, not with her parents," info that caused Mr. Mation to take his hand off the proverbial tiller. Shortly thereafter, the Kiss computer system stopped playing music and, instead, spewed nothing but commercials, jingles and promos. "As opposed to the overly dramatic account in the *Chicago Sun-Times*, which claimed this went on for five hours, it was more like 45 minutes of nothing but Chicago's best imaging played back-to-back ... to back," PD **Rod Phillips** told **ST**. The offending computer has been placed on double-secret probation until further notice.

Is Something Funny Afoot In Sacramento?

Last week we hinted that Infinity's KSFM/Sacramento was



Almost Willie Barcena.

looking to beef up its morning show with the addition of a working comedian. Now we're hearing that **Willie Barcena**, who has been on *The Tonight Show* nine times, among other noteworthy gigs, is close to being added to the show. If the deal goes down, Barcena will join existing member **D-Lo**, who has been doing all of the heavy morning lifting since host **Davey D.** came off the air in September. Mr. D, as you may recall, recently filed suit against Infinity for a variety of reasons. Stay tuned for details.

Los Formats You'll Flip Over

After treating the greater Tucson area to several hours of nonstop "Mi Burrito" by Choco, Clear Channel's **KWFM/Tucson** flipped Dec. 12 from Rhythmic Oldies to Spanish AC as "97.1 Que Suave" under the guidance of consultants **Jerry Clifton** and **Rick Thomas**. "The musical makeup of the station is about 80% romanticos, and the other 20% is a mixture of the biggest songs of the Spanish pop and rock genres," said Thomas, who will be the point person for Clifton Radio/New World Communications until a PD and staff are hired. "If this thing takes off, I plan to take full credit," added Thomas. "If it tanks, I'll blame Clifton."

The Programming Dept.

- Some eight months after arriving from Chicago, WDCG (G105) & WRDU/Raleigh OM/PD **Chris Shebel** is leaving on Dec. 30 to embark on his next radio adventure, which is currently unannounced. Always the professional, Shebel refused to cough up any other details, despite our persistent whining and begging. "I will clarify one point: it is *not* Europe!" he said. "If it was, I would be having one hell of a garage sale. No, the job will be right here in the good old U.S. of A, which is now safer since Saddam came out of his Whack-a-Mole hole." G105 Asst. PD/MD/afternoon driver **Chase** is named interim PD while a search for Shebel's replacement begins.

- Speaking of former G105 PDs: In a most unwelcome pre-holiday budget cut, OM **Brian Burns** exits Waitt Radio/

R&R Timeline

1 YEAR AGO

- **Judy Ellis** accepts the COO post at Citadel Broadcasting.
- The DOJ drops its key objections to the Univision-HBC merger.
- **Barry Mayo** named Sr. VP/Market Manager, New York for Emmis Communications.

5 YEARS AGO

- **Dwight Bibbs** tapped as Sr. VP/Urban Music Promotion at Warner Bros. Records.
- **Scott Ginsburg** becomes Chairman/CEO of DG Systems.
- **Thomas Mottola** promoted to Chairman/CEO of Sony Music Entertainment.



Thomas Mottola

10 YEARS AGO

- **Shelia Shipley** named Sr. VP/GM of Decca Records.
- **Bill Pfordresher** elevated to VP/Promotion of Zoo Entertainment.
- **Dan Seeman** named Station Manager at KFAN/Minneapolis.



Bill Pfordresher

15 YEARS AGO

- **Gil Rosenwald** elevated to President/COO of the Malrite Communications Group.
- **Al Brady Law** and **Marc Kaye** named President/GM of KKBQ/Houston and KNUA/Seattle, respectively.
- **Bruce Hinton** named President of MCA/Nashville.



Gil Rosenwald

20 YEARS AGO

- **Jheryl Busby** named VP/Black Music at MCA Records.
- **Tony Salvatore** promoted to Station Manager at KFOG/San Francisco.
- **Jerry Schubert** promoted to President of Eastman Radio; **Bill Burton** upped to Vice Chairman.

25 YEARS AGO

- **Barney Ales** resigns as President of Motown Records; **Michael Roshkind** named COO.

"Yes!"

"THREE YEARS AND OUR DECALS STILL LOOK NEW."

Choose the decal printer more radio stations have relied on for 30 years.

Call Today!
800.331.4438
www.cgilink.com

THE DECAL COMPANY

Omaha as his position is eliminated. Burns had been overseeing CHR/Pop KQKQ, Triple A KCTY and Urban KBLR. Down the hall, **Kristie London**, morning news anchor on News/Talk KKAR-AM, has also left the building. Find Burns at 402-598-6924 or brianradioburns@aol.com.

- **Cat Thomas**, who's been wearing several programming hats at Infinity/Las Vegas of late, hands interim PD duties at AC KMZQ (Lite 100.5) to Asst. PD/MD **Craig Powers**, freeing up Thomas to once again focus solely on his 14-year science project, KLUC.

- After the dust has settled on the whole mess involving Clear Channel's Salt Lake City cluster (see Page 3), KISN PD **Sam Elliot** will find himself minus one station as CHR/Pop KZHT moves into KISN's home at 97.1 FM. At press time Elliot was rumored to be the front-runner for the PD gig just vacated by Dusty Hayes at Radio One's KTTB/Minneapolis.

Quick Hits



- After nearly six years with the Entercom/Norfolk cluster, GM **Eric Mastel** has resigned his position.

- Just one day after Michele Williams (pictured) was upped to PD of Greater Media Triple A WBOS/Boston, she made her first major executive decision — promoting Promotions Director **David Ginsburg** to MD. And there was much rejoicing.

- KFMB (Star 100.7)/San Diego personality **Jen Sewell** relinquishes her Asst. PD/MD duties to concentrate on the afternoon show she hosts with another former Star MD, **Greg Simms**. PD/VP/GM **Tracy Johnson** will absorb Sewell's former duties, aided by Programming Assistant/Music Coordinator **Dayna Monroe** and Marketing Director **Champagne Luu**.

- Active Rocker KQRC/Kansas City inks **Dave Fritz** as Asst. PD/MD/afternoon driver. Fritz is inbound from the PD slot at Active Rocker WRQC/Ft. Myers. He replaces Don Jantzen, now Asst. PD/MD/afternoon guy at KTBZ (The Buzz)/Houston.

- WLRS/Louisville morning guy **Nick Andrews** and night guy **Mudd** trade shifts. No injuries were reported.

- Former WFNX/Boston part-timer **Michael Gilday** wisely joins CC Alternative KUCCD/Honolulu in the same capacity — just in time for winter. Meanwhile, KUCCD PD Jamie Hyatt's wife, **Rae Ann**, is just days, hours or minutes away from giving birth to the couple's first child.

- KDWB/Minneapolis PD Rob Morris now has a complete airstaff, as **JJ** arrives for late-nights. Mr. J was doing nights at WKRZ/Wilkes Barre and swing shifts at WHTZ (Z100)/New York. Ironically, former KDWB personality **Joe Rosati** is now doing late-nights at Z100. Back at KDWB, **Tim Carey** shifts from late-nights to middays.

- WKST/Pittsburgh has randomly selected **Scotty Gunther** as its new afternoon personality. A beaming Gunther said, "I talk to girls on the radio!" When **ST** tracked down PD **Mark Anderson** at some dirty bar in a seedy part of town, he commented, "I guess I just hired somebody who talks to girls on the radio. Wow."

- WDAQ/Danbury, CT PD Bill Trotta trots out **Rachel Foxx** for middays, replacing Gina Fox, who left to pursue a teaching career. Foxx comes from mornings at WJYY/Manchester, NH. At the same time, **Jojo**, a.k.a. **Mike Adams**, joins for nights from WFLY/Albany, NY. He replaces Wendy Wilde, now doing nights at WBLL/Nassau-Suffolk.

Ho-Ho-Holiday Budget Cuts

- KGB/San Diego PD **Bryan Schock** adds midday host duties, replacing Diane Ray, who exits as Clear Channel trims its budget. Ray can be reached at 619-574-8801.

- Five employees exit the Cumulus/Eugene, OR cluster due to budget cuts. Classic Rock KZEL PD/midday host **Debbi Starr** and Active Rock KNRQ Asst. PD/midday guy **Stu Allen**, Imaging Director/night jock **Jay Parker**, Promotion Director **R.J. Wilson** and Production Asst. **Dan Nimms** were all given pink slips. OM **Russ Davidson** adds PD/MD duties at KZEL. Duties will be absorbed by other staffers, and on-air lineups are being restructured.

Talk Topics

- **Paul Alexander**, co-host of ABC Radio Networks' syndicated *Batchelor & Alexander* show, is leaving to focus on his writing and his off-Broadway play — which is moving from New York to London. **John Batchelor** will roll on as a solo act, both on WABC/New York and on the network.

ST Shot O' The Week



Ahhh, there's nothing like the smell of pudding in the morning ... really, really early in the morning. When WIOQ (Q102)/Philadelphia's *Chio in the Morning* wanted to blow out a pair of tickets to a sold-out Eagles-Cowboys game, he refrained from just handing them over to boring old Caller No. 9. Instead, he held a "ladies-only" invitational, where eight women wrestled in 200 gallons of chocolate pudding to win!

- KSTP-AM/Minneapolis moves **Sean Hannity** from 10pm-midnight to the 6-8pm slot vacated by local host Jason Lewis in October. **Dave Thompson** grabs the 10pm-midnight shift.

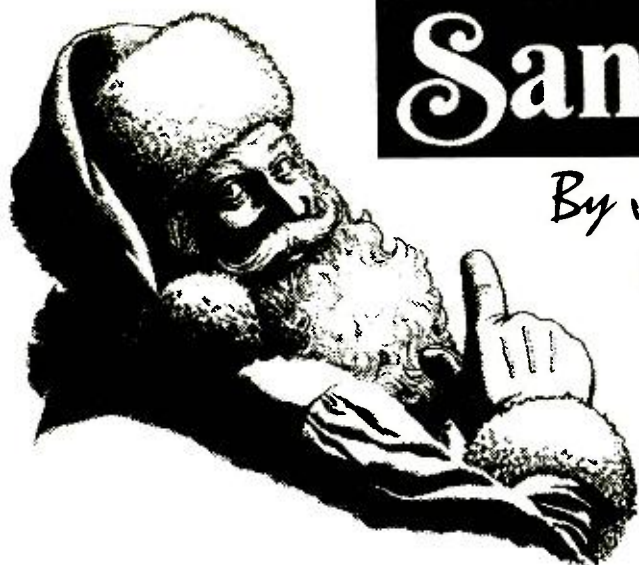
- WFAN/New York personality **Howie Rose** is the new play-by-play announcer for the New York Mets. He will join 16-year Mets vet Gary Cohen in the broadcast booth. Rose will take the seat long occupied by Bob Murphy, who retired as the voice of the Mets after 40 years behind the mike.

- **WGN/Chicago** ends its 50-year daily broadcast of *The Noon Show* on Jan. 5. Longtime hosts Orion Samuelson and Max Armstrong will continue to do farm and agriculture business reports, as well as their weekend shows. WGN midday guy Steve Cochran will absorb the additional hour into his show.



Hair sold separately

Santa Baby



By Joan Javits, Tony Springer & Phil Springer

Recorded by:

- Eartha Kitt
- Madonna
- Rev. Run and the Christmas All Stars and many, many others

With thanks to all the Program Directors and Disc Jockeys who have made **Santa Baby**

No.22 in ASCAP Survey of Most Performed Holiday Songs!



IN THE NEWS
R&R

2003 Reloaded

Continued from Page 1

January

Max Tolkoff joins R&R as Alternative Editor ... Curb Records launches a second country imprint. Curb VP/GM **Dennis Hannon** adds similar duties for the new label, **Rob Dalton** joins as VP/Promo, and **Doug Johnson** is tapped to head A&R ... **Tom Maffei** is named VP/Crossover Promo at MCA ... Epic-Monument/Nashville taps **Bill Macky** as Director/National Promo ... Sony Music Chairman/CEO **Thomas Mottola** resigns; NBC President/COO **Andrew Lack** steps in.

After seven years as President of MCA Records, **Jay Boberg** resigns ... MCA names **William Marion** National Director/Modern Rock Promo ... Robbins Entertainment appoints **Lisa Levy** VP/Sales & Promo; **John Parker** VP/A&R, Dance Promo; and **Paul Mislov Sr.** VP/Finance ... RIAA Chairman/CEO **Hilary Rosen** announces that she'll step down by year's end ... **Rick Morrison** is named VP/Promo for V2 ... MCA names **Mark Snider Sr.** Director/Top 40 Promo and **Kenny Ornberg** National Director/Promo.

February

Promotion veteran and ARTISTdirect Exec. VP/Promotion **Marc Benesch**, 50, passes away after a long battle with cancer ... MCA names National Directors/Crossover Promo: **Marilyn LeCointre**, New York; **Amon Parker**, Los Angeles; and **Charles Chavez**, Houston ... Maverick Records appoints **Daniel Savage** GM ... DreamWorks taps **Ross Zapin** as head of rock and modern rock promotion.

During a Great White show at Providence club the Station, pyrotechnics cause a massive fire that kills 100 people. Among the dead: 19-year WHJY/Providence vet **Mike "The Doctor" Gonsalves** and Great White guitarist **Ty Longley** ... Legendary producer **Phil Spector** is arrested in connection with the shooting death of actress **Lana Clarkson** at Spector's suburban Los Angeles home.

March

ARTISTdirect taps **Michael Whit** as Sr. VP/Promo ... **Natalie Maines** of The Dixie Chicks tells a London concert audience that she's ashamed to be from the same state as President

Bush. A number of individual U.S. stations pull the Chicks' music from rotation, and Cumulus bans their music on its 42 Country stations.

EMI Recorded Music North America splits its EMI Music Distribution unit into two groups, including a newly created marketing entity (EMI Music Marketing, or EMM) led by Exec. VP **Phil Quartararo** ... **Mike Bergin** is named VP/Top 40 Promo at RCA Music Group ... Big3 Records names **David Leach** COO ... **Scot Burton** is tapped as VP/Promo at Elektra.

April

Provident Music Group moves under the RCA Label Group/Nashville umbrella, overseen by RLG/Nashville Chairman **Joe Galante**. **Terry Hemmings** is appointed to the newly created post of PMG President/CEO ... ARTISTdirect names **Philip Mataragas** VP/Rhythm Crossover, **Aimee Saiger-Russell** National Director/Pop Promo and **Michelle Jacobs** National Director/Pop & Crossover.

Rudy Giuliani is announced as the keynote speaker for R&R Convention 2003 ... **Don Jenner** is named President of Sony Music U.S. ... Record producer and former Cars frontman **Ric Ocasek** joins Elektra as Sr. VP/A&R.

May

Def Jam taps **Benny Pough** as Sr. VP/Promo ... **David McPherson** is named Exec. VP as the Sony urban music division is formed ... Lost Highway names **Ray Di Pietro** National Sr. Director/Adult Alternative Promo ... **Dana Hall** joins R&R as Urban Editor ... **John Grady** is named President of Sony Music Nashville ... EMI Music Collective launches, with **Kevin Carroll** as VP.

Steve Bartels is named Exec. VP/Promo at Arista ... Atlantic appoints **Ron Poore Sr.** VP/Rock Formats ... Sony Music creates a companywide label-sales department, with **Tom Donnarumma** as Exec. VP/Sales of Sony Music Label Group and **Bill Frohlich** as Exec. VP/Sales for Sony Music Distribution ... The Apple iTunes Music store debuts, selling a

million songs at 99 cents apiece in its first week.

June

Frank Commons joins R&R as CFO ... **Mark Wright** is named Sony Music/Nashville Exec. VP/A&R ... Latin music division Sony Music Norte is formed, with **Kevin Lawrie** as President ... Provident Label Group is formed, with Essential Records President **Robert Beeson** as Sr. VP/A&R and Reunion Records Sr. VP/GM **Dean Diehl** as Sr. VP/Marketing.

Judy McGrath and **Herb Scannell** are promoted to MTV Networks Group Presidents ... **Kevin Carter** segues to CHR/Pop Editor for R&R ... EMI Gospel names **Ken Pennell** President, **Larry Blackwell** VP/GM ... The RIAA begins gathering evidence with an eye to filing suit against individual file-swappers.

July

The RIAA announces plans to sue individuals over online file-trading ... **David Agnew** is named Exec. VP/GM of Buena Vista Music Group ... **Mike Easterlin** and **Erik Olesen** become VPs/Promo at Island Def Jam Music Group ... UMG enters into an exclusive venture with former Sony Music chief **Thomas Mottola** to launch a new Casablanca Records.

RCA Music Group names **Adrian Moreira** VP/Adult Formats ... The Apple iTunes chart debuts in R&R ... R&R Publisher/CEO **Erica Farber** is named to receive the NAB's National Radio Award ... The industry mourns the loss of Sun Records founder and legendary producer **Sam Phillips**.

August

Provident Label Group names **Andrew Patton** VP/National Promo, **Nina Williams** VP/Marketing and **Jimmy Wheeler** VP/Mainstream Sales & Marketing ... **Angela Perelli** joins R&R as AC Editor ... **Lionel Ridenour** is named Exec. VP/Urban Music at Virgin ... **Equity Records** is launched; **Rick Baumgartner** is named VP/Promo ... **Chuck Aly** joins R&R's Nashville bureau ... **Bill Carroll** is named VP/Modern Rock at Elektra Entertainment Group.

Island taps **Howie Miura** as VP/Promo and **Christine Chiappetta** as

Gone, But Not Forgotten

We lost some truly great performers this year. Here's a list of some of those who may be gone, but who live on through their music.

Hank Ballard
Benny Carter
Johnny Cash
June Carter Cash
Celia Cruz
Howie Epstein (Tom Petty & The Heartbreakers)
Mickey Finn (T. Rex)
Maurice Gibb (The Bee Gees)
Bobby Hatfield (The Righteous Brothers)
Michael Kamen
Earl King
Eva Narcissus Boyd (a.k.a. Little Eva)
Herbie Mann
Robert Palmer
Johnny Paycheck
Noel Redding (The Jimi Hendrix Experience)
Compay Segundo (The Buena Vista Social Club)
Elliott Smith
Edwin Starr
Wesley Willis
Warren Zevon



Johnny Cash & June Carter Cash



Elliott Smith



Warren Zevon

Radio tops 1 million subscribers ... Napster relaunches as a legal digital-music service.

November

Vivendi's Universal Music Group buys DreamWorks Records in a deal worth about \$100 million ... Sony/Nashville names **Larry Pareigis Sr.** VP/Radio Promo, **Bill Macky** VP/National Promo ... **Peter Edge** is named Exec. VP/A&R at J Records ... Bertelsmann and Sony announce plans to merge their label operations.

Andrew Lack is set to serve as CEO of Sony BMG, with BMG Chairman/CEO **Rolf Schmidt-Holtz** serving as Chairman.

Musician **Michael Jackson** is arrested on multiple counts of child molestation following an FBI-led search of the star's Neverland Ranch. Jackson posts \$3 million bail, surrenders his passport and awaits trial ... Arista names **Shawn "Pecas" Costner Sr.** National Director/Urban Radio Promo and **Lisa Coleman** National Director/R&B Field Promo ... **Buffy Cooper** is named Director/National Promo at Sony/Nashville.

Time Warner announces the sale of its Warner Music division for about \$2.6 billion to an investor group led by Seagram heir **Edgar Bronfman Jr.** and investment firm **Thomas H. Lee** ... Arista ups **Caroline Bazbaz** to National Director/Rhythm & Crossover Promo.

December

Tom Starr is named VP/Pop Promo, West Coast at Elektra ... Arista VP/Rock **Laura Curtin** to take VP/Promotion reins as **Joe Reichling** exits the music industry. Meanwhile, **Sharon Lapere** is upped from Dallas regional to National Director/Top 40, East Coast and **Lori Rischer** is promoted to National Director Top 40, West Coast.



Andrew Lack



Phil Quartararo



Ric Ocasek



Thomas Mottola



Johnnie Walker



Howie Miura



Edgar Bronfman Jr.

THE INDUSTRY'S NO. 1 RETAIL CHART December 19, 2003

LW	TW	ARTIST	ALBUM	LABEL	POWERINDEX	CHANGE
—	1	RUBEN STUDDARD	Soulful	J	403,737	—
1	2	ALICIA KEYS	The Diary Of Alicia Keys	J	332,613	-47%
3	3	VARIOUS	Now That's What I Call...VOL. 14	Columbia	256,565	+40%
2	4	TOBY KEITH	Shock'n Y'all	DreamWorks	239,175	+13%
5	5	JOSH GROBAN	Closer	143/Reprise	228,474	+29%
6	6	OUTKAST	Speakerboxxx/The Love Below	Arista	209,473	+23%
14	7	ROD STEWART	Great American Songbook 2	J	203,112	+92%
4	8	HILARY DUFF	Metamorphosis	Buena Vista/Hollywood	200,994	+13%
9	9	SHERYL CROW	Very Best Of	A&M/Interscope	172,602	+32%
—	10	MUSIQ	Soulstar	Def Jam/IDJMG	171,191	—
7	11	NO DOUBT	The Singles 1992-2003	Interscope	164,544	+10%
8	12	BRITNEY SPEARS	In The Zone	Jive	153,028	+7%
11	13	CLAY AIKEN	Measure Of A Man	RCA	150,721	+35%
12	14	SARAH MCLACHLAN	Afterglow	Arista	143,879	+34%
17	15	ALAN JACKSON	Greatest Hits Vol.2	Arista	132,515	+46%
—	16	WESTSIDE CONNECTION	Terrorist Threats	Capitol	131,102	—
—	17	AVANT	Private Room	Geffen	129,858	—
15	18	HARRY CONNICK JR.	Harry For The Holidays	Columbia	124,687	+27%
—	19	BIG TYMERS	Big Money Heavyweights	Cash Money/Universal	124,642	—
13	20	BEATLES	Let It Be...Naked	Apple/Capitol	123,724	+15%
18	21	BLINK 182	Blink 182	Geffen	122,305	+35%
10	22	JAY-Z	The Black Album	Roc-A-Fella/IDJMG	108,740	-4%
27	23	EVANESCENCE	Fallen	Wind-up	103,199	+57%
20	24	VARIOUS	Now That's What I Call Xmas! 2	Capitol	101,519	+27%
—	25	KELIS	Tasty	Star Trak/Arista	99,938	—
16	26	G-UNIT	Beg For Mercy	G Unit/Interscope	99,663	+2%
—	27	THE OFFSPRING	Splinter	Columbia	98,400	—
19	28	TUPAC	Tupac Resurrection	Interscope	96,677	+8%
24	29	DIDO	Life For Rent	Arista	92,260	+32%
33	30	LINKIN PARK	Meteora	Warner Bros.	91,798	+48%
28	31	NICKELBACK	Long Road	Roadrunner/IDJMG	91,061	+39%
32	32	BEYONCE	Dangerously In Love	Columbia	90,577	+45%
29	33	3 DOORS DOWN	Away From The Sun	Republic/Universal	87,202	+37%
23	34	CHINGY	Jackpot	DTP/Capitol	83,891	+18%
—	35	HOOBASTANK	The Reason	Island/IDJMG	83,398	—
25	36	LUDACRIS	Chicken & Beer	Def Jam South/IDJMG	83,217	+22%
36	37	THE EAGLES	The Very Best Of	Elektra/Wsm	81,847	+36%
31	38	KID ROCK	Kid Rock	Atlantic	79,231	+27%
22	39	KORN	Take A Look In The Mirror	Epic	78,885	+9%
44	40	CHEETAH GIRLS	Soundtrack	Walt Disney	77,895	+53%
—	41	TRANS-SIBERIAN ORCHESTRA	Christmas Eve And Other Stories	Lava	76,889	—
39	42	NORAH JONES	Come Away With Me	Blue Note/Virgin	76,421	+40%
41	43	SHANIA TWAIN	Up	Mercury/IDJMG	75,738	+45%
—	44	ROD STEWART	Great American Songbook	J	75,660	—
21	45	NELLY	Da Derry Versions-Reinvention	Fo' Reel/Universal	74,287	-5%
43	46	RED HOT CHILI PEPPERS	Greatest Hits	Warner Bros.	73,540	+43%
38	47	DIXIE CHICKS	Top Of The World: Live	Columbia	72,737	+26%
—	48	COLDPLAY	Rush Of Blood To The Head	Capitol	69,515	—
42	49	MICHAEL McDONALD	Motown	Motown/Universal	68,382	+31%
46	50	JOHN MAYER	Heavier Things	Aware/Columbia	64,250	+27%

© HITS Magazine Inc.

ON ALBUMS

Ruben Is Red Hot!

Another week, another pop *Idol*. *American Idol* winner Ruben Studdard's J Records bow, *Soulful*, lands atop the HITS album chart this week, scoring more than 400,000 in first-week sales and nudging out last week's No. 1, labelmate Alicia



Ruben Studdard

Keys, who lands at No. 2.

Studdard didn't match his *American Idol* runner-up Clay Aiken's opening-week total of 600,000, but it's still an impressive start. (Ya think Clive Davis knows a little something about divas?)

As the holiday season moves into full swing, titles are up across the board, with Columbia's *Now Vol. 14* (No. 3), DreamWorks Nashville's Toby Keith (No. 4) and 143/Reprise's Josh Groban (No. 5) all showing increases of from



Hoobastank

13%-40% in rounding out the top five.

The rest of the top 10 includes Arista's OutKast (No. 6), J's Rod Stewart (No. 7, up a whopping 92%), Buena Vista/Hollywood's Hilary Duff (No. 8), A&M/Interscope's Sheryl Crow (No. 9) and Def Soul/IDJMG's debuting Musiq (No. 10).

Other chart newcomers include Hoo-Bangin'/Capitol's Westside Connection (No. 16), Geffen's Avant (No. 17), Cash Money/Universal's Big Tymers (No. 19), Star Trak/Arista's Kelis (No. 25), Columbia's The Offspring (No. 27), Island/IDJMG's Hoobastank (No. 35) and Lava/Atlantic's perennial Trans-Siberian Orchestra (No. 41).

In all, 24 titles sell more than 100,000. Aside from Rod Stewart — who also places his first *Great American Songbook* at No. 44 — major gains are posted by Arista Nashville's Alan Jackson

(+46%), Wind-up's Evanescence (+57%), Warner Bros.' Linkin Park (+48%), Columbia's Beyoncé (+45%), Walt Disney Rec-ords' Cheetah Girls soundtrack (+53%), Blue Note's Norah Jones (+40%), Mercury/IDJMG's Shania Twain (+45%) and WB's Red Hot Chili Peppers (+43%).



Musiq

Next week: Look for Jive's Joe, Roc-A-Fella/IDJMG's Memphis Bleek and Universal's Raekwon to hit the top 50.

FCC

Continued from Page 1
restrictions, but the FCC instead re-wrote the rules to slow radio consolidation.

First, the FCC adopted Arbitron's geographically based, more restrictive method for defining radio markets, abandoning its old service-contour-based method. Now, a station's geographic location alone determines its market, resulting in fewer stations per market. Meanwhile, the FCC is investigating methods to measure unrated markets. A modified version of the contour-based method is currently in use.

The FCC grandfathered ownership of existing clusters that exceed the new limits, but in order to sell those clusters intact, owners must find either a small-business or a minority buyer.

Cross-Ownership Rewritten

The FCC replaced its decades-old newspaper-broadcast cross-ownership rules with broad cross-media restrictions that limit how many radio stations an owner can have in a market where it also owns a TV station or newspaper.

The new regulations are based on television-station reach. No cross-ownership prohibitions exist in markets with nine or more TV stations, but cross-ownership is prohibited in markets with three or fewer TV stations. Other combinations are allowed, with give and take among various media, in markets that fall in between.

While acknowledging the comments he received from the general public, FCC Chairman **Michael Powell** said rewriting the FCC's ownership rules required more than just an emotional reaction to the idea of big media. "I have heard the concerns expressed by the public about excessive consolidation," he said. "Though such generalized worries do not clearly suggest specific answers to the specific issues the commission must address, they have introduced a note of caution."

"Keeping the old rules exactly as they are, as some so stridently suggest, was not a viable option. Without [this] surgery, the rules would assuredly meet a swift death."

Rules Face Challenges

Indeed, efforts to kill the new rules have been underway since they were adopted. The first challenge came on July 15, when Sens. **Byron Dorgan**, **Russ Feingold** and **Trent Lott** introduced a rarely used Senate Joint Resolution to revoke the rules and restore the previous regulations. The Congressional Review Act gives Congress authority to veto action by a federal agency if it believes the agency has erred.

The Senate on Sept. 16 voted 55-40 in favor of the measure, but there is doubt about whether the House of Representatives will ever approve it. Plus, the White House has threatened a veto.

Meanwhile, the Prometheus Radio

Project successfully petitioned a federal appeals court to temporarily stay the FCC's rules, which were slated to become effective on Sept. 4, and separately asked the court to revoke the rules. The stay was approved on Sept. 3 and should remain in effect until either the court rules on the revocation request or until Congress acts on the resolution of disapproval.



Dorgan

On Dec. 9 the FCC filed an opposition to Prometheus' revocation request. "The commission's revised rules do not, by any stretch of the imagination, 'eviscerate the system of media-ownership regulation,' as Prometheus contends," the FCC said. "The revised rules leave in place a comprehensive set of ownership limitations that

continue to restrain multiple ownership of broadcast stations in local markets, regulate cross-ownership and cap the national reach of national television-station groups."

Localism Investigated

The FCC heard repeated concerns during its ownership-rules review about allowing big media companies to grow larger. Saying his agency "heard the voice of public concern loud and clear," Powell on Aug. 20 launched a "Localism in Broadcasting" initiative to ensure broadcasters are serving local communities.

"It is time for the commission to address this head-on," Powell said, adding that a task force would be created to gather data and advise the FCC on the project. Specifically, the program will address how voice-tracking affects local service.

As part of the localism plan, the agency opened a filing window to allow applicants with mutually exclusive applications to submit major changes to their applications, something ordinarily permitted only during specified time frames.

Meanwhile, the FCC in July released a Mitre Corp. report that suggested third-adjacent-channel restrictions established to protect full-power radio stations from low-power-FM interference may be unnecessary. The report said LPFM stations can operate on third-adjacent channels as long as certain distance separations are maintained between LPFM stations and full-power receivers. Mitre added that LPFM stations likely won't interfere with digital radio receivers at a distance of more than 130 meters.

Infinity Fines

On Oct. 2 the FCC imposed the statutory maximum \$357,000 fine against Infinity's WNEW/New York for the now-infamous "Sex for Sam" contest held by then-afternoon hosts **Opie & Anthony**. Contestants won Sam Adams beer for having sex in unusual places, and the duo drew the fine and pink slips from Infinity for broadcasting a couple allegedly having sex in New York's St. Patrick's Cathedral. The FCC received over 500 complaints about the August 2002 incident.

Meanwhile, back in April, Infinity's WKRK/Detroit was hit with a \$27,500

indecent fine after the afternoon duo of **Deminski & Doyle** held graphic sexual discussions with a caller during a 30-minute broadcast in January. Adjusting the WKRK fine upward based on the "egregious nature" of the violation, the FCC warned broadcasters that it would in the future consider license revocations over indecent broadcasts. "The commission will not hesitate to adopt strong enforcement actions in the future, including possible license revocation," it said.

Infinity plans to fight both penalties. On Nov. 12 it told the FCC that it "respectfully declines" to pay the **Opie & Anthony** fine, arguing that the broadcast in question contained only "oblique references and innuendo" that didn't violate the FCC's indecency rules.

HBC-Univision Merger Granted

After a six-month delay to review Univision's ownership stake in Entravision, on Sept. 22 the FCC finally granted the HBC-Univision merger. However, the FCC conditioned the approval on HBC's selling some radio stations in Houston and Albuquerque to comply with its radio-ownership rules and on Univision's pledge to convert its Entravision stake into nonvoting stock and its promise to reduce the stake to 10%. The companies immediately closed the deal. With the merger, HBC Chairman/CEO **Mac Tichenor** became President of Univision Radio.

In other news, FCC Commissioner **Jonathan Adelstein** said during a Nov. 5 address that he wants to launch an inquiry into whether payola still exists in radio, what form it's taking if it does, and whether current FCC regulations can stop it. "This issue affects a range of people, from artists and musicians to labor and retailers," he said. "Every person who listens to radio is affected by this issue."

KZMP

Continued from Page 3

The new KZMP signal gives El Gato coverage of the northern portions of the metropolitan area, including such areas as Denton, Plano and Sherman, TX. Super Estrella's new signal gives it city-grade coverage in all of Tarrant County and most of Dallas County, as well as Ardmore, OK to the north and Wichita Falls, TX to the northwest.

Lava

Continued from Page 3

Delaney have consistently proven to be invaluable team players, as evidenced by their excellent work promoting recent releases by Smile Empty Soul, Simple Plan, O.A.R., Authority Zero and Unwritten Law. Meanwhile, Chris has proven himself to be ideally qualified to take on the challenges of his newly expanded role within the promotion department."



10100 Santa Monica Blvd., Third Floor • Los Angeles CA 90067-4004
Tel (310) 553-4330 • Fax (310) 203-9763
www.radioandrecords.com

EDITORIAL

- EXECUTIVE EDITOR **JEFF GREEN** • jgreen@radioandrecords.com
- MANAGING EDITOR **RICHARD LANGE** • rlange@radioandrecords.com
- ASSOCIATE MANAGING EDITOR **BRIDA CONNOLLY** • bconnolly@radioandrecords.com
- NEWS EDITOR **JULIE GIDLOW** • jgidlow@radioandrecords.com
- MUSIC EDITOR **FRANK CORREIA** • fcorreia@radioandrecords.com
- RADIO EDITOR **ADAM JACOBSON** • ajacobson@radioandrecords.com
- ASSOCIATE RADIO EDITOR **KEITH BERMAN** • kberman@radioandrecords.com
- ASSOCIATE EDITOR **CARRIE HAYWARD** • chayward@radioandrecords.com
- ASSOCIATE EDITOR **MICHAEL TRIAS** • mtrias@radioandrecords.com
- AC/HOT AC EDITOR **ANGELA PERELLI** • aperelli@radioandrecords.com
- ALTERNATIVE EDITOR **MAX TOLKOFF** • mtolkoff@radioandrecords.com
- CHR/POP EDITOR **KEVIN CARTER** • kcarter@radioandrecords.com
- CHR/RHYTHMIC EDITOR **DONTAY THOMPSON** • dthompson@radioandrecords.com
- CHRISTIAN EDITOR **RICK WELKE** • rwelke@radioandrecords.com
- COUNTRY EDITOR **LON HELTON** • lhelton@radioandrecords.com
- LATIN FORMATS EDITOR **JACKIE MADRIGAL** • jmadrigal@radioandrecords.com
- NEWS/TALK/SPORTS EDITOR **AL PETERSON** • apeterson@radioandrecords.com
- ROCK EDITOR **CYNDEE MAXWELL** • cmaxwell@radioandrecords.com
- SMOOTH JAZZ EDITOR **CAROL ARCHER** • carcher@radioandrecords.com
- TRIPLE A EDITOR **JOHN SCHOENBERGER** • jschoenberger@radioandrecords.com
- URBAN EDITOR **DANA HALL** • dhall@radioandrecords.com

MUSIC OPERATIONS

- SR. VP/MUSIC OPERATIONS **KEVIN MCCABE** • kmccabe@radioandrecords.com
- DIRECTOR/OPERATIONS **AL MACHERA** • amachera@radioandrecords.com
- DIRECTOR/DIGITAL INITIATIVES **GREG MAFFEI** • gmaffi@radioandrecords.com
- CHARTS & MUSIC MANAGER **ROB AGNOLETTI** • ragnoletti@radioandrecords.com
- PRODUCT & TECH SUPPORT MGR. **JOSH BENNETT** • jbennett@radioandrecords.com
- PRODUCT MANAGER **MIKE THACKER** • mthacker@radioandrecords.com
- CHART COORDINATOR/LATIN **MARCELA GARCIA** • magarcia@radioandrecords.com
- COORDINATOR **MARK BROWER** • mbrower@radioandrecords.com

BUREAU

- 7900 Wisconsin Avenue #400 • Bethesda, MD 20814 • Tel (301) 951-9050 • Fax (301) 951-9051
- ASSOCIATE EDITOR **JOE HOWARD** • jhoward@radioandrecords.com
- 1106 16th Avenue South • Nashville, TN 37212 • Tel (615) 244-8822 • Fax (615) 248-6655
- BUREAU CHIEF **LON HELTON** • lhelton@radioandrecords.com
- ASSOCIATE COUNTRY EDITOR **CHUCK ALY** • caly@radioandrecords.com

CIRCULATION

- CIRCULATION MANAGER **JIM HANSON** • jhanson@radioandrecords.com
- ASST. CIRCULATION MANAGER **CRISTINA RUBIO** • crubio@radioandrecords.com

INFORMATION TECHNOLOGY

- DIRECTOR **SAEID IRVANI** • sirvani@radioandrecords.com
- LEAD DEVELOPER **CECIL PHILLIPS** • cphillips@radioandrecords.com
- APPLICATION DEVELOPER **HAMID IRVANI** • hirvani@radioandrecords.com
- WEB DEVELOPER **ABHIJIT JOGLEKAR** • ajoglekar@radioandrecords.com
- WEB/APPLICATION DEVELOPER **AMIT GUPTA** • agupta@radioandrecords.com
- NETWORK ADMINISTRATOR **DAVID PUCKETT** • dpuckett@radioandrecords.com
- SYSTEM ADMINISTRATOR **JOSE DE LEON** • jdeleon@radioandrecords.com
- DATABASE ADMINISTRATOR **PUNEET PARASHAR** • pparashar@radioandrecords.com

PRODUCTION

- DIRECTOR **KENT THOMAS** • kthomas@radioandrecords.com
- MANAGER **ROGER ZUMWALT** • rzumwalt@radioandrecords.com
- GRAPHICS **FRANK LOPEZ** • flopez@radioandrecords.com
- GRAPHICS **DELIA RUBIO** • drubio@radioandrecords.com

DESIGN

- DIRECTOR **TIM KUMMEROW** • tkummerow@radioandrecords.com
- AD DESIGN MANAGER **EULALAE C. NARIDO II** • bnarido@radioandrecords.com
- DESIGN **SUSAN SHANKIN** • sshankin@radioandrecords.com
- DESIGN **GLORIOSO FAJARDO** • gfajardo@radioandrecords.com
- DESIGN CONSULTANT **GARY VAN DER STEUR** • gvdsteur@radioandrecords.com
- DESIGN CONSULTANT **CARL HARMON** • charmon@radioandrecords.com

ADVERTISING

- DIRECTOR/SALES **HENRY MOWRY** • hmowry@radioandrecords.com
- ADVERTISING COORDINATOR **NANCY HOFF** • nhoff@radioandrecords.com
- SALES REPRESENTATIVE **JENNIFER ALLEN** • jallen@radioandrecords.com
- SALES REPRESENTATIVE **JESSICA HARRELL** • jharrell@radioandrecords.com
- SALES REPRESENTATIVE **LINDA JOHNSON** • ljohnson@radioandrecords.com
- SALES REPRESENTATIVE **LISA LINARES** • llinares@radioandrecords.com
- SALES REPRESENTATIVE **ERN LLAMADO** • ellamado@radioandrecords.com
- SALES REPRESENTATIVE **KAREN MUMAW** • kmumaw@radioandrecords.com
- SALES REPRESENTATIVE **KRISTY REEVES** • kreeves@radioandrecords.com
- SALES REPRESENTATIVE **STEVE RESNIK** • sresnik@radioandrecords.com
- SALES REPRESENTATIVE **MICHELLE RICH** • mrich@radioandrecords.com
- SALES REPRESENTATIVE **BROOKE WILLIAMS** • bwilliams@radioandrecords.com
- SALES ASSISTANT **MARIA PARKER** • mparker@radioandrecords.com

FINANCE

- CHIEF FINANCIAL OFFICER **FRANK COMMONS** • fcommons@radioandrecords.com
- COMPTROLLER **MARIA ABUIYSA** • mabuiysa@radioandrecords.com
- ACCTG. SUPERVISOR/PAYROLL MGR. **MAGDA LIZARDO** • mlizardo@radioandrecords.com
- CREDIT AND COLLECTIONS **WHITNEY MOLLAHAN** • wmollahan@radioandrecords.com
- BILLING ADMINISTRATOR **ERNESTINA RODRIGUEZ** • erodriguez@radioandrecords.com
- BILLING ADMINISTRATOR **GLENDA VICTORES** • gvictores@radioandrecords.com
- ACCOUNTING ASSISTANT **SUSANNA PEDRAZA** • spedraza@radioandrecords.com

ADMINISTRATION

- PUBLISHER/CEO **ERICA FARBER** • efarber@radioandrecords.com
- DIRECTOR/OPERATIONS **PAGE BEAVER** • pbeaver@radioandrecords.com
- GENERAL COUNSEL/DIRECTOR HR **LISE DEARY** • ldeary@radioandrecords.com
- DIRECTOR OF CONVENTIONS **JACQUELINE LENNON** • jlennon@radioandrecords.com
- EXECUTIVE ASSISTANT **TED KOZLOWSKI** • tkozlowski@radioandrecords.com
- OFFICE ADMIN/RECEPTION **JUANITA NEWTON** • jnewton@radioandrecords.com
- MAILROOM **ROB SPARAGO** • rsparago@radioandrecords.com

A Perry Capital Corporation

Stations and their adds listed alphabetically by market

WFLY/Albany, NY*
 PD: Donnie Michaels
 MD: John Fox
 1 KYLIE MINOUE
 RUBEN STUDDARD
 FEFE DOBSON
 JAGGED EDGE
 NICK CANNON

WKFF/Albany, NY*
 PD: Rob Dawes
 ASHANTI
 WIDELIFE W/ SIMONE DENNY
 TWISTA IKANYE WEST & JAMIE FOXX

KQID/Alexandria, LA
 PD: Ron Roberts
 6 MAROON 5
 MYA
 SARAH MCLACHLAN
 KID ROCK

WAEB/Allentown, PA*
 PD: Laura St. James
 MD: Mike Kelly
 11 KELIS
 4 OUTCAST
 4 KELLY CLARKSON
 KYLE DEAN

KPRF/Amarillo, TX
 DM: Les Montgomery
 PD/MD: Marshal Blevins
 23 FUEL
 19 JAY-Z
 20 NELY FURTADO
 16 JOSH KELLEY
 6 JESSICA SIMPSON
 6 NICK CANNON
 6 D.A.R.
 4 MYA

WDX/APpliton, WI*
 PD/MD: David Burns
 3 JAY-Z
 2 TRIN
 SWITCHFOOT
 DAVE MATTHEWS

WSTR/Atlanta, GA*
 DM: Charlie Brown
 PD: Dan Bowen
 APD: J.R. Ammons
 MD: Michael Chase
 GOOD CHARLOTTE

WWOQ/Atlanta, GA*
 DM/MD: Dylan Sprague
 MD: Jeff Miles
 DAVE MATTHEWS
 BRITNEY SPEARS
 EMINEM

WAYW/Atlantic City, NJ*
 PD/MD: Paul Kelly
 MYA
 DAVE MATTHEWS
 KYLIE MINOUE
 RUBEN STUDDARD

WZNY/Augusta, GA*
 PD: Jana Surfer
 1 PINK
 BEYONCE
 SHERYL CROW
 LIMP BIZKIT

KHFI/Austin, TX*
 PD/MD: Tommy Austin
 1 JESSICA SIMPSON
 FEFE DOBSON
 JASON MRAZ
 MYA

WFME/Baton Rouge, LA*
 PD: Kevin Campbell
 MYA
 MARY J. BLIGE VEVE
 NICK CANNON

KQXY/Beaumont, TX*
 PD/MD: Brandin Shaw
 APD: Patrick Sanders
 4 KELIS

WXYK/Biloxi, MS*
 PD: Kyle Curley
 MD: Lucas
 2 BEYONCE
 FUEL
 KYLIE MINOUE
 JC CHASEZ

WMRV/Binghamton, NY
 DM: Jim Free
 PD/MD: Bobby D
 APD: Selena
 23 BARENKAT LADIES
 15 BABY BASH

WQEN/Birmingham, AL*
 PD: Johnny V.
 MD: Madison Reeves
 DAVE MATTHEWS

KSAS/Boise, ID*
 PD: Hoss Gritz
 10 GOOD CHARLOTTE
 MYA
 WIDELIFE W/ SIMONE DENNY
 EMINEM

KZMG/Boise, ID*
 PD: Jim Allen
 No Adds

WXKS/Boston, MA*
 DM: Dale Dorman
 PD: Cadillac Jack McCartney
 APD/MD: David Corey
 HILARY DUFF

WKSE/Buffalo, NY*
 PD: Dave Universal
 MD: Brian Wilde
 1 MYA
 TWISTA IKANYE WEST & JAMIE FOXX
 JIMEDI

WXXX/Burlington*
 PD/MD: Ben Hamilton
 APD: Pete Belair
 1 EVANESCENCE
 DAVE MATTHEWS
 SARAH MCLACHLAN
 TWISTA IKANYE WEST & JAMIE FOXX
 RUBEN STUDDARD
 LASGO

WYYB/Daytona Beach, FL*
 PD: Kette
 1 KYLIE MINOUE
 DAVE MATTHEWS
 MARY J. BLIGE VEVE

WZKL/Canton, OH*
 PD: Jim Lawson
 MD: John Stewart
 JC CHASEZ
 BLACK EYED PEAS

WRZE/Cape Cod, MA
 DM: Steve McVie
 PD/MD: Shane Blue
 EVANESCENCE
 LINNIN PARK
 MARY J. BLIGE VEVE
 BRITNEY SPEARS
 ORIGINAL MASTER

WSSX/Charleston, SC*
 PD: Mike Edwards
 APD/MD: Karen Paige
 MYA
 JAY-Z
 BRITNEY SPEARS
 KID ROCK

WYSR/Charleston, WV
 DM: Jeff Whitehead
 MD: Mike Kelly
 APD: Kid Conley
 MD: Apollo
 ALICIA KEYS

WNKS/Charlotte*
 SM: Rob Whitehead
 PD/MD: John Reynolds
 MD: Kelli Reynolds
 13 CHINGY T-SHOOP DOGG & LUDACRIS
 JC CHASEZ

WKXL/Chattanooga, TN*
 DM: Clay Hunicutt
 PD: Tommy Chuck
 MD: Riggs
 4 FUEL
 3 KELLY CLARKSON
 1 MARY J. BLIGE VEVE
 1 JAY-Z

WKSC/Chicago, IL*
 PD: Rod Phillips
 MD: Jeff Murray
 ALICIA KEYS

KLRS/Chico, CA
 PD/MD: Eric Brown
 11 MYA

WKFS/Cincinnati, OH*
 DM: Scott Reinhart
 PD: Donna DeCoster
 APD/MD: Eddie Rupp
 5 ALICIA KEYS
 SARAH CORNER
 WIDELIFE W/ SIMONE DENNY
 TWISTA IKANYE WEST & JAMIE FOXX

WAKS/Cleveland, OH*
 DM: Kevin Metheny
 PD: Dan Mason
 APD/MD: Kasper
 MYA
 BRITNEY SPEARS
 RUBEN STUDDARD

KKMG/Colorado Springs, CO*
 DM: Bobby Irwin
 PD: Chad Ruter
 1 MYA
 TWISTA IKANYE WEST & JAMIE FOXX
 BLACK EYED PEAS

WNOK/Columbia, SC*
 DM: Dan Balla
 PD: T.J. McKay
 APD: Sammy Owens
 MD: Paccho
 3 DIDD
 GOOD CHARLOTTE
 EMINEM

WJMX/Florence, SC
 DM: Dave Allan
 PD/MD: Scotty G.
 APD: Kidd Phillips
 STAND
 TWISTA IKANYE WEST & JAMIE FOXX

WBFA/Columbus, GA
 DM: Brian Waters
 PD/MD: Wes Carroll
 APD: Amanda Lister
 1 GOOD CHARLOTTE
 1 BEYONCE
 1 WIDELIFE W/ SIMONE DENNY
 1 BRITNEY SPEARS

WCGO/Columbus, GA
 DM/MD: Bob Quick
 1 MYA
 1 DAVE MATTHEWS
 1 KYLIE MINOUE
 1 BRITNEY SPEARS

WNCI/Columbus, OH*
 PD: Jimmy Steele
 APD/MD: Joe Kelly
 1 GOOD CHARLOTTE
 EVANESCENCE

KHKS/Dallas, TX*
 PD: Brian Bridgman
 APD/MD: Fernando Ventura
 No Adds

KRBB/Dallas, TX*
 PD: Dan Kietley
 MD: Alex Valentine
 APD: Bethany Parks
 WIDELIFE W/ SIMONE DENNY
 JAY-Z
 RUBEN STUDDARD

WKDF/Dayton, OH*
 DM: Tony Tibbitt
 PD: Matt Johnson
 1 NICK CANNON
 ALICIA KEYS
 KYLIE MINOUE
 MYA

WGTZ/Dayton, OH*
 DM: L.J. Nunes
 PD/MD: Scott Sharp
 No Adds

WYKS/Gainesville, FL*
 PD/MD: Jen Banta
 MD: Mike Forte
 32 RUBEN STUDDARD
 20 SUSIE FOSTER
 13 SARAH MCLACHLAN
 9 SWITCHFOOT
 7 MARY J. BLIGE VEVE
 WIDELIFE W/ SIMONE DENNY
 MYA
 DAVE MATTHEWS
 BRITNEY SPEARS

WNSX/Grand Rapids, MI*
 PD/MD: Eric D'Brien
 4 YING YING LILY, JON & EASTSIDE BOYZ
 3 GOOD CHARLOTTE
 P.D.D.
 MYA

KFMD/Denver, CO*
 PD: Jeff McHugh
 APD: Terrie Knight
 MD: Marcia Gan
 MYA
 JESSICA SIMPSON

KKDM/Des Moines, IA*
 PD/MD: Greg Chance
 SWITCHFOOT

WDRQ/Detroit, MI*
 PD: Alex Tear
 APD: Jay Towers
 MD: Keith Curry
 BEYONCE
 SHERYL CROW
 KID ROCK

WKQI/Detroit, MI*
 PD: Dan Theodore
 MD: Beau Daniels
 5 BEYONCE
 5 WESTSIDE CONNECTION
 4 SARAH CORNER
 3 JAGGED EDGE
 1 TWISTA IKANYE WEST & JAMIE FOXX
 WIDELIFE W/ SIMONE DENNY

XHTO/EI Paso, TX*
 PD/MD: Francisco Aguirre
 MARY J. BLIGE VEVE

WLVI/Elmira, NY
 DM/MD: Mike Strobel
 MD: Brian Stoll
 12 JOHN MAVER
 12 NELY FURTADO & MURPHY LEE
 5 ALICIA KEYS
 4 JC CHASEZ
 1 MARY J. BLIGE VEVE
 MYA
 JAGGED EDGE

WRTE/Erie, PA
 DM: Rick Rambaiko
 PD: Jeff Hurley
 APD/MD: Karen Black
 3 MYA
 RUBEN STUDDARD

KDLK/Eugene, OR
 DM: Chris Sampert
 PD: Valerie Steele
 10 KELLY CLARKSON
 8 SHERYL CROW
 6 KYLE DEAN

WSTO/Evansville, IN
 PD: Keith Allen
 APD: Brad Booker
 MD: Josh Strickland
 32 LIZ PHAIR
 STAND
 KIMBERLEY LOCKE
 GOOD CHARLOTTE

KMFX/Fayetteville, AR
 DM: Tom Travis
 APD/MD: Ike D.
 13 PINK
 11 MYA

WWCK/Film, MI*
 PD: Scott Free
 LINNIN PARK
 EMINEM

WJMY/Florence, SC
 DM: Dave Allan
 PD/MD: Scotty G.
 APD: Kidd Phillips
 STAND
 TWISTA IKANYE WEST & JAMIE FOXX

KWYE/Fresno, CA*
 PD: Mike Yeager
 APD: Rydie
 MD: Nikki Thomas
 3 JAY-Z

KSME/Ft. Collins, CO*
 PD: Chris Kelly
 MD: Jo Jo Turbeaugh
 MYA

WXKB/Ft. Myers, FL*
 PD: Chris Cue
 APD/MD: Randy Sheryn
 EVANESCENCE
 WIDELIFE W/ SIMONE DENNY

KISR/Ft. Smith, AR
 DM: Rick Hayes
 PD: Fred Baker, Jr.
 APD/MD: Michael Okham
 5 MYA
 5 MARY J. BLIGE VEVE
 5 RUBEN STUDDARD
 5 ORIGINAL MASTER

KZBB/Ft. Smith, AR
 DM: Lee Matthews
 PD/MD: Todd Chase
 5 BEYONCE
 5 JESSICA SIMPSON

WNHT/Ft. Wayne, IN*
 DM/MD: Dave Eubanks
 LASGO
 MYA
 JAGGED EDGE
 LIMP BIZKIT
 KYLIE MINOUE

WYKS/Gainesville, FL*
 PD/MD: Jen Banta
 MD: Mike Forte
 32 RUBEN STUDDARD
 20 SUSIE FOSTER
 13 SARAH MCLACHLAN
 9 SWITCHFOOT
 7 MARY J. BLIGE VEVE
 WIDELIFE W/ SIMONE DENNY
 MYA
 DAVE MATTHEWS
 BRITNEY SPEARS

WNSX/Grand Rapids, MI*
 PD/MD: Eric D'Brien
 4 YING YING LILY, JON & EASTSIDE BOYZ
 3 GOOD CHARLOTTE
 P.D.D.
 MYA

WVST/Knoxville, TN*
 PD: Rich Bailey
 MD: Scott Bohannon
 6 SHERYL CROW
 3 GOOD CHARLOTTE
 1 PINK

WKZL/Greensboro, NC*
 PD: Jeff McHugh
 APD: Terrie Knight
 MD: Marcia Gan
 MYA
 JESSICA SIMPSON

WERO/Greenville, NC*
 PD: Tony Banks
 APD/MD: Chris Mann
 SWITCHFOOT
 JAY-Z
 JC CHASEZ
 PINK

WRHT/Greenville, NC*
 DM/MD: Jeff Davis
 MD: Blake Larson
 3 KYLIE MINOUE
 KID ROCK
 MYA
 DAVE MATTHEWS
 TWISTA IKANYE WEST & JAMIE FOXX

WFBC/Greenville, SC*
 PD: Nikki Nae
 APD/MD: Tias Schuster
 1 NICK CANNON

WHKF/Harrisburg, PA*
 DM/MD: Michael McCoy
 27 AIA
 MYA
 ALICIA KEYS

WKSS/Hartford, CT*
 PD: Rick Vaughn
 MD: Jo Jo Brooks
 2 LASGO
 KYLE DEAN

KRBE/Houston, TX*
 PD: Tracy Austin
 MD: Leslie White
 1 KELIS
 LIMP BIZKIT
 MARY J. BLIGE VEVE
 ALICIA KEYS
 KYLIE MINOUE

WKEE/Huntington
 PD: Jim Davis
 APD/MD: Gary Miller
 EVANESCENCE
 KELIS
 OUTCAST

WZYP/Huntsville, AL*
 PD: Bill West
 MD: Aly "Lisa" Elliott
 No Adds

WNQU/Indianapolis, IN*
 DM: David Edgar
 PD: Chris Edge
 MD: Doc Miller
 3 FUEL
 1 EVANESCENCE
 JASON MRAZ
 MARY J. BLIGE VEVE
 ALICIA KEYS
 JAY-Z

WDBT/Jackson, MS*
 DM: Steve Kelly
 PD/MD: Jonathan Reed
 APD: Torrez
 11 MARY J. BLIGE VEVE
 KYLE DEAN
 ALICIA KEYS
 JC CHASEZ

WYQY/Jackson, MS*
 PD: Tom Freeman
 MD: Kris Fisher
 MYA
 DAVE MATTHEWS
 OUTCAST
 WIDELIFE W/ SIMONE DENNY
 BRITNEY SPEARS

WAFE/Jacksonville, FL*
 DM/MD: Cal Thomas
 MD: Tony Mann
 1 JESSICA SIMPSON
 KIMBERLEY LOCKE
 AIA

WFKS/Jacksonville, FL*
 PD: Bo Matthews
 MD: Mack
 2 BRITNEY SPEARS
 2 WIDELIFE W/ SIMONE DENNY

WAEZ/Johnson City*
 PD: Jay Patrik
 APD/MD: Izzy Real
 ALICIA KEYS

WGLU/Johnstown, PA
 PD: Mich Edwards
 APD/MD: Jonathan Reed
 LINNIN PARK
 PINK

WKFR/Kalamazoo, MI
 DM: Mike Kelly
 PD/MD: Woody Houston
 No Adds

KCHZ/Kansas City, MO*
 DM/MD: Dave Johnson
 APD: Eric Todd
 MD: Joseph Ludy
 1 RUBEN STUDDARD
 1 BUBBA SPAROOK
 BRITNEY SPEARS

KMXX/Kansas City, MO*
 MD: Holly Clark
 11 GOOD CHARLOTTE
 DAVE MATTHEWS
 WIDELIFE W/ SIMONE DENNY
 HILARY DUFF
 RUBEN STUDDARD

WYOK/Mobile, AL*
 DM: Jim Mahanay
 PD: Ted Striker
 APD/MD: Scott Adams
 4 JC CHASEZ
 KYLE DEAN

KSMB/Lafayette, LA*
 PD/MD: Wes McCain
 4 JASON MRAZ
 MYA
 MARY J. BLIGE VEVE
 KYLIE MINOUE
 BRITNEY SPEARS
 KID ROCK

WLAN/Lancaster, PA*
 DM: Michael McCoy
 PD: JT Bosch
 APD/MD: Holly Love
 5 OUTCAST
 4 GOOD CHARLOTTE
 1 DIDD
 MYA
 ALICIA KEYS

WHZZ/Lansing, MI*
 PD: Dave B. Goode
 15 OUTCAST
 4 OUTCAST
 1 GOOD CHARLOTTE
 BEYONCE

WLTA/Lexington, KY*
 PD/MD: Wes McCain
 MD: Kelly Clarkson
 SWITCHFOOT
 NICK CANNON

KFRX/Lincoln, NE
 DM: Coby Wach
 PD: Ryan Sampson
 APD: Larry Fretze
 MD: Adam Michaels
 STAINED
 MARY J. BLIGE VEVE

KLAL/Little Rock, AR*
 PD: Randy Cain
 APD: Ed Johnson
 MD: Sydney Taylor
 MYA
 DAVE MATTHEWS
 KID ROCK
 EMINEM

KISA/Los Angeles, CA*
 PD: John Ivey
 APD/MD: Julie Pilot
 1 LASGO
 WIDELIFE W/ SIMONE DENNY
 ALICIA KEYS
 MURPHY LEE UERMAINE DUPRI

WKCI/New Haven, CT*
 MD: Kerry Collins
 3 KELLY CLARKSON
 LIMP BIZKIT
 WIDELIFE W/ SIMONE DENNY

WZFB/New Orleans, LA*
 DM/MD: John Roberts
 MD: Steve G.
 1 SIMPLE PLAN
 MARY J. BLIGE VEVE
 JC CHASEZ

WHTZ/New York, NY*
 PD: Tom Poleman
 APD: Sharon Dastur
 MD: Paul "Cubby" Bryant
 2 RUBEN STUDDARD
 2 SWITCHFOOT
 HILARY DUFF

KZIL/Lubbock, TX
 DM: Wes Hessmann
 PD/MD: Kidd Carson
 2 ALICIA KEYS

WMBG/Macon, GA
 DM: Jeff Rivers
 PD/MD: Hank Brignond
 No Adds

WZEE/Madison, WI*
 DM: Mike Ferris
 PD/MD: Tommy Bodean
 MURPHY LEE UERMAINE DUPRI

WJYY/Manchester, NH
 PD: Harry Kozlowski
 APD/MD: A.J. Dukette
 15 BARENKAT LADIES
 FEFE DOBSON
 DAVE MATTHEWS

KBFM/McAllen, TX*
 DM: Billy Santiago
 PD: Tony Fortin
 APD/MD: Jeff DeWitt
 No Adds

WXXL/Orlando, FL*
 DM/MD: Adam Cook
 APD/MD: Pete De Graaf
 No Adds

WAOA/Melbourne, FL*
 PD/MD: Beau Richards
 No Adds

WPPY/Peoria, IL
 PD/MD: Mike Stechman
 2 JASON MRAZ
 2 EVANESCENCE
 1 JESSICA SIMPSON
 1 ALICIA KEYS
 1 SWITCHFOOT

WIDQ/Philadelphia, PA*
 PD: Todd Shannon
 APD/MD: Marian Newsome
 GOOD CHARLOTTE
 KYLE DEAN

WBZZ/Pittsburgh, PA*
 DM: Keith Clark
 PD: Ryan Mill
 MD: Kobe
 9 MYA
 7 LINNIN PARK

WKST/Pittsburgh, PA*
 PD: Mark Anderson
 APD/MD: Dino Robitaille
 No Adds

WJBO/Portland, ME
 DM/MD: Tim Moore
 MD: Mike Adams
 DAVE MATTHEWS
 WIDELIFE W/ SIMONE DENNY
 KELLY CLARKSON

WBBO/Monmouth, NJ*
 PD/MD: Bobby Novosad
 4 JASON MRAZ
 MYA
 MARY J. BLIGE VEVE
 KYLIE MINOUE
 BRITNEY SPEARS
 KID ROCK

WHHY/Montgomery, AL
 DM: Bill Jones
 PD: Karen Rite
 APD/MD: Keith Scott
 1 KYLE DEAN

WVAQ/Morgantown, WV
 DM: Hoppy Kerchner
 PD: Lucy Neff
 GOOD CHARLOTTE
 MYA
 JAGGED EDGE
 P.D.D.
 JAY-Z

WWXM/Myrtle Beach, SC
 PD/MD: Wally Berlingen
 APD: Jill Reddcliff
 7 DIDD
 7 FUEL
 MYA

WRVW/Nashville, TN*
 PD/MD: Rich Davis
 3 FUEL
 LINNIN PARK

WBLI/Nassau, NY*
 DM: Nancy Cambino
 PD: J.J. Rice
 APD: Al Levine
 MD: LJ Zabelski
 No Adds

WFHN/New Bedford, MA
 PD: James Reitz
 MD: David Duran
 2 MYA

WCIJ/New Haven, CT*
 MD: Kerry Collins
 3 KELLY CLARKSON
 LIMP BIZKIT
 WIDELIFE W/ SIMONE DENNY

WZLW/New Orleans, LA*
 DM/MD: John Roberts
 MD: Steve G.
 1 SIMPLE PLAN
 MARY J. BLIGE VEVE
 JC CHASEZ

WHTZ/New York, NY*
 PD: Tom Poleman
 APD: Sharon Dastur
 MD: Paul "Cubby" Bryant
 2 RUBEN STUDDARD
 2 SWITCHFOOT
 HILARY DUFF

KBAT/Odessa, TX
 DM: John Moesch
 MD: Leo Caro
 10 GOOD CHARLOTTE
 10 JESSICA SIMPSON

KCRS/Odessa, TX
 APD/MD: Kathy Radwin
 33 BRITNEY SPEARS
 32 BEYONCE
 31 JESSICA SIMPSON
 26 SHERYL CROW
 LINNIN PARK
 MYA

KJYO/Oklahoma City, OK*
 PD: Mike McCoy
 MD: J. Rod
 3 EVANESCENCE
 MYA
 DAVE MATTHEWS
 WIDELIFE W/ SIMONE DENNY

KKQK/Omaha, NE*
 PD: Lucas
 1 SIMPLE PLAN
 KYLIE MINOUE
 RUBEN STUDDARD
 MYA

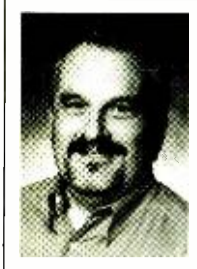
WXXL/Orlando, FL*
 DM/MD: Adam Cook
 APD/MD: Pete De Graaf
 No Adds

WPPY/Peoria, IL
 PD/MD: Mike Stechman
 2 JASON MRAZ
 2 EVANESCENCE
 1 JESSICA SIMPSON
 1 ALICIA KEYS
 1 SWITCHFOOT

WIDQ/Philadelphia, PA*
 PD: Todd Shannon
 APD/MD: Marian Newsome
 GOOD CHARLOTTE
 KYLE DEAN

WBZZ/Pittsburgh, PA*
 DM: Keith Clark
 PD: Ryan Mill
 MD: Kobe
 9 MYA
 7 LINNIN PARK

WKST/Pittsburgh, PA*



2003: Seemed Like It Lasted A Year, Didn't It?

A laundry list of people moves and station flips

We laughed. We cried. We continued to fight the Great Ratings Battle. We packed up our stuff and schlepped it halfway across the country for a new gig. And so it goes, year after year.

It was an interesting year, to say the least. We saw veteran stations reach milestones, we saw old friends change jobs and spend some time on the beach, and we saw young up-and-comers get their first shots at programming a station. Since our memory isn't so good, we went back through tons of faxes and e-mails to bring you a recap of some of the changes of 2003. Here's to a great 2004 for all of us!

January

KKSS/Albuquerque PD **Tom "Jammer" Naylor** replaces **Rik McNeil** as PD of KFMS/Las Vegas, which gets all crazy with a Rhythmic format as KWID (Wild 102)... WBTT/Ft. Myers PD **Bo Matthews** becomes PD at Pop WFKS and Alternative WPLA in Jacksonville ... WKFS & WVMX/Cincinnati OM **BJ Harris** exits as **Scott Reinhardt**, OM/PD of sisters WOFX & WEBM/Cincy, decides he doesn't have enough to do and steps in for interim duties ... Former KRBV/Dallas MD **Pete Manriquez** joins KKSS/Albuquerque as PD.

KRBV & KYNG/Dallas VP/GM **Reid Reker** packs his bags but doesn't need to change his license plates as he becomes Infinity/San Antonio VP/Market Manager ... KYSR/Los Angeles afternoon host **Ryan Seacrest** continues his media takeover by signing a deal to become permanent guest host for co-owned KIIS/Los Angeles morning guy **Rick Dees** ... **Alan Furst** joins KAJA & KXXM/San Antonio as Director/Operations ... WWWQ/Atlanta names **Jeff Miles** MD/night guy.

February

KTBT/Tulsa PD/afternoon driver **Steve Fisk** exits ... WERO/Greenville, NC PD **Gary Blake** steps down and is replaced by WHYI/Miami alumnus **Tony Banks** ... KRBV/Dallas OM/PD **John Cook** adds interim PD duties at co-owned KTFM/San Antonio as **Mark Jackson** exits ... After 22 years as "B94," the legendary WBZZ/Pittsburgh puts a fresh coat of paint on the station and changes monikers to "93.7 BZZ" ... WKFS/Cincinnati MD/midday personality **Donna Decoster** takes interim PD duties.

WBLI/Nassau-Suffolk Promotion/Marketing Director **Nancy Cambino** adds OM stripes ... WXSS/Milwaukee PD **Brian Kelly** adds OM duties for Entercom/Milwaukee ... WHOT/Youngstown, OH MD/night guy **Jay Kline** exits after eight years with the station ... KSLZ/St. Louis MD/midday personality **Jill Devine** crosses the street to become MD at Bonneville AC WVRV.

March

Former KIIS/Los Angeles PD **Dan Kieley** resurfaces as PD of Infinity's KRBV/Dallas. KRBV OM/PD **John Cook** segues to KTFM & KTSA-AM/San Antonio ... KMXV & KSRC/Kansas City Operations Director **Jon Zellner** adds Infinity/K.C. VP/Programming duties as he continues his Reign of Doom ... WSNX & WVTI/Grand Rapids PD **Jeff Andrews** exits ... WYOK/Mobile PD **Danny Wright** departs after only six months in the position ... KQAR/Little Rock drops CHR/Pop for Active Rock as KDJE — they left the format, the bastards!

April

KZZU/Spokane Asst. PD/MD **Casey Christopher** is promoted to PD ... **Eric O'Brien** is upped to PD of WSNX/Grand Rapids ... As its use of independents is phased out, Clear Channel establishes a Label Format Liaison Team with WHYZ/New York PD **Tom Poleman** and KIIS/Los Angeles PD **John Ivey** representing CHR/Pop ... PD **Beau Richards** departs KZMG/Boise, ID. Look for him to resurface in a warmer climate ... WAOA/Melbourne PD/MD/afternoon guy **Larry McKay** drops programming duties.

After stunting with CHR/Pop for four months and allowing radio people everywhere to play armchair quarterback while speculating on the station's future, WNEW/New York flips to what will be a short-lived entertainment talk-based Hot AC hybrid known as "102.7 Blink." No one notices except the industry ... Former WDEK, WKIE & WKIF/Chicago PD **Chris Shebel** gives up Dance and joins WDCG & WRDU/Raleigh as

OM ... With the demise of Big City Radio, the former Tropical "Y107" New York quadcast is split up and sold, with Pamal buying WYNY/Westchester to simulcast WSPK/Poughkeepsie, NY as "K104 & 107."

May

Jim Allen is named PD of KZMG/Boise, ID ... Former KIOI & KNEW/San Francisco GM **Joe Bayliss** is named GM of WWWQ/Atlanta ... WKFS/Cincinnati interim PD **Donna Decoster** takes those duties permanently. She replaces **BJ Harris**, who joined Hot AC KALC/Denver.

June

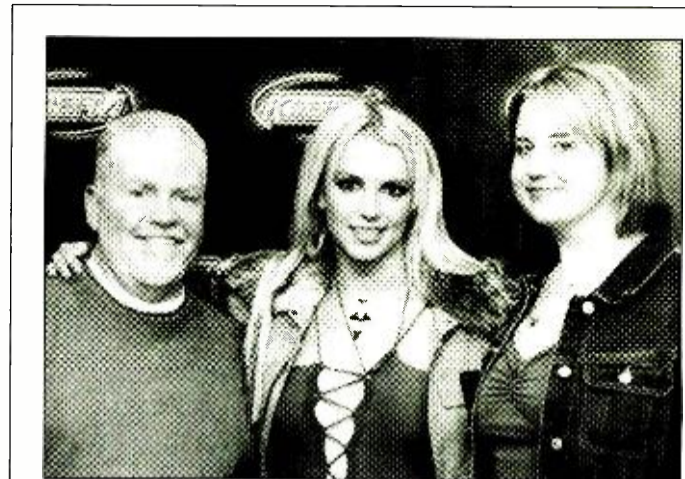
R&R Convention 2003 includes a memorable CHR/Pop session featuring appearances by original and current WHYZ/New York PDs **Scott Shannon** and **Tom Poleman**, who reminisce about 20 years of Z100 ... KXXM/San Antonio PD **Krash Kelly** exits. He's replaced by **Jay Shannon** and will make a guest appearance in R&R's CHR/Pop special a few months later ... PD **Jordan Walsh** exits WLDI/West Palm Beach ... After more than 20 years, KKRD/Wichita PD **Jack Oliver** departs and is replaced by midday jock **PJ**.

KWTX/Waco, TX PD/morning guy **Jay Charles** leaves for the bright lights and big city: mornings at Cox AC KSMG/San Antonio ... After nine years as R&R CHR/Pop Editor, **Tony Novia** exits, somehow convincing AC/Hot AC & Street Talk Daily Editor **Kevin Carter** to take the gig. Carter exchanges AC/Hot AC Editor duties for CHR/Pop Editor stripes and goes out to celebrate at a participating Red Lobster.

July

KQKQ/Omaha PD **Tommy Austin** exits, but don't fret — he'll show up in just a few seconds in the city that was named after him. Sister KCTY/Omaha PD **Brian Burns** is upped to OM of both stations and absorbs daily programming duties for KQKQ ... **David Edgar** rises from PD to Operations Director at WNOU/Indianapolis ... **Rick Thomas** exits Salem/Honolulu to join the Clifton Consultancy.

Former KZMG/Boise, ID PD **Beau Richards** takes the programming reins at WAOA/Melbourne ... Infinity names Format VPs under Presi-



GIVING KISSES Superstar Britney Spears blew the roof off Los Angeles' Staples Center, which was the venue for the 2003 edition of KIIS/Los Angeles' annual Jingle Ball. Pausing for a Kodak moment backstage during the sold-out event are (l-r) KIIS VP/Programming John Ivey, Spears and KIIS MD Julie Pilat.

dent/Programming **Andy Schuon** and Sr. VP/Programming **Kevin Weatherly**, with Infinity/Kansas City VP/Programming **Jon Zellner** getting even heavier with new VP/Top 40 Mainstream stripes.

August

As we promised, **Tommy Austin** is named PD at KHFI/Austin, succeeding **Jay Shannon**, now at KXXM/San Antonio ... WHYI/Miami Asst. PD/afternoon driver **Chris Marino** becomes PD at sister WLDI/West Palm Beach ... After a whirlwind negotiating session during which he almost left the station for another gig, MD/afternoon lunatic **Lucas** is upped to PD at KQKQ/Omaha.

Through the miracle of voicetracking, **Paul "Cubby" Bryant** will be in two places at once as he makes a triumphant return to his former market, doing nights at KHMV/Houston ... **PJ** joins WXSS/Milwaukee as Asst. PD/MD/midday jock ... 23-year station vet and OM/afternoon legend **Dale Dorman** exits WXKS-FM (Kiss 108)/Boston.

September

Carla Boatner, who is already OM of most of Clear Channel/New Orleans' stations, expands her media empire to include KSTE ... KVSF/Fresno changes calls to KWYE to match its "Y101" moniker a little more comfortably ... After WMRQ/Hartford blows up its Alternative format, **Chaz Kelly** heads south on I-91 to take programming control of WKCI (KC101)/New Haven, CT.

WNOU/Indianapolis PD **David Edgar** is upped to OM for WNOU and sisters WENS & WYXB/Indy ... KMXV/Kansas City OM/PD **Jon Zellner** decides he really doesn't have enough to do and absorbs MD duties as **Jana Sutter** exits ... WBLI/Nassau-Suffolk ups Music Coordinator **L.J. Zabielski** to MD.

October

WKST/Pittsburgh PD **Jason Kidd** exits, heading back to his hometown of Baltimore to program new Smooth Jazz WSMJ. WIOG/Saginaw, MI PD **Mark Anderson** replaces **Kidd** at WKST as **Brent**

Carey is upped to PD of WIOG ... Clear Channel/Tucson OM **Steve King** exits and is replaced by prodigal son **Tim Richards**, who boomerangs back to Tucson for a third term while also sliding into the PD chair at CHR/Pop KRQQ ... **Jason Barsky** steps down as PD of WHKF/Harrisburg. WLAN/Lancaster, PA OM **Mike McCoy** adds programming duties at WHKF as WLAN ups **J.T. Bosch** from Asst. PD to PD.

WDCG/Raleigh PD **Chris Edge** exits to become PD of WNOU/Indianapolis, filling the position made vacant when **David Edgar** was promoted to OM. WDCG OM **Chris Shebel** takes over PD duties at that station and promises to rule with an iron fist ... WEZB/New Orleans Asst. PD/midday dude **Michael Bryan** deserts the format to program AC WOZN/Greensboro ... **Chad Rufer** joins KKMV/Colorado Springs as PD.

November

After KTFM/San Antonio flips to Rock as "102.7 K-Rock," crosstown Dance-oriented KCJZ evolves to CHR/Pop and changes calls to KELZ as "Z106.7." PD **Doug Bennett** remains at the helm as the city rejoices ... WCBZ & WRHT/Greenville, NC OM/PD **Jon Reilly** exits the duo. **Jeff Davis**, PD of sister simulcast WGPM, WNBR & WZBR, is upped to OM of both simulcasts.

December

WRVW/Nashville night guy **Jet Black** (may not be his birth name) adds MD stripes ... WHTS/Quad Cities, IA-ILMD/night jock **Kevin Walker** leaves to become PD of KZIA in scenic Cedar Rapids, IA ... A flurry of departures from WKST/Pittsburgh: Asst. PD/MD **Dino Robitaille**, afternoon driver/imaging guy **Chris Mann** and Production Director **David Jaye** ... Premiere announces **Ryan Seacrest** will take over as host of *American Top 40* as **Casey Kasem** relinquishes those duties to concentrate on the AC and Hot AC versions of *American Top 20*.



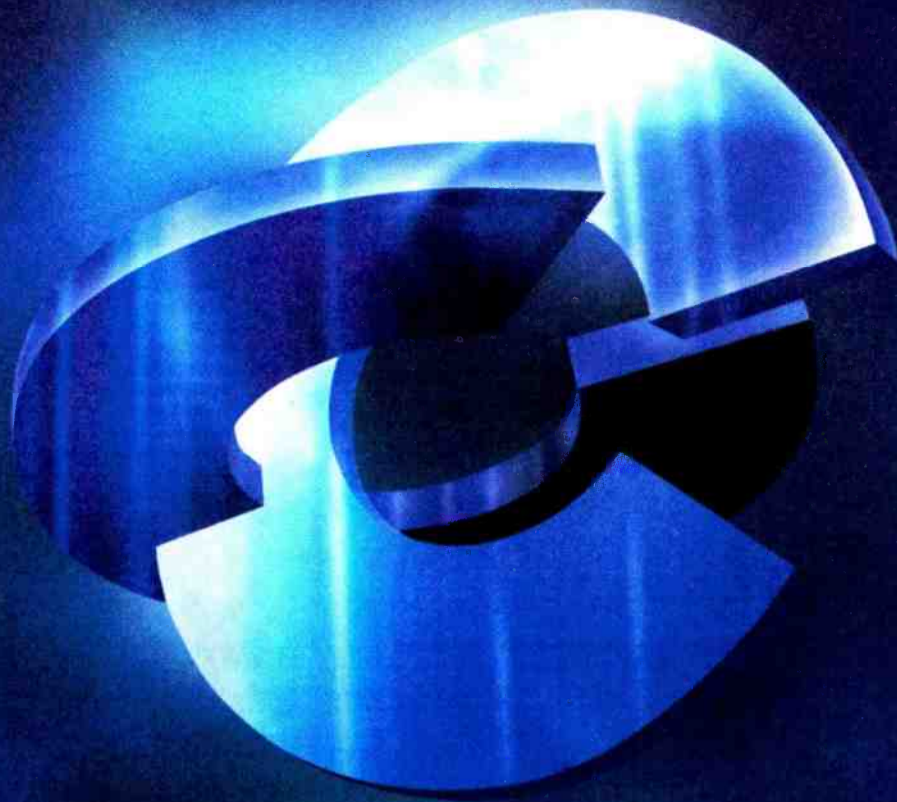
Jon Zellner



Tommy Austin



Chris Edge



CHASECUTS

Produced and Designed by Eric Chase

A Plug-And-Play Contemporary Imaging Blueprint...

from the mind and mouse of one of the world's loudest imaging producers.

Insanely easy. New and evolving stuff **uploaded daily.**

The slickest **music promos** on earth, mind-boggling **show opens** and **promo starters.**
An ever-growing mountain of slick **raw material** and specially-built **sound FX.**

Every radio station receives one page of **custom voiceover** work every year!

www.chasecuts.com

PREMIERE
RADIO NETWORKS

MAKE CHASECUTS YOURS NOW! • Call 818.377.5300

PREMIERE SERVICE

EXCLUSIVE NATIONAL MUSIC RESEARCH ESTIMATES December 19, 2003

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

HP = Hit Potential ®

ARTIST TITLE LABEL(S)	TOTAL AVERAGE FAVORABILITY ESTIMATE (1-5)				TOTAL % FAMILIARITY	TOTAL % BURN	DEMOGRAPHICS			REGIONS			
	TW	LW	2W	3W			WOMEN 12-17	WOMEN 18-24	WOMEN 25-34	EAST	SOUTH	MIDWEST	WEST
NELLY f/P. DIDDY & MURPHY LEE Shake Ya... (Bad Boy/Universal)	3.76	3.78	3.76	3.79	98.3	34.3	3.62	3.77	3.89	3.73	3.93	3.64	3.73
BEYONCE' f/SEAN PAUL Baby Boy (Columbia)	3.75	3.74	3.86	3.90	100.	32.6	3.67	3.87	3.70	3.80	3.76	3.82	3.62
LIL' JDN & THE EASTSIDE BDYZ Get Low (TVT)	3.73	3.69	3.78	3.80	92.9	25.4	3.85	3.71	3.61	3.78	3.75	3.67	3.70
BABY BASH Suga Suga (Universal)	3.73	3.77	3.85	3.85	95.4	23.1	3.67	3.88	3.65	3.80	3.61	3.77	3.76
HP JAY-Z Change Clothes (Roc-A-Fella/IDJMG)	3.72	3.74	3.77	-	83.4	18.9	3.76	3.82	3.57	3.65	3.71	3.73	3.78
OUTKAST The Way You Move (Arista)	3.69	-	-	-	92.0	24.3	3.72	3.58	3.79	3.74	3.58	3.69	3.77
MICHELLE BRANCH Breathe (Maverick/Warner Bros.)	3.68	3.61	3.59	3.53	81.7	18.9	3.69	3.66	3.68	3.73	3.45	3.84	3.72
NICKELBACK Someday (Roadrunner/IDJMG)	3.66	3.65	3.66	3.64	87.4	24.0	3.67	3.72	3.58	3.78	3.59	3.61	3.66
OUTKAST Hey Ya! (Arista)	3.63	3.72	3.82	3.82	96.0	30.6	3.65	3.60	3.62	3.76	3.60	3.57	3.56
3 DOORS DOWN Here Without You (Republic/Universal)	3.63	3.69	3.78	3.85	89.1	25.1	3.58	3.75	3.56	3.57	3.68	3.74	3.51
SANTANA f/ALEX BAND Why Don't You & I (Arista)	3.59	3.68	3.71	3.66	87.7	24.0	3.40	3.78	3.58	3.65	3.48	3.43	3.82
LUDACRIS f/SHAWNNA Stand Up (Def Jam South/IDJMG)	3.58	3.66	3.74	3.77	91.7	28.6	3.74	3.53	3.45	3.56	3.54	3.63	3.57
CHRISTINA AGUILERA f/LIL' KIM Can't Hold Us Down (RCA)	3.57	3.72	3.81	3.77	96.3	30.3	3.55	3.56	3.59	3.52	3.60	3.68	3.47
STACIE ORRICO (There's Gotta Be) More To Life (ForeFront/Virgin)	3.55	3.60	3.72	3.84	94.9	27.4	3.61	3.59	3.45	3.68	3.40	3.54	3.59
CHINGY f/SNOOP DOGG & LUDACRIS Holidae In (DTP/Capitol)	3.55	3.62	3.72	-	96.9	32.9	3.71	3.59	3.35	3.54	3.48	3.49	3.68
TRAPT Headstrong (Warner Bros.)	3.50	3.62	3.70	3.68	94.6	32.0	3.63	3.46	3.42	3.46	3.52	3.55	3.48
FOUNTAINS OF WAYNE Stacy's Mom (S-Curve/EMC)	3.48	3.58	3.77	3.78	95.4	31.4	3.65	3.43	3.35	3.60	3.44	3.43	3.44
SIMPLE PLAN Perfect (Lava)	3.48	3.55	3.70	3.67	85.1	19.1	3.58	3.41	3.44	3.35	3.45	3.53	3.58
LIZ PHAIR Why Can't I? (Capitol)	3.47	3.52	3.55	3.59	91.7	25.7	3.44	3.45	3.52	3.68	3.51	3.33	3.36
NO DOUBT It's My Life (Interscope)	3.47	3.47	3.50	3.54	87.4	21.7	3.41	3.49	3.52	3.72	3.61	3.24	3.31
CHRISTINA AGUILERA The Voice Within (RCA)	3.47	3.53	3.68	3.68	85.1	20.9	3.41	3.47	3.53	3.56	3.37	3.38	3.57
STAIN'D So Far Away (Flip/Elektra/EEG)	3.42	3.54	3.69	3.72	87.4	26.9	3.48	3.44	3.35	3.47	3.20	3.49	3.53
CLAY AIKEN Invisible (RCA)	3.37	3.52	3.70	-	82.9	26.6	3.19	3.42	3.49	3.46	3.22	3.58	3.23
MATCHBOX TWENTY Bright Lights (Atlantic)	3.36	3.50	3.62	3.67	87.1	27.4	3.36	3.33	3.40	3.43	3.34	3.29	3.39
MAROON 5 Harder To Breathe (Octone/J)	3.35	3.46	3.55	3.60	87.7	28.9	3.30	3.44	3.30	3.36	3.28	3.58	3.18
FEFE DOBSON Take Me Away (Island/IDJMG)	3.33	3.47	-	-	80.0	27.1	3.20	3.39	3.38	3.16	3.38	3.31	3.45

**CalloUT AMERICA®
HOT SCORES**

By ANTHONY ACAMPORA

Nelly holds on to the top spot on Callout America this week with "Shake Ya Tailfeather" (Bad Boy/Universal), featuring P. Diddy and Murphy Lee. The song ranks fifth with women 18-24 and is No. 1 among women 25-34.

Lil Jon rises to No. 3 with "Get Low" (TVT). The song is testing across the board this week, with a top ranking among teens, eighth place with women 18-24 and the seventh spot 25-34.

Jay-Z scores a Hit Potential track with "Change Clothes" (Roc-A-Fella/IDJMG). The song ranks second with teens and third among women 18-24 while coming in fifth overall.

Nickelback continue to post solid across-the-board scores with "Someday" (Roadrunner/IDJMG). The song is sixth with teens and women 18-24 and a strong ninth in the 25-34 cell.

OutKast post a big debut for "The Way You Move" (Arista). It ranks sixth overall, fourth with teens and second 25-34. OutKast's broad appeal definitely shows in the research, as "Hey Ya!" ranks ninth overall this week.

You can view Callout America online at www.bullsi.com. This week's password: lane.

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.

CUSTOM PRINTED T-SHIRTS in 10 DAYS OR LESS!

300 WHITE T-SHIRTS

- Heavy 100% or 50/50
- Printed up to 3 Colors
- No Setup Charges!
- No Art Charges!

\$3.49 ea.

500 WHITE T-SHIRTS

- Heavy 100% or 50/50
- Printed up to 3 Colors
- No Setup Charges!
- No Art Charges!

\$2.99 ea.

1500 WHITE T-SHIRTS

- Heavy 100% or 50/50
- Printed up to 4 Colors
- No Setup Charges!
- No Art Charges!

\$2.59 ea.



(800) 34-EMKAY
 PHONE (631) 777-3175 FAX (631) 777-3168
www.emkaydesigns.com info@emkaydesigns.com
FREE CATALOG! CALL NOW!

CHR/POP TOP 50

Powered By



December 19, 2003

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
	1	1 OUTKAST Hey Ya! (Arista)	9386	+196	765798	14	126/1
	2	2 3 DOORS DOWN Here Without You (Republic/Universal)	7934	-123	619168	20	122/0
	3	3 BABY BASH Suga Suga (Universal)	7587	+143	556041	17	114/0
	6	4 SIMPLE PLAN Perfect (Lava)	5941	+582	468345	14	121/2
	9	5 NICKELBACK Someday (Roadrunner/IDJMG)	5811	+583	420594	13	124/1
	5	6 NO DOUBT It's My Life (Interscope)	5728	+320	465752	9	127/0
	4	7 BEYONCE' f/SEAN PAUL Baby Boy (Columbia)	5573	-569	394649	18	124/0
	8	8 TRAPT Headstrong (Warner Bros.)	4977	-304	382944	22	115/0
	7	9 STACIE ORRICO (There's Gotta Be) More To Life (ForeFront/Virgin)	4824	-464	332603	21	122/0
	14	10 LUDACRIS f/SHAWNNA Stand Up (Def Jam South/IDJMG)	4457	+460	360796	10	110/1
	22	11 OUTKAST The Way You Move (Arista)	4200	+989	346895	6	121/7
	15	12 CHINGY f/SNOOP DOGG & LUDACRIS Holidae In (DTP/Capitol)	4120	+232	241605	8	103/1
	11	13 LIZ PHAIR Why Can't I? (Capitol)	4117	-18	299009	20	119/0
	13	14 CHRISTINA AGUILERA The Voice Within (RCA)	4094	+87	303829	7	127/0
	23	15 KELIS Milkshake (Star Trak/Arista)	4035	+950	358036	4	108/5
	10	16 SANTANA f/ALEX BAND Why Don't You & I (Arista)	3913	-681	308442	26	121/0
	17	17 CLAY AIKEN Invisible (RCA)	3867	+53	260724	10	116/0
	12	18 LIL' JON & THE EASTSIDE BOYZ Get Low (TVT)	3802	-264	266390	19	103/0
	21	19 MICHELLE BRANCH Breathe (Maverick/Warner Bros.)	3337	-101	238708	11	111/0
	16	20 MAROON 5 Harder To Breathe (Dctone/J)	3247	-629	269516	26	116/0
	24	21 STAIN'D So Far Away (Flip/Elektra/EEG)	3083	+70	195259	17	99/1
	25	22 JESSICA SIMPSON With You (Columbia)	3030	+304	220525	6	115/3
	19	23 MATCHBOX TWENTY Bright Lights (Atlantic)	2957	-619	187923	17	102/0
	18	24 FOUNTAINS OF WAYNE Stacy's Mom (S-Curve/EMC)	2859	-861	173686	16	123/0
	27	25 DIDO White Flag (Arista)	2323	+277	172114	11	76/5
	31	26 EAMON F**k It (I Don't Want You Back) (Jive)	2214	+441	149461	8	86/10
	32	27 LINKIN PARK Numb (Warner Bros.)	2058	+387	120238	5	103/6
	30	28 FUEL Falls On Me (Epic)	2033	+125	81420	10	107/7
	28	29 ENRIQUE IGLESIAS Addicted (Interscope)	1963	-28	102329	8	104/0
	33	30 PINK God Is A DJ (Arista)	1919	+376	120869	3	89/4
	34	31 SHERYL CROW The First Cut Is The Deepest (A&M/Interscope)	1531	+259	87866	3	80/4
	37	32 KELLY CLARKSON The Trouble With Love Is (RCA)	1508	+279	94461	4	93/4
	35	33 BEYONCE' Me, Myself And I (Columbia)	1497	+230	90490	4	85/7
	39	34 GOOD CHARLOTTE Hold On (Epic)	1399	+273	78987	4	91/11
	38	35 JAY-Z Change Clothes (Roc-A-Fella/IDJMG)	1384	+205	65285	3	86/7
	26	36 BRITNEY SPEARS f/MADONNA Me Against The Music (Jive)	1321	-955	119831	10	124/0
	43	37 EVANESCENCE My Immortal (Wind-up)	1218	+306	67378	2	66/9
	29	38 FEFE DOBSON Take Me Away (Island/IDJMG)	1211	-724	67061	14	103/0
	42	39 KILEY DEAN Who Will I Run To? (Beatclub/Interscope)	1056	+130	39486	3	74/8
	50	40 MURPHY LEE f/JERMAINE DUPRI Wat Da Hook Gon Be (Fo' Reel/Universal)	1055	+257	65410	2	42/4
	36	41 BUBBA SPARXXX Deliverance (Beatclub/Interscope)	989	-262	53321	16	81/0
	48	42 JASON MRAZ You And I Both (Elektra/EEG)	929	+129	46313	2	71/4
Debut	43 JC CHASEZ Some Girls (Dance With Women) (Jive)	884	+361	60202	1	71/11	
Debut	44 LIMP BIZKIT Behind Blue Eyes (Flip/Interscope)	881	+255	26353	1	50/7	
	49	45 YOUNG GUNZ Can't Stop, Won't Stop (Def Jam/IDJMG)	814	+14	51240	2	25/0
	46	46 KELLY CLARKSON Low (RCA)	812	-37	83519	19	66/0
	44	47 MYA My Love Is Like...Whoa (A&M/Interscope)	789	-85	44591	20	89/0
Debut	48 LILLIX Tomorrow (Maverick/Reprise)	767	+78	21868	1	49/0	
	49	49 YOUNGBLOODZ f/LIL' JON Damn! (Arista)	727	-21	49754	6	23/0
Debut	50 ALICIA KEYS You Don't Know My Name (J)	684	+423	24652	1	70/13	

Most Added®

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
MYA Fallen (A&M/Interscope)	41
DAVE MATTHEWS Save Me (RCA)	20
WIDELIFE W/ SIMONE DENNY All Things... (Capitol)	18
RUBEN STUDDARD Sorry 2004 (J)	16
KYLIE MINOGUE Slow (Capitol)	15
MARY J. BLIGE f/EVE Not Today (Geffen)	14
ALICIA KEYS You Don't Know My Name (J)	13
NICK CANNON Gigolo (Jive)	12

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
OUTKAST The Way You Move (Arista)	+989
KELIS Milkshake (Star Trak/Arista)	+950
NICKELBACK Someday (Roadrunner/IDJMG)	+583
SIMPLE PLAN Perfect (Lava)	+582
LUDACRIS f/SHAWNNA Stand Up (Def Jam South/IDJMG)	+460
EAMON F**k It (I Don't Want You Back) (Jive)	+441
ALICIA KEYS You Don't Know My Name (J)	+423
LINKIN PARK Numb (Warner Bros.)	+387
PINK God Is A DJ (Arista)	+376
JC CHASEZ Some Girls (Dance With Women) (Jive)	+361

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
NELLY f/P. DIDDY & M. LEE Shake Ya... (Bad Boy/Universal)	3144
BLACK EYED PEAS Where Is The Love? (A&M/Interscope)	2649
CHRISTINA AGUILERA f/LIL' KIM Can't Hold Us Down (RCA)	2365
50 CENT In Da Club (Shady/Aftermath/Interscope)	1779
BEYONCE' f/JAY-Z Crazy In Love (Columbia)	1728
FABOLOUS f/TAMIA Into You (Desert Storm/Elektra/EEG)	1612
JUSTIN TIMBERLAKE Rock Your Body (Jive)	1500
EVANESCENCE Bring Me To Life (Wind-up)	1363
MATCHBOX TWENTY Unwell (Atlantic)	1343
R. KELLY Ignition (Jive)	1299
SEAN PAUL Get Busy (VP/Atlantic)	1206
CHINGY Right Thurr (DTP/Capitol)	1131
KELLY CLARKSON Miss Independent (RCA)	1099
JASON MRAZ The Remedy (I Won't Worry) (Elektra/EEG)	1094
HILARY DUFF So Yesterday (Buena Vista/Hollywood)	988
3 DOORS DOWN When I'm Gone (Republic/Universal)	864
50 CENT P.I.M.P. (Shady/Aftermath/Interscope)	859
UNCLE KRACKER f/DOBIE GRAY Drift Away (Lava)	834
LUMIDEE Never Leave You - Uh Ooh, Uh Oooh! (Universal)	715
JUSTIN TIMBERLAKE Senorita (Jive)	706
EMINEM Lose Yourself (Shady/Interscope)	700
MICHELLE BRANCH Are You Happy Now? (Maverick/Warner Bros.)	664
NELLY Hot In Herre (Fo' Reel/Universal)	649
SIMPLE PLAN Addicted (Lava)	629
ASHANTI Rock Wit U (Awww Baby) (Murder Inc./IDJMG)	622

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

129 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 12/7-12/13. 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.

REPORTING STATION PLAYLISTS

www.radioandrecords.com



December 19, 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
2	1	OUTKAST Hey Ya! (Arista)	2875	-19	68283	11	49/0
1	2	3 DOORS DOWN Here Without You (Republic/Universal)	2806	-92	64418	21	50/0
5	3	NO DOUBT It's My Life (Interscope)	2525	+241	60034	9	49/0
4	4	BABY BASH Suga Suga (Universal)	2395	-3	56557	15	44/1
3	5	BEYONCE' f/SEAN PAUL Baby Boy (Columbia)	2333	-98	49931	17	45/0
8	6	SIMPLE PLAN Perfect (Lava)	2260	+291	52720	12	47/0
9	7	NICKELBACK Someday (Roadrunner/IDJMG)	2137	+175	48038	14	48/0
7	8	STACIE ORRICO (There's Gotta Be) More To Life (ForeFront/Virgin)	1984	-117	45955	21	44/0
6	9	TRAPT Headstrong (Warner Bros.)	1951	-277	42078	25	43/0
11	10	CHRISTINA AGUILERA The Voice Within (RCA)	1820	+78	42818	7	49/0
12	11	SANTANA f/ALEX BAND Why Don't You & I (Arista)	1635	-100	37341	26	39/0
15	12	LIZ PHAIR Why Can't I? (Capitol)	1616	+28	39181	20	44/1
13	13	MICHELLE BRANCH Breathe (Maverick/Warner Bros.)	1562	-135	33605	12	45/0
17	14	CLAY AIKEN Invisible (RCA)	1561	+109	36682	8	45/0
10	15	MATCHBOX TWENTY Bright Lights (Atlantic)	1557	-232	34115	18	40/0
14	16	FOUNTAINS OF WAYNE Stacy's Mom (S-Curve/EMC)	1290	-404	28600	15	38/0
16	17	MAROON 5 Harder To Breathe (Octone/J)	1256	-222	26540	24	35/1
21	18	OUTKAST The Way You Move (Arista)	1197	+214	28903	5	44/1
20	19	STAIN'D So Far Away (Flip/Elektra/EEG)	1104	+78	24973	18	39/5
19	20	CHINGY f/SNOOP DOGG & LUDACRIS Holidae In (DTP/Capitol)	1100	-14	26579	8	39/0
25	21	JESSICA SIMPSON With You (Columbia)	1067	+215	25102	5	42/5
28	22	KELIS Milkshake (Star Trak/Arista)	1034	+315	24732	3	41/1
22	23	DIDO White Flag (Arista)	1034	+89	23015	13	40/1
24	24	LUDACRIS f/SHAWNNA Stand Up (Def Jam South/IDJMG)	1020	+139	24492	8	41/1
18	25	LIL' JON & THE EASTSIDE BOYZ Get Low (TVT)	966	-161	22698	13	32/0
26	26	ENRIQUE IGLESIAS Addicted (Interscope)	816	-20	17891	9	43/0
29	27	SHERYL CROW The First Cut Is The Deepest (A&M/Interscope)	798	+90	17915	10	39/2
31	28	PINK God Is A DJ (Arista)	705	+101	16114	3	34/4
32	29	LINKIN PARK Numb (Warner Bros.)	614	+85	13239	6	40/6
35	30	FUEL Falls On Me (Epic)	548	+70	12885	5	26/2
34	31	KELLY CLARKSON The Trouble With Love Is (RCA)	534	+42	11578	4	29/4
30	32	BRITNEY SPEARS f/MADONNA Me Against The Music (Jive)	523	-179	11026	10	16/0
27	33	FEFE DOBSON Take Me Away (Island/IDJMG)	510	-309	12885	15	21/0
33	34	KK All The Pieces (Independent)	494	0	8492	16	14/0
37	35	EAMON F**k It (I Don't Want You Back) (Jive)	491	+73	10638	4	22/0
36	36	JAY-Z Change Clothes (Roc-A-Fella/IDJMG)	478	+38	10508	5	29/2
38	37	KILEY DEAN Who Will I Run To? (Beatclub/Interscope)	433	+19	10916	11	32/2
41	38	EVANESCENCE My Immortal (Wind-up)	422	+51	11038	4	23/4
43	39	BEYONCE' Me, Myself And I (Columbia)	374	+44	7349	3	23/6
42	40	LIMP BIZKIT Behind Blue Eyes (Flip/Interscope)	360	+9	7184	5	23/0
40	41	DASHBOARD CONFSSIONAL Hands Down (Vagrant)	330	-56	7164	7	28/1
39	42	NELLY FURTADO Powerless (Say What You Want) (DreamWorks)	305	-105	6452	10	14/1
45	43	GOOD CHARLOTTE Hold On (Epic)	302	+30	6334	2	23/5
46	44	JASON MRAZ You And I Both (Elektra/EEG)	285	+27	6972	3	19/2
Debut	45	ALICIA KEYS You Don't Know My Name (J)	276	+174	6849	1	23/6
47	46	MYA My Love Is Like...Whoa (A&M/Interscope)	226	-27	5449	20	11/0
48	47	SMASH MOUTH Hang On (Interscope)	199	-8	4036	2	18/0
Debut	48	MARY J. BLIGE f/EVE Not Today (Geffen)	190	+143	3255	1	20/8
-	49	JOSH KELLEY Amazing (Hollywood)	181	+22	4129	9	7/1
44	50	BUBBA SPARXXX Deliverance (Beatclub/Interscope)	178	-114	2899	16	11/0

50 CHR/Pop reporters. Songs ranked by total plays for the airplay week of Sunday 12/7 - Saturday 12/13.

© 2003 Radio & Records.

Most Added®

www.rrindicator.com

ARTIST TITLE LABEL(S)	ADDS
MYA Fallen (A&M/Interscope)	17
MARY J. BLIGE f/EVE Not Today (Geffen)	8
LINKIN PARK Numb (Warner Bros.)	6
BEYONCE' Me, Myself And I (Columbia)	6
ALICIA KEYS You Don't Know My Name (J)	6
BRITNEY SPEARS Toxic (Jive)	6
JESSICA SIMPSON With You (Columbia)	5
STAIN'D So Far Away (Flip/Elektra/EEG)	5
GOOD CHARLOTTE Hold On (Epic)	5
SWITCHFOOT Meant To Live (Red Ink/Columbia)	5
DAVE MATTHEWS Save Me (RCA)	5
PINK God Is A DJ (Arista)	4
KELLY CLARKSON The Trouble With Love Is (RCA)	4
EVANESCENCE My Immortal (Wind-up)	4
RUBEN STUDDARD Sorry 2004 (J)	4
WIDELIFE W/ SIMONE DENNY All Things... (Capitol)	3

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
KELIS Milkshake (Star Trak/Arista)	+315
SIMPLE PLAN Perfect (Lava)	+291
NO DOUBT It's My Life (Interscope)	+241
JESSICA SIMPSON With You (Columbia)	+215
OUTKAST The Way You Move (Arista)	+214
NICKELBACK Someday (Roadrunner/IDJMG)	+175
ALICIA KEYS You Don't Know My Name (J)	+174
MARY J. BLIGE f/EVE Not Today (Geffen)	+143
LUDACRIS f/SHAWNNA Stand Up (Def Jam South/IDJMG)	+139
CLAY AIKEN Invisible (RCA)	+109
JC CHASEZ Some Girls (Dance With Women) (Jive)	+104
PINK God Is A DJ (Arista)	+101
SHERYL CROW The First Cut Is The Deepest (A&M/Interscope)	+90
DIDO White Flag (Arista)	+89
LINKIN PARK Numb (Warner Bros.)	+85
CHRISTINA AGUILERA The Voice Within (RCA)	+78
STAIN'D So Far Away (Flip/Elektra/EEG)	+78
EAMON F**k It (I Don't Want You Back) (Jive)	+73
FUEL Falls On Me (Epic)	+70
EVANESCENCE My Immortal (Wind-up)	+51
MYA Fallen (A&M/Interscope)	+49
BEYONCE' Me, Myself And I (Columbia)	+44
KELLY CLARKSON The Trouble With Love Is (RCA)	+42
WIDELIFE W/ SIMONE DENNY All Things... (Capitol)	+40
JAY-Z Change Clothes (Roc-A-Fella/IDJMG)	+38
BARENAKED LADIES Another Postcard (Chimps) (Reprise)	+38
BLINK-182 Feeling This (Geffen)	+33
GOOD CHARLOTTE Hold On (Epic)	+30
LIZ PHAIR Why Can't I? (Capitol)	+28
JASON MRAZ You And I Both (Elektra/EEG)	+27

Powergold

The Leaders in Advanced Music Scheduling Software for Windows 98/ME/NT/2000/XP

"Powergold offers us limitless options with scheduling criteria and has integrated with all our other systems seamlessly. The reliability, customer service, and support that the folks at Powergold have provided us have been exactly what any customer could ask for."

Dan Turner, Vice President
Programming Services



Call us and we'll make it **EASY** for you to switch.

Sales: 1-800-870-0033 • Support: 501-821-1123

Download a free trial version at www.powergold.com

info@powergold.com



America's Best Testing CHR/Pop Songs 12 +
For The Week Ending 12/19/03

Artist Title (Label)	TW	LW	Familiarity	Burn	Women 12-17	Women 18-24	Women 25-34
MAROON 5 Harder To Breathe (Octone/J)	4.12	4.00	93%	29%	4.16	4.17	4.13
3 DOORS DOWN Here Without You (Republic/Universal)	4.09	4.00	97%	34%	3.88	4.07	4.24
OUTKAST Hey Ya! (Arista)	4.06	4.03	96%	31%	4.06	3.98	4.04
OUTKAST The Way You Move (Arista)	3.97	—	84%	16%	3.96	3.84	4.04
STACIE ORRICO (There's Gotta Be) More To Life (ForeFront/Virgin)	3.94	3.95	94%	28%	4.24	3.71	3.82
CHRISTINA AGUILERA The Voice Within (RCA)	3.94	4.02	90%	18%	4.18	3.87	3.80
NICKELBACK Someday (Roadrunner/IDJMG)	3.94	3.94	84%	21%	3.96	3.92	3.89
TRAPT Headstrong (Warner Bros.)	3.93	4.00	89%	31%	3.93	3.80	4.04
SIMPLE PLAN Perfect (Lava)	3.93	3.93	88%	28%	4.34	3.75	3.71
SANTANA f/ALEX BAND Why Don't You & I (Arista)	3.89	3.88	90%	32%	3.71	3.90	4.00
CLAY AIKEN Invisible (RCA)	3.84	3.78	91%	22%	4.18	3.68	3.82
STAIN'D So Far Away (Flip/Elektra/EEG)	3.81	3.72	77%	19%	3.74	3.81	3.91
FEFE DOBSON Take Me Away (Island/IDJMG)	3.81	3.89	65%	14%	3.85	3.85	3.63
MATCHBOX TWENTY Bright Lights (Atlantic)	3.80	3.83	82%	22%	3.64	3.71	4.06
JESSICA SIMPSON With You (Columbia)	3.80	3.93	79%	16%	4.21	3.66	3.85
MICHELLE BRANCH Breathe (Maverick/Warner Bros.)	3.79	3.84	92%	29%	4.04	3.73	3.74
LIZ PHAIR Why Can't I? (Capitol)	3.79	3.75	91%	28%	3.99	3.58	3.91
NELLY f/P. DIDDY & MURPHY LEE Shake Ya Tailfeather (Bad Boy/Universal)	3.77	3.56	98%	45%	3.69	3.46	4.01
NO DOUBT It's My Life (Interscope)	3.76	3.88	90%	22%	3.62	3.59	4.10
FUEL Falls On Me (Epic)	3.76	—	47%	9%	3.32	3.67	4.03
DIDO White Flag (Arista)	3.73	—	67%	17%	3.67	3.75	3.96
LUDACRIS f/SHAWNNA Stand Up (Def Jam South/IDJMG)	3.67	3.72	91%	29%	3.89	3.67	3.86
BEYONCE' f/SEAN PAUL Baby Boy (Columbia)	3.64	3.62	99%	61%	3.79	3.48	3.71
LIL' JON & THE EASTSIDE BOYZ Get Low (TVT)	3.64	3.61	91%	42%	4.06	3.46	3.56
BABY BASH Suga Suga (Universal)	3.64	3.82	90%	33%	3.95	3.61	3.53
FOUNTAINS OF WAYNE Stacy's Mom (S-Curve/EMC)	3.57	3.56	98%	48%	3.98	3.11	3.43
KELIS Milkshake (Star Trak/Arista)	3.42	—	78%	27%	3.65	3.32	3.47
BRITNEY SPEARS f/MADONNA Me Against The Music (Jive)	3.41	3.63	97%	36%	3.63	3.45	3.34
CHINGY f/SNOOP DOGG & LUDACRIS Holidae In (DTP/Capitol)	3.40	3.44	87%	34%	3.81	3.26	3.19

Total sample size is 406 respondents. Total average favorability estimates are based on a scale of 1-5. (1=dislike very much, 5 = like very much). Total familiarity represents the percentage of respondents who recognized the song. Total burn represents the number of respondents who said they are tired of hearing the song. Songs must have 40% familiarity to appear on survey. Sample composition is based on persons 12+. Persons are screened via the Internet. Once passed, they can take the music test based on the format/music preference. RateTheMusic.com results are not meant to replace callout research. The results are intended to show opinions of participants on the the Internet only. RateTheMusic is a registered trademark of RateTheMusic.com. The RTM system, is available for local radio stations by calling 818-377-5300. RateTheMusic.com data is provided by Mediabase Research, a division of Premiere Radio Networks.

New & Active

JAGGED EDGE Walked Outta Heaven (Columbia)
Total Plays: 603, Total Stations: 37, Adds: 4

SARAH MCLACHLAN Fallen (Arista)
Total Plays: 556, Total Stations: 35, Adds: 2

MARY J. BLIGE f/EVE Not Today (Geffen)
Total Plays: 461, Total Stations: 72, Adds: 14

BLINK-182 Feeling This (Geffen)
Total Plays: 451, Total Stations: 32, Adds: 0

NICK CANNON Gigolo (Jive)
Total Plays: 406, Total Stations: 26, Adds: 12

MOST VALUABLE PLAYAS... Roc Ya Body Mic Check 1, 2 (Casablanca)
Total Plays: 403, Total Stations: 13, Adds: 0

BARENAKED LADIES Another Postcard (Chimps) (Reprise)
Total Plays: 363, Total Stations: 19, Adds: 0

LUCKY BOYS CONFUSION Hey Driver (Elektra/EEG)
Total Plays: 341, Total Stations: 33, Adds: 2

DEFAULT (Taking My) Life Away (TVT)
Total Plays: 319, Total Stations: 25, Adds: 0

MYA Fallen (A&M/Interscope)
Total Plays: 248, Total Stations: 51, Adds: 41

Songs ranked by total plays



QUEER EYE FOR THE SIRIUS GUY After Sirius stream jockey Carson mysteriously disappeared from the satcaster's building, four of Bravo's Queer Eye for the Straight Guy "Fab Five" invaded the studios of its US-1 stream and initiated a hostile takeover of the microphone. Seen here grappling for control are (l-r) Queer Eye's Jai Rodriguez, Ted Allen and Thom Felicia; Sirius' Jason Drew and Kid Kelly; and Queer Eye's Kyan Douglas.



THERE'S GOTTA BE Z Stacie Orrico was one of the stars of this year's edition of KKRZ (Z100)/Portland, OR's Jingle Ball, which packed the Roseland Theater. Taking a breather backstage are (l-r) Z100 Promotion Director & Asst. MD Jen Dalton and PD Michael Hayes, Orrico and Virgin Records rep Danny Cooper.



MELTING THE SHOW 2,500 screaming fans showed up for WWWQ (Q100)/Atlanta's recent Frosty the Showman concert — some of whom waited outside the venue and braved cold and rain to see Fefe Dobson, Black Eyed Peas, Clay Aiken, JC Chasez and Michelle Branch. Seen hanging out here are (l-r) special guest Jermaine Dupri and Q100 night guy Jeff Miles.

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



America's Best Testing CHR/Rhythmic Songs 12 + For The Week Ending 12/19/03

Table with columns: Artist Title (Label), TW, LW, Familiarity, Burn, Persons 12-17, Persons 18-24, Persons 25-34. Lists top 12 songs including Outkast, Ludacris, Mya, Lil' Jon & The Eastside Boyz, Baby Bash, Jagged Edge, Alicia Keys, 2Pac, Youngbloodz, Chingy, Westside Connection, Murphy Lee, Bow Wow, Cassidy, Beyonce, Kelis, G Unit, Ying Yang Twins, Missy Elliott, Young Gunz, Ashanti, Beyonce, Nick Cannon, R. Kelly, and Jay-Z.

Total sample size is 351 respondents. Total average favorability estimates are based on a scale of 1-5. 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.

HEAD RUSH

ARTIST: Memphis Bleek LABEL: Roc-A-Fella/IDJMG By MIKE TRIAS/Assistant Editor



Growing up in Brooklyn, NY's Marcy Projects, Memphis Bleek was just one of a score of youngsters trying to improve upon their supposed lot in life with their lyrical talents.

In 2000 Bleek's older brother Dre was involved in a near-fatal motorcycle accident in Miami. Living by the credo that family comes first, Bleek relocated to Miami to help take care of Dre.

After a three-year hiatus, Bleek, who is still only in his mid-20s, returns to the game full-time with his just-released album, M.A.D.E. Many special guests join him on the project, including Jay-Z, Freeway, Young Chris, Beanie Sigel, Donell Jones and Nate Dogg.

Reporters

- KKSS/Albuquerque, NM: Dana Cortez, JARIM FJADAKISS, LUDACRIS, ALICIA KEYS, BLACK EYED PEAS
KYLZ/Albuquerque, NM: Mark Feather, D.J. Lopez, J. Gemini, LUDACRIS
WBTS/Atlanta, GA: Sean Phillips, Mark Mack, YING, LIL' JON & EASTSIDE BOYZ, TWISTA 'KANYE WEST & JAMIE FOX, BEYONCE
WZBZ/Atlantic City, NJ: Rob Garcia, LUDACRIS
KDHT/Austin, TX: Jay Michaels, MD: Bradley Grein, No Ads
KQBT/Austin, TX: Preston Lowe, 35 TOO SHORT LIL' JON, 22 MYA, 12 TIBBALD & MAGDO ISEBASTIAN
KISW/Bakersfield, CA: Steve Salinas, 1 RUBEN STUDDARD, BUBBA SPARXXX, LUDACRIS
KXXX/Bakersfield, CA: Lauren Michaels, 75 GEMINI, 38 BABY BASH, 6 B2K IFABOLOUS, 2 MARQUEE HOUSTON
WJNH/Baton Rouge, LA: Randy Chase, MD: Wild Bit, LUDACRIS
WBHJ/Birmingham, AL: Mickey Johnson, APD/MD: Mary K, LUDACRIS
WJMN/Boston, MA: Cadillac Jack McCartney, APD: Dennis O'Hara, MD: Chris Tyler, 7 JAGGED EDGE, 1 LUDACRIS
CKEY/Buffalo, NY: Phil Becker, APD: Matt Stevie, LUDACRIS, DRAGON, 8 RHYMES F JOE CHINGY AND N CANNON, CHINGY, BAD BOYS DA BAND, CEELO, MARQUEE HOUSTON, JIN
WWRZ/Charleston, SC: Jim Fischer, APD/MD: Kelly Mac, 34 LUDACRIS, 5 RUBEN STUDDARD, BUBBA SPARXXX, GLENN LEWIS, BAD BOYS DA BAND

- WRVZ/Charleston, WV: Rick Johnson, APD/MD: John Anthony, 1 TRU L'VILLE, 1 BAD BOYS DA BAND, 1 LUDACRIS
WCHM/Charlotte: Doug D, 13 LUDACRIS, 2 JOE, LIL SCRAPPY
WBBM/Chicago, IL: Todd Cavannah, APD/MD: Erik Bradley, BEYONCE, MARY J BLIGE VEVE, 34 LUDACRIS
KNDA/Corpus Christi, TX: Richard Leal, 38 LUDACRIS, WIDIEFE W/ SIMONE DENNY, LIL SCRAPPY
KZFM/Corpus Christi, TX: Ed Ocasio, MD: Arlene Madala Corelli, KNOC-TURNAL I/SNOOP DOGG, LUDACRIS, BLACK EYED PEAS
KBFB/Dallas, TX: John Casadriana, MD: DJ Big Bink, 3 MARY J BLIGE VEVE, 1 LUDACRIS, BIG TYMERS SR. KELLY
WDHT/Dayton, OH: Bob Lewis, MD: Marcel Thornton, LUDACRIS
KQKS/Denver, CO: John E. Kage, No Ads
KPRR/El Paso, TX: Gina Lee Fuentez, 13 BUBBA SPARXXX, LUDACRIS, SQUABBLE
WRCL/Flint, MI: Jay Patrick, MD: Nathan Reed, MD: Clay Church, 34 LUDACRIS
KBDS/Fresno, CA: Pattie Moreno, MD: Danny Salas, 7 LUDACRIS, BUBBA SPARXXX
KSEQ/Fresno, CA: Tommy Dal Rio, MD: Felix Soto, 14 BAD BOYS DA BAND, LUDACRIS, B2K IFABOLOUS
CKEY/Buffalo, NY: Phil Becker, APD: Matt Stevie, LUDACRIS, DRAGON, 8 RHYMES F JOE CHINGY AND N CANNON, CHINGY, BAD BOYS DA BAND, CEELO, MARQUEE HOUSTON, JIN
WJMN/Boston, MA: Cadillac Jack McCartney, APD: Dennis O'Hara, MD: Chris Tyler, 7 JAGGED EDGE, 1 LUDACRIS
WJNH/Baton Rouge, LA: Randy Chase, MD: Wild Bit, LUDACRIS
WBHJ/Birmingham, AL: Mickey Johnson, APD/MD: Mary K, LUDACRIS
WJMN/Boston, MA: Cadillac Jack McCartney, APD: Dennis O'Hara, MD: Chris Tyler, 7 JAGGED EDGE, 1 LUDACRIS
CKEY/Buffalo, NY: Phil Becker, APD: Matt Stevie, LUDACRIS, DRAGON, 8 RHYMES F JOE CHINGY AND N CANNON, CHINGY, BAD BOYS DA BAND, CEELO, MARQUEE HOUSTON, JIN
WWRZ/Charleston, SC: Jim Fischer, APD/MD: Kelly Mac, 34 LUDACRIS, 5 RUBEN STUDDARD, BUBBA SPARXXX, GLENN LEWIS, BAD BOYS DA BAND

- WGBT/Greensboro, NC: Tim Satterfield, MD: Chris Roberts, APD: Jay Rio, MD: Prillycey A.D, 1 TWISTA 'KANYE WEST & JAMIE FOX, 1 ALICIA KEYS, 8 B2K IFABOLOUS
WJMH/Greensboro, NC: Brian Douglas, MD: Nick Eason, MD: Tap Mory, 38 MARY J BLIGE VEVE, 34 LUDACRIS
WDSL/Greenville, NC: Jack Spade, 27 LUDACRIS, 3 T.I., 1 PETEY PABLO, BIG TYMERS SR. KELLY
WHTZ/Greenville, SC: Fisher, MD: Murph Dawg, 2 ALI-KA KEYS
WVWV/Harrisburg, PA: John O'Dea, APD: Mackenzie, MD: Lucas, KANYE WEST, MARY J BLIGE VEVE, LUDACRIS, BRITNEY SPEARS
WZMX/Hartford, CT: Steve Salinas, APD/MD: DJ Bush, APD: Daris Simpson, 6 MR. VEGAS, XAVIER ACEN, JARHEIM LUDAKISS, KNOC-TURNAL I/SNOOP DOGG, LUDACRIS
KDBH/Honolulu, HI: Sam "The Man" Ambrose, 33 CHINGY, LUDACRIS
KIKI/Honolulu, HI: Fred Rio, 17 NICK CANNON, 1 NB RIDAZ D'GEMINI, GEMINI, 31 EAMON
KXME/Honolulu, HI: Wayne Harris, MD: Gerald Harrison, MD: Kevin Abitata, 19 ALICIA KEYS
KBXX/Houston, TX: Tom Calococi, MD: Carmen Contreras, 5 WESTSIDE CONNECTION, 1 BEYONCE
KPTY/Houston, TX: Tom Calococi, MD: Carmen Contreras, 5 WESTSIDE CONNECTION, 1 BEYONCE
WHHH/Indianapolis, IN: Scott Hazethorn, APD: Brad Williams, MD: Don "DJ Wreks One" Williams, 14 JONELLE, 17 LUDACRIS, 2 MARY J BLIGE VEVE, 1 PETEY PABLO, 4 RUBEN STUDDARD

- WXIS/Johnson City: Todd Ambrose, MD: Phil Michaels, 18 CHINGY, RUBEN STUDDARD, GEMINI, BAD BOYS DA BAND, LUDACRIS
WYIL/Knoxville, TN: Mike Hammond, MD: Tap Mory, MD: Viny Y, 800 YUNG I/HERESA VICTORIA
KLUC/Las Vegas, NV: Cat Thomas, APD/MD: J.B. King, 28 GEMINI, 2 KANYE WEST, LUDACRIS, CHINGY
KVEG/Las Vegas, NV: Sherita Sautoberry, MD: Norma, 28 LUDACRIS, 1 RUBEN STUDDARD, JIN
KWID/Las Vegas, NV: Tom "Jammer" Naylor, APD: Eddie Gomez, MD: Eddie Gomez, 12 B RHYMES F JOE CHINGY AND N CANNON, 9 MARY J BLIGE VEVE, LUDACRIS, LIL SCRAPPY
KHTE/Little Rock, AR: Rich Stevens, MD: Arne, MD: Ebro, 9 JARHEIM LUDAKISS
KPWR/Los Angeles, CA: Jimmy Steel, APD/MD: E-Man, 8 TWISTA 'KANYE WEST & JAMIE FOX, 6 MARY J BLIGE VEVE, NICK CANNON, LUDACRIS
WBLO/Louisville, KY: Mark Gums, MD: Gerald Harrison, LUDACRIS
KBTO/McAllen, TX: Alex Gutierrez, APD/MD: Bobby Macias, 11 PETEY PABLO, 2 GBE TRICE, EAMON
WRVJ/Melbourne, FL: Zac Bunker, MD: Curtis Booker, 1 MARY J BLIGE VEVE, LUDACRIS, CHINGY
KXHT/Memphis, TN: Steve Williams, MD: Big Sue, 2 KELIS
WPOW/Miami, FL: Kid Curry, APD: Tony "The Tiger" Eddie Mix, 53 GEMINI, 17 WESTSIDE CONNECTION, 3 BIG TYMERS SR. KELLY, 1 MARQUEE HOUSTON, LUDACRIS

- WPYM/Miami, FL: David Israel, MD: Phil Michaels, 8 KELIS, NO DOUBT
KTBB/Minnneapolis, MN: Dusty Hayes, APD: Zannie K, 9 KANYE WEST, 6 GBE TRICE, 4 B2K IFABOLOUS, 4 B RHYMES F JOE CHINGY AND N CANNON, 2 MARQUEE HOUSTON
KHTN/Modesto, CA: Rene Roberts, MD: Viny Y, 8 LUDACRIS, FEDERATION, JIN
KDDN/Monterey, CA: Denise Martinez, MD: Alex Carrillo, 5 B2K IFABOLOUS, GEMINI, LUDACRIS
WJWJ/Montgomery, AL: Al Lane, MD: Kaye Dunaway, 3 BAD BOYS DA BAND, 3 LUDACRIS
WKTU/New York, NY: Sky Walker, No Ads
WQHT/New York, NY: Tracy Clewerty, MD: Ebro, 9 JARHEIM LUDAKISS
WNWV/Norfolk, VA: Don London, APD/MD: Jay West, 11 B2K IFABOLOUS, 1 BEYONCE, EAMON
KMRK/Odessa, TX: Jennifer Lopez, 29 JENNIFER LOPEZ, 15 FRANKIE J 'BABY BASH, 14 NICK CANNON, 12 JAY-Z, 11 JIN, 10 CASSIDY SR. KELLY
KKWD/Oklahoma City, OK: Ronnie Ramirez, MD: Cisco Kidd, 1 TWISTA 'KANYE WEST & JAMIE FOX, ALICIA KEYS, BLACK EYED PEAS, BUBBA SPARXXX
KOCH/Omaha, NE: Tom Lane, APD/MD: Janna "Applebaum" Jones, 5 ALICIA KEYS, 1 NICK CANNON, BEYONCE
WJHM/Orlando, FL: Steve DeMan, APD: Keith Memory, MD: Jay Low, 13 TWISTA 'KANYE WEST & JAMIE FOX, 2 LUDACRIS, 1 KNOC-TURNAL I/SNOOP DOGG
WPYO/Orlando, FL: Jiri Strada, MD: Cassioy Jr. Kelly, WESTSIDE CONNECTION, LUDACRIS

- KCAQ/Oxnard, CA: Big Bear, PETEY PABLO, LUDACRIS
KKUJ/Palm Springs, CA: Gay DeMaroney, MD: Anthony Quirz, MD: Erin Dewaraz, LUDACRIS
WPHI/Philadelphia, PA: Colby Cole, MD: Rachael "Rat" George, JOE LUDACRIS, YOUNG GUNZ
KKFR/Phoenix, AZ: Bruce St. James, MD: Da Jaz, 22 LUDACRIS, EAMON
KZPP/Phoenix, AZ: Mark Medina, MD: Chino, No Ads
KXJM/Portland, OR: Mark Adams, MD: Alex "The Girl Next Door" PABLO, 12 PETEY PABLO
WPKF/Poughkeepsie, NY: Jim Jamir, MD: C.J. Hectors, BAD BOYS DA BAND, WARREN G, MARQUEE HOUSTON, BEENIE MAN 'MS THING
WVWX/Providence, RI: Tony Bristol, MD: Marie Cristal, 5 MR. VEGAS, LUDACRIS
KWNZ/Reno, NV: Eddie Gomez, 5 LUDACRIS
KWYL/Reno, NV: Dougloby, APD/MD: Janna "Applebaum" Jones, MD: KANYE WEST, 1 B2K IFABOLOUS, FRANKIE J
KBMB/Sacramento, CA: Byron Kennedy, APD/MD: Tony Teclate, MD: Jay Low, 1 MARQUEE HOUSTON, LUDACRIS, GEMINI, BAD BOYS DA BAND
KSFM/Sacramento, CA: Byron Kennedy, APD/MD: Tony Teclate, MD: Jay Low, 1 MARQUEE HOUSTON, LUDACRIS, GEMINI, BAD BOYS DA BAND
WOCQ/Salisbury, MD: Wocole, MARY J BLIGE VEVE, BIG TYMERS SR. KELLY

- KUUU/Salt Lake City, UT: Brian Michel, MD: Steve Crater, 22 LUDACRIS, 3 NICK CANNON, 2 BEYONCE, JIN
KBST/San Antonio, TX: J.D. Gonzalez, APD/MD: Romeo, 3 BIG TYMERS SR. KELLY, 2 JIN, EAMON
XHTZ/San Diego, CA: Diana Laird, APD/MD: Pablo Salo, MD: Scarberry, LUDACRIS
KMEL/San Francisco, CA: Jazzy Jim Archer, 8 J KWON, 2 JEROME RIVERA, LUDACRIS
KYL/San Francisco, CA: Jazzy Jim Archer, LUDACRIS
KWWV/San Luis Obispo, CA: Eric Sean, BEYONCE, BAD BOYS DA BAND, TWISTA 'KANYE WEST & JAMIE FOX, LUDACRIS
KSY/Santa Rosa, CA: Dean Kattari, MD: Dean Kattari, APD: Dean Kattari, MD: Dean Kattari, LUDACRIS
KUBE/Seattle, WA: Shelle Hart, MD: Marie Cristal, 5 MR. VEGAS, MD: Karen Wild, 1 GBE TRICE, 1 B RHYMES F JOE CHINGY AND N CANNON
KBT/Shreveport, LA: Queen Echola, 1 LUDACRIS
KYWL/Spokane, WA: Tim Coffer, MD: Chuck "Manic" Wright, 29 CHINGY, LUDACRIS, GLENN LEWIS, T.I.
KDG/Savannah, GA: Greg Williams, MD: Jo Jo Collins, 1 LUDACRIS, GLENN LEWIS, T.I.

- KSPW/Springfield, MO: Brad Hansen, APD/MD: Chris Cannon, 1 EAMON, 1 ALICIA KEYS
KWIN/Stockton, CA: John Christian, MD: Diane Fox, 1 LUDACRIS, 800 YUNG I/HERESA VICTORIA, KNOC-TURNAL I/SNOOP DOGG, 1 BRAVEHEARTS MIL' JON, CASSIDY SR. KELLY
WLLD/Tampa, FL: Orlando, APD: Scattman, MD: Beata, BEYONCE, LUDACRIS, BUBBA SPARXXX
KOHT/Tucson, AZ: R. Dub, APD/MD: Puerto Rico Villalobos, No Ads
KTB/Tulsa, OK: Paul Langston, MD: Big Juice, No Ads
KBLZ/Tyler, TX: Marcus Love, GEMINI, BAD BOYS DA BAND, LUDACRIS
WMBXW/Palm Beach, FL: Mark McCray, MD: DJ X Cal, 4 TEEBRA MOSES KADAKISS, 3 ELEPHANT MAN, 1 LUDACRIS
WPGC/Washington, DC: Reggie Pouse, APD: Jay Stevens, MD: Sarah O'Connor, 7 T.I.
KDG/Savannah, GA: Greg Williams, MD: Jo Jo Collins, 1 LUDACRIS, GLENN LEWIS, T.I.

* Monitored Reporters 99 Total Reporters 88 Total Monitored 11 Total Indicator Did Not Report, Playlist Frozen (2): KFAT/Anchorage, AK KRRG/Laredo, TX





DONTAY THOMPSON
dthompson@radioandrecords.com



Headlines And News Briefs Of 2003

A look back at this year's format news and changes

Time sure does fly when you're having fun! It seems like only yesterday that R&R decided to move me from our home offices in Los Angeles to New York so that our publication could keep its finger on the pulse of what was happening in the heart of the industry. Although things have never been more challenging in the trade publication biz, we've continued to make the changes necessary to better ourselves as a company.

We're not the only ones changing though. 2003 saw a tremendous amount of change in both the radio and record communities, and all of these changes, whether positive or negative, affect us in some way. It's for that reason that this week we take a look at what went down in the CHR/Rhythmic format this year, both good and bad.

January

Morning man **Rick Chase**, best known for his stints at KMEL/San Francisco and, later, KZZO/Sacramento and KWIN/Stockton, passes away of natural causes ... **Tom Maffei** becomes VP/Crossover Promotion at MCA Records ... Cox Radio's KTHT/Houston flips to "Country Legends 97.1" ... Sony Music Entertainment Chairman **Thomas Mottola** exits the company and starts a new label. NBC President/COO **Andrew Lack** is named Mottola's successor ... KBOS/Fresno PD **Pattie Moreno** appoints **Danny Salas** MD.

Lori Sheridan steps down as GM of WFOX (The Fox) & WBTS (The Beat)/Atlanta ... Clear Channel/Ft. Meyers appoints **Ron "Jomamma Johnson" Shepard** PD of WBTT (105.5 The Beat) and WRLR ... KXMG/Austin appoints **Bradley Grein** Asst. MD ... **Jermaine Dupri** enters into an exclusive label and production agreement with Arista Records and is named a Sr. VP of the company ... MCA President **Jay Boberg** is released from his contract after 7 1/2 years with the label ... Infinity gives WPGC-AM & FM & WHFS/Washington GM **Sam Rogers** additional duties as Sr. VP/Director of Sales for the Infinity/DC cluster ... **Darren Stephens** gets PD stripes at Citadel's WYIL (Wild 98.7)/Knoxville.

February

Marc Benesch, one of the industry's most beloved promotion executives, dies in his Studio City, CA home ... Sinclair Telecable CHR/Pop KSXY (Hot

98.7)/Santa Rosa, CA flips to CHR/Rhythmic ... WMBX/West Palm Beach PD **Mark McCray** appoints **Darnella Dunham** MD ... **Steve Harvey**, morning man at Radio One's KKBT/Los Angeles, is syndicated to co-owned KBFB/Dallas ... Clear Channel appoints **KWID** (Wild 101.9)/Las Vegas MD **Pablo Sato** to MD of sister station XHTZ/San Diego ... AAA Entertainment CHR/Rhythmic WWKX/Providence ups MD **DJ Buck** to PD.

Steve Sinicropi, VP/GM of Infinity's WKRK/Detroit, exits and moves to the same position at Cox Radio's Urban AC WJMZ and CHR/Rhythmic WHZT/Greenville, SC ... Infinity's WPGC/Washington ups Asst. PD/morning show producer **Reggie Rouse** to OM for the station ... Clear Channel Classic Country WWCC/Greensboro flips to CHR/Rhythmic as "94-5, The All-New Beat."

March

Emmis promotes Regional VP/Programming **Jimmy Steal** to VP/Programming, Emmis Radio ... Arista Records Exec. VP **Lionel Ridenour** resigns to pursue new business opportunities ... Hispanic Broadcasting KBTQ/McAllen morning man **Alix Q** adds PD duties ... Infinity's WXYV/Baltimore flips to Talk as "Live 105.7" ... Jive Records appoints **Chris Lighty** to Sr. VP. He remains President of Violator Records, which will be brought under the Jive umbrella ... New Wave Broadcasting ups **KDDB**/Honolulu PD **Leo Baldwin** to Director/Programming for its Honolulu cluster.

Chris Rollins is appointed PD at Clear Channel's WGBT/Greensboro ... EMI Recorded Music North America splits its EMI Music Distribution unit into two groups, including a newly created marketing entity called EMI Music Marketing ... Radio One KBXX/Houston PD **Tom Calococi** names **Carmen Contreras** MD ... Mill Creek Broadcasting KUUU/Salt Lake City middayer **Kevin Cruise** adds MD stripes.

April

Clear Channel Country WBBI/Binghamton, NY flips formats to CHR/Rhythmic as "Kiss 107.5" ... Citadel CKEY/Buffalo OM/PD **Phil Becker** names **Scooter B.** MD ... **Travis Loughran** is appointed Creative Director at KYLD/San Francisco ... KKKU/Palm Springs PD **Antdog** appoints middayer **Erin De Veaux** MD ... KFAT/Anchorage ups night guy **Paul Boris** to PD ... Clear Channel CEO **John Hogan** assembles a Format Liaison Team after cutting ties to independent promoters ... Sony Music Entertainment Chairman/CEO **Andrew Lack** taps Columbia Records Group Chairman **Don Ienner** as Sony Music U.S. President.

KVEG/Las Vegas ups **Sherita Salsberry** to PD ... Point Broadcasting Classic Rock KSRT/Santa Rosa, CA flips to CHR/Rhythmic as "Jammin' 107.1" under PD **Phil Moore** and MD **E-Dub** ... Emmis Communications Senior VP/Los Angeles Market Manager **Val Maki** is promoted to Emmis Radio VP ... Arista Records elevates Sr. VP/Promotion **Steve Bartels** to Exec. VP ... **D Rock** is appointed OM/PD at Flinn Broadcasting's KXHT/Memphis ... Capitol/Priority taps **Tony Monte** as VP/Rhythm & Crossover ... Logic Records U.S. closes its doors.

May

Clear Channel New York announces that it will not be renewing the contract of WKTU VP/Operations & Programming **Frankie Blue** ... Infinity VP/Programming **Eric Logan** resigns ... Guerra Enterprises KNDA/Corpus Christi, TX OM **Bill Thorman** exits. Owner **Jesse Rodriguez** assumes OM duties ... **Paul Palmer** exits as co-President of Trauma Records ... Citadel KWYL (Wild 102.9)/Reno, NV PD **Angel Garcia** exits.

June

ARTISTdirect Vice Chairman and co-founder **Marc Geiger** exits ... Clear Channel KOHT/Tucson PD **R Dub** taps MD/morning show producer **Puerto Rico** as Asst. PD ... R&R CHR/Pop Editor **Tony Novia** leaves R&R and joins Universal Records as VP/International ... AAA Entertainment WWKX/Providence PD **DJ Buck** is named Asst. PD/MD at Infinity's WZMX/Hartford.

July

Jay Dixon, PD of Cox Urban AC WBHK/Birmingham, adds OM duties for the entire Cox Birmingham Urban cluster ... Journal Broadcasting's Classic Rock WBON/Knoxville flips to CHR/Rhythmic as "The New Hot 104.5" ... Clear Channel CHR/Rhythmic WGBT/Greensboro, NC hires **Pretty Boy A.D.** as MD/evening host ... Emmis Communications KPWR/Los Angeles morning host **Big Boy** extends his contract with the station ... Former KSCS/Dallas PD **Dean James** joins crosstown KKDL as PD ... Former Infinity VP/Programming **Eric Logan** is named President/Programming for Citadel.

Infinity restructures its regional and major-market radio operations ... NextMext Media WQSL/Greenville PD **Jack Spade** adds management duties at crosstown sister Active Rock WXQR ... Clear Channel KIKI & KDNN/Honolulu, HI PD **Fred Rico** appoints KDNN MD/Mix Show Coordinator **K-Smooth** KIKI's new MD ... **Mitch Bainwol**, a former Chief of Staff to Senate Majority Leader **Bill Frist**, succeeds **Hilary Rosen** as Chairman/CEO of the Recording Industry Association of America ... Citadel's KWYL/Reno, NV appoints former KFAT/Anchorage PD **Doughboy** its new PD/afternoon driver.

August

KTFM/San Antonio moves from CHR/Pop to CHR/Rhythmic ... Clear Channel KWID/Las Vegas PD **Tom "Jammer" Naylor** names afternoon driver **Eddie Gomez** MD ... Infinity WMBX (X 102.3)/West Palm Beach, FL PD **Mark McCray** appoints mixer **DJ XCEL** MD ... Infinity President/COO **Joel Hollander** realigns the regional leadership of his company's radio operations, eliminating its Central division. With the realignment, Exec. VP/Central Region **Brian Ongaro** becomes Exec. VP/Western Region, and Exec. VP/Eastern Region **Scott Herman** continues in that role. **Lisa Decker** becomes VP/Eastern Mid-Size Markets, while **Don Bouloukos** is named VP/Western Mid-Size Markets ... South Central Communications names **Craig Jacobus** President of South Central Radio ... Archway Broadcasting KHTE/Little Rock's **Tony Terrell** is relieved of his PD duties to focus on his afternoon drive shift. OM **Hoser** is interim PD.

September

Mike Whited and **Michelle Jacobs** exit ARTISTdirect and head over to the promotions department at MSC Entertainment ... Clear Channel's WKTU/New York appoints interim PD **Jeff Z** permanent PD ... HBC promotes **Thomas McSweeney**, currently serving as HBC/Los Angeles VP/Western Regional Director of Sales, VP/Station Manager for the company's five-station L.A. cluster ... Clear Channel's KMRK/Midland, TX appoints **Jamie "Babyface" Pendleton** PD/morning show host.

Universal Music Group announces it will drop the list price of most top-line CDs to \$12.98 and cassettes to \$8.98 ... The FCC approves the long-pending merger of Univision and Hispanic Broadcasting Corp. ... Cox Radio moves **Austin Vali**, VP/GM of the company's KRTR & KXME/Honolulu, to the Market Manager post at WBAB, WBLI & WHFM/Nassau-Suffolk. KCCN-FM & KINE/Honolulu VP/GM **Mike Kelly** adds Vali's old duties ... **Lee Cagle**, American General Media Director/Programming for KPAT/Santa Maria, CA and KWWV/San Luis Obispo, CA, is appointed PD of Cox Urban WFOX/Atlanta.

Cox Radio WPYO/Orlando PD **Steve Bartel** heads over to Entravision Dance KKDL/Dallas as Asst. PD/MD/midday personality ... New Northwest KPAT/Anchorage, AK morning man **Counselor** adds PD duties, and former PD/nights **Paul Boris** shifts to Asst. PD/MD/nights ... Emmis announces that **Tracy Cloherly**, VP/Programming of Emmis/New York and PD of WQHT (Hot 97), has notified the company that she will not seek to renew her contract beyond its February 29, 2004 expiration date.

October

Clear Channel Smooth Jazz KVJZ/Des Moines flips to CHR/Rhythmic ... American General Media's KWWV/San Luis Obispo, CA ups Asst. PD/MD/morning man **Eric Sean** to PD ... Radio One KTTB/Minneapolis PD **Dusty Hayes** returns to Infinity/Austin in the VP/Programming post ... **Rich Stevens** joins Archway Broadcasting CHR/Rhythmic KHTE/Little Rock as PD ... Citadel Communications appoints **Nick Elliott** PD at WYIL/Knoxville ... KDON/Monterey



WINTER MELTDOWN IN AUSTIN Emmis Communications KDHT (Hot 93.3)/Austin recently held its Winter Meltdown with various artists performing in front of a sold-out crowd. Seen here are (l-r) Interscope's Brian "Killa Bee" Gray, Hot 93.3 afternoon jock Boogie and PD Jay Michaels, Beat Club/Interscope artist Bubba Sparxxx, who performed his new single, "Back in the Mudd," at the show, and Hot 93.3 MD Bradley.



December 19, 2003

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
2	1	KELIS Milkshake (Star Trak/Arista)	5366	+315	598693	12	81/2
4	2	OUTKAST Hey Ya! (Arista)	5139	+346	497850	11	58/0
1	3	LUDACRIS f/SHAWNNA Stand Up (Def Jam South/IDJMG)	5004	-306	557984	18	82/0
5	4	OUTKAST The Way You Move (Arista)	4710	+21	484847	16	74/0
3	5	CHINGY f/SNOOP DOGG & LUDACRIS Holidae In (DTP/Capitol)	4250	-644	428981	17	82/0
6	6	YOUNGBLOODZ f/LIL' JON Damn! (Arista)	3924	-445	485340	23	80/0
8	7	JAGGED EDGE Walked Outta Heaven (Columbia)	3893	+237	389709	14	76/1
7	8	MURPHY LEE f/JERMAINE DUPRI Wat Da Hook Gon Be (Fo' Reel/Universal)	3499	-210	324930	17	71/0
9	9	G UNIT Stunt 101 (Interscope)	3365	-194	382415	9	83/0
12	10	2PAC f/NOTORIOUS B.I.G. Runnin' (Dying To Live) (Amaru/Interscope)	3165	-7	389264	11	71/0
11	11	JAY-Z Change Clothes (Roc-A-Fella/IDJMG)	3159	-124	297252	7	83/0
10	12	LIL' JON & THE EASTSIDE BOYZ Get Low (TVT)	3149	-313	343482	33	77/0
13	13	BABY BASH Suga Suga (Universal)	2850	-225	361747	28	60/0
15	14	NICK CANNON Gigolo (Jive)	2715	+331	227355	8	79/4
23	15	TWISTA f/KANYE WEST & JAMIE FOXX Slow Jamz (Atlantic)	2604	+936	290270	4	80/6
17	16	WESTSIDE CONNECTION Gangsta Nations (Capitol)	2408	+313	240003	9	66/4
19	17	YING YANG TWINS f/LIL' JON & THE EASTSIDE BOYZ Salt Shaker (TVT)	2402	+490	260791	6	70/2
14	18	BEYONCE' f/SEAN PAUL Baby Boy (Columbia)	2402	-514	303478	20	85/0
24	19	ALICIA KEYS You Don't Know My Name (J)	2301	+709	294999	5	76/6
16	20	R. KELLY Step In The Name Of Love (Jive)	1928	-386	305178	13	72/0
21	21	BEYONCE' Me, Myself And I (Columbia)	1887	+210	187494	7	61/7
20	22	MYA Fallen (A&M/Interscope)	1884	+16	135586	8	68/1
22	23	BABY BASH Shorty Doowop (Universal)	1651	-23	122282	7	47/1
25	24	BOW WOW f/JAGGED EDGE My Baby (Columbia)	1649	+59	152021	8	62/0
27	25	CASSIDY f/R. KELLY Hotel (J)	1621	+226	183896	9	60/2
32	26	KANYE WEST Through The Wire (Roc-A-Fella/IDJMG)	1442	+458	144714	4	59/5
31	27	MARY J. BLIGE f/EVE Not Today (Geffen)	1249	+224	130292	3	62/7
28	28	TOO SHORT f/LIL' JON Shake That Monkey (Short/Jive)	1212	+69	141603	10	21/1
26	29	ASHANTI Rain On Me (Murder Inc./IDJMG)	1199	-258	128530	18	62/0
30	30	RYAN DUARTE You (Universal)	1185	+117	133279	5	48/0
33	31	OBIE TRICE The Set Up (Shady/Aftermath/Interscope)	1073	+109	102100	4	61/3
34	32	AVANT Read Your Mind (Geffen)	1068	+104	109692	7	37/0
36	33	MARQUES HOUSTON Pop That Booty (T.U.G./EEG)	1059	+121	87437	4	57/5
40	34	EAMON F**k It (I Don't Want You Back) (Jive)	837	+103	58017	5	22/6
39	35	WARREN G Let's Go (It's A Movement) (MSC)	814	+69	23316	5	40/0
43	36	B2K f/FABOLOUS Bada Boom (Epic)	802	+213	79295	2	48/7
35	37	YING YANG TWINS Naggin' (TVT)	698	-246	67417	14	22/0
29	38	JA RULE Clap Back (Murder Inc./IDJMG)	687	-445	39917	9	54/0
42	39	TRILLVILLE Neva Eva (BME/Warner Bros.)	630	+16	45791	3	22/0
38	40	213 Fly (Geffen)	615	-143	61909	16	10/0
37	41	MISSY ELLIOTT Pass That Dutch (Gold Mind/Elektra/EEG)	595	-219	97300	11	63/0
Debut	42	BUSTA RHYMES, FAT JOE, CHINGY... Shorty... (Hollywood)	495	+105	44797	1	34/4
48	43	BIG TYMERS This Is How We Do (Cash Money/Universal)	490	+1	51320	14	20/0
Debut	44	JUVENILE In My Life (Cash Money/Universal)	486	+89	31171	1	24/2
41	45	WAYNE WONDER Perfect Proposal (VP/Atlantic)	483	-229	39583	6	32/0
45	46	TLC f/LIL' JON Come Get Some (Arista)	478	-83	17586	3	37/0
Debut	47	T.I. Rubber Band Man (Grand Hustle/Atlantic)	472	+106	41376	1	33/9
46	48	GEMINI Crazy For You (Universal)	471	-65	43044	19	20/12
Debut	49	LUDACRIS Splash Waterfalls (Def Jam South/IDJMG)	457	+244	48129	1	62/60
Debut	50	BIG TYMERS f/R. KELLY Gangsta Girl (Cash Money/Universal)	448	+109	24320	1	35/5

Most Added®

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
LUDACRIS Splash Waterfalls (Def Jam South/IDJMG)	60
GEMINI Crazy For You (Universal)	12
T.I. Rubber Band Man (Grand Hustle/Atlantic)	9
MARY J. BLIGE f/EVE Not Today (Geffen)	7
BEYONCE' Me, Myself And I (Columbia)	7
B2K f/FABOLOUS Bada Boom (Epic)	7
BUBBA SPARXXX Back In The Mudd (Beatclub/Interscope)	7
JIN Learn Chinese (Ruff Ryders/Virgin)	7

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
TWISTA f/KANYE WEST & JAMIE FOXX Slow Jamz (Atlantic)	+936
ALICIA KEYS You Don't Know My Name (J)	+709
YING YANG TWINS f/LIL' JON... Salt Shaker (TVT)	+490
KANYE WEST Through The Wire (Roc-A-Fella/IDJMG)	+458
OUTKAST Hey Ya! (Arista)	+346
NICK CANNON Gigolo (Jive)	+331
KELIS Milkshake (Star Trak/Arista)	+315
WESTSIDE CONNECTION Gangsta Nations (Capitol)	+313
J-KWON Topsy (Independent)	+254
LUDACRIS Splash Waterfalls (Def Jam South/IDJMG)	+244

New & Active

- PETEY PABLO** Freek-A-Leek (Jive)
Total Plays: 424, Total Stations: 25, Adds: 5
- KNOC-TURN'AL...** The Way I Am (L.A. Confidential/Elektra/EEG)
Total Plays: 413, Total Stations: 34, Adds: 4
- MUSIQ** Forthenight (Def Soul/IDJMG)
Total Plays: 397, Total Stations: 19, Adds: 0
- BRAVEHEARTS** f/LIL' JON Quick To Back Down (Columbia)
Total Plays: 393, Total Stations: 18, Adds: 1
- RUBEN STUDDARD** Sorry 2004 (J)
Total Plays: 379, Total Stations: 40, Adds: 6
- CEE-LO** I'll Be Around (LaFace/Arista)
Total Plays: 256, Total Stations: 19, Adds: 1
- LIL SCRAPPY** Head Bussa (BME/Reprise)
Total Plays: 251, Total Stations: 20, Adds: 4
- JIN** Learn Chinese (Ruff Ryders/Virgin)
Total Plays: 236, Total Stations: 22, Adds: 7
- BUBBA SPARXXX** Back In The Mudd (Beatclub/Interscope)
Total Plays: 208, Total Stations: 27, Adds: 7
- FEDERATION** Hyphy (Virgin)
Total Plays: 188, Total Stations: 12, Adds: 1

Songs ranked by total plays

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

88 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 12/7-12/13. 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.

On Time. Every Time.

- Custom Production - Callouts, Montages & Video Hooks
- Digital, Clear, Consistent ➤ 70,000+ Song Library
- All Formats & International Titles ➤ On-Time Delivery



Featuring: GOLD DISCS AND HD DISCS

Email: hooks@hooks.com
www.hooks.com
FAX: (770)452-4675

16 Perimeter Park Drive, #109
Atlanta, GA 30341-1324

For The Best Auditorium
Test Hook Tapes

Michael Peliaia
(770)452-HOOK (4665)

ROC-A-FELLA RECORDS PRESENTS
MTV'S TOP TEN MOST ANTICIPATED ALBUM FOR 2004



Kanye West

THE TRUE STORY

"THROUGH THE WIRE"

FROM THE DEBUT ALBUM

COLLEGE DROPOUT
IN STORES FEB. 3RD!

**PARENTAL
ADVISORY**
EXPLICIT CONTENT

EDITED
VERSION ALSO
AVAILABLE.

www.parentalguide.org



HOSTILE

HANDPRINT

**HIP HOP
SINCE 1978**

www.kanyewest.com

www.rocafella.com

December 19, 2003

RANK ARTIST TITLE LABEL

- 1 **KELIS** Milkshake (*Star Trak/Arista*)
- 2 **LUDACRIS** Stand Up (*Def Jam South/IDJMG*)
- 3 **G-UNIT** Stunt 101 (*Interscope*)
- 4 **LIL' JON & EASTSIDE BOYZ** Get Low (*TVT*)
- 5 **YING YANG TWINS** Salt Shaker (*TVT*)
- 6 **YOUNGBLOODZ** f/LIL' JON Damn! (*Arista*)
- 7 **MURPHY LEE** f/J. DUPRI Wat Da Hook Gon' Be (*Fo' Reel/Universal*)
- 8 **JAY-Z** Change Clothes (*Roc-A-Fella/IDJMG*)
- 9 **2PAC** f/NOTORIOUS B.I.G. Runnin' (*Death Row/Interscope*)
- 10 **WESTSIDE CONNECTION** Gangsta Nation (*Capitol*)
- 11 **OUTKAST** The Way You Move (*Arista*)
- 12 **CASSIDY** f/R. KELLY Hotel (*J*)
- 13 **CHINGY** f/SNOOP DOGG & LUDCARIS Holidae In (*DTP/Capitol*)
- 14 **R. KELLY** Step In The Name Of Love (*Jive*)
- 15 **OUTKAST** Hey Ya (*Arista*)
- 16 **BEYONCE'** f/SEAN PAUL Baby Boy (*Columbia*)
- 17 **TWISTA** f/K. WEST & J. FOXX Slow Jamz (*Atlantic*)
- 18 **OBIE TRICE** The Set Up (*Interscope*)
- 19 **NICK CANNON** Gigolo (*Jive*)
- 20 **ALICIA KEYS** You Don't Know My Name (*J*)
- 21 **TOO SHORT** f/LIL' JON Shake That Monkey (*Short/Jive*)
- 22 **BABY BASH** Suga Suga (*Universal*)
- 23 **KANYE WEST** Through The Wire (*Roc-A-Fella/IDJMG*)
- 24 **MYA** Fallen (*A&M/Interscope*)
- 25 **JAGGED EDGE** Walked Outta Heaven (*Columbia*)
- 26 **MARY J. BLIGE** f/EVE Not Today (*Geffen*)
- 27 **JAY-Z** Dirt Off Your Shoulder (*Roc-A-Fella/IDJMG*)
- 28 **BEYONCE'** Me, Myself And I (*Columbia*)
- 29 **MISSY ELLIOTT** Pass That Dutch (*Gold Mind/Elektra/EEG*)
- 30 **BRAVEHEARTS** f/LIL' JON Quick To Back 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 12/7-12/13/03. ©2003, R&R, Inc.



PHAT MIX SIX

- YOUNG GUNZ** No Better Love (*Roc-A-Fella/IDJMG*)
- J'KWON** Topsy (*So So Def/Arista*)
- JAY-Z** Dirt Off Your Shoulders (*Roc-A-Fella/IDJMG*)
- B2K** f/FABOLOUS Bada Boom (*Epic*)
- LUDACRIS** Splash Waterfalls (*Def Jam South/IDJMG*)
- BIG TYMERS** f/R. KELLY Gangsta Girl (*Cash Money/Universal*)



ONE LAST SHOT Before he left KISV/Bakersfield for the PD job at the newly launched KWRP/Riverside, Picasso had the opportunity to take a photo with J Records recording artist Alicia Keys during a recent showcase for the release of her album *The Diary of Alicia Keys*. Seen here (l-r) are Picasso, Keys and KISV PD Bob Lewis.

Headlines And News Briefs....

Continued from Page 33

PD/morning host **Dennis Martinez** is appointed Clear Channel Director/Programming, Salinas/Monterey ... KTFM/San Antonio flips from CHR/Rhythmic to Rock ... **Omar "The Big O"** is appointed Asst. PD/MD at WBTT/Ft. Meyers.

November

Vivendi's Universal Music Group announces its purchase of DreamWorks Records for \$100 million. It plans to fold DreamWorks into its Interscope/Geffen/A&M branch ... Cox Communications' KCJZ/San Antonio flips to CHR/Pop ... Clear Channel WKTU/New York PD Jeff Z appoints **Skyy Walker MD** ... Magic Broadcasting's KWRP/Riverside flips from Regional Mexican to CHR/Rhythmic ... **Jim Bell** is named VP/Market Manager for Clear Channel/Bakersfield ... Bertelsmann Music Group and Sony Music sign

a nonbinding letter of intent to merge their operations.

Beasley Broadcast Group flips WPTP/Philadelphia from Hot AC to CHR/Rhythmic ... Thomas H. Lee Partners, Bain Capital, Providence Equity Partners and Edgar Bronfman's Lexa Partners agree to purchase Warner Music Group and Warner/Chappell Music Publishing for about \$2.6 billion in cash and other considerations ... **Picazzo Stevens** becomes PD of Magic Broadcasting's KWRP/Riverside ... Arista names **Caroline Bazbaz** National Director/Rhythm & Crossover Promotion.

December

Infinity QBT/Austin PD **Scotter B. Stevens** exits the station ... **Angel Garcia**, former PD of KWYL/Reno, NV, is named Asst. PD/MD/afternoon driver at Beasley Broadcast Group's WPTP/Philadelphia ... Cox Radio AC KRTR-FM/Honolulu PD **Wayne Maria** is promoted to OM of KRTR and CHR/Rhythmic KXME/Honolulu.

OWN YOUR EVENTS

If no one can see your signs, do they know who staged the event? Make sure you claim ownership at all your events with cost-effective, disposable plastic banners.

- We print your logo using up to four spot colors.
- Perfect for concerts, events and giveaways.
- Packaged on a roll and easy to use.
- Up to 3' High and 6' Wide
- Durable
- Weather-resistant



1-800-231-6074

P.O. Box 750250 Houston,
Texas 77275-0250

713/507-4200 713/507-4295 FAX

ri@reefindustries.com
www.reefindustries.com

ROLLASIGN™
PLASTIC BANNERS



A Look Back At 2003

The news and events that shaped our year

Every year the industry takes a new turn. Some of our peers have made it to greater heights despite or due in part to these changes. Others have, unfortunately, fallen victim to the crush of consolidation and change. Here's a look at all the news documented in R&R over the course of the year, as well as some of the highlights (see the "Power Moves 2003" sidebar) that deserve extra recognition.

January

Barry Mayo takes over as GM of Emmis/New York, replacing VP/GM Judy Ellis ... Radio One announces a deal to launch a TV network targeted to African Americans, led by Radio One President/CEO Alfred Liggins ... After filing for bankruptcy, Hawes-Saunders Broadcasting sells WRNB & WROU/Dayton: Radio One acquires WROU for \$9.5 million, and K-Love Radio Network acquires WRNB for \$1.2 million ... Oldies WOTO/Memphis flips to Gospel as WHAL ... WUKS/Fayetteville, NC taps Garrett Davis as PD ... Quincy Taylor exits WTMG/Gainesville as PD and joins Don Cody Productions.

KTCX/Beaumont, TX PD Kim Stevens joins Urban AC KVGS/Las Vegas for midday duties ... So So Def Records moves from Columbia to Arista Records. Jermaine Dupri is named Sr. VP at Arista ... Suge Knight is sued for millions by his former legal team, while

former Death Row artist Daz wins a \$25 million lawsuit against Knight over unpaid royalties ... R. Kelly is arrested in Miami on child pornography charges

after police allegedly find 12 nude images of an underage female in his home ... Ruff Ryders sign a distribution deal with Virgin Records, but Interscope will continue to hold the rights to Eve's and Jadakiss' solo projects.



Dion Summers

February

Helen Little is named VP/Marketing for WEA ... Longtime WERQ/Baltimore PD Dion Summers joins Clear Channel's new WMIB/Miami as PD ... Cox flips Oldies WFOX/Atlanta to Urban ... Hurricane Dave exits as PD of WENZ/Cleveland and is replaced by Urban AC sister WZAK PD Kim Johnson ... Ronn Scott, former Def Jam Records Midwest Regional Manager, is the new PD at WKKV/Milwaukee ... Chris Reynolds exits WDZZ/Flint, MI to take over as PD at WBLK/Bufalo.

Tony Rankin is named PD at Urban

AC KVGS/Las Vegas. Afternoon personality Jes Wes exits ... WQHT/New York music coordinator Mara Melendez moves to rival WWPR/New York as MD ... WRKS/New York parts ways with the syndicated Tom Joyner Morning Show. Jeff Foxx and Shaila handle mornings ... KKBt/Los Angeles GM Nancy Leichter exits. KKBt morning man Steve Harvey announces his show will be simulcast on sister KBFB/Dallas ... WBHK/Birmingham MD Darryl Johnson is promoted to Asst. PD ... R&R welcomes Ern Llamado as Urban/Urban AC AE ... Dino Conner, one-third of the R&B group H-Town, is killed in a car accident in Houston.

March

Emmis Regional VP Jimmy Steal is named VP/Programming ... MCA VP/Promotion Benny Pough takes the reins at Def Jam/Def Soul ... Terri Avery is promoted to OM for Infinity's WBAV, WGIV & WPEG/Charlotte ... WFUN/St. Louis PD Mo' Shay Strickland exits ... WUBT/Nashville PD Kiki "The 1st Lady" Henson exits ... Cumulus transfers PD Jerold Jackson from WDAI/Myrtle Beach, SC to Urban AC WDZZ/Flint, MI. Kenny Smoove replaces him at WDAI ... WFLM/Ft. Pierce, FL PD/MD Mike James is promoted to OM, and Asst. PD Tony Bear assumes PD/MD duties.

Cox moves Urban AC WALR/Atlanta to Urban Oldies ... Infinity's WXYV/Baltimore flips to Talk as "Live 105-7" ... Radio One takes over the daily operations of WROU-FM/Dayton, which segues to Urban AC and picks up the WRNB call letters ... A federal jury in New York finds Island Def Jam Music Group liable for fraud and copyright infringement. New York-based TWT Records seeks damages of more than \$30 million ... Lionel Ridenour exits as Exec. VP for Arista Records.

Chris Lighty is named Sr. VP/A&R for Jive Records ... J Records' Stephanie Lopez is promoted to Sr. National Director/Urban Promotion ... Eric and Nick Vidal, better known as The Baka Boyz, join WMIB/Miami ... Rick Party joins WEDR/Miami for afternoons ... Citadel's KOKY/Little Rock welcomes The Tom Joyner Morning Show back to the station. The show had been on cross-town KYFX for eight years ... Lisa G. exits WWPR/New York's Ed Lover & Doctor Dre Morning Show.

April

Clear Channel announces it will cut ties with independent music promoters

when existing deals run out in the summer ... J Records superstar and R&B legend Luther Vandross suffers a stroke ...

Don Jenner, Chairman of Columbia Records since 1994, is named President of Sony Music U.S. The company launches an urban division headed by Exec. VP David McPherson ... WWPR/New York PD Michael Saunders signs a new deal with Clear Channel that will keep him at the station for an additional two years ... Thea Mitchem, former PD of WXYV/Baltimore, is named Director/Urban Programming for Clear Channel/Philadelphia.



Tony Fields

WESE/Tupelo, MS PD Pamela Aniese heads to Clear Channel sister WUBT/Nashville ... Sue Freund rises from GSM to GM of Radio One Urban KKBt/Los Angeles ... Todd Burden exits the GM post at Radio One's WENZ, WERE, WJMO & WZAK/Cleveland. Regional VP Carl Hamilton takes over the duties ... Inner City acquires Urban WHXT-FM and Urban AC WZMJ-FM in Columbia, SC from Rainbow Radio for \$11.1 million ... American Urban Radio Networks Sr. VP Jerry Boulding resigns ... Gary Saunders, Director/Operations for The Doug Banks Morning Show, is the new Director/Syndication for Radio One's Steve Harvey Morning Show.

May

Arista Sr. VP/Promotion Steve Bartels is promoted to Exec. VP of the label, overseeing all formats ... R&R names Dana Hall Urban/Urban AC Editor ... Citadel buys Wilks Broadcasting's stations for \$133 million ... Cox Radio moves Houston VP/Market Manager Chris Wegmann to Atlanta as VP/Market Manager, overseeing Urban AC WFOX and Urban WALR-FM ... PD Terry Foxx exits WCDX/Richmond ... WKYS/Washington afternoon drive jock Lorenzo "Ice T" Thomas exits ... WPHI/Philadelphia



Marv Dyson

WPEG/Charlotte Asst. PD/MD/afternoon driver Nate Quick makes the big leap to Dallas as midday jock for KKDA (K104).

WKYS/Washington moves late-night jock Osei to afternoons and hires WBTT/Richmond night jock Xzulu for nights, pushing K.K. Holiday to

midday host Kim Kane departs ... Night slammer Tazz is named Asst. PD of Cumulus' WNPL/Nashville ... WTLC/Indianapolis MD Garth Adams is upped to Asst. PD ... Spinderella of Salt-N-Pepa syndicates her own show, The Spin Cycle, through Superadio.

June

After being suspended, WQHT (Hot 97)/New York morning man Star (a.k.a. Troi Torain) hires a law firm

to release him from the noncompete provision of his contract with Emmis ... VHI taps WBLB/New York afternoon host Wendy Williams to take her shtick to the small screen with Wendy Williams Is on Fire, a gossip and interview program ... KKBt (The Beat)/Los Angeles MD Dorsey Fuller, afternoon host Adimu and Production Director Bryan Apple exit ... George "Hamilton" Cook joins Sheridan Broadcasting as Director/Programming, overseeing WAMO-AM & FM & WPGR/Pittsburgh ... Tony Fields joins Cox Radio's WJMZ (107.3 Jamz)/Greenville, SC as OM ... PD Kevin "Coolin" Fox exits CFJX (The Flow)/Toronto.

Jeff Lee is named PD/midday jock at Urban AC WESE/Tupelo, MS ... Urban AC WVAZ (V103)/Chicago afternoon drive jock Tony Richards exits and is replaced by part-timer Ramonski Luv ... WUSL/Philadelphia PD/morning host

Glenn "Golden Boy" Cooper moves back to afternoons. Late-night jock Golden Girl heads to mornings as co-host, while Donya Blaze exits. At Urban AC market sister WDAS-FM, MD Jo Ann Gamble adds Asst. PD stripes ... Former WXYV/Baltimore midday jock Mocha resurfaces at WPHI (The Beat)/Philadelphia ...

Power Moves 2003

Who were the big newsmakers of 2003 in urban music? R&R lists the top five in radio and the top five in records.

Radio

1. Nate Bell is named Clear Channel Regional VP/Programming over all formats (October).
2. Barry Mayo is named VP/GM of Emmis/New York (January).
3. Thea Mitchem is named Director/Urban Programming for Clear Channel/Philadelphia (April).
4. KJ Holiday is upped to Director/Urban Programming for Clear Channel/Detroit (October).
5. Wendy Williams signs a syndication deal with Superadio to take her WBLB/New York show national (September).

Records

1. David McPherson heads up Sony's new urban division (April).
2. MCA VP/Promotion Benny Pough takes the reins at Def Jam/Def Soul (March).
3. DreamWorks' Garnett March moves over to head up the new urban promotion team at Geffen (June).
4. Former Arista Sr. VP Lionel Ridenour is tapped to lead Virgin Urban (August).
5. Helen Little is named VP/Marketing for WEA (February).

United Stations Radio Networks presents the

BLACK ENTERPRISE

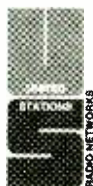


Information is Power!

With market news and personal finance information that matters to your listeners, the Black Enterprise Business Report helps your audience make informed investment and lifestyle decisions.

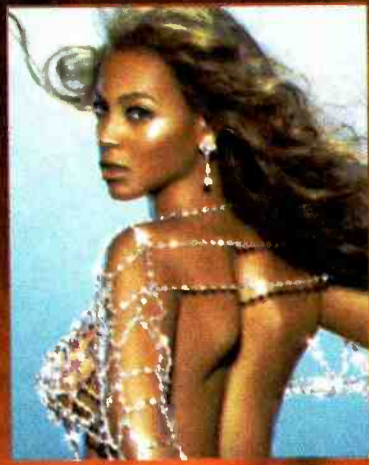
Empower your audience with the
Black Enterprise Business Report

Call 212-869-1111
 bebr@unitedstations.com





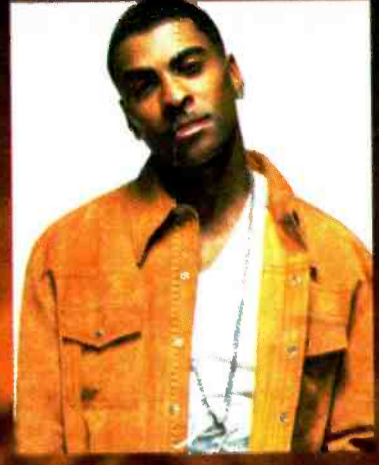
B2K



BEYONCÉ



BOW WOW



GINUWINE

WHEN IT COMES TO MUSIC,
WE EACH HAVE OUR OWN SOUND.

WHEN IT COMES TO FAMILY,
WE'RE ON THE SAME PAGE.

GLENN LEWIS



JAGGED EDGE



BABY D



BRAVEHEARTS



HAPPY HOLIDAYS AND A PROSPEROUS 2004 FROM EVERYONE AT SONY URBAN MUSIC.



WWW.SONYURBAN.COM WWW.EPICRECORDS.COM WWW.COLUMBIARECORDS.COM

"COLUMBIA," "EPIC," "SONY URBAN MUSIC" AND REG. U.S. PAT. & TM. OFF. MARCA REGISTRADA / © 2003 SONY MUSIC ENTERTAINMENT INC.

December 19, 2003

Powered By



LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
2	1	ALICIA KEYS You Don't Know My Name (J)	3670	+342	527063	8	69/0
1	2	OUTKAST The Way You Move (Arista)	3284	-65	437105	15	62/0
3	3	JAGGED EDGE Walked Outta Heaven (Columbia)	3226	-80	480774	20	61/0
4	4	AVANT Read Your Mind (Geffen)	3181	+125	432747	18	63/0
5	5	JAY-Z Change Clothes (Roc-A-Fella/IDJMG)	2910	+153	410623	7	68/0
6	6	R. KELLY Step In The Name Of Love (Jive)	2442	-232	360020	22	68/0
10	7	KELIS Milkshake (Star Trak/Arista)	2339	+301	381991	10	53/0
8	8	G UNIT Stunt 101 (Interscope)	2334	-145	248920	10	65/1
7	9	LUDACRIS f/SHAWNNA Stand Up (Def Jam South/IDJMG)	2184	-368	259574	17	66/0
15	10	TWISTA f/KANYE WEST & JAMIE FOXX Slow Jamz (Atlantic)	2173	+519	253720	5	66/5
13	11	BEYONCE' Me, Myself And I (Columbia)	2171	+207	289819	8	57/1
9	12	YOUNGBLOODZ f/LIL' JON Damn! (Arista)	2134	-103	306593	25	61/0
11	13	MURPHY LEE f/JERMAINE DUPRI Wat Da Hook Gon Be (Fo' Reel/Universal)	1826	-212	199389	17	50/0
12	14	CHINGY f/SNOOP DOGG & LUDACRIS Holidae In (DTP/Capitol)	1688	-342	187204	15	63/0
21	15	KANYE WEST Through The Wire (Roc-A-Fella/IDJMG)	1622	+277	182724	5	56/2
19	16	MUSIQ Forthenight (Def Soul/IDJMG)	1613	+210	167309	9	60/0
14	17	2PAC f/NOTORIOUS B.I.G. Runnin' (Dying To Live) (Amaru/Interscope)	1561	-230	239765	11	58/0
17	18	JOE More & More (Jive)	1472	+34	152892	13	67/0
24	19	MARY J. BLIGE f/EVE Not Today (Geffen)	1404	+203	160309	3	65/1
20	20	NICK CANNON Gigolo (Jive)	1375	+14	129163	11	61/0
32	21	OUTKAST Hey Ya! (Arista)	1241	+437	185404	4	47/7
23	22	GINUWINE Love You More (Epic)	1179	-61	135332	13	38/1
27	23	BOW WOW f/JAGGED EDGE My Baby (Columbia)	1136	+96	131431	9	46/0
16	24	ASHANTI Rain On Me (Murder Inc./IDJMG)	1118	-349	135897	18	63/0
18	25	JA RULE Clap Back (Murder Inc./IDJMG)	1073	-334	104507	11	63/0
25	26	MONICA Knock Knock (J)	1028	-121	133141	16	46/0
29	27	BIG TYMERS f/R. KELLY Gangsta Girl (Cash Money/Universal)	1023	+56	87822	4	52/1
28	28	MYA Fallen (A&M/Interscope)	973	-10	112290	6	55/0
22	29	BEYONCE' f/SEAN PAUL Baby Boy (Columbia)	948	-302	130611	20	63/0
26	30	MISSY ELLIOTT Pass That Dutch (Gold Mind/Elektra/EEG)	922	-167	134466	11	56/0
33	31	YING YANG TWINS f/LIL' JON & THE EASTSIDE BOYZ Salt Shaker (TVT)	879	+120	107136	5	49/5
35	32	MARQUES HOUSTON Pop That Booty (T.U.G./EEG)	874	+151	89024	4	43/3
Debut	33	RUBEN STUDDARD Sorry 2004 (J)	821	+454	106533	1	55/4
36	34	JUVENILE In My Life (Cash Money/Universal)	821	+131	73619	3	42/2
37	35	OBIE TRICE The Set Up (Shady/Aftermath/Interscope)	781	+129	66718	5	42/1
38	36	TRILLVILLE Neva Eva (BME/Warner Bros.)	695	+45	58943	7	39/5
34	37	LOON f/MARIO WINANS Down For Me (Bad Boy/Universal)	678	-72	137599	12	41/0
46	38	T.I. Rubber Band Man (Grand Hustle/Atlantic)	676	+232	71993	2	49/11
39	39	CEE-LO I'll Be Around (LaFace/Arista)	641	-5	53585	6	42/0
30	40	BAD BOY'S DA BAND Bad Boy This Bad Boy That (Bad Boy/Universal)	614	-251	71356	14	44/0
44	41	B2K f/FABOLOUS Bada Boom (Epic)	568	+97	82956	3	41/6
41	42	BRAVEHEARTS f/LIL' JON Quick To Back Down (Columbia)	504	-40	35903	5	41/0
Debut	43	PETEY PABLO Freek-A-Leek (Jive)	485	+146	33205	1	37/4
50	44	WESTSIDE CONNECTION Gangsta Nations (Capitol)	470	+101	49108	2	35/5
42	45	CARL THOMAS She Is (Bad Boy/Universal)	451	-44	45012	3	35/0
43	46	TIMBALAND & MAGOO f/SEBASTIAN Indian Flute (BlackGround/Universal)	399	-73	28682	9	30/0
40	47	T.I. Be Easy (Grand Hustle/Atlantic)	372	-205	36787	9	29/0
49	48	TLC f/LIL' JON Come Get Some (Arista)	367	-33	20963	2	28/0
Debut	49	ERYKAH BADU Back In The Day (Motown)	363	0	19477	1	30/0
48	50	NAPPY ROOTS Sick & Tired (Atlantic)	360	-46	18958	7	19/0

Most Added®

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
LUDACRIS Splash Waterfalls (Def Jam South/IDJMG)	54
T.I. Rubber Band Man (Grand Hustle/Atlantic)	11
OUTKAST Hey Ya! (Arista)	7
B2K f/FABOLOUS Bada Boom (Epic)	6

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
TWISTA f/KANYE WEST & JAMIE FOXX Slow Jamz (Atlantic)	+519
RUBEN STUDDARD Sorry 2004 (J)	+454
OUTKAST Hey Ya! (Arista)	+437
ALICIA KEYS You Don't Know My Name (J)	+342
KELIS Milkshake (Star Trak/Arista)	+301
KANYE WEST Through The Wire (Roc-A-Fella/IDJMG)	+277
T.I. Rubber Band Man (Grand Hustle/Atlantic)	+232
MUSIQ Forthenight (Def Soul/IDJMG)	+210
BEYONCE' Me, Myself And I (Columbia)	+207
MARY J. BLIGE f/EVE Not Today (Geffen)	+203

New & Active

- JIN Learn Chinese (Ruff Ryders/Virgin)
Total Plays: 350, Total Stations: 36, Adds: 5
- LUDACRIS Splash Waterfalls (Def Jam South/IDJMG)
Total Plays: 328, Total Stations: 56, Adds: 54
- GLENN LEWIS Back For More (Epic)
Total Plays: 328, Total Stations: 30, Adds: 2
- CASSIDY f/R. KELLY Hotel (J)
Total Plays: 325, Total Stations: 19, Adds: 1
- BUSTA RHYMES, FAT JOE, CHINGY AND NICK CANNON Shorty (Put It On The Floor) (Hollywood)
Total Plays: 282, Total Stations: 26, Adds: 2
- BAD BOY'S DA BAND Tonight (Bad Boy/Universal)
Total Plays: 280, Total Stations: 32, Adds: 1
- LIL SCRAPPY Head Bussa (BME/Reprise)
Total Plays: 262, Total Stations: 26, Adds: 4
- FLOETRY wannaBwhereUR (thisizzaluvsong) (DreamWorks)
Total Plays: 255, Total Stations: 31, Adds: 2
- JAHEIM f/JADAKISS Diamond In The Ruff (Divine Mill/Warner Bros.)
Total Plays: 233, Total Stations: 25, Adds: 5
- TEEDRA MOSES f/JADAKISS You'll Never Find (A Better Woman) (TVT)
Total Plays: 231, Total Stations: 17, Adds: 1

Songs ranked by total plays

Detailed station playlists for all R&R reporters are available on the web at 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 12/7-12/13. 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.

CUSTOM PRINTED T-SHIRTS

300 WHITE T-SHIRTS

-Heavy 100% or 50/50
-Printed up to 3 Colors
-No Setup Charges!
-No Art Charges!

\$3.49 ea.

500 WHITE T-SHIRTS

-Heavy 100% or 50/50
-Printed up to 3 Colors
-No Setup Charges!
-No Art Charges!

\$2.99 ea.

1500 WHITE T-SHIRTS

-Heavy 100% or 50/50
-Printed up to 4 Colors
-No Setup Charges!
-No Art Charges!

\$2.59 ea.

EMKAY DESIGNS
IN 10 DAYS OR LESS!

(800) 34-EMKAY
PHONE (621) 777-2175 FAX (621) 777-2168
www.emkaydesigns.com info@emkaydesigns.com

FREE CATALOG! CALL NOW!

December 19, 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	GERALD LEVERT U Got That Love (Call It A Night) (Elektra/EEG)	1093	-63	132867	17	39/0
3	2	ALICIA KEYS You Don't Know My Name (J)	1044	+83	121729	8	42/0
2	3	R. KELLY Step In The Name Of Love (Jive)	1017	-37	135049	33	21/0
4	4	JOE More & More (Jive)	901	+61	116544	11	40/0
5	5	KEM Love Calls (Motown/Universal)	817	0	119418	47	32/0
9	6	AVANT Read Your Mind (Geffen)	705	+79	59199	11	36/2
6	7	SMOKIE NORFUL I Need You Now (EMI Gospel)	695	-26	69821	37	36/0
8	8	ARETHA FRANKLIN Wonderful (Arista)	629	-48	84546	12	35/0
7	9	DWELE Find A Way (Virgin)	626	-72	66439	24	40/0
13	10	MUSIQ Forthenight (Def Soul/IDJMG)	591	+98	61796	7	33/2
10	11	LUTHER VANDROSS Dance With My Father (J)	586	+8	74653	33	39/0
12	12	WILL DOWNING A Million Ways (GRP/VMG)	521	+6	37608	13	32/1
11	13	HEATHER HEADLEY I Wish I Wasn't (RCA)	476	-43	55093	40	35/0
15	14	MICHAEL JACKSON One More Chance (Epic)	447	-31	52302	9	30/0
17	15	ERYKAH BADU Back In The Day (Motown)	446	+7	38047	9	25/0
16	16	LUTHER VANDROSS Think About You (J)	433	-16	44319	6	38/1
18	17	JAHEIM Backtigh (Divine Mill/Warner Bros.)	394	-31	34552	16	27/0
14	18	ANTHONY HAMILTON Comin' From Where I'm From (So So Def/Arista)	349	-130	28928	18	33/0
22	19	OUTKAST The Way You Move (Arista)	313	+90	42141	3	7/0
19	20	ASHANTI Rain On Me (Murder Inc./IDJMG)	311	-73	45365	10	17/0
Debut	21	RUBEN STUDDARD Sorry 2004 (J)	308	+181	31636	1	26/3
20	22	JAGGED EDGE Walked Outta Heaven (Columbia)	289	+30	38546	5	20/0
25	23	VAN HUNT Seconds Of Pleasure (Capitol)	259	+45	18757	5	21/0
23	24	EARTH, WIND & FIRE Hold Me (Kalimba)	213	-10	10624	10	17/0
21	25	FLOETRY Getting Late (DreamWorks)	202	-34	29988	19	18/0
24	26	MANHATTANS Turn Out The Stars (Love-Lee)	192	-28	11348	15	11/0
26	27	KEM Matter Of Time (Motown)	180	-11	18111	7	20/0
30	28	SILK Side Show (Liquid 8)	171	+20	7201	3	19/1
29	29	AL GREEN I Can't Stop (Blue Note/EMC)	168	+16	15034	2	17/1
-	30	KINDRED THE FAMILY SOUL Stars (Hidden Beach)	157	+9	17026	2	15/0

42 Urban AC reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 12/7-12/13. 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

JEFFREY OSBORNE Caller ID (JayOz/Koch)
Total Plays: 139, Total Stations: 19, Adds: 0

JAVIER Beautiful U R (Capitol)
Total Plays: 127, Total Stations: 22, Adds: 2

JEFF MAJORS Heard My Cry (Music One)
Total Plays: 124, Total Stations: 8, Adds: 0

BRIAN MCKNIGHT Back Seat (Gettin' Down) (Motown)
Total Plays: 122, Total Stations: 15, Adds: 0

ANN NESBY With Open Arms (RT Entertainment)
Total Plays: 116, Total Stations: 13, Adds: 0

IMPROMP 2 Mocha Soul (Big3)
Total Plays: 80, Total Stations: 9, Adds: 0

MARY MARY Dance, Dance, Dance (Integrity)
Total Plays: 9, Total Stations: 11, Adds: 11

Most Added*

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
MARY MARY Dance, Dance, Dance (Integrity)	11
YAHZARA Wishing (3 Keys Music)	6
RUBEN STUDDARD Sorry 2004 (J)	3
AVANT Read Your Mind (Geffen)	2
MUSIQ Forthenight (Def Soul/IDJMG)	2
JAVIER Beautiful U R (Capitol)	2

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
RUBEN STUDDARD Sorry 2004 (J)	+181
MUSIQ Forthenight (Def Soul/IDJMG)	+98
OUTKAST The Way You Move (Arista)	+90
ALICIA KEYS You Don't Know My Name (J)	+83
AVANT Read Your Mind (Geffen)	+79
JOE More & More (Jive)	+61
BRIAN MCKNIGHT Back Seat (Gettin' Down) (Motown)	+60
VAN HUNT Seconds Of Pleasure (Capitol)	+45
YOLANDA ADAMS The Battle Is The Lords (Verity)	+40
RUBEN STUDDARD Flying Without Wings (J)	+38

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
TAMIA Officially Missing You (Elektra/EEG)	442
JAHEIM Put That Woman First (Divine Mill/Warner Bros.)	334
RUBEN STUDDARD Superstar (J)	277
RHIAN BENSON Say How I Feel (DKG)	272
BRIAN MCKNIGHT Shoulda, Woulda, Coulda (Motown/Universal)	269
KINDRED Far Away (Epic)	251
FLOETRY Say Yes (DreamWorks)	213
CALVIN RICHARDSON Keep On Pushin' (Hollywood)	212
JAVIER Crazy (Capitol)	200
LUTHER VANDROSS Take You Out (J)	185

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

Songs ranked by total plays

R&R Packages The Reach & Frequency You Need!

Complete

R&R

Classified Advertising

R&R Today:

The leading management daily fax

radioandrecords.com:

Radio's Premiere Web Site

R&R:

The Industry's Newspaper with the largest help wanted section

Contact LISA LINARES at llinares@radioandrecords.com or 310.788.1622 for information.



LON HELTON

lhelton@radioandrecords.com



Making News And Noise In 2003

A look back at who went where

If 2002 was the year in which people sought normalcy in the wake of the tragic events of 9/11, then 2003 may well go down as the year that people fought to maintain what they had while still figuring out how to operate in a consolidated world.

Even though consolidation is approaching its eighth birthday, its constantly changing nature still has folks searching for winning ways to do business. Consolidation continues to lead to people doing more jobs with fewer resources — a reality that will most likely continue into the new year.

But even if we are at the point of maintaining the status quo, for those in radio that still means change. Here are some of the key radio moves of the last year. Chuck Aly chronicles the record-industry changes on Page 44.

From all of us in R&R's Country department — Kyle Anne Paulich, Chuck and me — have a wonderful holiday season, and we'll see you in the new year.

January

Clear Channel/Nashville Manager/Marketing & Promotions **Keith Kaufman** is promoted to Director/Marketing & Broadcast Operations ... **George King** moves from the KNIX/Phoenix PD post to become PD of KKYX & KYY/ San Antonio ... **Pepper Daniels** is named KKJG/San Luis Obispo, CA PD ... **Kyle Cantrell** exits the WSM-AM/Nashville PD post after 20 years with the station. Asst. PD/MD/Promotion Director **Trish Matthews** also exits.

Bill Schoening is upped to Infinity/Charlotte Sr. VP/Market Manag-

er ... **Chip Miller**, PD of WFBE/Flint, MI, is named WGKX/Memphis PD ... **Don Brake** is tapped as OM for VerStandig Broadcasting's Hagerstown, MD & Chambersburg, PA clusters.

February

Regent/Watertown, NY VP/GM **Bob Dakin** is transferred to a similar job at the company's Evansville, IN cluster ... Regent OM/Utica & Watertown, NY **Don Cristi** is promoted to VP/GM of the Watertown cluster ... **Paul Johnson**, previously OM for Leighton and St. Cloud, MN, is named WWQQ/Wilmington, NC PD ... **KDKA/Pittsburgh VP/GM Michael Young** adds oversight responsibilities for Country WDSY, CHR/Pop WBZZ and Hot AC WZPT/Pittsburgh.

Rudy Fernandez returns to the KEAN/Abilene, TX PD post ... Former WSTH/Columbus, GA Asst. PD/MD/middayer **Dave Anderson** is named Clear Channel's KNFK/Rochester, MN PD ... **Charlie Ochs** is promoted to Sr. VP/Market Manager for Infinity/Tampa ... **Mark Richards** is named OM for WKHX & WYAY/Atlanta ... **Dale Knippers** is tapped for PD/afternoon drive at KIXX/Tyler, TX.

March

Kathy Stinehour is hired as Cumulus/Toledo Market Manager ... **Ray Edwards** is upped from KDRK/Spokane PD to co-GM with **Christa McDonald**. **KDRK MD Tony Trovato** adds PD responsibilities ... **Jim Kressler** is elevated to Genre Manager/Country Division at Sirius ... **Kevin O'Neal** leaves the WSM-FM/Nashville OM post.

Clear Channel/Oklahoma City VP/Market Manager **Randy Bush** joins Journal Broadcasting/Tulsa for similar duties ... **WQBE/Charleston, WV PD Jeff Whitehead** is elevated to OM for Nininger's five-station Charleston cluster. **Ed Roberts** is promoted to **WQBE PD**.

April

John Fraunfelter is named WCTO/Allentown GM ... **Dave Cooper** is named OM for Infinity/Columbus, OH ... **George Wolf** is upped to **WHOK/Columbus, OH PD** ... **Ben Buckland** is promoted to GM of Tyler Media/Oklahoma City ... **Eric Chaney** rejoins Citadel/Charleston, SC as **WKNT & WSUY Asst. PD/MD** ... **Mark Lindow**, MD of the four-station "Froggy Network" in Pittsburgh, is promoted to **PD of WOGI/Pittsburgh**.

Bill Hurley returns to Clear Channel/Oklahoma City as Market Manager ... **Brian Landrum**, OM of Southern Broadcasting/Rome, GA, is named **PD of WSM-AM/Nashville** ... **Tom Jacobsen** is tapped as OM for Regent/Utica, NY ... **Randy "Mudflap" Wilcox** becomes **PD for WEGX/Florence, SC** ... **WRWD/Poughkeepsie, NY Asst. PD/MD Tommy Lee Walker** is promoted to **PD**.

May

Saga/Clarksville, TN Operations Director **Lee Logan** becomes **WSM-FM/Nashville PD** ... Clear Channel/New Orleans OM **Jim Owen** adds PD duties following the exit of **Les Acree** ... **Cox/Houston VP/Market Manager Chris Wegman** transfers to Atlanta for similar duties ... **KISS & KSMG/San Antonio Regional VP/GM Caroline Devine** moves to Houston as VP/Market Manager for Cox/Houston ... **Cox/San Antonio Regional VP/GM Ben Reed** is upped to Regional VP/Market Manager.

Darren Smith is named Market Manager for Cumulus/Lexington, KY ... **Robert Lindsey** becomes Operations Director for Cumulus/Lexington, KY ... **Bill Betts** joins Clear Channel/Salt Lake City as OM ... **T.J. Holland**, **Susquehanna/Cincinnati OM & AC WRRM PD**, is promoted to Director/Programming for the cluster,

Ins & Outs

According to *The M Street Journal*, there were 2,055 Country stations in December 2003. The formatic breakdown is 1,757 mainstream, 192 Country Oldies and 106 traditional Country.

That's compared to 2,150 total Country outlets in December 2002 — 1,861 mainstream, 176 Country Oldies and 113 traditional Country. The total number of Country stations in recent years: 2,162 in 2001; 2,235 in 2000; 2,306 in 1999; 2,368 in 1998; 2,491 in 1997; 2,525 in 1996; 2,622 in 1995; 2,648 in 1994; 2,601 in 1993; and, for comparison's sake, 2,448 in 1989. Here are some of those that came and went in 2003.

In

WBBI/Binghamton, NY
WZMJ/Columbia, SC
KMEO/Dallas
KTHT/Houston
WUUU/New Orleans
WCMS-AM/Norfolk
WKCK/Norfolk
KOIL-AM/Omaha
KEGA/Salt Lake City
KZBR/San Francisco

Out

WJRL/Dothan, AL
WWCC/Greensboro, NC
KIKK/Houston
WUSX/Huntsville, AL
WYBL & WIBL/Louisville
WCMS-FM/Norfolk
WBYP/Traverse City, MI

which includes **WYGY ... KILT/Houston Asst. PD/MD John Trapani** leaves to become PD of Clear Channel Classic Rocker **WDTW/Detroit**.

WVYZ/Hartford and WPKX/Springfield, MA PD Jay McCarthy transfers to the PD job at Clear Channel's **WQIK & WROO/Jacksonville ... WGER/Saginaw, MI PD Jim Johnson** adds PD duties at NextMedia's co-owned **Country WCEN-FM/Saginaw ... KEZS/Cape Girardeau, MO PD Tim Jones** leaves to become **WDDD-FM/Marion, IL PD**.

June

KHCM Honolulu MD/morning personality Charlie Garrett is elevated to **PD ... Clear Channel/Springfield, MO Market Manager Donna Baker** transfers to Omaha as **VP/Market Manager ... Gary Exline** is named **VP/GM of Eagle Radio's St. Joseph, MO properties ... Clear Channel/Augusta, GA Market Manager Tim McFalls** moves to the company's **Columbia, SC cluster**.

Paula Messina is tapped as Regional VP/Sales for Clear Channel/New York Trading Area ... **Steve Giuttari** becomes **KILT/Houston Asst. PD/MD ... WAXX/Eau Claire, WI Asst. PD/MD Tim Wilson** exits after 26 years ... **Jay Butler** is named **PD/morning host at WWOC/Nags Head, NC ... Mark Allen** is upped to **PD/MD at WKOA/Lafayette, IN**, replacing the retiring **Charlie Harrigan**.

July

Dean McNeil resigns after six years as OM of Federated's **WQHK & WMEE/Ft. Wayne, IN**. He's replaced by **Triad/Lincoln, NE OM Rob Kelly** ... **Clear Channel Regional VP/Tennes-**

see & Mississippi **Bruce Demps** is promoted to Sr. VP of Clear Channel's new Delta Region ... **Keith Lollis** retires from the Clear Channel/Medford, OR GM post ... **Bill Nielsen** is named GM of Clear Channel/Medford, OR ... **Paul Smith** is upped to Clear Channel/Charleston, SC Market Manager.

Cumulus/Jonesboro, AR OM Dave Ashcraft takes OM duties at Clear Channel/Tyler, TX ... **Larry Kent** retires from broadcasting after a 40-plus-year career ... Former Infinity VP/Programming **Eric Logan** is named **Citadel President/Programming ... Alan Sledge** re-ups for another two years as **Clear Channel/Phoenix Director/Programming and Regional VP/Programming**.

Dave Dodson is tapped as **KOUL/Corpus Christi, TX PD ... K.C. Shepard** is named **PD/morning host at KWEY/Weatherford, OK ... Justin Kaiser** becomes OM for Iroquois County Broadcasting ... **Kevin Box** is promoted to **Clear Channel/Jonesboro, AR cluster OM**.

August

Clear Channel/Greenville, SC Regional VP/Programming & OM Bruce Logan transfers to Clear Channel/Charlotte as OM ... **Paul Kelly** is named OM for Clear Channel/Springfield, MO ... **Clear Channel/Dallas Market Manager Tom Schurr** moves to Nashville as Market Manager ... **Todd Berry** becomes the new OM for **Clear Channel/Panama City, FL and PD of WPAP ... Ray Massie** leaves the OM post at **KFRG/Riverside** for a similar job at **KZBR/San Francisco**.

Continued on Page 48

2003 Radio Award Winners

• **ACM Broadcast Winners** — Station of the Year: **WIVK/Knoxville**. On-Air Personalities of the Year: **KSON/San Diego morning personalities Tony Randall & Kris Rochester**.

• **R&R Industry Achievement Awards** — Station: **KPLX (The Wolf)/Dallas, PD: Coyote Calhoun, WAMZ/Louisville, MD: Cody Alan, KPLX. Personality: Gerry House, WSIX/Nashville**.

• **CMA Broadcast Awards** — Personalities: **National, Bob Kingsley; Major Market, Skip Mahaffey with Les McDowell, Rita Ciccarello & Braden Gunn, WQYK/Tampa; Large Market, The Jeff Roper Morning Show with Carrie Ann Boggess & Richie Palmer, WSOC/Charlotte, NC; Medium Market, The Combread Morning Show With Pat James, KFDI/Wichita, KS; and Small Market, George House and Tammy Phillips, WAXX/Eau Claire, WI**.

Stations: **Major Market, KNIX/Phoenix; Large Market, WKDF/Nashville; Medium Market, KFDI/Wichita; and Small Market, WUSY/Chattanooga, TN**.

In Memoriam

Reflections of the year gone by should always include a moment to think about our colleagues and friends who passed during the year. They are all missed.

Felice Bryant	Jack Emerson	Nan Richards
Randy Chapman	Don Gibson	Mack Sanders
"Jumpin'" Bill Carlisle	Al Grosby	Rick Shayne
Johnny Cash	Mike Oatman	Bob Sterling
June Carter Cash	Johnny Paycheck	Sheb Wooley
Jack Cole	Sam Phillips	Bobby Yarbrough

**CHUCK ALY**

caly@radioandrecords.com

NASHVILLE

R&R December 19, 2003

IN THE NEWS
R&R

Rearview Recap

Who moved and what shook in 2003

When the time comes for reflection, many of us will look back on 2003 as a year of significant social, economic and cultural shifts. Such is certainly the case in Nashville, where hindsight gives clarity to a shrinking business, iconic losses and career-damaging controversies. Amid the challenges, however, we also see the hustle and bustle of music, business and life carrying on.

January

Curb launches the Curb/Asylum imprint, with Sr. VP A&R Doug Johnson, VP/Promotion Rob Dalton and a full promotion staff, including Mike Rogers, Mike Westcott, Rick Cardarelli, Keith Greer, John Curb and Mary Befera ... Former MCA exec Bill Macky joins Epic/Monument as Director/National Promotion ... VFR Director/National Promotion Nancy Tunick moves to GrassRoots Promotion as Managing Partner Tony Benken shifts from Northeast to Southeast promotion for Universal South. Lisa Strickland joins the company to handle Northeast duties.

Broken Bow Southeast Regional Jon Loba rises to Sr. Director/Promotion ... The Academy of Country Music extends its Home Depot affiliation three years, including sponsorship of the Humanitarian Award ... Marty Stuart signs with Columbia/Nashville ... Shania Twain performs at halftime of Super Bowl XXXVII. The Dixie Chicks sing the national anthem ... Sony vet Tracy McGlocklin opens Mission Management, initially representing Marty Stuart ... RLG promotes Katherine Woods to Sr. VP/Legal & Business Affairs.

February

Ted Greene and Brenner Van Meter form Modern Management, representing Diamond Rio and Sara Evans ... Lost Highway's Jim Flammia is promoted to VP/Media & Artist Relations ... CMA honors former Exec. Director Jo Walker Meador with the unveiling of a bronze plaque and a photo in the organization's lobby ... RLG promotes Heather McBee to Director/New Media & Market Research ... The Dixie Chicks are honored by the RIAA as the only female group in history to receive two Diamond awards for sales in excess of 10 million copies ... SESAC promotes Ellen Jones to Sr. Director/Corporate Relations.

Aristo Media ups Kathi Atwood to Director/Media Relations, Mary Vystroek to Manager/Administration and Nicole George to Manager/Video Products. Sister company Marco Promotions raises Heidi McCoun to Manager/Radio Promotions ... Adrian Michaels joins Curb as Manager/South Region Promotion ... Johnny Paycheck dies Feb. 19 in Nashville after a long illness ... The CRB elects a new board, including President Charlie Cook, VP Bill Mayne, Treasurer Jeff Walker and Secretary R.J. Curtis ... CRS-34 draws 2,110 attendees.

March

Tickets for 52 Dixie Chicks concerts go on sale, with 790,000 sold for a one-day gross of almost \$45 million. It's the biggest one-day sale of concert tickets in music history, according to

**Dixie Chicks**

Ticketmaster ... Rushlow sign with Lyric Street Records ... Universal South signs McHayes, featuring Wade Hayes and Mark McClurg ... George Jones receives the 2002 National Medal of Arts at the White House ... Amanda Wilkinson signs with Universal South ... Glenn Noblit joins Warner Bros. for Southeast Regional duties ... Arista elevates Teddi Bonadies to Sr. Director/Promotion.

GAC fires producer Tamara Saviano for responding to a strongly worded website rant by Charlie Daniels ... The first episode of *Nashville Star* airs ... Marc Dottore parts with Titley-Spalding to form his own management firm, MAD Management, representing Kathy Mattea ... "Jumpin'" Bill Carlisle dies at his Nashville home March 17 ... Dixie Chick Natalie Maines blasts President Bush from a London stage. All Cumulus stations and many others pull Chicks music, with some holding public anti-Chicks demonstrations ... The Warren Brothers re-sign with BNA ... Sanctuary Records signs The Mavericks ... Trudie Richardson joins Curb as Director/Secondary Promotion.

April

RLG ups Tom Banks to Sr. Director/Finance ... Sony Nashville drops seven staffers as part of companywide cuts ... The Grand Ole Opry hires producer-engineer George Massenburg as an audio consultant ... Nina Rossman is named Director/National Promotion for Dreamcatcher ... Songwriter Felice Bryant dies April 28 at her Nashville home ... Dreamcatcher elevates Claire Cook to VP/Media & Artist Relations ... Tony Brown is severely injured in a fall. He goes on to make a full recovery.

May

Buddy Jewell wins the *Nashville Star* competition ... The Dixie Chicks tour kicks off uneventfully in Greenville, SC ... Leslie Roberts joins RLG as Manager/A&R ... John Grady is named President of Sony Music Nashville, succeeding Allen Butler ... David Berry joins Broken Bow as Director/National Syndication Group Programming & Partnerships ... Vanessa Parker-Davis opens Splash! Public Relations.

UMG restructures its marketing department with VP Derek Simon adding Mercury oversight to his MCA duties. Andy Nelson is upped to Sr. Director/Marketing for Lost Highway. Five staffers depart ... June Carter Cash dies May 15 at a Nashville-area hospital of complications from heart surgery ... The CMA elevates Athena Patterson to Sr. Manager/Creative Services.

June

Mark Wright is named Exec. VP/A&R for Sony Music Nashville ... Van Haze joins Universal South as Southwest regional promoter ... Shari Reinschreiber joins Audium as East Coast National Manager ... The CMA announces that Fan Fair will change its name to the CMA Music Festival in 2003 ... Overall Fan Fair attendance drops 1.7%, to 124,300.

Country Music magazine ends its 30-year run ... Sony restructures its artist roster, dropping nine acts ... David Lee Murphy and Robert Earl Keen sign with Audium/Koch ... RLG elevates Paul Barnabee to Sr. VP/Finance & Administration.

July

Lyric Street ups Robin Gordon to Sr. Manager/A&R Administration ...

Warner Bros. adds Maura Mooney as Manager/Publicity ... Warner/Chappell Music restructures its U.S. operations, bringing Exec. VP/GM Tim Wiperman's 29-year run with the company to an end. Dale Bobo takes oversight of the Nashville division, rising to Sr. VP.

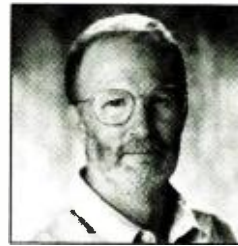
Regina Stuve rises to Director/Media & Public Relations at Capitol Nashville. Dixie Weathersby joins the label in the same capacity ... Mike Kraski, Charles Sussman and Clint Black form Equity Records ... Sun Records founder Sam Phillips dies July 30 in Memphis.

**Mike Kraski**

August

Sony adds Clay Bradley as VP/A&R ... Lyle Lovett joins the Lost Highway roster in a joint venture with Curb ... Allison Moorer signs with Sugar Hill ... Former VFR Records Director/Finance Chris Allums forms Quarterback Records. Regional staff includes Johnny Mitchell, JR Hughes, Greg Stevens and Tracy Collins ... CRS-SW draws nearly 200 radio and record personnel ... Rick Baumgartner exits his VP/Promotion post at Broken Bow for similar duties with Equity Records.

The Dixie Chicks' North American tour wraps after 63 dates, 57 sellouts and a total gross of \$61 million ... John Burns forms CBUJ Distribution ... RLG ups Mike Rivers to Director/Field Marketing & Sales ... Brooks Quigley joins Warner Bros. as Southeast Regional. Glenn

**John Grady**

Noblit segues to Southwest promotion ... Broken Bow ups Jon Loba to VP/Promotion. Lee Adams is elevated to Sr. Director/Northeast Promotion. Tony Benken joins the label as National Director/Promotion.

September

Angela King joins the Marketing Group as Manager/Marketing & Communications ... Warner Bros. adds Bryan Frasher as Midwest Regional and Kristen Doyscher as Manager/Secondary Promotion ... Equity fleshes out its promotion team with David Berry, Cliff Blake, Brad Howell, Tom Moran, Darlene Starr and Matt Williams all bearing the title National Director/Promotion ... The Grand Ole Opry's television rights shift from CMT to GAC ... Sony ups Bo Martynovich to Manager/Midwest Promotion for Epic/Monument and Tanya Welch to Assoc. Director/Marketing.

RLG elevates Jo Beth Burrell to Sr. Financial Analyst ... Clay Henderson joins Universal South as Southeast Promotion Rep ... Warner Bros. hires Joe Redmond as Northeast Regional ... Former Warner Bros. exec Neal Spielberg forms Spielberg Consulting ... Jimmy Harnen exits DreamWorks to join Refugee Management. DreamWorks Southwest rep Suzanne Durham

segues to Northeast in his stead ... Johnny Cash dies Sept. 12 ... Sheb Wooley dies Sept. 22.

The CMA announces that it is considering moving its awards show to New York City for one year in 2005 ... The Dixie Chicks disavow their association with country music in an interview with German magazine *Spiegel* ... Mediabase/Nashville names Katie Dean Director/Label Sales & Service ... Richard D'Antonio is found guilty of the 1989 shooting death of *Cashbox* Chart Researcher Kevin Hughes.

October

The CMA gives current and future Grand Ole Opry members, as well as current and future CMA artist nominees, complimentary lifetime memberships in the organization ... Compendia inks a distribution agreement with Koch ... Caption Music/ALV Music names Mike Hyland VP/GM.

Former MCA exec Katie Gillon is named Exec. Project Coordinator for the Country Music Retirement Center ... The Marketing Group hires Jessica Harrell as VP/Sales ... DreamWorks Nashville brings in pop-division promo rep David Newmark as Southwest Regional ... Sony signs Jessi Alexander ... Sony names Deb Haus VP/Marketing & Artist Development.

November

The CRB relocates the Country Music Disc Jockey Hall of Fame from the Opryland Hotel to the walkway between the Nashville Convention Center and the Renaissance Hotel ... Curb restructures, parting ways with six staffers ... Sony elevates Larry Pareigis to Sr. VP/Promotion and Bill Macky to VP/Promotion ... William Morris Agency hires agent Kathy Armistead ... The CMA elects Kix Brooks President and enacts bylaw changes ... Equity inks a distribution pact with Navarre Corp.

The 37th Annual CMA Awards dominates the Nov. 5 television ratings, earning the show's highest weekly ranking in 11 years ... Karen

**Johnny Cash**

Tallier opens Loudmouth Public Relations ... Scott Haugen forms Pitchfork Music Group, representing the catalogs of Allen Shamblin and Mike Reid ... George Strait receives the National Medal of Arts from President Bush ... Alabama receives a record 23rd trophy at the American Music Awards ... Don Gibson dies Nov. 17 ... Sony elevates Buffy Cooper to Director/National Promotion ... Jack Emerson dies Nov. 22.

December

Dierks Bentley, Pat Green, Buddy Jewell, Craig Morgan and Jimmy Wayne are selected as "New Faces" for CRS-35, to be held in March 2004 ... Rick Shayne dies Dec. 3 ... UMG restructures, parting ways with six staffers and shifting from five regionals to four for MCA and Mercury.

December 19, 2003

R&R'S EXCLUSIVE REPORTED OVERVIEW OF NATIONAL AIRPLAY

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL POINTS	+/- POINTS	TOTAL PLAYS	+/- PLAYS	TOT. AUD. (00)	+/- AUD. (00)	WEEKS ON	TOTAL ADDS
2	1	KENNY CHESNEY There Goes My Life (BNA)	5737	425	4186	+302	126612	9060	10	111/1
1	2	GEORGE STRAIT Cowboys Like Us (MCA)	5212	-284	3806	-222	115778	-5906	20	110/0
4	3	BROOKS & DUNN You Can't Take The Honky Tonk... (Arista)	5123	276	3762	+221	112200	6458	15	109/0
3	4	CHRIS CAGLE Chicks Dig It (Capitol)	5005	-246	3726	-132	110249	-6075	26	110/0
8	5	ALAN JACKSON Remember When (Arista)	4768	606	3523	+429	103627	12810	8	110/1
7	6	LONESTAR Walking In Memphis (BNA)	4396	50	3232	-18	96177	1696	21	104/1
9	7	RODNEY ATKINS Honesty (Write Me A List) (Curb)	4336	326	3240	+233	94191	7297	25	109/0
5	8	MONTGOMERY GENTRY Hell Yeah (Columbia)	4203	-686	3160	-419	93024	-13663	22	106/0
10	9	TRACY BYRD Drinkin' Bone (RCA)	4046	70	2997	+63	88682	1725	20	108/1
13	10	BRAD PAISLEY Little Moments (Arista)	3746	189	2735	+133	82165	4686	16	112/1
14	11	SHANIA TWAIN She's Not Just A Pretty Face (Mercury)	3699	193	2771	+161	81025	3964	11	110/1
15	12	TIM MCGRAW Watch The Wind Blow By (Curb)	3608	276	2685	+179	80606	6384	9	109/1
16	13	TERRI CLARK I Wanna Do It All (Mercury)	3590	292	2665	+201	79626	6895	17	110/2
18	14	TRACE ADKINS Hot Mama (Capitol)	3339	385	2393	+255	73027	7200	15	106/1
12	15	DIAMOND RIO Wrinkles (Arista)	3308	-288	2433	-221	73035	-6026	23	101/0
17	16	JO DEE MESSINA I Wish (Curb)	3245	94	2387	+72	71679	1021	22	107/0
19	17	JIMMY WAYNE I Love You This Much (DreamWorks)	3043	330	2257	+233	67280	6582	18	108/7
23	18	MARTINA MCBRIDE In My Daughter's Eyes (RCA)	2722	357	2056	+259	59344	7178	6	105/4
22	19	SARA EVANS Perfect (RCA)	2655	248	1907	+170	58151	5504	14	103/2
21	20	JOSH TURNER Long Black Train (MCA)	2631	199	1961	+162	58298	4221	24	86/0
26	21	TOBY KEITH American Soldier (DreamWorks)	2531	690	1900	+505	53568	15150	5	104/7
20	22	SCOTTY EMERICK I Can't Take You Anywhere (DreamWorks)	2302	-319	1699	-226	49753	-7286	23	88/0
25	23	BUDDY JEWELL Sweet Southern Comfort (Columbia)	2057	175	1497	+123	44486	2832	10	96/3
27	24	JOE NICHOLS Cool To Be A Fool (Universal South)	1935	101	1498	+52	40298	1896	15	87/4
29	25	GARY ALLAN Songs About Rain (MCA)	1830	266	1363	+175	40339	6179	6	98/10
28	26	CRAIG MORGAN Every Friday Afternoon (BBR)	1683	-13	1220	+6	36770	-541	20	79/1
30	27	BLUE COUNTY Good Little Girls (Asylum/Curb)	1506	-5	1125	-3	33102	280	11	75/2
31	28	CLINT BLACK Spend My Time (Equity Music Group)	1451	95	1072	+74	33374	2091	9	73/3
32	29	DIERKS BENTLEY My Last Name (Capitol)	1382	114	1057	+92	29096	2282	9	71/5
34	30	BRIAN MCCOMAS You're In My Head (Lyric Street)	1187	79	860	+65	26564	1889	13	63/5
33	31	KELLIE COFFEY Texas Plates (BNA)	1103	-10	862	-14	23013	113	12	67/0
38	32	KEITH URBAN You'll Think Of Me (Capitol)	1010	393	798	+293	21565	9013	3	76/22
35	33	CAROLYN DAWN JOHNSON Simple Life (Arista)	946	210	739	+192	20471	4570	4	70/16
36	34	TRACY LAWRENCE Paint Me A Birmingham (DreamWorks)	773	85	562	+79	16575	1548	9	45/7
37	35	KENNY ROGERS Handprints On The Wall (Dreamcatcher)	688	38	529	+10	13706	406	10	44/3
40	36	PATTY LOVELESS On Your Way Home (Epic)	683	101	541	+81	14544	2070	7	49/7
46	37	CLAY WALKER I Can't Sleep (RCA)	656	327	480	+241	14337	6943	3	46/19
41	38	JAMES OTTO Days Of Our Lives (Mercury)	581	63	463	+46	12332	1280	11	40/0
39	39	KEVIN DENNEY A Year At A Time (Lyric Street)	549	-42	424	-34	11377	-528	10	36/1
42	40	MARK WILLS That's A Woman (Mercury)	529	30	422	+22	10518	424	5	37/0
Debut	41	KENNY CHESNEY All I Want For Christmas... (BNA)	417	277	278	+180	9846	6243	1	12/6
44	42	LORRIE MORGAN Do You Still Want To Buy Me... (Image/Quarterback)	393	6	309	+2	6699	43	7	27/1
45	43	SONYA ISAACS No Regrets Yet (Lyric Street)	383	40	268	+21	8120	1096	5	30/4
43	44	REBECCA LYNN HOWARD I Need A Vacation (MCA)	282	-127	226	-87	5608	-2365	9	21/0
49	45	SHERYL CROW The First Cut Is The Deepest (A&M/Interscope/Mercury)	254	-14	180	-10	5194	-92	4	18/3
50	46	LEANN RIMES This Love (Asylum/Curb)	252	36	220	+27	4483	840	2	26/5
48	47	AMANDA WILKINSON Gone From Love Too Long (Universal South)	213	-58	176	-42	4157	-925	4	15/0
Debut	48	CHAD BROCK You Are (BBR)	206	31	183	+29	4415	943	1	14/1
Debut	49	MEMARIE Leave Me Alone (Capit Music)	155	37	139	+38	2409	660	1	13/2
Debut	50	RACHEL PROCTOR Didn't I (BNA)	125	73	98	+57	2694	1524	1	10/6

112 Country reporters. Songs ranked by total plays for the airplay week of Sunday 12/7 - Saturday 12/13.

© 2003 Radio & Records.

Most Added®

www.rrindicator.com

ARTIST TITLE LABEL(S)	ADDS
KEITH URBAN You'll Think Of Me (Capitol)	22
CLAY WALKER I Can't Sleep (RCA)	19
CAROLYN DAWN JOHNSON Simple Life (Arista)	16
GARY ALLAN Songs About Rain (MCA)	10
PAT GREEN Guy Like Me (Republic/Universal South)	9
JIMMY WAYNE I Love You This Much (DreamWorks)	7
TOBY KEITH American Soldier (DreamWorks)	7
PATTY LOVELESS On Your Way Home (Epic)	7
TRACY LAWRENCE Paint Me A Birmingham (DreamWorks)	7

Most Increased Points

ARTIST TITLE LABEL(S)	TOTAL POINT INCREASE
TOBY KEITH American Soldier (DreamWorks)	+690
ALAN JACKSON Remember When (Arista)	+606
KENNY CHESNEY There Goes My Life (BNA)	+425
KEITH URBAN You'll Think Of Me (Capitol)	+393
TRACE ADKINS Hot Mama (Capitol)	+385
MARTINA MCBRIDE In My Daughter's Eyes (RCA)	+357
JIMMY WAYNE I Love You This Much (DreamWorks)	+330
CLAY WALKER I Can't Sleep (RCA)	+327
RODNEY ATKINS Honesty (Write Me A List) (Curb)	+326
TERRI CLARK I Wanna Do It All (Mercury)	+292

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
TOBY KEITH American Soldier (DreamWorks)	+505
ALAN JACKSON Remember When (Arista)	+429
KENNY CHESNEY There Goes My Life (BNA)	+302
KEITH URBAN You'll Think Of Me (Capitol)	+293
MARTINA MCBRIDE In My Daughter's Eyes (RCA)	+259
TRACE ADKINS Hot Mama (Capitol)	+255
CLAY WALKER I Can't Sleep (RCA)	+241
RODNEY ATKINS Honesty (Write Me A List) (Curb)	+233
JIMMY WAYNE I Love You This Much (DreamWorks)	+233
BROOKS & DUNN You Can't Take The Honky... (Arista)	+221

EXPOSE YOURSELF

NEW PRODUCTS AVAILABLE! - CALL TODAY FOR A CATALOG!







FirstFlash!

528 Constitution Drive
Fort Wayne, Indiana 46804
Fax: (260) 436-6739
www.firstflash.com

1-800-21 FLASH

1-800-213-5274

- EventTape*
- BuncheBanners™
- FlashBags™
- BumperStickers
- Ponchos
- KeyTags
- StadiumCups

EXCLUSIVE NATIONAL MUSIC RESEARCH ESTIMATES December 19, 2003

Callout America® song selection is based on the top 35 titles from the R&R Country chart for the airplay week of November 24-30.

ARTIST Title (Label)	LIKE A LOT	TOTAL POSITIVE	NEUTRAL	FAMILIARITY	DISLIKE	BURN
TOBY KEITH Love This Bar (DreamWorks)	48.5%	81.0%	10.0%	99.3%	3.3%	5.0%
SHERRIE AUSTIN Streets Of Heaven (C4/BBR)	43.8%	79.0%	11.8%	99.3%	5.5%	3.0%
ALAN JACKSON Remember When (Arista)	40.5%	75.3%	16.0%	94.8%	3.0%	0.5%
RASCAL FLATTS Melt (Lyric Street)	38.5%	78.5%	13.8%	99.8%	3.3%	4.3%
PAT GREEN Wave On Wave (Republic/Universal South)	34.8%	68.5%	18.3%	96.5%	3.3%	6.5%
GEORGE STRAIT Cowboys Like Us (MCA)	34.5%	73.5%	20.0%	99.8%	5.0%	1.3%
TRACY BYRD Drinkin' Bone (RCA)	34.0%	71.3%	18.0%	99.3%	7.0%	3.0%
SHANIA TWAIN She's Not Just A Pretty Face (Mercury)	33.5%	67.5%	23.3%	98.0%	5.0%	2.3%
RODNEY ATKINS Honesty (Write Me A List) (Curb)	31.5%	68.5%	20.8%	96.8%	5.5%	2.0%
MONTGOMERY GENTRY Hell Yeah (Columbia)	31.0%	73.3%	16.5%	98.8%	6.8%	2.3%
JIMMY WAYNE Love You This Much (DreamWorks)	30.8%	74.8%	19.5%	98.3%	2.0%	2.0%
JO DEE MESSINA Wish (Curb)	30.5%	72.8%	21.5%	98.3%	3.5%	0.5%
DIAMOND RIO Wrinkles (Arista)	30.5%	71.8%	18.3%	95.3%	2.5%	2.8%
JOSH TURNER Long Black Train (MCA)	30.0%	64.5%	19.5%	92.8%	7.8%	1.0%
CHRIS CAGLE Chicks Dig It (Capitol)	30.0%	74.8%	19.0%	99.8%	4.5%	1.5%
CRAIG MORGAN Every Friday Afternoon (BBR)	29.8%	67.8%	18.5%	92.8%	5.8%	0.8%
TERRI CLARK Wanna Do It All (Mercury)	29.8%	72.8%	18.0%	97.3%	3.5%	3.0%
BRIAN MCCOMAS You're In My Head (Lyric Street)	29.5%	59.0%	23.3%	88.8%	5.3%	1.3%
CLINT BLACK Spend My Time (Equity Music Group)	29.3%	64.5%	21.8%	92.8%	5.5%	1.0%
BRAD PAISLEY Little Moments (Arista)	29.0%	65.0%	22.0%	95.0%	6.8%	1.3%
BROOKS & DUNN You Can't Take The Honky Tonk Out Of The Girl (Arista)	28.5%	72.5%	20.3%	98.5%	4.5%	1.3%
JOE NICHOLS Cool To Be A Fool (Universal South)	28.5%	63.0%	16.8%	86.5%	6.8%	0.0%
LONESTAR Walking In Memphis (BNA)	28.3%	68.5%	17.0%	98.3%	8.5%	4.3%
MARTINA MCBRIDE In My Daughter's Eyes (RCA)	28.3%	61.8%	17.0%	84.0%	5.3%	0.0%
SCOTTY EMERICK Can't Take You Anywhere (DreamWorks)	28.0%	65.0%	25.8%	94.3%	2.8%	0.8%
BLUE COUNTY Good Little Girls (Asylum/Curb)	27.5%	62.0%	23.3%	92.0%	6.0%	0.8%
BUDDY JEWELL Sweet Southern Comfort (Columbia)	26.8%	63.0%	24.3%	90.8%	3.0%	0.5%
DIERKS BENTLEY My Last Name (Capitol)	26.5%	60.0%	19.8%	86.5%	6.5%	0.3%
TRACE ADKINS Hot Mama (Capitol)	26.5%	56.8%	26.8%	96.0%	11.3%	1.3%
KENNY CHESNEY There Goes My Life (BNA)	26.3%	65.5%	21.3%	93.3%	5.5%	1.0%
TIM MCGRAW Watch The Wind Blow By (Curb)	26.0%	62.3%	20.3%	88.8%	5.8%	0.5%
KELLIE COFFEY Texas Plates (BNA)	24.8%	65.0%	27.8%	97.3%	4.0%	0.5%
TOBY KEITH American Soldier (DreamWorks)	24.0%	62.3%	20.3%	88.3%	5.5%	0.3%
SARA EVANS Perfect (RCA)	22.5%	62.5%	23.5%	95.0%	8.3%	0.8%
GARY ALLAN Songs About Rain (MCA)	21.0%	48.5%	26.3%	81.0%	5.3%	1.0%

**CALLOUT AMERICA®
HOT SCORES**

Password of the Week: Rider.
Question of the Week: Let's talk about your Christmas shopping plans. Do you have an actual budget for your Christmas spending? How much do you plan to spend on gifts this year? Is that more, less or the same as last year?

Total
Yes, have budget: 39%
Less than \$100: 10%
\$100-\$250: 13%
\$250-\$400: 22%
\$400-\$500: 21%
More than \$500: 34%
More than last year: 17%
Less than last year: 27%
About the same: 56%

P1
Yes, have budget: 41%
Less than \$100: 10%
\$100-\$250: 12%
\$250-\$400: 23%
\$400-\$500: 20%
More than \$500: 35%
More than last year: 16%
Less than last year: 28%
About the same: 56%

P2
Yes, have budget: 35%
Less than \$100: 9%
\$100-\$250: 13%
\$250-\$400: 20%
\$400-\$500: 23%
More than \$500: 35%
More than last year: 20%
Less than last year: 24%
About the same: 56%

Male
Yes, have budget: 39%
Less than \$100: 11%
\$100-\$250: 12%
\$250-\$400: 23%
\$400-\$500: 22%
More than \$500: 32%
More than last year: 18%
Less than last year: 25%
About the same: 57%

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..

R&R's Year-End Chart Pack

Only \$65

NOW AVAILABLE!

Includes year-end charts for all R&R formats from 1974 through 2003!

Call (310) 788-1625 or email moreinfo@radioandrecords.com

December 19, 2003



America's Best Testing Country Songs 12 +
For The Week Ending 12/19/03

Artist Title (Label)	TW	LW	Familiarity	Burn	Persons 25-54	Women 25-54	Men 25-54
ALAN JACKSON Remember When (Arista)	4.38	4.34	96%	9%	4.42	4.41	4.42
TOBY KEITH American Soldier (DreamWorks)	4.29	—	80%	9%	4.32	4.40	4.25
BRAD PAISLEY Little Moments (Arista)	4.28	4.24	94%	8%	4.25	4.31	4.20
KENNY CHESNEY There Goes My Life (BNA)	4.26	4.22	97%	17%	4.24	4.43	4.08
TERRI CLARK I Wanna Do It All (Mercury)	4.19	4.03	94%	18%	4.19	4.17	4.21
GEORGE STRAIT Cowboys Like Us (MCA)	4.17	4.14	96%	22%	4.19	4.24	4.14
TOBY KEITH I Love This Bar (DreamWorks)	4.15	4.22	100%	27%	4.20	4.23	4.18
MARTINA MCBRIDE In My Daughter's Eyes (RCA)	4.14	4.09	83%	10%	4.15	4.33	4.00
SARA EVANS Perfect (RCA)	4.11	3.96	88%	10%	4.11	4.05	4.16
BROOKS & DUNN You Can't Take The Honky Tonk Out Of The Girl (Arista)	4.10	4.13	99%	20%	4.13	4.13	4.13
CLINT BLACK Spend My Time (Equity Music Group)	4.09	3.87	71%	7%	4.10	4.22	4.01
DIAMOND RIO Wrinkles (Arista)	4.08	3.97	87%	15%	4.06	4.19	3.96
JO DEE MESSINA I Wish (Curb)	4.07	3.98	92%	18%	4.06	4.15	3.98
TIM MCGRAW Watch The Wind Blow By (Curb)	4.07	3.97	85%	11%	4.06	4.31	3.87
JOE NICHOLS Cool To Be A Fool (Universal South)	4.07	3.88	80%	12%	4.06	4.22	3.94
BUDDY JEWELL Sweet Southern Comfort (Columbia)	4.07	3.96	75%	7%	4.06	4.13	4.01
MONTGOMERY GENTRY Hell Yeah (Columbia)	4.04	4.12	98%	28%	4.05	4.10	4.01
SHERRIE AUSTIN Streets Of Heaven (C4/BBR)	4.03	3.99	93%	27%	4.03	4.09	3.99
PAT GREEN Wave On Wave (Republic/Universal South)	4.00	3.92	97%	36%	4.03	4.08	3.99
JIMMY WAYNE I Love You This Much (DreamWorks)	3.98	4.05	89%	19%	3.95	4.17	3.77
RASCAL FLATTS I Melt (Lyric Street)	3.97	4.02	99%	37%	3.98	4.24	3.75
TRACY BYRD Drinkin' Bone (RCA)	3.96	4.06	94%	24%	3.97	3.93	3.99
RODNEY ATKINS Honesty (Write Me A List) (Curb)	3.96	3.95	91%	25%	3.93	4.14	3.77
CRAIG MORGAN Every Friday Afternoon (BBR)	3.96	3.88	67%	10%	3.95	4.14	3.81
CHRIS CAGLE Chicks Dig It (Capitol)	3.94	3.94	98%	31%	3.92	3.96	3.89
SCOTTY EMERICK I Can't Take You Anywhere (DreamWorks)	3.93	3.97	88%	17%	3.91	4.05	3.80
TRACE ADKINS Hot Mama (Capitol)	3.87	3.81	83%	15%	3.87	4.00	3.76
LONESTAR Walking In Memphis (BNA)	3.84	3.85	98%	32%	3.80	3.95	3.68
JOSH TURNER Long Black Train (MCA)	3.84	3.85	81%	19%	3.86	3.82	3.89

Total sample size is 401 respondents. Total average favorability estimates are based on a scale of 1-5. (1=dislike very much, 5=like very much). Total familiarity represents the percentage of respondents who recognized the song. Total burn represents the number of respondents who said they are tired of hearing the song. Songs must have 40% familiarity to appear on survey. Sample composition is based on persons 12+. Persons are screened via the Internet. Once passed, they can take the music test based on the format/music preference. RateTheMusic.com results are not meant to replace callout research. The results are intended to show opinions of participants on the 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

LORRIE MORGAN Do You Still Want To Buy Me... (Image/Quarterback)
Total Plays: 98, Total Stations: 15, Adds: 0

Songs ranked by total plays

Please Send Your Photos

R&R wants your best snapshots

(color or black & white).

Please include the names and titles of

all pictured and send them to:

R&R, c/o Keith Berman:

10100 Santa Monica Blvd., 3rd Floor,

Los Angeles, CA 90067

Email: kberman@radioandrecords.com

Making News And Noise In 2003

Continued from Page 43

Dene Hallam, previously WKHK & WYAY/Atlanta OM, is named WDAF-FM/Kansas City OM ... Ken Slayer is promoted from Clear Channel/Asheville, NC GSM to Market Manager ... KFXI/Lawton, OK morning host Ryan Fox is upped to PD ... Ray Edwards exits the KDRK/Spokane Station Manager post ... Linda Bowman-Bradley, former Clear Channel/Poughkeepsie, NY Director/Sales, is tapped as Market Manager for Artistic Media Partners/Ft. Wayne, IN.

Clear Channel Regional VP/Programming, Midwest Mary Fleenor becomes Clear Channel/Springfield, MO VP/Market Manager ... Chad Rufer is promoted to OM for Saga/Clarksville, TN ... Lee Hogan becomes WSM-FM/Nashville PD ... Mike Montgomery is named WVVR/Clarksville, TN PD ... Todd Nixon takes the PD/Brand Manager post for Cumulus' WYZB/Ft. Walton Beach, FL.

September

Jay McCarthy, PD of WQIK & WROO/Jacksonville, becomes KMLE/Phoenix PD ... Clear Channel/Nashville Director/Marketing & Broadcast Ops. Keith Kaufman is named

WSIX/Nashville PD ... Mike Moore resigns as WSIX/Nashville PD to take similar duties at KWJJ/Portland, OR... Clay Hunnicutt, OM for WUSY/Chattanooga, TN and Director/Programming for Clear Channel/Chattanooga & Dalton, GA, is promoted to Regional VP/Programming. Later in the month, he becomes Director/Programming for Clear Channel/Nashville.

Chuck Geiger, previously PD of WCTO/Allentown, lands in the PD chair at KZSN/Wichita ... Scott Johnson, Clear Channel's Regional VP/Programming, Mississippi and Director/Programming for its Jackson, MS group, moves to the company's Greenville, SC cluster as OM ... Lee Douglas, previously Clear Channel/Salt Lake City OM, is named OM for Infinity's KFRG, KXFG & KVFG/Riverside ... Chris Chaos is tapped as PD/Brand Manager for WKQB and Hot AC WQSM/Fayetteville, NC.

Dave Michaels becomes WBTU/Ft. Wayne, IN PD ... Paul Johnson joins WKML/Fayetteville, NC as PD ... Clear Channel/Ft. Myers Operations Director Steve Amari adds PD duties at WCKT/Ft. Myers ... Erin Hubert is named VP/GM for Entercom/Portland, OR ... WUSN/Chicago PD Justin Case is tapped as WWYZ/Hartford PD ... WUSN/Chicago OM Tom Rivers adds PD responsibilities ... John Sebastian is named WVLC & WLTO/Lexington,

KY PD ... Jack Seymour becomes WUUU-FM & WOMN-AM/New Orleans OM.

October

Clear Channel/Tallahassee, FL OM Kris Van Dyke transfers to Clear Channel/Chattanooga, TN as OM ... Simmons Media VP/Programming & Salt Lake City OM Alan Hague adds PD duties for new Country KEGA/Salt Lake City ... KOYT/Tucson PD Jeff Baird leaves after 2 1/2 years.

November

KHKI/Des Moines Asst. PD/MD Jimmy

Olsen is promoted to PD ... Ray Robicheaux is tapped as WPKR/Appleton, WI PD ... John Richards is named Clear Channel/Albany, GA VP/Market Manager ... "Big" Steve Kelly becomes Clear Channel/Jackson, MS Operations Director.

December

Clear Channel/Albuquerque Regional VP/Market Manager Cindy Schloss moves to the VP/GM post at Entercom's Kansas City cluster, replacing Bob Zuroweste ... Andy McCoy is promoted to KJFY/Des Moines PD ... Trey Brooks is named KFXI/Lawton, OK PD.

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
MONTGOMERY GENTRY Hell Yeah (Columbia)	2759
RASCAL FLATTS I Melt (Lyric Street)	2477
KEITH URBAN Who Wouldn't Wanna Be Me (Capitol)	2410
PAT GREEN Wave On Wave (Republic/Universal South)	2309
DIERKS BENTLEY What Was I Thinkin'? (Capitol)	2094
ALAN JACKSON AND JIMMY BUFFETT It's Five O'Clock Somewhere (Arista)	1890
GARY ALLAN Tough Little Boys (MCA)	1674
TIM MCGRAW Real Good Man (Curb)	1467
LONESTAR My Front Porch Looking In (BNA)	1310
BROOKS & DUNN Red Dirt Road (Arista)	1299

Table listing radio stations across various states with columns for station call letters, city, and reporter names. Includes a 'Monitored Reporters' section at the bottom right.

Monitored Reporters
224 Total Reporters
112 Total Monitored
112 Total Indicator
Did Not Report, Playlist Frozen (5):
KAFF/Flagstaff, AZ
WGTR/Myrtle Beach, SC
WIXY/Champaign, IL
WKOA/Lafayette, IN
WMTZ/Johnstown, PA





aperelli@radioandrecords.com

IN THE NEWS
R&R

Our Top Stories Of 2003

'Blink' blunders, Seacrest soars, and Christmas comes early

In keeping with every magazine's year-in-review theme at this time of year, here is a month-by-month breakdown of many of the biggest changes at AC and Hot AC. Forgive me if I missed your big promotion. Just a reminder: I was busy teaching yoga and planning my wedding most of the year, so if the facts are wrong, please direct all complaints to Kevin Carter (kcarter@radioandrecords.com), who held the AC Editor position until I wrenched it from his grip in August.

January

Speculation abounds as WNEW/New York begins stunting with CHR/Pop songs between sweepers ... **Ryan Seacrest** signs a new three-year deal to continue doing afternoons at KYSR (Star 98.7)/Los Angeles. The deal also has Seacrest filling in for Rick Dees at sister station KIIS/Los Angeles when Dees is on vacation ... **Kevin Carter** takes over the R&R AC/Hot AC Editor reins from Kid Kelly for a fun, albeit fleeting, run.

Music legend **Maurice Gibb** dies at 53 ... **Marty Linck** is named PD at Bonneville Hot AC WVRV (101.1 The River)/St. Louis, moving crosstown from Asst. PD/MD duties at Emmis Classic Hits KIHT and Rock KSHE ... Citadel '80s station KKOB/Albuquerque moves back to Hot AC after Clear Channel Hot AC KSYU flips to Urban AC ... **David J** is named Program Manager at WNND/Chicago.

February

Tom Gjerdrum, PD of Entercom Hot AC KALC/Denver, dons his cheese head and travels north to pro-

gram sister Hot AC WMYX/Milwaukee ... Asst. PD/MD of AC KMZQ and Hot AC KMXB (Mix 94.1)/Las Vegas **Charese Frugé** earns her PD stripes ... Long-suffering interim PD **Jeff Cushman** is finally officially named PD of WOMX/Orlando, replacing **John Roberts**, who exited last May ... WVRV/St. Louis hires the divine **Jill Devine** from crosstown AC KSLZ for MD/on-air duties ... U2's **Bono** is nominated for the Nobel Peace Prize.

March

Cha-ching! WLTW/New York bumps KIIS/Los Angeles as top-billing station in America. WLTW earned \$65 million. There are two other ACs in the top 10: KOST/Los Angeles at No. 7 with \$46 million and KYSR/Los Angeles with \$45 million ... Emmis promotes **Jimmy Steal** from Regional VP/Programming to VP/Programming for the company, a position made available when **Rick Cummings** became President — of Emmis, that is ... Nice guys can finish first: **Kurt Johnson** is upped to Infinity/Dallas VP/Programming. Al-

ready over AC KVIL and Smooth Jazz KOAI, he'll now oversee CHR/Pop KRBV, News/Talk KRLD and Oldies KLUV.

April

After months of speculation by backseat program directors everywhere, WNEW/New York debuts "102-7 Blink," a "broad-based Hot AC approach" with Kiefer Sutherland as the station imaging voice ... Entercom's KRSK (Rosie 105)/Portland, OR flips handles to "105.1 The Buzz" ... AC stations WUGO/Grayson, KY and KOIT/San Francisco, as well as Hot AC KFME/Kansas City, win NAB Crystal Awards ... Former Clear Channel/Cleveland OM **Greg Ausham** motors to Detroit to program ABC Hot AC WDVD.

May

Steve Kingston relinquishes duties at Alternative WXRK/New York to focus on WNEW ... Junior media mogul **Ryan Seacrest** inks a deal with 20th Television to host a new TV talk show ... **BJ Harris** is named PD of Entercom Hot AC KALC/Denver, succeeding Tom Gjerdrum, now PD/cheese head at WMYX/Milwaukee ... WRRM/Cincinnati OM **TJ Holland** is upped to Director/Programming for Susquehanna/Cincinnati ... "**Little John**" **Principale** is upped to MD at KMXP/Phoenix ... Former KZQZ/San Francisco morning hosts **Gene & Julie** make the move to mornings at WLTW/Atlanta.

June

R&R AC Industry Achievement Awards are handed out to WLTW/New York for Station of the Year, **Jim Ryan** for PD of the Year, and **Valerie Smaldone** for Air Personality of the Year. WALK/Nassau-Suffolk PD/MD **Rob Miller** takes home the AC MD of the Year award. At Hot AC, WBMX/Boston wins Hot AC Station of the Year, WPIJ/New York's **Scott Shannon** and **Tony Mascaro** win for Hot AC PD and MD of the Year, respectively. And **Ryan Seacrest** and co-host **Lisa Foxx** are named Hot AC Air Personality/Show of the Year. Columbia and Curb win the AC Label awards. **Elaine Locatelli** of Columbia snags AC Label Exec of the Year ... Also at Hot, Columbia and DreamWorks win the popular vote for Platinum and Gold Label of the Year, respectively, and DreamWorks' **Marc Ratner** takes home Hot AC Label Executive of the Year.

Jhani Kaye signs a sweet new multiyear deal as Clear Channel VP/AC Programming for Los Angeles ... **Buddy Scott** joins Clear Channel as Regional VP/Programming based in Houston ... **Andre Ferro** and **Jon Daniels** are named co-PDs — huh? — of WLIR/Nassau-Suffolk.

July

Infinity promotes WBMX/Boston PD **Greg "Please Play MixFest" Strassel** to VP/Hot & Modern AC & '80s and KYKY/St. Louis PD **Smokey Rivers** to VP/AC ... After improving millions of couples' sex lives, the incomparable **Barry White** dies of kidney disease at 58 ... **Tom Jeffries** is named PD at '80s AC WSSS/Charlotte, without much effect on anyone's sex life ... **Eric Logan** is named President/Programming for Citadel.

RCA Music Group promotes **Adrian Moreira** to VP/Adults ... **Bill Hess**, PD of News/Talk WHJJ, AC WSNE and Oldies WWBB/Providence, heads to Washington, DC to program AC WASH ... Pinnacle Media Management adds hunky **Chris "Mr. Perelli" Ebbott**, former WMWX/Philadelphia PD, to its research team ... **Greg Dunkin** exits the OM position at Emmis Hot AC WENS and AC WYXB/Indianapolis ... PD/morning drive host **Mike Parsons** exits KPEK/Albuquerque ... Cumulus '80s WRQQ (Star 97)/Nashville ditches the Me Decade to become Hot AC under PD **Scott Chase**.

August

R&R Hot AC/AC Editor **Kevin Carter** ditches adults for the teen antics of CHR/Pop. **Angela Perelli** comes out of retirement to take over the position of AC industry pundit ... Clear Channel Regional VP/Programming **Buddy Scott** adds PD duties at KHMV/Houston ... **Tony "Don't Touch The Hair" Manero** becomes PD at KPEK/Albuquerque. He and his wife, **Jackie James**, will host morning drive together, for better or worse.

Mike Berlak exits the positions of OM for Clear Channel/Charlotte and PD of WLYT/Charlotte ... **Todd Violette** joins KZZO/Sacramento as Asst. PD/MD/afternoon drive host ... Entercom Hot AC WOZN/Greensboro PD **Steve Williams** exits ... **Chris Pickett**, former PD of WIFC/Wausau, WI, joins WQAL/Cleveland as Asst. PD/middayer.

September

Lots of big changes as stations prepare for the fall book: **Steve Kingston** is out at WNEW/New York (cue the backseat PDs) ... KOST/Los Angeles ups Asst. PD/MD **Stella Schwartz** to PD ... AC KBAY/San Jose begins simulcasting in San Francisco, taking over KKWW's frequency and kicking out the groovy but short-lived World Music station ... **Steve Peck** heads to WSNE/Providence, replacing **Bill Hess**, now PD at WASH/Washington.

WJXB/Knoxville snags **Mike Blakemore** as PD ... Former WMAG/Greensboro PD **Nick Allen** switches to WLYT/Charlotte, the post vacat-

ed by **Mike Berlak** in August ... WOBN/Monmouth-Ocean names **Steve Ardolina** PD ... Ex-KGBY/Sacramento and KIOI/San Francisco PD **Bob Laurence** leaves San Diego to program Clear Channel AC KMXD and Smooth Jazz KVJZ/Des Moines ... **Bruce Murdock** celebrates 20 rainy years at Sandusky AC KLSY (Mix 92.5)/Seattle as morning host ... **Brad Waldo** exits KGBY/Sacramento.

October

Infinity VP/AC Programming **Smokey Rivers** is named PD of WNEW/New York ... Universal announces its plans to buy DreamWorks for the low, low price of \$100 million ... **Brian Thomas**, formerly PD of Oldies KFRC/San Francisco, is now OM of Clear Channel's San Jose cluster, as well as San Francisco's Hot AC KIOI (Star 101-3) and Urban AC KISQ ... Hot AC WSSR/Tampa flips to Urban as "The Beat" ... **Jeff & Jer**, morning team at KFMB/San Diego, raise more than a million dollars in one morning for Southern California fire relief ... Morning driver **Dain Craig** adds PD responsibilities at KSFI/Salt Lake City.

Dusty Hayes rides back into Austin as VP/Programming and PD for Infinity Hot AC KAMX ... WOZN/Greensboro taps **Michael Bryan** as PD ... **Jay Beau Jones**, hired in June, becomes OM of Citadel's Worcester, MA cluster, retaining PD duties at Hot AC WXLO and Oldies WORC and adding Rocker WAFX ... Citadel AC WCKW/New Orleans drops "The Point" for "Lite 92.3" ... Soft AC WMAG/Greensboro names **Scott Keith** PD.

November

On Nov. 7 WRSN/Raleigh becomes the first of — let me check my notes — a billion stations to flip to all-holiday music ... Beasley Broadcast Group Hot AC WPTP/Philadelphia flips to CHR/Rhythmic ... **Mike Berlak** is named PD for KGBY/Sacramento ... PD **Carey Edwards** and OM **Buddy van Arsdale** are out at KZIT/Tucson ... **Dan Binder** is out at WMJC/Nassau-Suffolk but gets swooped up as Research Associate for Pinnacle Media.

December

Matchbox Twenty's "Unwell" tops the year-end chart at Hot AC. "The Game of Love" by **Santana ft Michelle Branch** takes No. 1 at AC ... **Ryan Seacrest** is officially named host of *American Top 40*, following in the footsteps of its longtime host, **Kasey Kasem**, who will continue to host AT20 for mainstream and Hot AC. With two TV shows and a nationally syndicated countdown show all starting in January, Seacrest's afternoon show at KYSR/Los Angeles is handed off to co-host **Lisa Foxx**, part-timer **Jason Pullman** and ex-KROQ/Los Angeles '80s guru **Richard Blade** ... KFMB (Star 100.7)/San Diego Asst. PD/MD **Jen Sewell** steps down to concentrate on her afternoon drive show with another Star 100.7 ex-MD, **Greg Simms**.



SEAL UNPLUGGED AND SEACREST BESPECTACLED Ryan Seacrest hones his interviewing skills as KYSR (Star 98.7)/Los Angeles welcomes Seal to the Star Lounge for a live acoustic performance at the Highlands, a club inside the Hollywood and Highland entertainment complex.

R&R AC TOP 30

December 19, 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	MATCHBOX TWENTY Unwell (<i>Atlantic</i>)	804	-5	71739	32	52/0
3	2	TRAIN Calling All Angels (<i>Columbia</i>)	755	-2	56435	25	50/0
2	3	SHANIA TWAIN Forever And For Always (<i>Mercury/IDJMG</i>)	715	-55	54598	34	53/0
4	4	UNCLE KRACKER f/DOBIE GRAY Drift Away (<i>Lava</i>)	680	-18	56820	42	49/0
6	5	PHIL COLLINS Look Through My Eyes (<i>Walt Disney/Hollywood</i>)	599	+49	37455	14	47/0
5	6	SIMPLY RED Sunrise (<i>simplyred.com</i>)	587	+12	32814	24	41/0
7	7	COUNTING CROWS Big Yellow Taxi (<i>Geffen/Interscope</i>)	550	+16	50494	33	49/0
10	8	DIDO White Flag (<i>Arista</i>)	504	+26	47179	12	31/1
8	9	CLAY AIKEN Invisible (<i>RCA</i>)	494	-7	36218	10	47/1
9	10	SHERYL CROW The First Cut Is The Deepest (<i>A&M/Interscope</i>)	483	-11	47697	12	37/1
11	11	MERCYME I Can Only Imagine (<i>IND/Curb</i>)	453	-26	23492	33	36/0
14	12	JOSH GROBAN You Raise Me Up (<i>143/Reprise</i>)	449	+37	31980	9	41/0
13	13	LUTHER VANDROSS Dance With My Father (<i>JJ</i>)	401	-45	33916	28	41/0
16	14	SARAH MCLACHLAN Fallen (<i>Arista</i>)	395	+44	30868	11	31/0
12	15	CELINE DION Have You Ever Been In Love (<i>Epic</i>)	392	-62	26580	35	48/0
18	16	TIM MCGRAW Tiny Dancer (<i>Curb</i>)	283	+24	12213	10	35/1
17	17	MICHAEL MCDONALD Ain't No Mountain High Enough (<i>Motown</i>)	256	-16	21798	8	32/0
21	18	ROD STEWART f/CHER Bewitched, Bothered And Bewildered (<i>JJ</i>)	246	+12	12008	8	35/0
20	19	SANTANA f/ALEX BAND Why Don't You & I (<i>Arista</i>)	237	-4	22178	7	16/0
24	20	JIM BRICKMAN Sending You A Little Christmas (<i>AAL</i>)	227	+48	11633	2	16/2
19	21	JIM BRICKMAN Peace (Where The Heart Is) (<i>AAL</i>)	213	-38	8685	19	30/0
22	22	CELINE DION Stand By Your Side (<i>Epic</i>)	195	-26	6748	13	23/0
25	23	CHRISTINA AGUILERA The Voice Within (<i>RCA</i>)	194	+12	8007	5	27/0
23	24	HALL & OATES Getaway Car (<i>U-Watch</i>)	181	-11	6283	9	32/0
27	25	TRANS-SIBERIAN ORCHESTRA Christmas Canon (<i>Lava</i>)	148	+16	10142	2	13/0
26	26	SEAL Waiting For You (<i>Warner Bros.</i>)	140	-20	6446	17	14/0
28	27	BURKE RONEY Let It All Come Down (<i>R World/Ryko</i>)	138	+1	1319	8	17/0
<i>Debut</i>	28	3 DOORS DOWN Here Without You (<i>Republic/Universal</i>)	129	+11	13962	1	7/1
29	29	JOHN MAYER Bigger Than My Body (<i>Aware/Columbia</i>)	129	+1	6738	4	10/0
-	30	ELTON JOHN The Heart Of Every Girl (<i>Epic</i>)	119	+12	4866	3	16/0

54 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 12/7-12/13. 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

BANGLES Something That You Said (*Koch*)
Total Plays: 113, Total Stations: 19, Adds: 0

FIVE FOR FIGHTING 100 Years (*Aware/Columbia*)
Total Plays: 108, Total Stations: 9, Adds: 0

LEANN RIMES O Holy Night (*Asylum/Curb*)
Total Plays: 104, Total Stations: 8, Adds: 1

SUZY K. Gabriel (*Vellum*)
Total Plays: 68, Total Stations: 17, Adds: 1

ABENAA Song 4 U (*Nkunim*)
Total Plays: 51, Total Stations: 12, Adds: 0

RUBEN STUDDARD Sorry 2004 (*JJ*)
Total Plays: 18, Total Stations: 7, Adds: 3

DAVID YOUNG A Christmas I'll Remember (*Universe Music*)
Total Plays: 1, Total Stations: 7, Adds: 7

Songs ranked by total plays

Most Added®

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
DAVID YOUNG A Christmas I'll Remember (<i>Universe Music</i>)	7
RUBEN STUDDARD Sorry 2004 (<i>JJ</i>)	3
JIM BRICKMAN Sending You A Little Christmas (<i>AAL</i>)	2

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
BETTE MIDLER White Christmas (<i>Columbia</i>)	+59
MICHAEL BOLTON Our Love Is Like A Holiday (<i>Jive</i>)	+56
PHIL COLLINS Look Through My Eyes (<i>Walt Disney/Hollywood</i>)	+49
JIM BRICKMAN Sending You A Little Christmas (<i>AAL</i>)	+48
SARAH MCLACHLAN Fallen (<i>Arista</i>)	+44
NEIL DIAMOND Winter Wonderland (<i>Columbia</i>)	+43
JO DEE MESSINA What Child Is This? (<i>Curb</i>)	+41
FIVE FOR FIGHTING 100 Years (<i>Aware/Columbia</i>)	+40
JOSH GROBAN You Raise Me Up (<i>143/Reprise</i>)	+37

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

"THIS IS A NO BRAINER!"

— Peter Thiel, PD, Entercom/Greenville

Money and living advice for young adults.
Brand new from **Sabo Shows**. Saturdays live 1-4 PM
Hear the demo at www.sabomedia.com.
Call to lock up your market.
Get your **free** copy of David's book
"Smart Couples Finish Rich" when you call.



"The living and money show young listeners understand"

— Walter Sabo

SABOMEDIA

831.429.2050





**America's Best Testing AC Songs 12 +
For The Week Ending 12/19/03**

Artist Title (Label)	TW	LW	Familiarity	Burn	Women 25-54	Women 25-34	Women 35-54
CLAY AIKEN Invisible (RCA)	4.28	4.39	90%	13%	4.40	4.59	4.35
MATCHBOX TWENTY Unwell (Atlantic)	4.04	3.98	96%	37%	4.10	4.09	4.10
JOSH GROBAN You Raise Me Up (143/Reprise)	4.01	4.04	81%	16%	4.04	4.21	4.00
JIM BRICKMAN Peace (Where The Heart Is) (AAL)	3.88	3.80	72%	17%	3.92	4.00	3.90
CELINE DION Have You Ever Been In Love (Epic)	3.87	3.80	96%	39%	3.92	3.54	4.02
DANIEL BEDINGFIELD If You're Not The One (Island/DJMG)	3.84	3.72	90%	37%	3.78	3.61	3.83
PHIL COLLINS Look Through My Eyes (Walt Disney/Hollywood)	3.83	3.80	86%	23%	3.85	3.57	3.92
TRAIN Calling All Angels (Columbia)	3.80	3.84	96%	40%	3.86	3.91	3.85
SARAH MCLACHLAN Fallen (Arista)	3.79	3.87	86%	19%	3.77	3.92	3.73
CELINE DION Stand By Your Side (Epic)	3.75	3.78	81%	22%	3.75	3.43	3.83
SHANIA TWAIN Forever And For Always (Mercury/DJMG)	3.74	3.74	97%	43%	3.72	3.70	3.72
DIDO White Flag (Arista)	3.72	3.83	85%	25%	3.71	3.83	3.68
LUTHER VANDROSS Dance With My Father (J)	3.71	3.76	94%	41%	3.80	3.54	3.87
MICHAEL MCDONALD Ain't No Mountain High Enough (Motown)	3.71	3.68	89%	20%	3.78	3.76	3.79
TIM MCGRAW Tiny Dancer (Curb)	3.70	3.72	76%	15%	3.79	3.67	3.82
SIMPLY RED Sunrise (simplyred.com)	3.63	3.68	80%	25%	3.64	3.54	3.67
SHERYL CROW The First Cut Is The Deepest (A&M/Interscope)	3.53	3.51	94%	35%	3.50	3.65	3.46
UNCLE KRACKER f/DOBIE GRAY Drift Away (Lava)	3.50	3.38	98%	54%	3.55	3.48	3.57
COUNTING CROWS Big Yellow Taxi (Geffen/Interscope)	3.24	3.13	94%	55%	3.25	3.15	3.28

Total sample size is 388 respondents. Total average favorability estimates are based on a scale of 1-5. (1=dislike very much, 5 = like very much). Total familiarity represents the percentage of respondents who recognized the song. Total burn represents the number of respondents who said they are tired of hearing the song. Songs must have 40% familiarity to appear on survey. Sample composition is based on persons 12+. Persons are screened via the Internet. Once passed, they can take the music test based on the format/music preference. RateTheMusic.com results are not meant to replace callout research. The results are intended to show opinions of participants on the the Internet only. RateTheMusic is a registered trademark of RateTheMusic.com. The RTM system, is available for local radio stations by calling 818-377-5300. RateTheMusic.com data is provided by Mediabase Research, a division of Premiere Radio Networks.

Indicator

Most Added*

- CLAY AIKEN Invisible (RCA)
- JIM BRICKMAN Sending You A Little Christmas (AAL)
- CLAY AIKEN The First Noel (RCA)

Recurrents

- SANTANA f/MICHELLE BRANCH The Game Of Love (Arista) 373
- VANESSA CARLTON A Thousand Miles (A&M/Interscope) 356
- DANIEL BEDINGFIELD If You're Not The One (Island/DJMG) 350
- CHRISTINA AGUILERA Beautiful (RCA) 339
- SHERYL CROW Soak Up The Sun (A&M/Interscope) 295
- NORAH JONES Don't Know Why (Blue Note/Virgin) 295
- ENRIQUE IGLESIAS Hero (Interscope) 292
- AVRIL LAVIGNE Complicated (Arista) 265
- CELINE DION A New Day Has Come (Epic) 262
- FAITH HILL Cry (Warner Bros.) 254
- PHIL COLLINS Can't Stop Loving You (Atlantic) 248
- LONESTAR I'm Already There (BNA) 236

Songs ranked by total plays

PLEASE SEND YOUR PHOTOS

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

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

Reporters

WYJB/Albany, NY* PD: Chris Holmberg MD: Chad O'Hara 2 SUZY K	WTCB/Columbia, SC* OMPD: Brent Johnson DAVID YOUNG MINDI ABAIR	KSOJ/Fresno, CA* OMPD: E. Curtis Johnson MD: Kristin Kelley No Adds	WTPI/Indianapolis, IN* PD: Gary Havens MD: Steve Cooper No Adds	KTDY/Lafayette, LA* PD: C.J. Clements APD: Debbie Ray MD: Steve Wiley No Adds	KJSM/Modesto, CA* OMPD: Gary Michaels No Adds	WMEZ/Pensacola, FL* PD: Kevin Peterson APD: Michael Stuart No Adds	WGFB/Rockford, IL OMPD: Doug Daniels 12 CLAY AIKEN	KMXZ/Tucson, AZ* PD: Bobby Rich APD/MD: Leslie Lois No Adds	WMGS/Wilkes Barre, PA* PD: Stan Phillips MD: Jade Morgan 7 MATCHBOX TWENTY BETTE MIDLER DAVID YOUNG TIM MCGRAW
WFPG/Atlantic City, NJ* PD: Gary Gohls MD: Marlene Agui DAVID YOUNG	KKBA/Corpus Christi, TX* PD: Audrey Mallan RUBEN STUDDARD	KTRR/Ft. Collins, CO* OMPD/MD: Mark Callaghan No Adds	WYXB/Indianapolis, IN* OMPD: David Edgar APD/MD: Jim Corone DIDO	WFMK/Lansing, MI* OMPD: Chris Reynolds No Adds	WOBM/Monmouth, NJ* PD: Steven Ardolina MD: Brian Moore No Adds	WSWT/Peoria, IL OMPD/MD: Randy Ruffalo No Adds	KBEE/Salt Lake City, UT* OMPD: Rusty Keys No Adds	WEATW/Palm Beach, FL* OMPD: Rick Stockety No Adds	WJBR/Wilmington, DE* PD: Michael Wate MD: Catey Hill No Adds
WBBE/Baton Rouge, LA* OMPD: Jeff Jamison APD/MD: Michelle Southern No Adds	WMGC/Detroit, MI* OM: Bill Fries PD: Jim Harper MD: Jon Ray No Adds	WJII/Ft. Wayne, IN* PD: Barb Richards MD: Nick Parker No Adds	WJKK/Jackson, MS* OM: Tom Freeman OMPD: Dave MacKenzie RUBEN STUDDARD	KMZQ/Las Vegas, NV* OMPD: Cal Thomas APD/MD: Craig Powers No Adds	KWAV/Monterey, CA* OMPD: Bernie Moody No Adds	KKLT/Phoenix, AZ* OMPD: Joel Gray 22 3 DOORS DOWN 9 MICHELLE BRANCH 6 RUBEN STUDDARD	KLSY/Seattle, WA* PD: Tony Coles MD: Darla Thomas No Adds	WHUD/Westchester, NY* OMPD: Steven Patrone APD/MD: Tom Furst KENNY LOGGINS MICHAEL DAMIAN	WSRS/Worcester, MA* PD: Steve Peck MD: Tom Holt No Adds
WNLX/Boston, MA* PD: Don Kelly APD: Candy O'Leary MD: Mark Lawrence No Adds	WOOF/Dothan, AL OMPD: Leigh Simpson No Adds	WTKT/Gainesville, FL* OMPD: Les Howard No Adds	WTFM/Johnson City* OMPD: Mark McElroy No Adds	WMGN/Madison, WI* PD: Pat O'Hall MD: Amy Abbott No Adds	WKJY/Nassau, NY* PD: Bill Edwards MD: Joel Yale No Adds	WLTJ/Pittsburgh, PA* OMPD: Chuck Stevens DAVID YOUNG	WNSN/South Bend, IN OMPD: Jim Roberts No Adds	WMSA/Springfield, MA* PD: Paul Connor MD: Rob Anthony No Adds	WMTX/Tampa, FL* OM: Jill Koppel APD: Bobby Rich MD: Kristy Knight SHERYL CROW CLAY AIKEN
WEBC/Bridgeport, CT* OMPD: Terry Simmons MD: Danny Lyons No Adds	KTSM/El Paso, TX* OMPD: Bill Tole APD: Sam Cassiano 1 JIM BRICKMAN 1 LEANN RIMES	WLHT/Grand Rapids, MI* PD: Bill Bailey MD: Kim Caran 2 JIM BRICKMAN	WKYE/Johnstown, PA OM: Christina Hillard PD: Jack Michaels MD: Brian Walsh 3 JIM BRICKMAN 3 CLAY AIKEN	KVLY/McAllen, TX* PD: Alex Duran MD: Lina Lopez DAVID YOUNG	KMGL/Oklahoma City, OK* PD: Joe Couch APD/MD: Steve O'Brien No Adds	WRAL/Raleigh, NC* PD: Joe Wade Formicola MD: Jim Kelly No Adds	KJOY/Stockton, CA* PD: Dick Koyman DAVID YOUNG	WMSA/Springfield, MA* PD: Paul Connor MD: Rob Anthony No Adds	WMTX/Tampa, FL* OM: Jill Koppel APD: Bobby Rich MD: Kristy Knight SHERYL CROW CLAY AIKEN
WHBC/Canton, OH* OMPD: Terry Simmons MD: Kayleigh Kras DAVID YOUNG	WXKC/Erie, PA PD: Ron Adams No Adds	WRCH/Hartford, CT* PD: Alan Camp MD: Jon Hahn No Adds	WQLR/Kalamazoo, MI OMPD: Ron Lamphar APD/MD: Brian Wertz No Adds	WMGO/Middlesex, NJ* OMPD: Tim Tull No Adds	KEFM/Omaha, NE* OMPD: Steve Abertson No Adds	WSLQ/Roanoke, VA* PD: Joe Morrison MD: Dick Daniels No Adds	WMSA/Springfield, MA* PD: Paul Connor MD: Rob Anthony No Adds	WMTX/Tampa, FL* OM: Jill Koppel APD: Bobby Rich MD: Kristy Knight SHERYL CROW CLAY AIKEN	WMTX/Tampa, FL* OM: Jill Koppel APD: Bobby Rich MD: Kristy Knight SHERYL CROW CLAY AIKEN
WRRM/Cincinnati, OH* PD: Ed Holland MD: Ted Morris No Adds	WCRZ/Flint, MI* OMPD: Jay Patrick APD/MD: George Michaylo No Adds	KRTR/Honolulu, HI* OMPD: Wayne Marie No Adds	WJXB/Knoxville, TN* OMPD: Mike Robinson No Adds	WLTE/Minneapolis, MN* OMPD: Gary Nelson No Adds	KEFM/Omaha, NE* OMPD: Steve Abertson No Adds	WSLQ/Roanoke, VA* PD: Joe Morrison MD: Dick Daniels No Adds	WMSA/Springfield, MA* PD: Paul Connor MD: Rob Anthony No Adds	WMTX/Tampa, FL* OM: Jill Koppel APD: Bobby Rich MD: Kristy Knight SHERYL CROW CLAY AIKEN	WMTX/Tampa, FL* OM: Jill Koppel APD: Bobby Rich MD: Kristy Knight SHERYL CROW CLAY AIKEN

***Monitored Reporters**

67 Total Reporters

54 Total Monitored

13 Total Indicator

Did Not Report, Playlist Frozen (6):

- KEZA/Fayetteville, AR
- KSBL/Santa Barbara, CA
- WAFY/Frederick, MD
- WHOM/Portland, ME
- WIKY/Evansville, IN
- WLZW/Utica, NY

R&R HOT AC TOP 40

Powered By



December 19, 2003

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	3 DOORS DOWN Here Without You (Republic/Universal)	3520	-42	242988	20	86/0
2	2	SANTANA f/ALEX BAND Why Don't You & I (Arista)	3335	-12	246253	28	85/1
3	3	MATCHBOX TWENTY Bright Lights (Atlantic)	3305	+12	233361	20	85/0
4	4	DIDO White Flag (Arista)	3030	-15	229710	23	84/1
5	5	SHERYL CROW The First Cut Is The Deepest (A&M/Interscope)	2998	+109	218353	13	86/0
6	6	SARAH MCLACHLAN Fallen (Arista)	2725	-38	194293	15	85/1
7	7	NO DOUBT It's My Life (Interscope)	2457	+129	189300	9	88/2
9	8	NICKELBACK Someday (Roadrunner/IDJMG)	2199	+102	136546	14	79/0
8	9	MATCHBOX TWENTY Unwell (Atlantic)	2015	-100	161126	45	88/0
10	10	BARENAKED LADIES Another Postcard (Chimps) (Reprise)	1928	-65	121878	15	79/0
12	11	TRAIN When I Look To The Sky (Columbia)	1897	+115	120281	9	85/0
11	12	TRAIN Calling All Angels (Columbia)	1893	-33	135834	37	82/0
13	13	LIVE Heaven (Radioactive/Geffen)	1626	-58	112415	32	67/0
15	14	MICHELLE BRANCH Breathe (Maverick/Warner Bros.)	1560	-10	76236	11	77/0
14	15	JOHN MAYER Bigger Than My Body (Aware/Columbia)	1415	-255	102999	19	72/0
17	16	FIVE FOR FIGHTING 100 Years (Aware/Columbia)	1298	+113	78313	6	75/2
18	17	STAINED So Far Away (Flip/Elektra/EEG)	1204	+62	51006	19	53/6
20	18	JASON MRAZ You And I Both (Elektra/EEG)	1162	+101	63637	11	65/4
16	19	NELLY FURTADO Powerless (Say What You Want) (DreamWorks)	1083	-190	46480	10	65/0
19	20	SEAL Waiting For You (Warner Bros.)	1047	-64	63673	17	57/0
22	21	EVANESCENCE My Immortal (Wind-up)	999	+150	47897	5	49/4
21	22	FOUNTAINS OF WAYNE Stacy's Mom (S-Curve/EMC)	895	+27	48103	23	37/2
24	23	COUNTING CROWS She Don't Want Nobody Near (Geffen)	775	+80	35739	7	57/2
23	24	HOWIE DAY Perfect Time Of Day (Epic)	772	+60	39658	13	47/1
25	25	FUEL Falls On Me (Epic)	641	+47	19961	7	37/2
26	26	DAVE MATTHEWS Save Me (RCA)	596	+20	28430	7	47/2
29	27	OUTKAST Hey Ya! (Arista)	560	+172	45774	4	14/6
27	28	CLAY AIKEN Invisible (RCA)	541	+54	33943	6	23/3
34	29	SIMPLE PLAN Perfect (Lava)	371	+92	9625	3	29/6
30	30	SHANIA TWAIN Forever And For Always (Mercury/IDJMG)	316	-35	19444	18	17/0
31	31	STACIE ORRICO (There's Gotta Be) More To Life (ForeFront/Virgin)	296	-18	14502	7	14/0
32	32	TRAPT Headstrong (Warner Bros.)	295	-6	9760	6	6/1
35	33	KELLY CLARKSON The Trouble With Love Is (RCA)	279	+42	7500	3	26/3
33	34	BEN HARPER Diamonds On The Inside (Virgin)	259	-25	4953	5	27/1
Debut	35	LIZ PHAIR Extraordinary (Capitol)	222	+139	19041	1	36/11
38	36	JEWEL 2 Become 1 (Atlantic)	193	+10	7129	3	24/2
36	37	COLDPLAY Moses (Capitol)	192	-37	4996	4	17/0
39	38	JACK JOHNSON Taylor (Jack Johnson Music/Universal)	185	+15	5258	2	18/0
Debut	39	MELISSA ETHERIDGE Breathe (Island/IDJMG)	165	+110	17468	1	26/18
37	40	BLACK EYED PEAS Where Is The Love? (A&M/Interscope)	163	-30	6878	6	5/0

Most Added

www.rradds.com

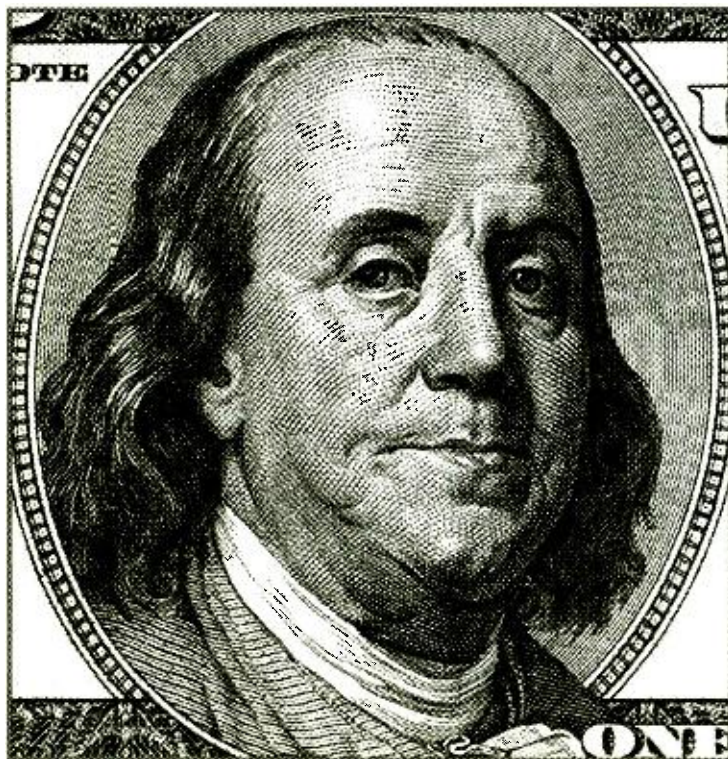
ARTIST TITLE LABEL(S)	ADDS
MELISSA ETHERIDGE Breathe (Island/IDJMG)	18
LIZ PHAIR Extraordinary (Capitol)	11
STAINED So Far Away (Flip/Elektra/EEG)	6
SIMPLE PLAN Perfect (Lava)	6
OUTKAST Hey Ya! (Arista)	6
JASON MRAZ You And I Both (Elektra/EEG)	4
EVANESCENCE My Immortal (Wind-up)	4
JOHN MAYER Clarity (Aware/Columbia)	4
KELLY CLARKSON The Trouble With Love Is (RCA)	3
CLAY AIKEN Invisible (RCA)	3

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
OUTKAST Hey Ya! (Arista)	+172
EVANESCENCE My Immortal (Wind-up)	+150
LIZ PHAIR Extraordinary (Capitol)	+139
NO DOUBT It's My Life (Interscope)	+129
TRAIN When I Look To The Sky (Columbia)	+115
FIVE FOR FIGHTING 100 Years (Aware/Columbia)	+113
MELISSA ETHERIDGE Breathe (Island/IDJMG)	+110
SHERYL CROW The First Cut Is The Deepest (A&M/Interscope)	+109
NICKELBACK Someday (Roadrunner/IDJMG)	+102
JASON MRAZ You And I Both (Elektra/EEG)	+101

90 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 12/7-12/13. 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.



A PENNY SAVED IS A PENNY EARNED.

Good advice, but today it's not as simple.

Regardless of your market or format, listeners want to know the latest financial trends affecting their lives. AP Radio and Bankrate.com have teamed up to offer the Personal Finance Minute — audio features perfect for local ad sponsorship. Heard exclusively on AP Network News, it's just one of many features that can add a few Ben Franklins to your paycheck. Learn more today by calling us at 800-527-7234, or visit www.apbroadcast.com.



ON THE RECORD

With
Claudia Navarro
MD, Broadcast Architecture



I cannot believe it's 10 days before Christmas and I have barely made a dent in my 7-year-old son's list! This year has whizzed by, as they all seem to. I'm very grateful for everything that has happened this year, not the least of which is joining the Broadcast Architecture team this past April. Not only am I fortunate to have a job, I have a good one, and I get to work with talented, creative, intelligent and fun individuals. As if it could get any better, I was named Music Director a few months ago. *

Here are a few songs from my best of 2003 list: Paul Jackson Jr.'s "It's a Shame," David Sanborn's "Comin' Home Baby," Kim Waters' "Waterfall" and "The Ride," Luther Vandross' "Dance With My Father," J. Thompson's "Tell Me the Truth," Mindi Abair's "Flirt," "Dave Koz's "Honey-Dipped," Chris Botti's "Indian Summer," Richard Elliott's "Corner Pocket" and "Sly," Kenny G's "Malibu Dreams," Richard Smith's "Sing a Song," Eric Marienthal's "Uptown" and Praful's "Sigh." *

One artist who hasn't caught on but who I really like is Bernie Williams ("Stranded on the Bridge"). He's a great player with great supporting musicians and great exposure (the Macy's Thanksgiving Day parade, *CBS Sunday Morning*, *Late Show With David Letterman*, etc). *

My favorite new songs are "Black Emerald Blues," a moody, sexy two-minute song from the *Mystic River* soundtrack; Alicia Keys' "Diary" (she's amazing, and so is this vocal); Najee's "Mali's Bounce"; and John Stoddart's "Angel" (his vocals are creamy and lush). *

I wish everyone a very happy holiday, and I look forward to another great year in 2004.

Congratulations to **Dave Koz**, whose first single from *Saxophonic* (Capitol), "Honey-Dipped," has been No. 1 on the Smooth Jazz top 30 for six consecutive weeks ... **Jazzmasters'** "Puerto Banus" (Trippin' 'N Rhythm) moves 4-3*, and **Kim Waters'** "The Ride" (Shanachie) bounds 17-14* with two new adds, including **WVMV/Detroit** ... Fave new singles on my desk as the holidays approach are **Hil St. Soul's** "For the Love of You" (Shanachie), **David Sanborn's** "Isn't She Lovely" (GRP/VMG), **Ladysmith Black Mambazo's** "Raise Your Spirit Higher" (Heads Up) and, from the *Isley Meets Bacharach* sampler, **Ronald Isley's** "Close to You" (DreamWorks), featuring Dave Koz on sax (Isley's voice could melt the polar icecaps) ... Following job cuts at Warner Bros., Verve and other labels in 2003, the latest news is EMI's decision to consolidate the staff of Higher Octave Music, which EMI distributes. HOM artists will now be under Narada's aegis instead. Through the years Higher Octave has been home to many innovative Smooth Jazz artists, including Acoustic Alchemy, 3rd Force, Craig Chaquico, Jimmy Sommers and many others. I would like to take this opportunity to personally thank the label's founders, Matt Marshall and Dan Selene, for their unique vision and vast contribution to contemporary music. I also want to praise HOM VP/Marketing Scott Bergstein, one of the most astute record executives I have known, and thank him for his support of **R&R** through the years.

— Carol Archer, Smooth Jazz Editor



Reporters

KAJZ/Albuquerque, NM
PD: Paul Laviole
APD/MD: Jeff Young
No Adds

KNIK/Anchorage, AK
DM/MD: Aaron Wallender
DIDD
KIM WATERS

WJZZ/Atlanta, GA
PD/MD: Nick Francis
No Adds

KSMJ/Bakersfield, CA
DM/MD: Chris Townshend
APD: Matt Kelly
No Adds

WNIA/Chicago, IL
DM: Bob Kaake
PD/MD: Steve Stiles
No Adds

WNW/Cleveland, OH
DM/MD: Bernie Kimble
6 DAVID SANBORN
5 SPECIAL FX
5 KIM WATERS

WJZA/Columbus, OH
PD/MD: Bill Harman
No Adds

KOAI/Dallas, TX
DM/MD: Kurt Johnson
MD: Mark Sanford
3 MINDI ABAIR

WVMV/Detroit, MI
DM/MD: Tom Stecker
MD: Sandy Kovach
KIM WATERS

KEZL/Fresno, CA
PD/MD: J. Weidenheimer
5 RICHARD J. SMITH

WDRR/Ft. Myers, FL
DM: Steve Amari
PD: Joe Turner
MD: Randi Bachman
2 KIRK WHALUM
2 DOWN TO THE BONE

KHJZ/Houston, TX
PD: Maxine Todd
APD/MD: Greg Morgan
8 STEVE GOLE

KOAS/Las Vegas, NV
PD/MD: Erik Fox
BRIAN BROMBERG

KTWV/Los Angeles, CA
PD: Paul Goldstein
APD/MD: Samantha Wiedmann
2 JEFF GOLUB

WCJZ/Madison, WI
DM/MD: Mike Ferris
APD: Sybil McGuire
No Adds

WLVE/Miami, FL
DM: Rob Roberts
PD/MD: Rich McMillan
No Adds

WJZI/Milwaukee, WI
DM/MD: Steve Scott
MD: Jeff Peterson
No Adds

KRVR/Modesto, CA
DM/MD: Doug Wulf
PD: Jim Bryan
No Adds

Jones Smooth Jazz/Network
PD/MD: Steve Hibbard
No Adds

WQCD/New York, NY
DM: John Muller
PD/MD: Charley Connolly
BRIAN CULBERTSON
BASS X
SEAL

WJCD/Norfolk, VA
DM/MD: Daisy Davis
APD/MD: Larry Hollowell
No Adds

WLOQ/Orlando, FL
PD: Brian Morgan
MD: Patricia James
No Adds

WJJZ/Philadelphia, PA
PD: Michael Tozzi
MD: Frank Childs
No Adds

KYOT/Phoenix, AZ
DM: Shaun Holly
APD/MD: Angie Handa
1 MINDI ABAIR
MICHAEL McDONALD

WJZV/Richmond, VA
PD: Reid Snider
No Adds

KSSJ/Sacramento, CA
PD/MD: Lee Hansen
APD: Ken Jones
14 DIDD

KIFM/San Diego, CA
DM: John Dimick
PD: Mike Vasquez
APD/MD: Kelly Cole
No Adds

KKSF/San Francisco, CA
DM: Michael Martin
PD: Michael Erickson
No Adds

KJZY/Santa Rosa, CA
PD: Gordon Zlot
APD/MD: Rob Singleton
No Adds

KWJZ/Seattle, WA
PD: Carol Handley
MD: Dianna Rose
7 RICHARD ELLIOT
6 PAUL HARGREAVE
6 JEFF LORBER

WEIB/Springfield, MA
PD: Carol Cutting
MD: Juanita Shavers
13 ROGER SAUSE

WSSM/St. Louis, MO
3 HARRY CONNICK JR
1 PAMELA WILLIAMS

WSJT/Tampa, FL
PD: Ross Block
MD: Kathy Curtis
No Adds

WJZW/Washington, DC
DM: Kenny King
PD: Carl Anderson
MD: Renee Dupuy
No Adds

*Monitored Reporters

39 Total Reporters

39 Total Indicator

Did Not Report, Playlist Frozen (5):
KJCD/Denver, CO
KSBF/Los Angeles, CA
WJZN/Memphis, TN
WYJZ/Indianapolis, IN
WZMR/Albany, NY

Smooth Jazz Consulting

BROADCAST ARCHITECTURE® • 818-461-8016
www.broadcastarchitecture.com



CAROL ARCHER

carcher@radioandrecords.com



2003: This Is The Year That Was

Good ratings and a raft of sign-ons as music industry struggles

It was the best of times, it was the worst of times." I have invoked Charles Dickens' words often in previous year-end columns because duality is the nature of any year seen in hindsight, just as it is of life. This week we review Smooth Jazz's triumphs and innovations and the people and events that shaped the past year.

Smooth Jazz's 2002 ratings — the best in format history, as several stations, including WVMV/Detroit and KWJZ/Seattle, went to No. 1 — would be hard to top, especially in wartime, when, according to Broadcast Architecture VP/Programming Rad Messick, people could watch the war in real time for the first time ever.

The format remained highly competitive in spite of unprecedented spotloads — 16 units or more — which provided fewer opportunities to play music. Smooth Jazz maintained admirably: The format was generally a top five performer and earned record-breaking 12+ cumes in the cases of WNUA/Chicago and WJZW/Washington, among others.

WQCD/New York surged from 16th to eighth 12+ with a 2.9-3.6 share increase in the fall book. KIFM/San Diego was No. 2 12+

with a 5.3 share, missing No. 1 by two-tenths of a share. In the same book KJZY/Santa Rosa, CA climbed to No. 3 12+ with a 3.4-5.0 share increase. KSSJ/Sacramento grew to No. 2 25-54 by November. KTWV (The Wave)/Los Angeles, WJJZ/Philadelphia, KYOT/Phoenix and KKSF/San Francisco were top three 25-54 as well.

In other news, Broadcast Architecture launched online music testing this year through RateTheMusic.com.

New Sign-Ons

A growing number of sign-ons in 2003 reflected the importance of Smooth Jazz in the portfolios of radio groups. Clear Channel returned Smooth Jazz to Minneapolis' airwaves with the sign-on of KJZI in June under the aegis of GM Dan Seeman, who was GM of KMJZ/Minneapolis before Infini-

ty flipped that station from Smooth Jazz five or six years ago. The station's ratings continue to climb at year's end.

In September Clear Channel blew up Classic Rock WXFB/Baltimore in favor of Smooth Jazz with new calls WSJZ. Kid Kelly served a brief stint as PD, and afternoon personality Lori Lewis was named Asst. PD/MD. Clear Channel also signed on WJZL/Louisville and WDRR/Ft. Myers.

Entercom flipped KCIY/Kansas City from Smooth Jazz, and former KCIY PD Mark Edwards joined Nassau Broadcasting, which signed on its first Smooth Jazz outlet, WOJZ/Atlantic City.

Another significant development was the launch of the "Chill" format with the debut of KLBU/Santa Fe, NM on Nov. 25, with guidance from Frank Cody.

Cumulus downsized the staff of KMGQ/Santa Barbara, CA, which then adopted Jones Radio Networks' Smooth Jazz format. JRN added affiliates in Austin; Jacksonville; Melbourne; South Bend, IN; Eugene, OR; Tallahassee, FL; Champaign, IL; and Savannah, GA.

Saga Communications bought George Scantland's WJZA & WJZK/Columbus, OH.

Changing Places

In January longtime KTWV (The Wave)/Los Angeles PD Chris Brodie stepped down after almost 20 years at the 94.7 frequency; Paul Goldstein succeeded her as VP/Programming. Former KKSF/San Francisco Asst. PD/MD Samantha Wiedmann replaced KTWV Asst. PD/MD Ralph Stewart, who departed The Wave after 12 years (he later joined All Comedy Radio Networks). Goldstein received R&R's 2003 Industry Achievement Award for Smooth Jazz PD of the Year; Stewart was voted Smooth Jazz Music Director of the Year.

KTWV VP/GM Tim Pohlman was promoted to Sr. VP/Market Manager of Infinity/Los Angeles in January, then resigned several months later and moved with his wife, Susan, and their two children to Genoa, Italy. Infinity Talk

KLSX/Los Angeles VP/GM Bob Moore added GM duties at The Wave; David Howard was upped to Station Manager.

In May The Wave's top-rated afternoon driver, Don Burns, returned to the air after a one-year absence. After 27 years at the frequency, Programming Assistant and receptionist Louise Barron retired last month.

Broadcast Architecture Exec. VP/GM Allen Kepler was appointed Clear Channel VP/Smooth Jazz Programming. Paul Goldstein added similar duties as format team leader for Infinity. Broadcast Architecture MD Rosalyn Joseph was promoted to PD; Claudia Navarro succeeded her as MD.

Angie Handa returned to Smooth Jazz as Asst. PD/MD of KYOT/Phoenix after Greg Morgan joined KHJZ/Houston as Asst. PD/MD and morning host. Former BA MD Renee DePuy joined WJZW/Washington as MD. KOAI/Dallas morning host/MD Brett Michael left the building to study psychology; Mark Sanford was his replacement.

Brian Morgan became PD at WLOQ/Orlando following Dave Kosh's departure. KBZN/Salt Lake City PD Rob Reisen stepped down and segued to full-time airwork; Dan Jessop replaced him as PD. Former WJJZ/Philadelphia PD Anne Gress became OM at cross-town Oldies WOGL. Frank Childs replaced Joe Proke as MD at WJJZ.

Becky Taylor resigned as MD of KVJZ/Des Moines and became afternoon drive personality on KJCD/Denver. Kevin Callahan was named PD of WZMR/Albany, NY. Shirley Maldonado joined Sirius as Genre Manager/Latin & Variety Formats. WLVE (Love 94)/Miami morning personality Kenny Cortes split to take on mornings at KJCD/Denver. Former KVIL/Dallas morning personality Larry Dixon segued to wake-up duties on Infinity's cross-town Smooth Jazz sister, KOAI.

Steve Williams parted company with KKSF/San Francisco in November.

Auld Lang Syne

WQCD instituted an initiative

that combines airplay and promotional support with live shows to deepen listeners' awareness of new music. KIFM debuted a new-music show hosted by Asst. PD/MD Kelly Cole called *Horizons: Music That's Breaking Ground in Smooth Jazz*.

Cameron Smith's *Smooth Jazz TV* reached 400,000 weekly network-affiliate households and is scheduled to clear all of the top 20 markets (excluding Puerto Rico) in 2004.

The music industry's trials and tribulations continued as global CD sales fell again in 2003. Jobs were cut at Verve, while at Warner Bros. Jazz Exec. VP/GM Matt Pierson exited, followed by VP/Smooth Jazz & Jazz Promotion Deborah Lewow in June. Crissy Zagami became Director/Jazz Promo for the label, which earned the year's top chart share in Smooth Jazz.

Wedding bells rang for KJZS/Reno, NV Asst. PD/MD Doug Thomas, independents Laura Sanano and Roger Lifeset, and KJCD/Denver PD Mike Fischer.

It rained babies in 2003: Verve's Laura Chiarelli, Emmis/New York's John Mullen, Clear Channel Radio Sales Director/Marketing Andy Sarnow, Broadcast Architecture's Steve Weirsmann, WNWV/Cleveland personality Tom Murphy and Rendezvous artist Marc Antoine all became parents.

Three generations of the Gorov family moved to Las Vegas when All That Jazz relocated from Santa Monica, CA to the desert.

During the past year Smooth Jazz lost family members including Eddie Levine, Robert Tauro and Larry Douglas. They would want us all to keep the faith in 2004.

I wish you and yours a joyous holiday and a very happy new year.

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

Fax: 310-203-9763



MAZEL TOV! Former high school sweethearts KJCD/Denver PD Michael Fischer and Rebecca Zoller reunited after many years, and they were married in a small ceremony in Denver the day after Thanksgiving. Here's wishing Mike and Becca happiness in their life together.

SMOOTH

Every major Smooth Jazz station in the top 100 markets

New January 2004

MEDIABASE

Monitors Smooth Jazz Music

Delivering timely and accurate service with the standard set by Mediabase

**Radio Stations Call:
818.377.5300**

**Music Executives Call:
212.896.5248**

SMOOTH

December 19, 2003

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	DAVE KOZ Honey-Dipped (Capitol)	879	-22	113760	17	39/0
2	2	PRAFUL Sigh (Rendezvous/N-Coded)	843	-5	101390	23	39/0
4	3	JAZZMASTERS Puerto Banus (Trippin 'N' Rhythm)	753	+28	91812	19	38/0
3	4	MINDI ABAIR Flirt (GRP/VMG)	672	-42	76097	23	35/0
7	5	CHRIS BOTTI Indian Summer (Columbia)	550	-2	72057	14	39/0
6	6	RICK BRAUN Green Tomatoes (Warner Bros.)	548	-7	69204	21	35/0
5	7	CANDY DULFER Finsbury Park, Cafe 67 (Eagle Rock)	519	-53	62784	28	31/0
9	8	DARYL HALL She's Gone (Rhythm & Groove/Liquid 8)	477	-26	47888	14	36/0
8	9	KENNY G. Malibu Dreams (Arista)	476	-22	41821	24	25/0
10	10	NICK COLIONNE High Flyin' (3 Keys Music)	443	0	58782	12	34/0
11	11	JIMMY SOMMERS Take My Heart... (Gemini/Higher Octave)	391	+5	50452	18	31/0
14	12	SEAL Touch (Warner Bros.)	370	+10	29738	10	27/1
12	13	LEE RITENOUR Inner City Blues (GRP/VMG)	357	-3	47234	13	30/0
17	14	KIM WATERS The Ride (Shanachie)	351	+13	43303	6	35/2
16	15	DAVID BENOIT Watermelon Man (GRP/VMG)	347	+3	35955	10	32/0
18	16	MICHAEL MCDONALD Ain't No Mountain High Enough (Motown)	319	+3	24260	8	26/1
19	17	SIMPLY RED Sunrise (simplyred.com)	317	+7	26210	19	23/0
21	18	RICHARD ELLIOT Sly (GRP/VMG)	302	+15	48993	4	28/0
20	19	STEVE COLE Everyday (Warner Bros.)	290	+8	35005	11	26/1
22	20	MARC ANTOINE Funky Picante (Rendezvous)	250	-1	17926	12	23/0
23	21	PAMELA WILLIAMS Afterglow (Shanachie)	222	+3	29505	12	19/1
24	22	BASS X Vonni (Liquid 8)	213	+19	13615	7	19/1
25	23	DOWN TO THE BONE Cellar Funk (Narada)	198	+5	18470	4	20/1
26	24	KIRK WHALUM Do You Feel Me (Warner Bros.)	191	+1	19634	7	18/1
27	25	BRIAN CULBERTSON Serpentine Fire (Warner Bros.)	179	-5	21157	8	17/1
28	26	HIROSHIMA Revelation (Heads Up International)	166	+4	17237	7	15/0
29	27	RICHARD SMITH Sing A Song (A440)	162	+19	7651	3	16/1
30	28	GREGG KARUKAS Riverside Drive (N-Coded)	137	-5	21792	14	12/0
-	29	RIPPINGTONS Bella Luna (Peak)	133	+14	5069	3	9/0
-	30	NAJEE Eye 2 Eye (N-Coded)	94	+17	16780	1	11/0

Debut

39 Smooth Jazz reporters. Songs ranked by total plays for the airplay week of 12/7-12/13. 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

STEVE WINWOOD Why Can't We Live Together (Wincraft/SCI-Fidelity)
Total Plays: 80, Total Stations: 6, Adds: 0

JEFF GOLUB Pass It On (GRP/VMG)
Total Plays: 71, Total Stations: 9, Adds: 1

VOODOO VILLAGE Memphis Underground (40 West)
Total Plays: 66, Total Stations: 6, Adds: 0

YULARA City Of Joy (Higher Octave)
Total Plays: 45, Total Stations: 4, Adds: 0

ALEX BUGNON Cascade (Narada)
Total Plays: 35, Total Stations: 4, Adds: 0

IMPROMP 2 Mocha Soul (Big3)
Total Plays: 33, Total Stations: 5, Adds: 0

BRIAN BROMBERG Bobblehead (A440)
Total Plays: 31, Total Stations: 8, Adds: 1

MINDI ABAIR I Can't Wait For Christmas (GRP/VMG)
Total Plays: 16, Total Stations: 4, Adds: 1

Songs ranked by total plays

Most Added®

www.rindicator.com

ARTIST TITLE LABEL(S)	ADDS
KIM WATERS The Ride (Shanachie)	2
DIDO White Flag (Arista)	2

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
JAZZMASTERS Puerto Banus (Trippin 'N' Rhythm)	+28
BASS X Vonni (Liquid 8)	+19
RICHARD SMITH Sing A Song (A440)	+19
NAJEE Eye 2 Eye (N-Coded)	+17
RICHARD ELLIOT Sly (GRP/VMG)	+15
RIPPINGTONS Bella Luna (Peak)	+14
KIM WATERS The Ride (Shanachie)	+13
RICHARD ELLIOT Corner Pocket (GRP/VMG)	+13
DIDO White Flag (Arista)	+13
ROGER SAUSE Tierra Verde (Lucky)	+13

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
PAUL JACKSON, JR. It's A Shame (Blue Note)	343
CHUCK LOEB eBop (Shanachie)	314
LUTHER VANDROSS Dance With My Father (J)	248
PAUL TAYLOR On The Move (Peak)	182
MICHAEL MCDONALD I Heard It Through... (Motown/Universal)	171
DAVID SANBORN Comin' Home Baby (GRP/VMG)	142
JEFF LORBER Gigabyte (Narada)	142
RONNY JORDAN At Last (N-Coded)	131
CHIELI MINUCCI Kickin' It Hard (Shanachie)	129
URBAN KNIGHTS Got To Give It Up (Narada)	125
RICHARD ELLIOT Corner Pocket (GRP/VMG)	96
WALTER BEASLEY Precious Moments (N-Coded)	91
BRIAN CULBERTSON Say What? (Warner Bros.)	64
BLAKE AARON She's So Fine (Innervision)	49
RICK DERRINGER Free Ride (Big3)	47
SPYRO GYRA Getaway (Heads Up)	45

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

QUALITY...

- Custom Production – Callouts, Montages & Video Hooks
- Digital, Clear, Consistent
- 70,000+ Song Library
- All Formats & International Titles
- On-Time Delivery



The World's Premier Music Hook Service

Featuring: **TM CENTURY** GoldDiscs and HitDiscs

Email: hooks@hooks.com
www.hooks.com
FAX: (770)452-4675

16 Perimeter Park Drive, #109
Atlanta, GA 30341-1324

For The Best Auditorium
Test Hook Tapes

Michael Pelaia
(770)452-HOOK (4665)



Who Said What In '03

A review of the year's Rock columns

Looking back over 2003, we covered a lot of territory in the format. The first column of the year was about Bob Bushell, a.k.a. Bob Bitchin, who left radio to begin a new career as a Border Patrol agent in Arizona. One of the upsides was that he became just a radio fan again.

Bushell said, "I spend a lot of time in the car, especially working overnights, when you're usually alone. I listen to a lot of radio now. I've turned into a listener, which is weird. When you're a DJ the PD tells you you're talking too long, you don't have enough phoners, come up with something interesting to talk about, all that stuff. And you think, 'Yeah, good idea. I should really try to do that.'

"But now, as a listener, I find myself being entertained by radio. And when I think about it, I'm entertained because that guy is doing that stuff. I'm more objective about it now. I'm more objective about music too. It's neat to be a real listener again; it's a different perspective."

Moving to folks currently working in radio, in a random survey of programmers we discussed whether the end of the year signals playlist housecleaning. WCCC/Hartford Asst. PD/MD Mike Karolyi noted, "At the end of the year we hold on to songs longer than we might during the first three quarters. Some would look at it as dangerous to keep songs spinning that may be 'over.' We feel that keeping a song in longer simply makes us more familiar to our listeners."

WXRX/Rockford, IL PD Jim Stone pointed out, "Just because the year changed doesn't mean my listeners' music tastes have changed." KLBJ/Austin OM Jeff Carrol said, "We do not purge our current list at the end of the year. It is an ongoing process based on how a song is doing and not just that the calendar date flipped. We keep the ones that are still testing and reacting well and discard the rest."

Good Old-Fashioned Gut

When purging a playlist is called for, a list of top-secret criteria and voodoo spells is invoked. WNOR/Norfolk PD Harvey Kojan shared his incantations, saying, "The criterion for cutting is a combination of research, listener reaction, feedback from other stations and good old-fashioned gut. With the continued glut of good new music — never a problem, just a challenge to assimilate — something's got to give, and we often have to make some hard choices. We only have so

much room for new music, because we need to maintain balance.

"That's really the only time chart numbers come into play is to help us decide which songs are 'politically correct' to drop. We'll never drop something if we truly believe in it, but often there's no way of really knowing if something can be a hit without hitting it 500 times. It's just not feasible to give every worthy song that kind of shot."

A side trip to the sales department revealed a 73-year-old local radio seller who billed \$1 million in one year for Lotus Communications in Reno, NV. Roy Robinson shared the secret to selling: "There aren't any secrets. In sales you see a lot of people with an idea. You have to be believable. They have to trust you. People buy from people they like; they buy from people they trust. You have to build that trust.

"Don't sell something you're not sold on yourself. Always believe that what you're selling will work for the client, because they are giving you their money. They're trusting you. They say, 'Here's my money; please do something with it.' Those are the ideas behind sales.

"This is not like selling somebody a car, then you don't see him or her for four years. Once you sell them in radio, the work begins. You have to go after it and make sure it works for them; you have to watch everything. You just keep on keeping on."

Funeral For A Friend

The tragic Providence nightclub fire left 100 people dead, including Great White guitarist Ty Longley and 19-year WHJY/Providence personality Mike "The Doctor" Gonsalves. "Amid all of the general shock and horror of this situation, this was not a case of us just reporting a tragic story," said then-WHJY PD Joe Bevilacqua. "We were living it."

KISW/Seattle Station Manager/PD Dave Richards worked in Providence at Classic Rock WWRX from 1986-1991, and he described how the personalities at KISW handled the story. "Our staff more or less put themselves in the position of, or in the

mind-set of, those who work at 'HJY. We feel terrible for the community in Providence. If you put those people and our listeners together in one community, they'd be friends. They're cut out of the same cloth."

Eulogies for The Doctor included a special edition of the syndicated *hard-Drive* program, as well as WHJY's own farewell feature.

The Fall Swoon

Jacobs Media President Fred Jacobs researched the phenomenon of Rock's falling ratings in the fall '02 Arbitron and concluded that two possible culprits were football and Christmas music. He said, "The main reason for going through this analysis was to assure Rock stations that in most cases the pain many have experienced this fall could lessen considerably in the next couple of Arbitron

"Our concern is that many stations in the format have an unnecessarily narrow definition of Rock."

Pollack Media Group

books. Too often stations isolate one rating book and make big decisions based on its apparent implications.

"There's not much that Rock radio can do about either of these potential culprits. If football is especially captivating, stations can do only so much to compete. Similarly, Christmas music could develop into a tough December problem too.

"But while it may sound like we're letting Rock stations off the hook, some of this data places the responsibility for fighting these major forces back in the laps of Rock programmers. If it was just about sampling and playing the Arbitron game, you might feel justified in thinking you got screwed by the system. But the onus is on Rock programmers to more effectively compete in this difficult season by creating compelling and memorable programming and promotional content."



Y'ALL WANT KORN Earlier this month Korn played in Seattle and spent some time with the gang from KISW. Seen here are (front, l-r) Korn's David Silveria, Munkey and Fieldy Snuts, (c) KISW Programming Assistant Ashley Wilson, (back, l-r) the band's Brian Welch and Jonathan Davis and KISW Asst. PD Ryan Castle.

Metal Madness

R&R Music Editor Frank Correia donned his hard hat for an in-depth look at the metal side of the format. His interview with Metal Blade founder and CEO Brian Slagel and President Michael Faley recalled the company's 21-year history, from garage label to a major outfit with offices in Los Angeles and Germany.

Slagel said, "The best thing about being an independent is the freedom to do whatever we want. I don't have to go in and explain what I'm doing to a bunch of guys in suits who may not understand."

Correia also heralded the return of MTV's *Headbangers Ball* — albeit on MTV2. "If we didn't bring it back, the audience was going to find a way to bring it back without us," said Alex Coletti, the exec in charge of programming and production for MTV2. The show was relaunched with special guest hosts Metallica in May.

What I've Learned

WAAF/Boston PD Keith Hastings wrote a guest column on — you guessed it — what he's learned in the 25 years he's been in radio. His key thoughts included subjects like common sense vs. outrageousness; how things change and how they stay the same; keeping an eye out for the future; an admonition to not get fired for what you *don't* do; and remembering that radio is a business, and education matters.

Warren Christensen, VP/Promotion at Volcano Records and Q Prime Management, offered valuable insight to radio-station promotion and programming departments on how to make the best proposals for artists' presents. He said, "The difference between getting 20 tickets and 200 tickets is a creative proposal," and answered such questions as "What makes one proposal better than another?" "What gives one station an edge over its competitors?" and "Are stations leaving valuable promotional opportunities on the table?"

Two pages of research data from Jacobs Media's Fred Jacobs and Dave Beasing highlighted the differences between the Active Rock and Alternative audiences. The company's "Cool-O-Meter" rated what each audience thought was cool and uncool. The re-

search also showed differences in attitudes and behavior on downloading music, sporting preferences and artist favorites, among other things.

Do It For Love

The pros and cons of doing radio in small markets were discussed with several programmers, including KZRK/Amarillo, TX PD Eric Slayter, who said, "I have never really put my career on a scale of big markets vs. little markets. Good radio is good radio, regardless of the market it gets executed in. The real advantage to large markets is that they have the edge of a larger talent pool to pull from, but I've heard excellent radio in micro-markets and horrible radio in metroplexes."

Pollack Media Group's Jeff Pollack, Tommy Hedges, Dave Brewer and Pat Welsh raised a warning flag when they asked if Active Rock is too narrow. Among their questions: whether stations are limiting themselves by not playing certain songs or artists and if we're missing hits.

They wrote, "Our concern is that many stations in the format have an unnecessarily narrow definition of Rock. We're talking specifically about selected songs and artists that are considered a little off-the-page at Active Rock but are doing well at other formats, especially Alternative."

In conclusion, the Pollack Media collective stated, "The bottom line is that the Active Rock format needs to be ready to look for new things that can energize the audience. Which songs create real passion with the listeners? Not everything that's a little off-center needs to be part of a trend. There's a hit or two or three every year that the format misses. At a time when we need to grab every opportunity to expand our cume, we can't afford to let that happen."

There you have just a glimpse into some of the discussions that occurred this past year in the Rock format. If you want to stay informed on what's happening in Rock — and everywhere else in the industry — you may wish to consider your own personal subscription to R&R. It's an investment in your career, and Uncle Sam will still cut you a break for your expenditure.

I hope you have a happy and safe holiday. See you in 2004.



December 19, 2003

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ADDS
	1	STONE TEMPLE PILOTS All In The Suit That You Wear (Atlantic)	538	+28	29067	9	24/0
3	2	PUDDLE OF MUDD Away From Me (Geffen)	468	+14	20180	10	24/1
6	3	NICKELBACK Figured You Out (Roadrunner/IDJMG)	444	+36	28211	7	23/0
4	4	AUDIOSLAVE Show Me How To Live (Interscope/Epic)	402	-32	25217	27	23/0
7	5	LINKIN PARK Numb (Warner Bros.)	395	+46	18643	11	19/0
2	6	STAINED So Far Away (Flip/Elektra/EEG)	395	-63	20722	26	24/0
8	7	TRAPT Still Frame (Warner Bros.)	382	+33	21113	20	18/0
5	8	A PERFECT CIRCLE Weak And Powerless (Virgin)	374	-39	16929	19	22/0
11	9	AUDIOSLAVE I Am The Highway (Interscope/Epic)	346	+77	15514	13	22/3
9	10	NICKELBACK Someday (Roadrunner/IDJMG)	292	-14	14545	20	19/0
10	11	GODSMACK Serenity (Republic/Universal)	283	-2	21363	25	18/0
13	12	THREE DAYS GRACE (I Hate) Everything About You (Jive)	270	+17	11987	10	15/0
12	13	OFFSPRING Hit That (Columbia)	265	+10	15970	6	15/0
14	14	DEFAULT (Taking My) Life Away (TVT)	243	0	8451	8	17/0
18	15	RED HOT CHILI PEPPERS Fortune Faded (Warner Bros.)	227	+20	10904	5	18/1
17	16	SEETHER Gasoline (Wind-up)	218	+9	9830	16	15/0
21	17	GODSMACK Re-Align (Republic/Universal)	211	+18	8423	4	15/0
15	18	3 DOORS DOWN Here Without You (Republic/Universal)	210	-11	8496	19	13/0
22	19	STAINED How About You (Flip/Elektra/EEG)	208	+19	13498	5	17/2
16	20	WHITE STRIPES Seven Nation Army (Third Man/V2)	207	-10	16868	19	13/0
20	21	P.O.D. Will You (Atlantic)	201	+2	5656	11	18/0
19	22	JET Are You Gonna Be My Girl (Elektra/EEG)	195	-5	7145	15	15/0
25	23	HOOBASTANK Out Of Control (Island/IDJMG)	162	+4	5246	7	12/0
24	24	KID ROCK Feel Like Makin' Love (Top Dog/Atlantic)	159	-6	7366	9	11/0
28	25	CHEVELLE Closure (Epic)	142	+9	5446	10	14/0
26	26	KORN Right Now (Epic)	139	-13	4205	7	12/1
27	27	SEVENDUST Enemy (TVT)	135	-14	3022	15	12/0
29	28	DARKNESS I Believe In A Thing Called Love (Must...Destroy/Atlantic)	127	+22	6584	2	13/1
30	29	SHINEDOWN 45 (Atlantic)	109	+10	5305	3	10/2
	30	METALLICA The Unnamed Feeling (Elektra/EEG)	92	+53	3409	1	12/2

26 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 12/7-12/13. 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

- A PERFECT CIRCLE** The Outsider (Virgin)
Total Plays: 88, Total Stations: 11, Adds: 1
- LIMP BIZKIT** Behind Blue Eyes (Flip/Interscope)
Total Plays: 85, Total Stations: 8, Adds: 1
- STATIC-X** The Only (Warner Bros.)
Total Plays: 68, Total Stations: 6, Adds: 0
- ELEMENT EIGHTY** Broken Promises (Universal)
Total Plays: 47, Total Stations: 3, Adds: 0
- SKRAPE** Stand Up (RCA)
Total Plays: 46, Total Stations: 4, Adds: 0

- BLINK-182** Feeling This (Geffen)
Total Plays: 39, Total Stations: 4, Adds: 2
- CHEAP TRICK** My Obsession (Big3)
Total Plays: 37, Total Stations: 6, Adds: 1
- TANTRIC** Hey Now (Maverick/Reprise)
Total Plays: 30, Total Stations: 15, Adds: 15
- QUEENSRYCHE** Losing Myself (Sanctuary/SRG)
Total Plays: 29, Total Stations: 3, Adds: 0
- JIBE** Yesterday's Gone (226)
Total Plays: 27, Total Stations: 3, Adds: 0

Most Added®

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
TANTRIC Hey Now (Maverick/Reprise)	15
INCUBUS Megalomaniac (Epic)	11
FUEL Million Miles (Epic)	6
AUDIOSLAVE I Am The Highway (Interscope/Epic)	3
STAINED How About You (Flip/Elektra/EEG)	2
METALLICA The Unnamed Feeling (Elektra/EEG)	2
SHINEDOWN 45 (Atlantic)	2
BLINK-182 Feeling This (Geffen)	2

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
AUDIOSLAVE I Am The Highway (Interscope/Epic)	+77
METALLICA The Unnamed Feeling (Elektra/EEG)	+53
LINKIN PARK Numb (Warner Bros.)	+46
A PERFECT CIRCLE The Outsider (Virgin)	+44
NICKELBACK Figured You Out (Roadrunner/IDJMG)	+36
TRAPT Still Frame (Warner Bros.)	+33
TANTRIC Hey Now (Maverick/Reprise)	+30
STONE TEMPLE PILOTS All In The Suit That You Wear (Atlantic)	+28
BLINK-182 Feeling This (Geffen)	+24
DARKNESS I Believe In A Thing... (Must...Destroy/Atlantic)	+22

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
TRAPT Headstrong (Warner Bros.)	201
LINKIN PARK Faint (Warner Bros.)	193
BLACK LABEL SOCIETY Stillborn (Spitfire)	187
AUDIOSLAVE Like A Stone (Interscope/Epic)	157
FOO FIGHTERS All My Life (Roswell/RCA)	135
FOO FIGHTERS Times Like These (Roswell/RCA)	134
DISTURBED Liberate (Reprise)	134
3 DOORS DOWN When I'm Gone (Republic/Universal)	131
MUDVAYNE Not Falling (Epic)	131
FUEL Falls On Me (Epic)	123

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

Songs ranked by total plays

Reporters

KZRR/Albuquerque, NM* DM: Dan May PD: Phil Mahoney MD: Rob Brothers No Adds	KIOC/Beaumont, TX* DM: Mike Davis 4 DARKNESS TANTRIC CHEAP TRICK	WEBN/Cincinnati, OH* DM/MD: Scott Reinhardt MD: Rick Vanier 10 3 DOORS DOWN 9 TRAPT 6 A PERFECT CIRCLE 4 TANTRIC INCUBUS LO-PRO	WOHA/Morristown, NJ* PD/MD: Terrie Carr 9 TANTRIC INCUBUS FUEL	WMRR/Philadelphia, PA* PD: Sam Williams AP/MD: Kim Zepko 1 PUDDLE OF MUDD FUEL	WROV/Roanoke, VA* PD: Aaron Roberts MD: Heidi Zimmerman-Tate SHINEDOWN TANTRIC	KZOO/San Luis Obispo, CA PD/MD: David Alford 1 STAINED 1 CHOCOLATE COVERED WORLD	WKLT/Traverse City, MI PD/MD: Terri Ray GODSMACK P.O.D.
WZZO/Allentown, PA* PD: Rick Strauss MD: Keith Moyer 14 FUEL 6 AUDIOSLAVE 5 STAINED	WBUF/Buffalo, NY* PD: John Paul AP/MD: Joe Russo TANTRIC INCUBUS	KNCN/Corpus Christi, TX* DM/MD: Paula Howell AP/MD: Wade Neuman TANTRIC INCUBUS	KFZK/Odessa, TX PD/MD: Steve Orszall No Adds	KOKB/Phoenix, AZ* PD: Jon Bonadona MD: Long Paul No Adds	WXRK/Rockford, IL DM: Keith Edwards PD/MD: Jim Stone TANTRIC INCUBUS	KISW/Seattle, WA* PD: Dave Richards AP: Ryan Castle No Adds	KMOD/Tulsa, OK* PD/MD: Rob Hurt No Adds
KWHL/Anchorage, AK PD: Larry Sailer AP/MD: Kathy Mitchell 12 AP TANTRIC INCUBUS	WRQK/Canton, OH* MD: Kelly Cozz 1 TANTRIC INCUBUS LIMP BIZKIT	KLAQ/EI Paso, TX* DM/MD: Courtney Helson AP/MD: Glenn Garcia METALLICA INCUBUS	KCLB/Palm Springs, CA DM: Gary DeMarney AP/MD: Rick Sparks No Adds	WHEB/Portsmouth, NH* PD/MD: Alex James AP: Chris "Doc" Garrett 1 KORN TANTRIC SHINEDOWN FUEL	KRXO/Sacramento, CA* DM: Jim Fox PD: Pat Martin MD: Paul Marshall 1 TANTRIC INCUBUS	KTUX/Shreveport, LA* PD: Kevin West MD: Floyd Stone 24 RED HOT CHILI PEPPERS	WMZK/Wausau, WI PD/MD: Mark Summers 5 TANTRIC
KLBJ/Austin, TX* DM/MD: Jeff Carroll MD: Louis Lowe TANTRIC DEXTER FREERISH	WPXC/Cape Cod, MA DM: Randy Clemente PD/MD: Suzanne Tomasi AP: James Gallagher INCUBUS	WRQC/Fayetteville, NC* DM: Perry Stone PD: Mark Arzen MD: Al Field TANTRIC INCUBUS	WRRX/Pensacola, FL* PD/MD: Don McChesack 5 TANTRIC INCUBUS FUEL	WBBB/Raleigh, NC* PD/MD: Jay Hacks 19 BLINK-182 1 FUEL AUDIOSLAVE	KBER/Salt Lake City, UT* DM: Bruce Jones PD: Kelly Hammer AP/MD: Helen Powers 2 LOSTPROPHETS TANTRIC INCUBUS	*Monitored Reporters 38 Total Reporters 26 Total Monitored 12 Total Indicator Did Not Report, Playlist Frozen (1): WPHD/Elmira, NY	
KOOJ/Baton Rouge, LA* PD: Paul Cammet AP/MD: Steve Michaels 10 TANTRIC 9 METALLICA 8 JET FUEL INCUBUS	WKLC/Charleston, WV PD/MD: Mike Rappoport TANTRIC INCUBUS	WRKR/Kalamazoo, MI DM: Mike McKeon PD/MD: Jay Deacon TANTRIC INCUBUS	WWCT/Peoria, IL PD: Jamie Hendry MD: Debbie Hunter FUEL TANTRIC INCUBUS	KCAL/Riverside, CA* PD: Steve Hoffman AP/MD: M.J. Matthews 14 OFFSPRING BLINK-182	KSJD/San Jose, CA* PD: Brian Thomas MD: Leah Tyler AUDIOSLAVE STAINED		

ACTIVE ROCK TOP 50

December 19, 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	LINKIN PARK Numb (Warner Bros.)	1993	-14	92753	13	62/0
3	2	PUDDLE OF MUDD Away From Me (Geffen)	1848	+4	84729	10	63/0
4	3	THREE DAYS GRACE (I Hate) Everything About You (Jive)	1841	+31	83993	30	61/0
2	4	TRAPT Still Frame (Warner Bros.)	1786	-78	79605	27	60/0
6	5	SEETHER Gasoline (Wind-up)	1427	+9	58826	19	59/0
7	6	NICKELBACK Figured You Out (Roadrunner/IDJMG)	1412	+74	58233	7	59/0
8	7	KORN Right Now (Epic)	1295	-39	48077	11	60/0
11	8	OFFSPRING Hit That (Columbia)	1272	+67	45034	7	59/0
9	9	SEVENDUST Enemy (TVT)	1245	-48	49244	18	58/0
5	10	A PERFECT CIRCLE Weak And Powerless (Virgin)	1216	-301	64309	20	60/0
10	11	P.O.D. Will You (Atlantic)	1199	-68	42698	13	60/0
13	12	AUDIOSLAVE I Am The Highway (Interscope/Epic)	1187	+92	52794	14	61/0
15	13	LIMP BIZKIT Behind Blue Eyes (Flip/Interscope)	1093	+53	49370	10	50/2
12	14	STONE TEMPLE PILOTS All In The Suit That You Wear (Atlantic)	1058	-129	42824	9	57/0
14	15	STAIN'D So Far Away (Flip/Elektra/EEG)	999	-85	45911	27	61/0
17	16	CHEVELLE Closure (Epic)	986	+35	36641	15	58/1
19	17	HOOBASTANK Out Of Control (Island/IDJMG)	942	+33	32682	10	54/0
18	18	LINKIN PARK Faint (Warner Bros.)	918	-32	49063	32	56/0
20	19	STAIN'D How About You (Flip/Elektra/EEG)	906	+5	31037	7	61/1
16	20	DISTURBED Liberate (Reprise)	902	-96	42238	29	56/0
21	21	RED HOT CHILI PEPPERS Fortune Faded (Warner Bros.)	853	-9	27405	6	52/0
22	22	GODSMACK Re-Align (Republic/Universal)	817	+6	29136	6	59/0
23	23	JET Are You Gonna Be My Girl (Elektra/EEG)	782	+66	26733	16	49/1
24	24	SHINEDOWN 45 (Atlantic)	620	+29	17172	10	41/0
29	25	A PERFECT CIRCLE The Outsider (Virgin)	618	+205	19335	4	57/4
25	26	NICKELBACK Someday (Roadrunner/IDJMG)	593	+34	29891	20	44/0
26	27	SMILE EMPTY SOUL Nowhere Kids (Lava)	545	+23	10655	7	50/1
34	28	METALLICA The Unnamed Feeling (Elektra/EEG)	466	+145	11968	2	53/5
27	29	DEFAULT (Taking My) Life Away (TVT)	439	-12	15440	10	31/0
33	30	KID ROCK Feel Like Makin' Love (Top Dog/Atlantic)	358	+18	8399	9	32/0
32	31	SKRAPE Stand Up (RCA)	356	+14	5166	8	38/2
30	32	ELEMENT EIGHTY Broken Promises (Universal)	346	-13	8657	11	37/3
28	33	STATIC-X The Only (Warner Bros.)	336	-87	14977	15	33/0
38	34	40 BELOW SUMMER Self Medicate (Razor & Tie)	320	+37	6211	9	26/0
31	35	MEMENTO Saviour (Columbia)	318	-41	6042	10	26/0
46	36	LOSTPROPHETS Last Train Home (Columbia)	315	+124	4610	2	45/9
35	37	3 DOORS DOWN Here Without You (Republic/Universal)	292	-17	8447	20	17/0
40	38	BLINK-182 Feeling This (Geffen)	287	+33	6175	5	19/1
39	39	AFI Silver And Cold (DreamWorks)	281	+2	5673	4	28/2
44	40	DARKNESS I Believe In A Thing Called Love (Must...Destroy/Atlantic)	264	+60	5836	5	24/2
37	41	ILL NINO How Can I Live (Roadrunner/IDJMG)	207	-85	7268	20	19/0
45	42	THRICE Stare At The Sun (Island/IDJMG)	198	0	3460	3	19/0
47	43	ROB ZOMBIE Two Lane Blacktop (Geffen)	190	-1	4419	10	18/0
43	44	MUSHROOMHEAD Sun Doesn't Rise (Republic/Universal)	190	-16	4328	15	19/0
36	45	COLD Suffocate (Flip/Geffen/Interscope)	182	-111	7030	19	23/0
Debut	46	FUEL Million Miles (Epic)	163	+102	3867	1	34/16
42	47	REVIS Seven (Epic)	150	-57	3977	12	17/0
48	48	FINGER ELEVEN One Thing (Wind-up)	146	-32	3005	14	16/0
49	49	LACUNA COIL Heavens A Lie (Century Media)	134	-34	3518	13	14/0
Debut	50	TANTRIC Hey Now (Maverick/Reprise)	121	+121	6065	1	44/44

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 12/7-12/13. 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
INCUBUS Megalomaniac (Epic)	54
TANTRIC Hey Now (Maverick/Reprise)	44
FUEL Million Miles (Epic)	16
KORN Y'All Want A Single (Immortal/Epic)	16
LOSTPROPHETS Last Train Home (Columbia)	9
LO-PRO Sunday (Geffen)	7
METALLICA The Unnamed Feeling (Elektra/EEG)	5
A PERFECT CIRCLE The Outsider (Virgin)	4
ELEMENT EIGHTY Broken Promises (Universal)	3

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
A PERFECT CIRCLE The Outsider (Virgin)	+205
METALLICA The Unnamed Feeling (Elektra/EEG)	+145
LOSTPROPHETS Last Train Home (Columbia)	+124
TANTRIC Hey Now (Maverick/Reprise)	+121
FUEL Million Miles (Epic)	+102
AUDIOSLAVE I Am The Highway (Interscope/Epic)	+92
NICKELBACK Figured You Out (Roadrunner/IDJMG)	+74
OFFSPRING Hit That (Columbia)	+67
JET Are You Gonna Be My Girl (Elektra/EEG)	+66
DARKNESS I Believe In A Thing... (Must...Destroy/Atlantic)	+60

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
AUDIOSLAVE Show Me How To Live (Interscope/Epic)	717
GODSMACK Serenity (Republic/Universal)	687
TRAPT Headstrong (Warner Bros.)	576
MUDVAYNE Not Falling (Epic)	558
WHITE STRIPES Seven Nation Army (Third Man/V2)	554
CHEVELLE Send The Pain Below (Epic)	553
SHINEDOWN Fly From The Inside (Atlantic)	521
AUDIOSLAVE Like A Stone (Interscope/Epic)	506
SMILE EMPTY SOUL Bottom Of A Bottle (Lava)	497
SEETHER Fine Again (Wind-up)	477

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

Powergold

The Leaders in Advanced Music Scheduling Software for Windows 98/ME/NT/2000/XP

"Powergold offers us limitless options with scheduling criteria and has integrated with all our other systems seamlessly. The reliability, customer service, and support that the folks at Powergold have provided us have been exactly what any customer could ask for."

Dan Turner, Vice President
Programming Services



Call us and we'll make it **EASY** for you to switch.

Sales: 1-800-870-0033 • Support: 501-821-1123

Download a free trial version at www.powergold.com

info@powergold.com



America's Best Testing Active Rock Songs 12 + For The Week Ending 12/19/03

Table with columns: Artist Title (Label), TW, LW, Familiarity, Burn, Men 18-34, Men 18-24, Men 25-34. Lists top active rock songs like 'The Only' by Static-X and 'Liberate' by Disturbed.

Total sample size is 378 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

SWITCHFOOT Meant To Live (Red Ink/Columbia) Total Plays: 112, Total Stations: 10, Adds: 2

LO-PRO Sunday (Geffen) Total Plays: 64, Total Stations: 15, Adds: 7

KORN Y'All Want A Single (Immortal/Epic) Total Plays: 54, Total Stations: 18, Adds: 16

INCUBUS Megalomaniac (Epic) Total Plays: 0, Total Stations: 54, Adds: 54

Songs ranked by total plays

Indicator

Most Added

TANTRIC Hey Now (Maverick/Reprise)

INCUBUS Megalomaniac (Epic)

KORN Y'All Want A Single (Immortal/Epic)

LOSTPROPHETS Last Train Home (Columbia)

FUEL Million Miles (Epic)

APARTMENT 26 Give Me More (Atlantic)

JET Are You Gonna Be My Girl (Elektra/EEG)

Reporters

Grid of reporter information for various markets including Albany, NY; Appletton, WI; Augusta, GA; Bakersfield, CA; Baltimore, MD; Biloxi, MS; Birmingham, AL; Boston, MA; Chattanooga, TN; Chicago, IL; Cleveland, OH; Colorado Springs, CO; Corpus Christi, TX; Dallas, TX; Denver, CO; Des Moines, IA; Detroit, MI; Eugene, OR; Greenville, SC; Harrisburg, PA; Huntington, IN; Jacksonville, FL; Kansas City, MO; Knoxville, TN; Lansing, MI; Las Vegas, NV; Lexington, KY; Lincoln, NE; Little Rock, AR; Louisville, KY; Madison, WI; Manchester, NH; Miami, FL; Milwaukee, WI; Modesto, CA; Montgomery, AL; Myrtle Beach, SC; Norfolk, VA; Oklahoma City, OK; Omaha, NE; Pensacola, FL; Peoria, IL; Philadelphia, PA; Phoenix, AZ; Portland, OR; Raleigh, NC; Reno, NV; Rochester, NY; Saginaw, MI; San Antonio, TX; San Diego, CA; Syracuse, NY; Tampa, FL; Tulsa, OK; Wichita, KS; Wilkes Barre, PA; Yakima, WA.

* Monitored Reporters

83 Total Reporters

63 Total Monitored

20 Total Indicator

Did Not Report, Playlist Frozen (3): KZRK/Amarillo, TX; WRBR/South Bend, IN; WZBH/Salisbury, MD

ON THE RECORD

With

Mark Abramson
VP/Promotions,
Roadrunner Records



So here we are at the end of the year. I just wanted to take a moment and wrap things up over here. This year has felt like one long, 12-month traffic jam. So many people are doing too many jobs for too small a paycheck, and the biz is in a messed-up state. Sounds pretty depressing, right? Well, let's not forget to look at the other side of the coin. We still have jobs — many others do not — and we still get to listen to music and go to concerts for a living. As I have always said, "I could be doing construction." We work in entertainment, and that is still a good thing. • I got to work some great music this year. DoubleDrive was one of the biggest passion projects of my career so far, Type O Negative put out one of their best discs yet, and Ill Nino and Nickelback both returned with better records than their last ones. • We were graced with the return of Chris Cornell in the mighty Audioslave. In the movie world, we got the return of Quentin Tarantino with *Kill Bill*; amazing, powerful performances from all involved in *Mystic River*; and now *Lord of the Rings: Return of the King*. • Next year looks to be exciting with the return of Slipknot. Also, I am drooling to hear what the new Theory of A Deadman sounds like when they write with Zakk Wylde, among others. We will be working the debut from Thornley, featuring Ian Thornley from Big Wreck. • It has been a great year. I am thankful for all that I have gotten out of it, and I look forward to seeing what 2004 brings. I also look forward to working with all of you for another year. Let's all bring the passion back to what we do.

Here are my top 10 discs of the year.

1. **DoubleDrive's *Blue in the Face***: Everyone knows my passion for this one. One of the best things this label has ever had. I still believe it's a hit.
2. **Sevendust's *Seasons***: How does this band surpass themselves every single time? They are unrivaled.
3. **Type O Negative's *Life Is Killing Me***: The best band makes one of their best discs to date. This is amazing!
4. **AFI's *Sing the Sorrow***: I just discovered them this year, but I am blown away. They deserve all the success coming their way.
5. **Lacuna Coil's *Comalies***: I discovered them when I was asked to help get them the opening slot for Type O. I love them and now have their full catalog.
6. **Audioslave's *Audioslave***: Soundgarden meets Rage. What did you expect? Crap? Of course it rules.
7. **Johnny Cash's *American IV: The Man Comes Around***: These Rick Rubin discs are breathtaking, and this one could be the best. Long live the Man in Black!
8. ***Kill Bill Volume 1 Soundtrack***: Quentin Tarantino does equally amazing things with his soundtracks as he does with his films.
9. **Marilyn Manson's *Golden Age of Grottesque***: I will always root for Manson, a true rock star. This was a return to form for him.
10. **Life Of Agony's *River Runs Again***: The mighty LOA return. I was at one of these shows, and it was amazing. It's great to hear Keith back in fine form.

This is a December to remember as Active Rock gives lots of presents (in the form of adds) to Epic and Maverick/Reprise. Incubus score 54 adds on "Megalomaniac," and the rest of you will be expected to get in line on Jan. 6 ... Tantric have an awesome week, too, with 44 adds on "Hey Now" ... Fuel ("Million Miles") and Korn ("Y'all Want a Single") roll with 16 adds each ... On the Rock side, Tantric lead the pack with 15 adds, and Incubus are close behind with 11 ... She's a bad girl, which makes her perfect for Rock! Get ready for '04 with the last '03 **MAX PIX: COURTNEY LOVE Mono** (Virgin)

— Cyndee Maxwell, Active Rock/Rock Editor

Rock/Active Rock ON THE RADIO

active INSIGHT

Rock Specialty: Best of '03

By FRANK CORREIA / ROCK SPECIALTY EDITOR

It was another interesting year at Active Rock, with breakthroughs for artists like Trapt, Chevelle and Seether, and artists like Linkin Park and Godsmack proving they had fuel for the long haul. Audioslave rose like a phoenix from the ashes of Soundgarden and Rage Against The Machine, and bands like Mudvayne, 3 Doors Down, Saliva, Staind and Cold made strong showings on the year-end chart.

But for me, personally, it was all about the underground. The hard rock/metal/hardcore/what-have-you scene continues to flourish, and Rock Specialty continues to support tomorrow's breakthrough artists today. System Of A Down, Slipknot, Disturbed, Staind and the like all got their start here, and there's more than a few underground denizens waiting to reach new heights in the coming years. Hatebreed, Shadows Fall, Thursday, Lamb Of God, Poison The Well — the list goes on.

And metal's presence on TV is stronger than it's ever been, thanks to Fuse and MTV2. Juliya continues to bring the noise with *Uranium* and *Uranium Classics*, and this year saw the resurrection of *Headbangers Ball* on MTV2, with none other than Hatebreed's Jamey Jasta hosting. Meanwhile, Metal Blade Records celebrated 20 years in the business, and Century Media had its best year ever, thanks to acts like Shadows Fall and Lacuna Coil.

To top it all off, 2003 saw R&R's first-ever Metal Special. Big thanks to everyone who made it a possibility: Roadrunner, Metal Blade, Spitfire, Century Media/

Nuclear Blast, DreamWorks, Island, Interscope, Red Ink, Brian Landau and the boys of Purge d.i., and Tarpit Records. We have another Metal Special scheduled for July 23, 2004, so if you want to keep the heavy stuff in R&R, step into the pit and show your support.

The last year was another rockin' 12 months when it comes to hard rock. Here are my personal top 20 hard rock albums for 2003. And, yes, I'm aware that Shadows Fall's *The Art of Balance* came out in 2002, but this is the best pure metal record of this year and last. I know I probably forgot a few, but, hey, I killed more than a few brain cells watching your bands this year. Cheers!

1. **Shadows Fall, *The Art Of Balance*** (Century Media)
2. **Hatebreed, *The Rise Of Brutality*** (Universal)
3. **Chimaira, *The Impossibility Of Reason*** (Roadrunner/IDJMG)
4. **Vaux, *There Must Be Some Way To Stop Them*** (Volcom)
5. **Cave In, *Antenna*** (RCA)
6. **Thursday, *War All The Time*** (Island/IDJMG)
7. **Killing Joke, *Killing Joke*** (Red Ink/Epic)
8. **Superjoint Ritual, *A Lethal Dose Of American Hatred*** (Sanctuary/SRG)
9. **Mushroomhead, *XIII*** (Universal)
10. **Nothingface, *Skeletons*** (TVT)
11. **A Perfect Circle, *Thirteenth Step*** (Virgin)
12. **Bronx, *The Bronx*** (Ferrete)
13. **Lamb Of God, *As The Palaces Burn*** (Prosthetic)
14. **Poison The Well, *You Come Before You*** (Atlantic)
15. **Deftones, *Deftones*** (Maverick)
16. **Avenged Sevenfold, *Waking The Fallen*** (Hopeless)
17. **Haste, *The Mercury Lift*** (Century Media)
18. **Lacuna Coil, *Comalies*** (Century Media)
19. **Haunted, *One Kill Wonder*** (Earache)
20. **Marilyn Manson, *The Golden Age Of Grottesque*** (Nothing/Interscope)

R&R TOP 20 SPECIALTY ARTISTS

1. **DAMAGEPLAN (Elektra/EEG)** "Breathing New Life"
2. **DEVILDRIVER (Roadrunner/IDJMG)** "I Could Care Less"
3. **BETWEEN THE BURIED AND ME (Victory)** "Mordecai"
4. **HATEBREED (Universal)** "This Is Now"
5. **SEVENDUST (TVT)** "Enemy"
6. **MOST PRECIOUS BLOOD (Trustkill)** "The Great Red Shift"
7. **KORN (Epic)** "Right Now"
8. **SOIL (J)** "Cross My Heart"
9. **DREAM THEATER (Elektra/EEG)** "As I Am"
10. **MY RUIN (Century Media)** "Made To Measure"
11. **BLINDSIDE (Elektra/EEG)** "About A Burning Fire"
12. **STATIC-X (Warner Bros.)** "Destroy All"
13. **MASTODON (Relapse)** "March of the Fire Ants"
14. **KING DIAMOND (Metal Blade)** "Living Dead"
15. **MUSHROOMHEAD (Universal)** "Sun Doesn't Rise"
16. **SOILWORK (Nuclear Blast)** "Light The Torch"
17. **CANNAE (Prosthetic)** "Synapse"
18. **CROWN (Metal Blade)** "Face Of Destruction"
19. **ILL NINO (Roadrunner/IDJMG)** "How Do I Live"
20. **FIVE FOOT THICK (Eclipse)** "Ducked Out"

Ranked by total number of shows reporting artist.



IN THE NEWS R&R

Here Now The News, TiVo Style

If you spent the past year in a coma, or lost in the woods, here's the condensed version of what you missed.

I'm just shy of one full year back among you as a trade editor/chronicler of format foibles. One of my goals in coming back to this life of miserable servitude was to institute a new policy of "edutainment" here at venerable R&R World Headquarters. However, as I look back through all of this year's issues of R&R and all the weekly Hot Faxes, I see mostly blathering.

Many of you do tell me, however, that you are, in fact, educated and entertained by my weekly attempts to string sentences together. I happen to think we covered a lot of interesting ground this year. You were alerted to the need to take the Hispanic audience seriously in this format. Spanish-language rock is coming on fast. We also spent a column looking at the ongoing struggle to sell the Alternative format here in the 21st century. Hard to believe that's even an issue after all this time.

On the music side, you were treated to columns on Johnny Cash appearing at Alternative this year, the rise of Evanescence at radio, the story of The White Stripes promo effort at the format and the establishment of an ongoing series on bands and songs the format can and should deal with if the family jewels are sufficiently large.

We gave you 18 pages of editorial content on the winds of change in this format. Has anything changed? Um, no. We also exposed you to multiple pages of punks on the rise, people you will be forced to deal with in the months and years ahead. We pondered the future of image production at Alternative. One of my favorite columns this year was the reinvention of the picture page. My trip to New York is to become the template for all future photo plays.

Ah, so many words, so little sanity. If you kept every issue of R&R and every weekly Hot Fax, you're weird. Most of you have a life, so I have used my best cutting and pasting skills to bring you a month-by-month recap of 2003 in the actual words that were written at the time. Another Max innovation. Enjoy.

January

Phil Manning from KNDD (The End)/Seattle summed up the prevailing attitude toward my return to public life quite nicely when he left this voice mail: "Why are you haunting us

again? We thought we were rid of you" ... In a successful attempt to confuse the industry as to who's who, WXTM/Cleveland MD/afternoon host Dom Nardella and Asst. PD Pete Schiecke have swapped titles. Nardo is now Asst. PD, and Schiecke will handle MD duties ... Mike Kennedy at WFSM/Wilmington, NC is promoted (at least he *thinks* it's a promotion) to MD ... KTZO flips from Triple A to Alternative reporting status. Let's get to know your new Albuquerque Alternative PD, Scott Souhrada, shall we? Favorite color: Blue. Favorite food: Peanut butter, green chilies and anything eaten by his kids. Favorite car: Late '70s pickup. Hobbies: Fly fishing. Programming philosophy: What?

February

Mere days after the new KCXX/Riverside morning show Todd & Vinnie hit the air, Vinnie has gone AWOL. The station can't find him, so now it's just Todd. PD Kelli Cluque says, "We're just going to build a cast of characters around Todd Kelly and continue on" ... After a lot of guest DJs and weirdness in the long vacant 10am-3pm slot, WBCN/Boston PD Oedipus has nabbed his man, Adam 12. "We encountered some wonderful talent, but Adam 12 was the best," says Oedipus. "Adam 12 is the future of WBCN, and he's the right DJ for us" ... Susquehanna Radio Corporation announces that Mark Renier, the company's Sr. VP/Regional Manager and WWWQ (Q100)/Atlanta GM, has resumed his former position as WNNX (99X)/Atlanta GM. Renier will replace Tom Holiday, who resigned Friday.

March

Years ago, when dinosaurs roamed the Earth, KTCL was this weird little flamethrower of a station yelling at the top of its lungs from Ft. Collins, CO. But things are a-changing for even

more the better. "Channel 93/3" has filed a petition with the FCC to downgrade from a Class C to a Class C0 facility and change its city of license to Wheat Ridge, a suburb of Denver that's a lot closer than the hinterland of Ft. Collins. The new facilities, if approved, will provide more complete coverage over the Denver area due to the physical move of the station's transmitter ... As we were going to press, we learned that veteran (and I mean veteran) Alternative programmer Mike Summers has exited KXRR (X96)/Salt Lake City. Details are sketchy.

April

91X programming all mucked up! That line was actually written by XTRA/San Diego PD Bryan Schock. He can be quite amusing when he wants to be, even though it's a sad day when we lose the likes of Chris Muckley from the broadcasting ranks. The 91X MD leaves his position June 6 ... By now you know that PD Tim Schiavelli is departing WBRU/Providence, and former BRU, WBCN/Boston and KNDD/Seattle staffer/Asst. MD/bottle washer/weasel sitter Seth Resler will be the new PD.

After searching high and low all over our great land, Simmons Media Group found their new KXRR/Salt Lake City PD right under their noses. Todd "Nuke 'Em" Noker was the interim dude. Now he's permanente after serving faithfully across the hall at KJQ. Oh, and the KJQ slot will be filled by our old pal Dom Casal, late of KTND/Austin ... WNFZ/Knoxville PD Dan Boyzk is no longer with the company. MD Anthony Proffitt is handling programming duties ... KCXX/Riverside announces the addition of Jeph Duran, Becca Lopez and Steve Inman to mornings with *The Todd Kelly Show* ... WANZ/Tuscaloosa, AL upgrades its signal and changes frequency.

May

WXRK (K-Rock)/New York PD Steve Kingston is moving to market sister WNEW as OM. Robert Cross, a.k.a. Chuck Roast, is coming in from another Infinity sibling, KROQ/Los Angeles, to be the new OM of K-Rock. Call him Rob ... I hinted last week that XTRA/San Diego PD Bryan Schock was going to make his decision on a

new MD sometime this week. Well, it's official. Marty Whitney is the lucky victim. He was most recently MD and Asst. PD for XM Satellite Radio's "Classic Alternative" station.

June

John Michael has been named new joq at KROQ/Los Angeles. "John is a star with loads of potential," notes Infinity Sr. VP Programming/KROQ PD Kevin Weatherly. "He's smart, energetic, passionate and, most importantly, a little twisted! He'll fit in perfectly at KROQ" ... LeeAnn Curtis, MD at WWDC (DC 101)/Washington, is leaving radio to go have a life in Philly ... Steve Stone signs WKQX (Q101)/Chicago for station imaging. Stone says (in his best Steve Stone voice), "It's a thrill to be a part of the on-air sound of a legendary station such as Q, working with Tim Richards and Ned Spindle will be a blast!" ... Josh Klemme has resigned as PD of WEQX/Albany ... Kathryn Lauren, late of WHFS/Washington, has a new job at KCNL/San Jose as the night bird. She replaces the exiting Trev.

July

In the wake of all the rumors and noise surrounding the fate of KRBZ/Kansas City comes word that Asst. PD/middayer Todd Violette has resigned ... Morning sidekick at WPLY/Philadelphia Gina Crash and Associate Producer Lauren Dragen have left the building. No replacements have been named ... Looks like KRBZ/Kansas City stays Alternative and Greg Bergen becomes OM/PD. He retains his OM/PD responsibilities at co-owned Classic Rock KYYS. Bergen replaces Mike Kaplan, who is promoted to Dir./Marketing & Brand Development for the company's Kansas City cluster.

August

As a reward for screaming at the R&R Alternative Editor for four months to become a reporter and succeeding, J.J. Fabini from WXTW/Ft. Wayne, IN gets promoted to OM. The new PD is Don Walker, who also does middays and was the PD at market sister Classic Rock WCKZ ... WZNE (The Zone)/Rochester, NY MD Violet has left the building. No replacement has been named ...



X-TREME ADDICTION Jane's Addiction played the KXTE (X-treme Radio)/Las Vegas Holiday Havoc on Dec. 11, along with Static-X, Smile Empty Soul and Yellowcard. Word has it a very good time was had by all (wink wink, nudge nudge, say no more). Seen here (l-r) are KXTE PD Dave Wellington, Orleans Arena VP/GM Steve Stallworth and Jane's Addiction members Steven Perkins, Dave Navarro, Chris Chaney and Perry Farrell.

KKND/New Orleans PD Rob Summers will be leaving the station at the end of the month.

Just as we're all trying to adjust to the big news of KROQ/Los Angeles MD Lisa Worden getting her first PD gig at WHFS/Washington, we find out today that Buddy Rizer, PD of crosstown rival WWDC (DC101), is resigning at the end of this week. Joe Bevilacqua is Buddy's replacement. Joe is PD of Rock WHJY/Providence.

September

WPLY/Philadelphia MD Dan Fein agrees to be whipped another mile. He now takes on the Marketing Director job for the station. Former Marketing Director Kelly Gross departed the station a few months ago ... They blew up WMRQ/Hartford real good. It seemed like only mere moments between that and the news of MRQ MD Chaz Kelly getting the PD gig at CHR/Pop WKCI/New Haven, CT. WMRQ has changed formats to Urban ... Late word comes that ex-WGRD/Grand Rapids Asst. PD/MD Tim Bronson is now the PD at WEQX/Albany, NY ... They blew up WWDX/Lansing, MI as an Alternative outlet. PD John Boyle was let go, and then the whole format was let go.

October

A fleet of moving trucks arrived at Clear Channel San Diego this morning to move Bryan Schock across the hall. Bryan is trading in the PD gig at XTRA-FM for the PD job at market sister Classic Rocker KGB. Participating in this episode of *Trading Spaces* is CC Regional VP/Programming Jim Richards, who was also PD of KGB. Richards will now be the new permanent PD of 91X while retaining his regional duties. Got all that? ... KZON/Phoenix has decided it's waaay too wacky out there and has promoted from within, making longtime staffer and MD Kevin Mannion the new permanent PD.

Danny Villalobos is no longer MD at WAVE/Charleston, SC ... WOCL/Orlando announced today that Alan Smith is no longer with the station. Bobby Smith, MD, is now interim PD until an appropriate permanent Smith is located to fill the position ... KLEC

Continued on Page 66



ALTERNATIVE TOP 50

December 19, 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 LINKIN PARK Numb (Warner Bros.)	3063	+47	218936	16	75/0
	2	2 THREE DAYS GRACE (I Hate) Everything About You (Jive)	2593	-22	185150	27	73/0
	3	3 BLINK-182 Feeling This (Geffen)	2520	-26	178219	11	79/0
	4	4 OFFSPRING Hit That (Columbia)	2497	+182	169696	7	81/0
	6	5 JET Are You Gonna Be My Girl (Elektra/EEG)	2356	+162	177922	16	76/0
	5	6 PUDDLE OF MUDD Away From Me (Geffen)	2216	-17	128805	10	77/0
	7	7 SWITCHFOOT Meant To Live (Red Ink/Columbia)	2181	+71	117364	24	70/0
	8	8 RED HOT CHILI PEPPERS Fortune Faded (Warner Bros.)	1812	+23	116642	7	79/0
	11	9 HOOBASTANK Out Of Control (Island/IDJMG)	1737	+139	88903	10	72/1
	10	10 TRAPT Still Frame (Warner Bros.)	1708	-53	97118	24	63/0
	12	11 AUDIOSLAVE I Am The Highway (Interscope/Epic)	1643	+91	108654	13	74/0
	9	12 STAINED So Far Away (Flip/Elektra/EEG)	1556	-219	116495	27	73/0
	15	13 CHEVELLE Closure (Epic)	1442	+4	91916	14	66/2
	14	14 KORN Right Now (Epic)	1392	-80	82332	11	61/0
	16	15 LINKIN PARK Faint (Warner Bros.)	1380	-30	116641	38	72/0
	19	16 OUTKAST Hey Ya! (Arista)	1303	+32	121500	16	40/0
	13	17 A PERFECT CIRCLE Weak And Powerless (Virgin)	1240	-256	71278	20	63/0
	21	18 STAINED How About You (Flip/Elektra/EEG)	1177	+95	74861	6	69/1
	17	19 P.O.D. Will You (Atlantic)	1100	-206	75337	13	62/0
	23	20 NICKELBACK Figured You Out (Roadrunner/IDJMG)	1065	+142	53503	5	51/3
	18	21 STROKES 12:51 (RCA)	1047	-242	80676	15	60/0
	25	22 STORY OF THE YEAR Until The Day I Die (Maverick/Reprise)	969	+115	51511	16	50/3
	22	23 NICKELBACK Someday (Roadrunner/IDJMG)	963	-80	62917	20	42/0
	27	24 FOO FIGHTERS Darling Nikki (Roswell/RCA)	938	+113	71883	8	35/2
	26	25 AFI Silver And Cold (DreamWorks)	899	+57	59810	6	55/3
	24	26 COLDPLAY Moses (Capitol)	880	-42	63406	9	54/0
	29	27 FINGER ELEVEN One Thing (Wind-up)	859	+145	51761	9	49/2
	20	28 STONE TEMPLE PILOTS All In The Suit That You Wear (Atlantic)	848	-251	40710	9	51/0
	28	29 DISTILLERS Drain The Blood (Sire/Reprise)	833	+36	42168	7	55/2
	41	30 LOSTPROPHETS Last Train Home (Columbia)	818	+383	66757	2	62/6
	30	31 A PERFECT CIRCLE The Outsider (Virgin)	796	+138	35019	4	57/3
	34	32 LIMP BIZKIT Behind Blue Eyes (Flip/Interscope)	789	+168	34222	4	38/5
	31	33 DARKNESS I Believe In A Thing Called Love (Must...Destroy/Atlantic)	700	+51	49554	5	48/5
	32	34 SMILE EMPTY SOUL Nowhere Kids (Lava)	699	+53	24308	6	51/3
	37	35 CRYSTAL METHOD Born Too Slow (V2)	652	+118	34214	3	47/2
	33	36 3 DOORS DOWN Here Without You (Republic/Universal)	624	-17	39485	20	26/0
	35	37 IGGY POP Little Know It All (Virgin)	604	+21	29408	8	40/0
	40	38 GODSMACK Re-Align (Republic/Universal)	555	+95	23620	4	37/1
	36	39 311 Beyond The Gray Sky (Volcano/Jive)	512	-49	25033	7	42/0
	39	40 RANCID Red Hot Moon (Hellcat/Warner Bros.)	509	+31	34833	5	37/0
	42	41 NO DOUBT It's My Life (Interscope)	483	+62	37901	6	21/1
	38	42 DEFAULT (Taking My) Life Away (TVT)	483	-11	29202	8	31/1
	50	43 JACK JOHNSON Taylor (Jack Johnson Music/Universal)	393	+104	18210	2	28/0
	47	44 THRICE Stare At The Sun (Island/IDJMG)	382	+49	18014	3	32/1
	48	45 EVANESCENCE My Immortal (Wind-up)	376	+45	11969	3	20/2
	43	46 COLD Suffocate (Flip/Geffen/Interscope)	312	-103	14170	17	22/0
Debut	47 BLINK-182 I Miss You (Geffen)	301	+116	56755	1	13/3	
	45	48 SOMETHING CORPORATE Space (Drive-Thru/Geffen)	292	-99	13166	10	19/0
Debut	49 BRAND NEW Sic Transit Gloria...Glory Fad (Triple Crown/Razor & Tie)	268	+61	15019	1	21/1	
Debut	50 DASHBOARD CONFSSIONAL Rapid Hope Loss (Vagrant)	252	+170	9757	1	33/4	

Most Added®

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
INCUBUS Megalomaniac (Epic)	75
YELLOWCARD Ocean Avenue (Capitol)	33
FUEL Million Miles (Epic)	17
KORN Y'All Want A Single (Immortal/Epic)	16
DAVE MATTHEWS Save Me (RCA)	7
LOSTPROPHETS Last Train Home (Columbia)	6
LO-PRO Sunday (Geffen)	6
DARKNESS I Believe In A Thing Called Love (Must...Destroy/Atlantic)	5
LIMP BIZKIT Behind Blue Eyes (Flip/Interscope)	5
METALLICA The Unnamed Feeling (Elektra/EEG)	5

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
LOSTPROPHETS Last Train Home (Columbia)	+383
OFFSPRING Hit That (Columbia)	+182
DASHBOARD CONFSSIONAL Rapid Hope Loss (Vagrant)	+170
LIMP BIZKIT Behind Blue Eyes (Flip/Interscope)	+168
JET Are You Gonna Be My Girl (Elektra/EEG)	+162
FINGER ELEVEN One Thing (Wind-up)	+145
NICKELBACK Figured You Out (Roadrunner/IDJMG)	+142
HOOBASTANK Out Of Control (Island/IDJMG)	+139
A PERFECT CIRCLE The Outsider (Virgin)	+138
CRYSTAL METHOD Born Too Slow (V2)	+118

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
WHITE STRIPES Seven Nation Army (Third Man/V2)	1109
AUDIOSLAVE Show Me How To Live (Interscope/Epic)	1029
TRAPT Headstrong (Warner Bros.)	969
AUDIOSLAVE Like A Stone (Interscope/Epic)	861
QUEENS OF THE STONE AGE No One Knows (Interscope)	825
FOO FIGHTERS All My Life (Roswell/RCA)	751
CHEVELLE Send The Pain Below (Epic)	750
RED HOT CHILI PEPPERS Can't Stop (Warner Bros.)	661
WHITE STRIPES The Hardest Button To Button (Third Man/V2)	658
FOO FIGHTERS Times Like These (Roswell/RCA)	651

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

81 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 12/7-12/13. 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.

EXPOSE YOURSELF

NEW PRODUCTS AVAILABLE! • CALL TODAY FOR A CATALOG!

FirstFlash!

6528 Constitution Drive
Fort Wayne, Indiana 46804
Fax: (260) 436-6739
www.firstflash.com
1-800-21 FLASH
1-800-213-5274

- EventTape®
- BunchaBanners™
- FlashBags™
- BumperStickers
- Ponchos
- KeyTags
- StadiumCups

Here Now The News, TiVo Style

Continued from Page 64

(Lick 106.3)/Little Rock MD **Adroq** sews on fashionable Asst. PD stripes ... Longtime morning co-host Steve Barnes has left the WNNX (99X)/Atlanta building. With that, PD **Chris Williams** has moved night guy Fred Toucher to mornings with OM Leslie Fram and co-host Jimmy Baron.

November

WJSE/Atlantic City, NJ Asst. PD **Jason Ulanet** moves to Kansas City as MD/midday dude for KRBZ (The Buzz), while market vet **Mike Austin**, ex-PD of crosstown KCHZ, joins The Buzz as morning co-host/producer and afternoon guy **Lazlo** upgrades his MD stripes for shiny new Asst. PD ones ... Radio One Alternative WLRS (New Rock 105.1)/Louisville MD/midday goddess **Anrae Fitzgerald** safety pins shiny new Asst. PD stripes onto her Catwoman-like pleather outfit.

Is this the first time a station actually jumps from Alternative to Christmas music? KSYR decided Shreveport needed some holiday cheer right friggin now! ... After floating around under a one share for a while, KFSD/San Diego gives it up. Astor Broadcasting sells the station to Jefferson-Pilot, owner of rival KBZT. The station flipped formats yesterday to a simulcast of JP's Country KSON/San Diego ... In a true shocker, we learn that KPNT/St Louis Asst. PD/highly rated afternoon driver **Woody Fife** has left the building along with his sidekick, **Whipping Boy**.

December

The month ain't over yet, but so far the big news is KTBZ (The Buzz)/Houston tossing most of its airstaff out into the warm Texas sunshine. They're bringing in some new talent, including Don Jantzen from Kansas City. PD Vince Richards will reveal more in the new year. And that's when we here at R&R will start all over again. Be well!

COMING UP RIGHT

Best of '03

By **FRANK CORREIA**/ALTERNATIVE SPECIALTY EDITOR



Anyone who says there's no good music out there needs a checkup from the neck up.

Sure, 2003 was another rough 12 months for the industry, but not because of the music. There's plenty of great stuff out there. Some of it was played (The White Stripes, Hot Hot Heat, AFI, Fountains Of Wayne, Brand New, etc.), and most of it was overlooked (The Streets, The Datsuns, The Coral, etc.). Either way, there's plenty of great alternative music out there for people to hear through the radio or the computer.

As for live shows, there were so many great acts for me, personally, this year that I can't even begin to mention them all. Some highlights include The Datsuns at the Troubadour. The White Stripes and Hot Hot Heat at the Greek Theatre, and the two-day Coachella festival in Indio, CA. SXSW '03 was brimming with great new talent, with The D4, Sahara Hotnights and Hot Hot Heat back-to-back-to-back set at Stubbs BBQ a personal favorite. We also witnessed a handful of great unsigned acts like Atlanta's The Hiss, Chicago's own Spindle and L.A.'s favorite sons, The 88.

The music video of the year has to be Queens Of The Stone Age's "Go With the Flow," with runner-up prizes going to The White Stripes' "The Hardest Button to Button," The Rapture's "House of Jealous Lovers" and Kenna's "Freetime."

The trend of the year is stupidity, as proven by Jessica Simpson, MTV's *Rich Girls*, Paris Hilton and Nicole Ritchie on *The Simple Life*, etc. And screw Britney, Madonna and their not-so-infamous kiss at the VMAs — Karen O of The Yeah Yeah Yeahs is the Woman of the Year.

OK, enough ranting: Here's my personal top 20 alternative albums* for the year.

1. **THE WHITE STRIPES** *Elephant* (V2)
2. **THE YEAH YEAH YEAHS** *Fever To Tell* (Interscope)
3. **BLACK REBEL MOTORCYCLE CLUB** *Take Them On, On Your Own* (Virgin)
4. **THE STREETS** *Original Pirate Material* (Vice/Atlantic)
5. **HOT HOT HEAT** *Make Up The Breakdown* (Reprise)
6. **ELECTRIC SIX** *Fire!* (XL/Beggars)
6. **BRAND NEW** *Deja Entendu* (Razor & Tie)
7. **JET** *Get Born* (Elektra/EEG)
8. **FOUNTAINS OF WAYNE** *Welcome Interstate Managers* (EMC)
9. **THE KILLS** *Keep On Your Mean Side* (Rough Trade)
10. **THE CORAL** *The Coral* (Columbia)
11. **OVERSEER** *Wreckage* (Columbia)
12. **THE DISTILLERS** *Coral Fang* (Reprise)
13. **CURSIVE** *The Ugly Organ* (Saddle Creek)
14. **KINGS OF LEON** *Youth And Young Manhood* (RCA)
15. **THE DATSUNS** *The Datsuns* (V2)
16. **THE NEW PORNOGRAPHERS** *Electric Version* (Matador)
17. **THE SHINS** *Chutes Too Narrow* (Sub Pop)
18. **THE POSTAL SERVICE** *Give Up* (Sub Pop)
19. **MARS VOLTA** *De-Loused In The Comatorium* (Universal)
20. **THE SOUNDS** *Living In America* (New Line)

I have to give honorable mentions to great albums by Ima Robot, Thrice, Earlimart, Goldfrapp, Caesars, AFI, Metric, Mando Diao, Jealous Sound, Nada Surf, Longview, Leaves and more I'm surely forgetting. Trust me, there was plenty of great music this year — hopefully we can educate the public's ears with more great sounds. To quote The Streets, "Let's push things forward."

*No, Max Tolkoff has no idea who any of these artists are.

As we head to the finish line, it looks like another winning week for **Linkin Park**. They sit at No. 1 again ... **Three Days Grace** remain at No. 2. Perhaps they'll overtake Linkin Park while we're all away ... **Offspring** stay at No. 4, and **Jet** go 6-5 as they creep toward the top ... The rest of the top 10 are fighting their way upward: **Switchfoot**, **Red Hot Chili Peppers** and **Hoobastank** ... The teens are all spread out as **Audioslave**, **Chevelle**, **OutKast**, **Staind** and **Nickelback** show spin increases and forward momentum ... Nice action on **Lostprophets**: After only three weeks they go to No. 30 ... "Behind Blue Eyes" from **Limp Bizkit** is starting to make some noise, rising to No. 32 ... Keep an eye on **Jack Johnson**, **Thrice** and **Crystal Method**. They're all on the move ... New to the chart this week: **Blink-182**, **Brand New** and **Dashboard Confessional** ... Most Added: **Incubus** (yay!), **Yellowcard** (what an outstanding job Capitol did this week — that's friggin' huge!), **Fuel**, **Korn**, **Dave Matthews**.



— Max Tolkoff, Alternative Editor

R&R EPK

ELECTRONIC PROMOTION KITS

Multi-Media Advertisements Of Your Priorities Distributed to R&R Monitored & Indicator Radio Programmers By Format

WORKING YOUR RECORDS! TO RADIO PROGRAMMERS VIA...

PROMO E-MAIL **HOTFAX UPDATE** **GOING FOR ADDS**

FOR MORE INFO: **GREG MAFFEI** • Artist Album & Press Photos • Listing Of Current Promotional Information • Record Label Contact Information
 (310) 788-1656 • Automatic Playback of Featured Song • Links To Audio/Video Streams, MP3s, Etc. • Updated For The Life Of Your Project

© December 19, 2003



**America's Best Testing Alternative Songs 12 +
For The Week Ending 12/5/03**

Artist Title (Label)	TW	LW	Familiarity	Burn	Persons 18-34	Men 18-34	Women 18-34
LINKIN PARK Numb (Warner Bros.)	4.21	4.25	97%	21%	4.13	3.93	4.30
LINKIN PARK Faint (Warner Bros.)	4.17	4.24	98%	30%	4.14	3.97	4.29
STORY OF THE YEAR Until The Day I Die (Maverick/Reprise)	4.16	4.18	68%	8%	3.96	3.69	4.19
SWITCHFOOT Meant To Live (Red Ink/Columbia)	4.13	4.11	80%	17%	4.02	4.01	4.02
THREE DAYS GRACE (I Hate) Everything About You (Jive)	4.08	4.11	94%	24%	3.96	3.72	4.19
HOOBASTANK Out Of Control (Island/IDJMG)	4.07	4.16	74%	12%	3.94	3.80	4.06
AFI Silver And Cold (DreamWorks)	4.03	4.08	52%	7%	3.93	3.67	4.17
TRAPT Still Frame (Warner Bros.)	3.98	4.03	92%	29%	3.95	3.85	4.05
BLINK-182 Feeling This (Geffen)	3.98	3.95	90%	20%	3.85	3.84	3.87
FOO FIGHTERS Darling Nikki (Roswell/RCA)	3.93	—	48%	8%	4.02	4.08	3.97
STAIN'D So Far Away (Flip/Elektra/EEG)	3.86	3.90	97%	40%	3.84	3.73	3.93
OFFSPRING Hit That (Columbia)	3.85	4.00	83%	14%	3.73	3.90	3.58
CHEVELLE Closure (Epic)	3.85	3.81	77%	17%	3.87	3.67	4.05
NICKELBACK Someday (Roadrunner/IDJMG)	3.82	3.86	98%	36%	3.68	3.63	3.73
STAIN'D How About You (Flip/Elektra/EEG)	3.82	3.88	68%	14%	3.81	3.73	3.89
3 DOORS DOWN Here Without You (Republic/Universal)	3.81	3.86	95%	37%	3.75	3.65	3.84
RED HOT CHILI PEPPERS Fortune Faded (Warner Bros.)	3.78	3.78	82%	17%	3.75	3.69	3.80
P.O.D. Will You (Atlantic)	3.74	3.70	83%	20%	3.62	3.57	3.67
NICKELBACK Figured You Out (Roadrunner/IDJMG)	3.73	3.75	64%	14%	3.62	3.49	3.74
PUDDLE OF MUDD Away From Me (Geffen)	3.72	3.75	82%	17%	3.61	3.54	3.68
A PERFECT CIRCLE Weak And Powerless (Virgin)	3.72	3.72	80%	25%	3.75	3.67	3.82
OUTKAST Hey Ya! (Arista)	3.64	3.66	94%	40%	3.84	3.90	3.79
JET Are You Gonna Be My Girl (Elektra/EEG)	3.63	3.76	88%	27%	3.65	3.64	3.67
AUDIOSLAVE I Am The Highway (Interscope/Epic)	3.54	3.56	73%	20%	3.74	3.68	3.80
STONE TEMPLE PILOTS All In The Suit... (Atlantic)	3.51	3.53	60%	14%	3.56	3.42	3.70
STROKES 12:51 (RCA)	3.31	3.46	74%	24%	3.14	2.99	3.27
KORN Right Now (Epic)	3.31	3.24	72%	22%	3.45	3.46	3.43

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. Songs must have 40% familiarity to appear on survey. Sample composition is based on persons 12+. Persons are screened via the Internet. Once passed, they can take the music test based on the format/music preference. RateTheMusic.com results are not meant to replace callout research. The results are intended to show opinions of participants on the the Internet only. RateTheMusic is a registered trademark of RateTheMusic.com. The RTM system, is available for local radio stations by calling 818-377-5300. RateTheMusic.com data is provided by Mediabase Research, a division of Premiere Radio Networks.

TOP 20 SPECIALTY ARTISTS

1. A SANTA CAUSE (Immortal) "Yule Shoot Your Eye Out"
2. COHEED & CAMBRIA (Equal Vision) "A Favor House Atlantic"
3. AGAINST ME (Fat Wreck Chords) "Cliche Guevara"
4. CRYSTAL METHOD (V2) "Born Too Slow"
5. STILLS (Vice/Atlantic) "Still In Love Song"
6. BLINDSIDE (Elektra/EEG) "All Of Us"
7. CLEARLAKE (Domino) "Almost The Same"
8. A STATIC LULLABY (Ferret) "Lipgloss & Letdown"
9. PUNK GOES ACOUSTIC (Fearless) "Over It"
10. ADAM GREEN (Sanctuary/SRG) "Jessica"
11. CELLDWELLER (Esion/Position) "I Believe You"
12. BRAND NEW (Razor & Tie) "Sic Gloria Transit"
13. SUN KIL MOON (Jet Set) "Lily & Parrots"
14. LOST PROPHETS (Columbia) "Last Train Home"
15. SOUTH (Kinetic) "Loosen Your Hold"
16. THRICE (Island/IDJMG) "Stare At The Sun"
17. DEATH CAB FOR CUTIE (Barsuk) "The New Year"
18. STELLASTAR (RCA) "Somewhere Across Forever"
19. RADIOHEAD (Capitol) "A Punch-up At A Wedding"
20. OH MY GOD (NoVo/Lightyear) "The Unbearable Pageant"

Ranked by total number of shows reporting artist.

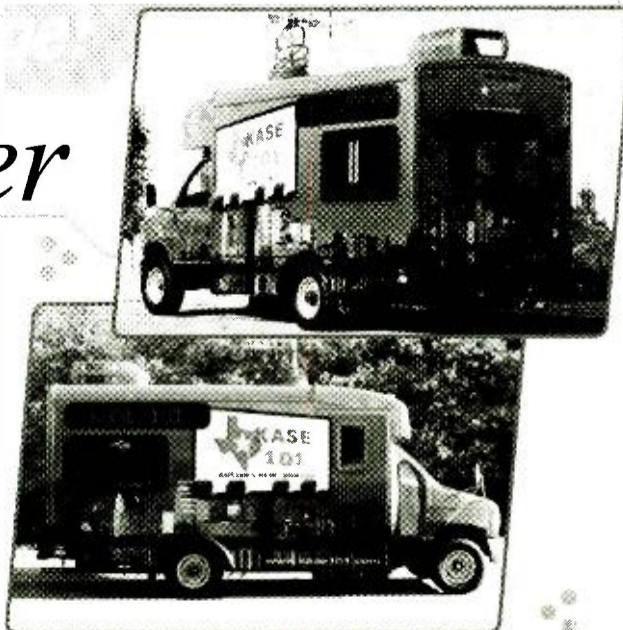


THANK GOD IT'S THURSDAY Island rockers Thursday recently rocked the city of Portland, OR and, being the nice guys they are, decided to stop by local Alternative KNRK for a visit and discussion of the U.N.'s Kyoto Protocol. Pictured are (l-r) KNRK afternoon host Kallao, Thursday guitarist Steve Pedulla, KNRK Asst. PD Jaime Cooley and Thursday's Geoff Rickly, Tim Payne, Tom Keeley and Tucker Rule.

CrowdCruiser

Looking for the ultimate remote vehicle? The CrowdCruiser™ combines a Ford Chassis with BPI's custom designing to deliver a vehicle that your listeners will look for and your staff will love!

Create custom graphics that will get noticed! We'll build the interior to your specs. Call for more information—this vehicle can be completely customized for you.



**BROADCAST
PRODUCTS
INCORPORATED**

1-800-433-8460

6528 Constitution Drive
Fort Wayne, IN 46804
USA
(260) 459-1286

Reporters

Stations and their adds listed alphabetically by market

WHRL/Albany, NY* DM: John Cooper PD: Lisa Biello FOO FIGHTERS FUEL LOSTPROPHETS INCUBUS	WBTZ/Burlington* DM: Matt Grasso MD: Christine Pawlak 1 YELLOWCARD INCUBUS FINGER ELEVEN	WXEG/Dayton, OH* PD: Steve Kramer MD: Boomer 7 NICKELBACK 3 GODSMACK INCUBUS	KUCD/Honolulu, HI* PD: Jamie Hyatt DARKNESS INCUBUS	WLRS/Louisville, KY* PD: Lance Todd MD: Anne Fitzgerald 24 CHEVELLE 7 STORY OF THE YEAR INCUBUS	KORX/Odessa, TX DM: Michael Todd 24 CHEVELLE 7 STORY OF THE YEAR INCUBUS	WBRU/Providence, RI* PD: Seth Roster MD: Andy Yen 18 WHITE STRIPES 15 DARKNESS 13 EVANESCENCE 10 TRAPT 3 CHEVELLE 2 SMILE EMPTY SOUL INCUBUS	KBTZ/San Diego, CA* PD: Garret Michaels APO/MD: Michael Halloran PHANTOM PLANET INCUBUS	WKRL/Syracuse, NY* DM: Mimi Griswold PD/MD: Abbie Weber 1 FUEL 1 KORN TANTRIC INCUBUS YELLOWCARD
KTZD/Albuquerque, NM* PD: Scott Soukhrada MD: Don Kelley 2 YELLOWCARD 1 CRYSTAL METHOD INCUBUS LIMP BIZKIT	WAVF/Charleston, SC* PD: Mike Rossi APO/MD: Susie Bowe 8 JET KINGS OF LEON WHITE STRIPES	KTCL/Denver, CO* PD: Mike O'Connor APO: Rich Rubin MD: Hill Jordan No Adds	KTBZ/Houston, TX* PD: Vince Richards APO: Eric Schmidt APO/MD: Don Jantzen 3 LIMP BIZKIT 1 DASHBOARD CONFSSIONAL YELLOWCARD INCUBUS DAVE MATTHEWS	WMFS/Memphis, TN* PD: Rob Cressman MD: Sydney Nabors LO-PRO INCUBUS	KHBZ/Oklahoma City, OK* DM: Bill Herley MD: Jimmy Barreda EVANESCENCE YELLOWCARD NICKELBACK DISTILLERS INCUBUS	WWRX/Providence, RI* PD: Kevin Mays MD: Bryan Slater 5 KORN INCUBUS METALLICA DEFAULT	XTRA/San Diego, CA* PD: Jim Richards MD: Marty Whitty 4 A PERFECT CIRCLE INCUBUS DAVE MATTHEWS	WXSX/Tallahassee, FL DM: Steve Cannon PD: Dale Flint APO/MD: Meathead 1 CHOMSKY 1 FUEL 1 APARTMENT 26
WNNX/Atlanta, GA* DM: Leslie Fram PD: Chris Williams MD: Jay Harren DAVE MATTHEWS INCUBUS	WEND/Charlotte* PD: Jack Daniel APO/MD: Kristen Honeycutt 2 STORY OF THE YEAR A PERFECT CIRCLE INCUBUS SMILE EMPTY SOUL STAND	CIMX/Detroit, MI* PD: Murray Brookshaw APO: Vince Cannova MD: Matt Franklin INCUBUS	WRXZ/Indianapolis, IN* PD: Scott Jameson MD: Michael Young INCUBUS	WZTA/Miami, FL* PD: Troy Hanson 1 FINGER ELEVEN 1 LIMP BIZKIT KORN INCUBUS	WJRR/Orlando, FL* PD: Adam Cook MD: Paul Lynch APO: Rick Everett MD: Brian Dickerman INCUBUS	KRZQ/Reno, NV* DM: Rob Brooks PD: Jeremy Smith APO/MD: Mat Diablo 15 YELLOWCARD NO OUBI INCUBUS ST U N	KITS/San Francisco, CA* PD: Sean Demery APO: Spud MD: Aaron Azetsen 13 HOOBASTANK 8 STROKES 7 BLINK-182 PEARL JAM INCUBUS STORY OF THE YEAR	WSUM/Tampa, FL* PD: Shark APO: Pat Largo 1 FUEL INCUBUS
WJSE/Atlantic City, NJ* PD: Al Parnello METALLICA YELLOWCARD FUEL INCUBUS	WKQX/Chicago, IL* PD: Mike Stern MD: Mary Shumiasz 14 KORN INCUBUS	KHRD/El Paso, TX* DM: Mike Preston PD/MD: Jojo Garcia 1 KORN INCUBUS THRICE YELLOWCARD TO MY SURPRISE FUEL	WPLA/Jacksonville, FL* DM: Gail Austin PD: Bo Matthews APO/MD: Chad Chamley 4 DARKNESS 4 NICKELBACK LOSTPROPHETS INCUBUS	WLUM/Milwaukee, WI* PD: Tommy Wilde MD: Kenny Neumaan 1 DAVE MATTHEWS 1 DASHBOARD CONFSSIONAL FUEL INCUBUS	WOCF/Orlando, FL* PD: Bobby Smith YELLOWCARD INCUBUS	WDYL/Richmond, VA* PD: Mike Murphy 1 YELLOWCARD INCUBUS	KCNL/San Jose, CA* PD/MD: John Allers 1 PEARL JAM INCUBUS	KFMA/Tucson, AZ* PD: Libby Carstensen MD: Matt Spry 16 BLINK-182 INCUBUS METALLICA YELLOWCARD
KROX/Austin, TX* DM: Jeff Carroll PD: Melody Lee MD: Toby Ryan FOO FIGHTERS LIMP BIZKIT LOSTPROPHETS INCUBUS	WZZN/Chicago, IL* PD: Bill Gamble APO: Steve Levy MD: James VanOsdol 10 HOOBASTANK 3 TANTRIC INCUBUS PUDDLE OF MUDD LO-PRO	KFRF/Fresno, CA* PD: Chris Squires MD: Reverend No Adds	WRZK/Johnson City* PD: Mark McKinney YELLOWCARD TO MY SURPRISE	WHTG/Monmouth, NJ* PD: Darrin Smith 8 DASHBOARD CONFSSIONAL 7 PUDDLE OF MUDD 2 FORMAT THORNS	WPLY/Philadelphia, PA* PD: Jim McGuinn MD: Dan Fein 4 AFI INCUBUS	WRXL/Richmond, VA* DM: Bill Cahill PD/MD: Casey Krutowski MD: Dabala 5 LIMP BIZKIT INCUBUS FINGER ELEVEN DAVE MATTHEWS	KJEE/Santa Barbara, CA MD: Dabala 5 PENFIFTEEN CLUB INCUBUS FINGER ELEVEN DAVE MATTHEWS	KMYZ/Tulsa, OK* PD: Lyne Barlow MD: Corbin Pierce 1 AFI INCUBUS
WRAX/Birmingham, AL* PD: Susan Groves MD: Mark Lindsay 1 YELLOWCARD 1 LO-PRO A PERFECT CIRCLE INCUBUS DAVE MATTHEWS	WAQZ/Cincinnati, OH* PD/MD: Jeff Nagel YELLOWCARD INCUBUS	WJBF/Fl. Myers, FL* DM/MD: John Rozz APO: Fitz Madrid MD: Jeff Zito 1 YELLOWCARD FUEL INCUBUS	WRZK/Johnson City* PD: Mark McKinney YELLOWCARD TO MY SURPRISE	KEDJ/Phoenix, AZ* DM: Laura Herve PD: Nancy Stevens APO: Dead Air Dave MD: Robin Nash 3 SOUNDS DAVE MATTHEWS YELLOWCARD INCUBUS	KZON/Phoenix, AZ* PD/MD: Kevin Manalan 1 FUEL INCUBUS DAVE MATTHEWS	KCXX/Riverside, CA* DM/MD: Kelli Cluque APO/MD: Daryl James 1 APARTMENT 26 INCUBUS TO MY SURPRISE	KNOD/Seattle, WA* PD: Phil Manning APO: Jim Keller 17 WHITE STRIPES 17 PHANTOM PLANET 15 BRAND NEW 12 STROKES 8 LOSTPROPHETS 7 ST U N 5 TO MY SURPRISE INCUBUS	WHFS/Washington, DC* PD: Lisa Worden APO: Bob Waugh MD: Pat Ferriss 2 KORN INCUBUS
KQXR/Boise, ID* PD/MD: Jacent Jackson 3 KORN 1 YELLOWCARD DARKNESS INCUBUS SMILE EMPTY SOUL	WXTM/Cleveland, OH* PD: Kim Monroe APO: Dom Hardella MD: Pete Schioka 5 KORN INCUBUS TRAPT LINKIN PARK FUEL	WXTW/Fl. Wayne, IN* DM: JJ Fabini MD: Don Walker APO: Matt Jericho MD: Greg Travis 4 KORN INCUBUS YELLOWCARD LO-PRO	WFZ/Knoxville, TN* PD: Anthony Prohitt MD: Dustin Matthews LO-PRO FUEL INCUBUS CHOMSKY	KZND/New Orleans, LA* PD: Sh 2 METALLICA 2 FUEL INCUBUS	WXXD/Pittsburgh, PA* PD: John Moschitta MD: Vinnie F. 3 KORN INCUBUS YELLOWCARD	KWOD/Sacramento, CA* DM: Cariss Johnson PD: Ron Bunce MD: Marcos Collins 22 BLINK-182 INCUBUS YELLOWCARD	WPBZ/W. Palm Beach, FL* PD: John O'Connell MD: Eric Kristensen 1 YELLOWCARD INCUBUS	
WBCN/Boston, MA* DM: Tony Berardini PD: Oedipus APO/MD: Steven Strick No Adds	WARQ/Columbia, SC* PD: Dave Stewart MD: Dave Farra 4 KORN INCUBUS YELLOWCARD FUEL	WGRO/Grand Rapids, MI* PD: Bobby Duncan MD: Michael Grey INCUBUS	KXTE/Las Vegas, NV* PD: Dave Wellington APO/MD: Chris Ripley KORN NO MOTIV INCUBUS	WYRK/New York, NY* PD: Robert Cross MD: Mike Peer KORN INCUBUS	WCYY/Portland, ME Sik: Mike Sambrook PD: Herb by MD: Brian James YELLOWCARD FUEL TANTRIC INCUBUS	KCPX/Salt Lake City, UT* DM: Keith Abrams PD: Ian McCain 10 METALLICA 5 CRYSTAL METHOD INCUBUS YELLOWCARD	WWDC/Washington, DC* PD: Joe Benicquas MD: Donelle Flynn INCUBUS	
WFNX/Boston, MA* PD/MD: Paul Dressell APO: Keith Dakin DAMONE YELLOWCARD INCUBUS	WWCD/Columbus, OH* DM: Randy Malloy PD: Andy Davis MD: Jack DeVoss 1 TORI AMOS LOSTPROPHETS INCUBUS MEANS ROBERT RANDOLPH DASHBOARD CONFSSIONAL TWILIGHT SINGERS	WXNR/Greenville, NC* PD: Jill Sanders APO/MD: Tanner Watson DISTILLERS FUEL INCUBUS	KLEC/Little Rock, AR* PD: Hoser APO/MD: Adrog YELLOWCARD KORN INCUBUS	WRRV/Newburgh, NY PD/MD: Andrew Boris 12 AUDIOSLAVE INCUBUS	KXRX/Salt Lake City, UT* DM: Alan Hagan PD: Todd Molar MD: Arlie Fulton INCUBUS	WEDG/Buffalo, NY* PD: Loney Diana 2 CHEVELLE INCUBUS	WVFM/Wilmington, NC PD: Knethead MD: Mike Kennedy No Adds	
WEGE/Dallas, TX* PD: Duane Doherty APO/MD: Alan Ayo 1 YELLOWCARD FUEL INCUBUS	WEEQ/Hagerstown APO/MD: Dave Roberts 1 OUTKAST 1 YELLOWCARD 1 TO MY SURPRISE 1 INCUBUS	KRDQ/Los Angeles, CA* PD: Kevin Weatherly APO: Gene Sandblom 3 KORN INCUBUS DARKNESS	WROX/Mortlik, VA* PD: Michele Diamond MD: Mike Powers YELLOWCARD RADFORD INCUBUS					

* Monitored Reporters

89 Total Reporters

81 Total Monitored

8 Total Indicator

Did Not Report, Playlist Frozen (1):
KXNA/Fayetteville, AR



New & Active

S.T.U.N. Annihilation Of The Generations (Geffen)
Total Plays: 175, Total Stations: 19, Adds: 3

DAVE MATTHEWS Save Me (RCA)
Total Plays: 156, Total Stations: 21, Adds: 7

TAKING BACK SUNDAY You're So Last Summer (Victory)
Total Plays: 137, Total Stations: 9, Adds: 0

TO MY SURPRISE Get It To Go (Roadrunner/IDJMG)
Total Plays: 123, Total Stations: 19, Adds: 4

KORN Y'All Want A Single (Immortal/Epic)
Total Plays: 82, Total Stations: 18, Adds: 16

YELLOWCARD Ocean Avenue (Capitol)
Total Plays: 80, Total Stations: 37, Adds: 33

METALLICA The Unnamed Feeling (Elektra/EEG)
Total Plays: 76, Total Stations: 10, Adds: 5

FUEL Million Miles (Epic)
Total Plays: 66, Total Stations: 23, Adds: 17

LO-PRO Sunday (Geffen)
Total Plays: 41, Total Stations: 11, Adds: 6

INCUBUS Megalomaniac (Epic)
Total Plays: 0, Total Stations: 75, Adds: 75

Songs ranked by total plays

Indicator

Most Added*

INCUBUS Megalomaniac (Epic)

FUEL Million Miles (Epic)

YELLOWCARD Ocean Avenue (Capitol)

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 Trias:
10100 Santa Monica Blvd., 3rd Floor,
Los Angeles, CA 90067

Email: mtrias@radioandrecords.com



JOHN SCHOENBERGER
jschoenberger@radioandrecords.com

TRIPLE A

December 19, 2003 R&R • 69

IN THE NEWS
R&R

The Year In Triple A

All that happened in 2003 in one neat package

Triple A saw its share of changes this year. Below you'll find a month-by-month breakdown of what happened in radio and records, and then some.

January

Ryan "Stash" Morton is named MD at KCTY/Omaha ... KTZO/Albuquerque completes its transition to Alternative ... **Rebecca Dodd** leaves her promo post at Blind Pig to join Kerry Getz's World in Motion Records as VP/Promotion & Artist Development. **Jordan Overby** replaces her at Blind Pig ... Congress declares 2003 the Year of the Blues ... Coldplay's "Clocks" is No. 1 on the monitored chart for the entire month and shares the top slot with George Harrison's "Stuck Inside a Cloud" on the Indicator chart.

February

Roger LaMay is named GM for WXPB/Philadelphia ... **Dean Katari** becomes OM/PD at KRSH/Santa Rosa, CA ... KCSX/Kansas City, which will later change its calls to KZPL (The Planet), switches to Triple A programming ... **Jason Fisher** is named Director/Promotion at Or Music ... **Tommy Daley** joins Lava Records as head of rock promotion.

Sean O'Connell launches a new company called Music Allies ... **Jennifer Daunt** leaves Coast to Coast Promotion to start her own Dauntless Promotion ... Redline Entertainment closes its music division ... **Clint Koltveit** exits Palm Pictures ... Coldplay's "Clocks" is No. 1 on the monitored chart for the entire month and shares the top slot with Susan Tedeschi's "Alone" and David Gray's "Be Mine" on the Indicator chart.

March

Nicole Sandler is named Director/Programming for Northeast Broadcasting, whose stations include WNCS/Burlington, VT and WXR/V Portsmouth, NH ... Emmis purchases the LBJ Broadcasting share of LBJ-Sinclair in Austin, which includes KGSR ... WYEP/Pittsburgh MD **Chris Griffith** exits to join E-Town as Talent Coordinator ... **Tom Davis** sells WRNX/Springfield, MA to Palam Broadcasting but remains as GM ... **Louise Coogan** rejoins Sean Coakley's Songlines ... Former WNCS/Burlington, VT PD **Jody Petersen** launches her own voiceover and character-production company.

RCA VP/Promotion, Adult Formats **Cheryl Khaner** resigns her post, and **Adrian Moreira** is bumped up to

fill the slot ... **Ric Pepin** joins Compendia Music as VP/Promotion & Marketing ... Promotion Manager **Ray Di Pietro** exits Artemis ... Arista Triple A guy **Nick Attaway** exits ... AC/DC, The Clash, The Police, Elvis Costello & The Attractions and The Righteous Brothers are inducted into the Rock & Roll Hall of Fame ... Coldplay's "Clocks" is No. 1 on the monitored chart for the entire month, while David Gray's "Be Mine" and Lucinda Williams' "Righteously" are No. 1 on the Indicator chart.

April

Asst. PD/MD **Michael Dean** leaves KTAO/Taos, NM ... **Ted Edwards** is named PD for KZPL/Kansas City ... **Tom Fricke**, formerly of SBR Creative Media, is named PD of KYSL/Frisco, CO ... **Mike Sauter**, former PD of WJJB/Lincroft, NJ, is named MD at WYEP/Pittsburgh ... **Joanne Doody** exits her PD post at WXR/V Portsmouth, NH ... The EMI Music Collective is formed under the promotion guidance of Sr. VP/Promotion Kevin Carroll and National Director/Promotion Dan Connelly.

Ray Di Pietro joins Lost Highway as Sr. Director/Promotion ... **Anthony Delia** steps down from his Triple A promotion post at Atlantic ... **Sherri Trehan** leaves her VP/Promotion job at Ultimatum ... **Jim Nelson** joins David Chaney at TripleARadio.com as Sr. VP/Editor ... Coldplay's "Clocks" and Jason Mraz's "The Remedy" are No. 1 on the monitored chart, while Lucinda Williams' "Righteously" is No. 1 for the entire month on the Indicator chart.

May

The third annual Noncommvention in Louisville is a huge success ... **Paddy Mac** becomes MD at KTAO/Taos, NM ... PD **Mark Keefe** exits WNCW/Greenville, SC to launch WUIN/Wilmington, NC. **Kim Clark** is named interim PD at WNCW ... WMVY/Cape Cod, MA celebrates its 20th anniversary ... **Bonnie Goldner** is named VP/Promotion, Adult Formats at Epic as **Jo Hodge** exits ... **Jesse Barnett** exits Outsourc Music to join Vector Promotion. **Rene Magallon** replaces him.

Eric Cole becomes the new Promotion Manager at Artemis ... **Brian Corona** leaves the ARTISTdirect promo-

tion department ... John Mayer's "Why Georgia" and Jack Johnson's "The Horizon Has Been Defeated" are No. 1 on the monitored chart, while Johnson and Ben Harper's "With My Own Two Hands" reach the top of the Indicator chart.

June

Rumors begin to spread that Isothermal Community College in Spindale, NC might sell the license of WNCW ... **Laura Curtin** joins Arista as VP/Rock Promotion ... **Brian Corona** joins Atlantic as Triple A Promotion Director ... Due to cutbacks, **Greg Reisch** exits Tone Cool ... Columbia VP/Promotion, Adult Formats **Trina Tombrink** gets engaged to her long-time boyfriend ... Jack Johnson's "The Horizon Has Been Defeated" and Train's "Calling All Angels" are No. 1 on the monitored chart, while Johnson is No. 1 for the entire month on the Indicator chart.

July

WXRT/Chicago's **Norm Winer** is promoted to Format VP, Triple A, Rock & Classic Rock for Infinity ... As **Brian Burns** moves up to OM at KCTY/Omaha, **Ryan "Stash" Morton** is promoted to PD ... Format veteran **Jerry Gerard** joins WUIN/Wilmington, NC as MD ... KRSH/Santa Rosa, CA MD **Pam Long** exits and is replaced by **Michelle Marquis** ... Due to restructuring, **Paul Marszalek** exits his VP/Programming position at VH1.

John Rosenfelder joins Koch Entertainment as Triple A Promotion Director ... **Damon Grossman** completes an arrangement with iMusic to promote its product ... **Tom Osborn** is named head of promotion at Vagrant ... **Eric Hodge** joins the newly reconstituted Hybrid Recordings to do promotion ... Train's "Calling All Angels" and Guster's "Amsterdam" are No. 1 on the monitored chart, while Jack Johnson's "Wasting Time" and Ziggy Marley's "True to Myself" are No. 1 on the Indicator chart.

August

As the ownership of WOKI/Knoxville switches from Dick Broadcasting to Citadel, PD **Shane Cox** and MD **Sarah McClune** exit. Not long after, **Jim Ziegler** is named PD for the station and **Aimee Baumer** is brought aboard as MD ... MCA Records folds into Geffen, with much of the staff exiting. However, Geffen becomes a stand-alone operation, separate from Interscope/A&M.



GIRL POWER A few weeks ago Private Music artist Rachael Yamagata (r) took time out of her recording schedule to visit the studios of Rollingstone.com and perform a few tracks, as did Geffen artist Leona Naess. The two are seen here bonding.

Suzanne White is named VP/Promotion for newly formed Connoisseur Records ... **Jessica Siracusa** exits her Triple A promotion post at Universal and is replaced by **Christina Tildy** ... Guster's "Amsterdam" and Nickel Creek's "Smoothie Song" are No. 1 on the monitored chart, while Jack Johnson's "Wasting Time" is No. 1 for the entire month on the Indicator chart.

September

WBOS/Boston PD **Chris Herrmann** exits, and Asst. PD **Michele Williams** takes over as interim PD ... Horne Broadcasting's WKVL/Knoxville flips to Triple A, with **Todd Etheridge** as PD and **Sarah McClune** as MD ... WBCG/Sarasota changes from Hot AC to Triple A under the programming guidance of G. Michael Keating ... Due to restructuring, National Director/Rock Promotion **Suzanne Perl** exits Universal.

Warren Zevon succumbs to cancer ... **Johnny Cash** dies after a long illness ... **Robert Palmer** dies suddenly of a heart attack ... Hollywood's **Nick Bedding** and his wife, Debra, have a baby boy, Gaven Nickolas Bedding ... WDOJ/Chattanooga, TN OM **Danny Howard** and his wife, Eleanor, welcome a baby girl, Sophie Estelle-Bliss Howard.

Guster's "Amsterdam" and John Mayer's "Bigger Than My Body" are No. 1 on the monitored chart, while Jack Johnson's "Wasting Time" and Ben Harper's "Diamonds on the Inside" are No. 1 on the Indicator chart.

October

R&R celebrates its 30th anniversary ... KCLC/St. Louis; KNDZ/Billings, MT; KZPL/Kansas City; WJJB/Monmouth-Ocean; WCBE/Columbus, OH; WOCM/Ocean City, MD; and WWV/Savannah, GA are added to the Indicator panel ... KSQY/Rapid City, SD flips to Triple A ... KBXR/Columbia, MO celebrates its 10th anniversary ... **Dave Doud** becomes OM for WKZE/Sharon, CT ... WRVG/Lexington, KY and KLRQ/Canton, MO drop the Triple A format after being sold to religious broadcast groups.

Music Allies' **Sean O'Connell** and his wife, WNCW/Greenville, SC afternoon driver **Amy Jones**, welcome a son, Hudson O'Connell ... Due to budget cuts, VP/Promotion **Patty**

Morris exits Lost Highway ... **Tommy Daley** moves over to Geffen to head up the rock promotion department and is replaced at Lava by **Tommy Delaney** ... **Andy Moore** exits Vector Promotion to join Dualtone as National Promotion Director ... R.E.M.'s "Bad Day" is No. 1 on the monitored chart for the entire month, and Sting's "Send Your Love" holds the top slot all month on the Indicator chart.

November

KINK/Portland, OR celebrates its 35th anniversary ... KRSH/Santa Rosa, CA celebrates its 10th anniversary ... **Buzz Knight** is elevated to OM at WBOS/Boston ... Verve Music Group's **Jill Weindorf** is promoted to Assoc. Director/National Promotion ... DreamWorks Records is sold to Universal Music Group ... **Mike Morrison** resigns as Triple A Editor at Hits and is replaced by **Jennifer Polenzani** ... R.E.M.'s "Bad Day" and Sarah McLachlan's "Fallen" are No. 1 on the monitored chart, while R.E.M. and Jonny Lang's "Red Light" reach the top of the Indicator chart.

December

KBAC/Santa Fe, NM returns to its old 98.1 signal as "Radio Free Santa Fe," and Clear Channel launches a new World Class Rock version of Triple A, KABQ, on the 104.9 signal in Albuquerque, programmed by **Phil Mahoney**. In addition, Clear Channel switches KOYT/Tucson to Triple A under PD **Tim Richards** ... WKOC/Norfolk flips to Country ... **Michele Williams** is promoted to PD at WBOS/Boston. **David Ginsburg** is named MD ... WXRT/Chicago middayer **Terri Hemmert** celebrates 30 years at the station.

WDST/Poughkeepsie, NY Asst. PD **Christine Martinez** exits ... **Laura Curtin** becomes Sr. VP/Promotion at Arista ... **Mark Schatz** announces he is leaving Yep Roc. **Joe Swank** is named his replacement ... **Allison Groman** announces she will be leaving her promotion post at ATO ... **Michelle St. Clair** exits Immergent as the label shuts its doors ... Sarah McLachlan's "Fallen" is No. 1 on the monitored chart for the entire month, while Jonny Lang's "Red Light" and Dave Matthews' "Save Me" reach the top of the Indicator chart.



© December 19, 2003

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	SARAH MCLACHLAN <i>Fallen (Arista)</i>	439	-19	27194	14	17/0
5	2	COUNTING CROWS <i>She Don't Want Nobody Near (Geffen)</i>	426	+41	22375	8	23/0
2	3	HOWIE DAY <i>Perfect Time Of Day (Epic)</i>	426	+16	18973	18	20/0
4	4	SHERYL CROW <i>The First Cut Is The Deepest (A&M/Interscope)</i>	398	+7	24106	13	21/0
6	5	DAVE MATTHEWS <i>Save Me (RCA)</i>	369	+19	22805	9	21/0
3	6	JONNY LANG <i>Red Light (A&M/Interscope)</i>	337	-54	18563	16	21/0
7	7	STEREOPHONICS <i>Maybe Tomorrow (V2)</i>	304	+13	15156	8	19/1
10	8	GUSTER <i>Careful (Palm/Reprise)</i>	292	+18	12238	7	21/1
9	9	JOE FIRSTMAN <i>Breaking All The Ground (Atlantic)</i>	289	+6	10646	13	20/1
11	10	JACK JOHNSON <i>Taylor (Jack Johnson Music/Universal)</i>	276	+15	11822	5	21/1
13	11	TRAIN <i>When I Look To The Sky (Columbia)</i>	239	+13	10349	15	17/0
8	12	R.E.M. <i>Bad Day (Warner Bros.)</i>	236	-50	8627	14	19/0
15	13	COLDPLAY <i>Moses (Capitol)</i>	227	+8	12395	10	15/0
16	14	FIVE FOR FIGHTING <i>100 Years (Aware/Columbia)</i>	217	+3	7758	3	15/1
14	15	VAN MORRISON <i>Once In A Blue Moon (Blue Note/EMC)</i>	216	-7	5502	12	14/0
21	16	THORNS <i>Blue (Aware/Columbia)</i>	214	+12	8741	8	17/0
23	17	THRILLS <i>One Horse Town (Virgin)</i>	193	+5	5780	4	18/4
18	18	BEN HARPER <i>Diamonds On The Inside (Virgin)</i>	192	-15	8298	20	19/0
25	19	JOHN EDDIE <i>If You're Here When I Get Back (Thrill Show/Lost Highway)</i>	191	+32	3702	3	11/0
22	20	LOS LONELY BOYS <i>Heaven (Dr)</i>	173	-16	6970	20	19/0
27	21	MATCHBOX TWENTY <i>Bright Lights (Atlantic)</i>	168	+15	11210	6	5/1
20	22	JOHN MAYER <i>Bigger Than My Body (Aware/Columbia)</i>	164	-40	10926	19	17/0
Debut	23	JET <i>Are You Gonna Be My Girl (Elektra/EEG)</i>	158	+54	7847	1	11/2
17	24	STING <i>Send Your Love (A&M/Interscope)</i>	153	-55	4738	17	14/0
26	25	LYLE LOVETT <i>My Baby Don't Tolerate (Curb/Lost Highway)</i>	143	-15	7122	13	12/0
29	26	MAVERICKS <i>I Want To Know (Sanctuary/SRG)</i>	132	-2	4498	8	10/0
28	27	DAMIEN RICE <i>Volcano (Vector Recordings)</i>	127	-21	7193	15	14/0
24	28	BARENAKED LADIES <i>Another Postcard (Chimps) (Reprise)</i>	126	-46	4832	14	9/0
Debut	29	INDIGO GIRLS <i>Perfect World (Epic)</i>	123	+118	7618	1	19/17
Debut	30	ROONEY <i>I'm Shakin' (Geffen)</i>	118	+43	4646	1	11/3

23 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 12/7-12/13. 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

EASTMOUNTAINSOUTH *Rain Come Down (DreamWorks)*
Total Plays: 112, Total Stations: 8, Adds: 0

R.E.M. *Animal (Warner Bros.)*
Total Plays: 104, Total Stations: 9, Adds: 0

RED HOT CHILI PEPPERS *Fortune Faded (Warner Bros.)*
Total Plays: 84, Total Stations: 3, Adds: 0

MELISSA ETHERIDGE *Breathe (Island/IDJMG)*
Total Plays: 83, Total Stations: 9, Adds: 7

EMMYLOU HARRIS *Here I Am (Nonesuch)*
Total Plays: 77, Total Stations: 4, Adds: 0

WARREN ZEVON *Keep Me In Your Heart (Artemis)*
Total Plays: 69, Total Stations: 7, Adds: 1

STING *Sacred Love (A&M/Interscope)*
Total Plays: 68, Total Stations: 3, Adds: 2

MATTHEW RYAN *The Little Things (Hybrid)*
Total Plays: 66, Total Stations: 5, Adds: 0

AL GREEN *I Can't Stop (Blue Note/EMC)*
Total Plays: 66, Total Stations: 3, Adds: 0

JOSS STONE *Fell In Love With A Boy (S-Curve/EMC)*
Total Plays: 62, Total Stations: 4, Adds: 1

Songs ranked by total plays

Most Added®

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
INDIGO GIRLS <i>Perfect World (Epic)</i>	17
MELISSA ETHERIDGE <i>Breathe (Island/IDJMG)</i>	7
THRILLS <i>One Horse Town (Virgin)</i>	4
ROONEY <i>I'm Shakin' (Geffen)</i>	3
DAMIEN RICE <i>Cannonball (Vector Recordings)</i>	3
JET <i>Are You Gonna Be My Girl (Elektra/EEG)</i>	2
OWSLEY <i>Be With You (Lakeview)</i>	2
STING <i>Sacred Love (A&M/Interscope)</i>	2

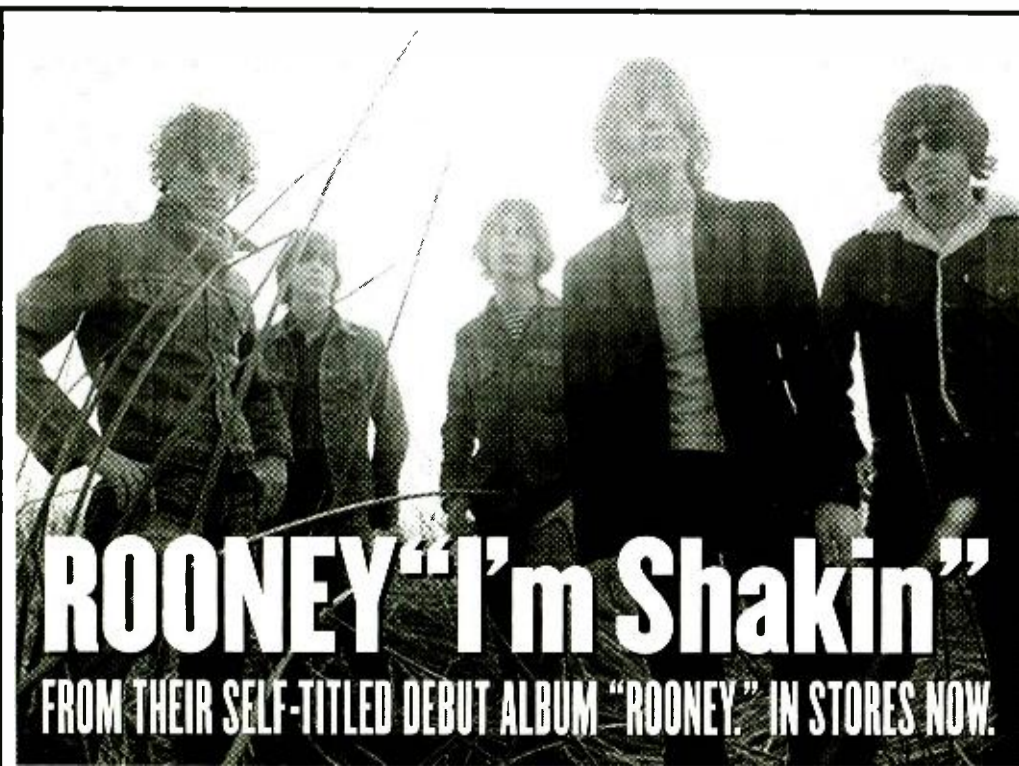
Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
INDIGO GIRLS <i>Perfect World (Epic)</i>	+118
MELISSA ETHERIDGE <i>Breathe (Island/IDJMG)</i>	+79
JET <i>Are You Gonna Be My Girl (Elektra/EEG)</i>	+54
ROONEY <i>I'm Shakin' (Geffen)</i>	+43
COUNTING CROWS <i>She Don't Want Nobody Near (Geffen)</i>	+41
JOHN MAYER <i>Clarity (Aware/Columbia)</i>	+37
JACK JOHNSON <i>Rudolph The Red-Nosed... (Enjoy/Universal)</i>	+35
JOHN EDDIE <i>If You're Here When... (Thrill Show/Lost Highway)</i>	+32
OWSLEY <i>Be With You (Lakeview)</i>	+29

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
WALLFLOWERS <i>Closer To You (Interscope)</i>	257
DIDO <i>White Flag (Arista)</i>	213
JASON MRAZ <i>You And I Both (Elektra/EEG)</i>	208
JACK JOHNSON <i>Wasting Time (Jack Johnson Music/Universal)</i>	200
COLDPLAY <i>Clocks (Capitol)</i>	170
TRAIN <i>Calling All Angels (Columbia)</i>	132
MATCHBOX TWENTY <i>Unwell (Atlantic)</i>	122
JASON MRAZ <i>The Remedy (I Won't Worry) (Elektra/EEG)</i>	119
EASTMOUNTAINSOUTH <i>You Dance (DreamWorks)</i>	106
GUSTER <i>Amsterdam (Gonna Write You A Letter) (Palm/Reprise)</i>	105

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



NEW AT:
KTCZ WTTS WOKI KBXR KNDZ WAPS

R&R DEBUT 30
BDS 55-35*

SHAKIN' AT:
KFOG KMTT WBOS WXPB WDOB
WRNR KCTY WGVX WMMM & MORE

TV, PRESS and SCANNING WELL TOO (140,000)

www.rooney-band.com <<http://www.rooney-band.com/>>

Produced by Jimmy Iovine
Mixed by Andy Wallace
Executive Producer: Jordan Schurr
Management: The Firm



R&R TRIPLE A TOP 30 INDICATOR

December 19, 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
	1	DAVE MATTHEWS Save Me (RCA)	366	+21	6463	9	21/0
	2	COUNTING CROWS She Don't Want Nobody Near (Geffen)	355	+12	4934	7	20/0
	3	JONNY LANG Red Light (A&M/Interscope)	344	+5	5307	15	20/0
	4	SHERYL CROW The First Cut Is The Deepest (A&M/Interscope)	333	+10	4421	12	18/0
10	5	JACK JOHNSON Taylor (Jack Johnson Music/Universal)	304	+51	3500	5	18/1
9	6	GUSTER Careful (Palm/Reprise)	301	+44	3998	7	17/0
5	7	COLDPLAY Moses (Capitol)	291	+23	4984	9	20/0
8	8	HOWIE DAY Perfect Time Of Day (Epic)	274	+15	3583	16	14/0
7	9	SARAH MCLACHLAN Fallen (Arista)	265	+4	4037	11	13/0
6	10	VAN MORRISON Once In A Blue Moon (Blue Note/EMC)	257	-6	5367	12	19/0
22	11	STEREOPHONICS Maybe Tomorrow (V2)	227	+47	3191	4	17/1
15	12	JOE FIRSTMAN Breaking All The Ground (Atlantic)	220	+15	1924	9	14/0
13	13	RICKIE LEE JONES Second Chance (V2)	218	+6	4954	10	16/0
14	14	JOHN EDDIE If You're Here When I Get Back (Thrill Show/Lost Highway)	206	-3	3202	5	18/0
11	15	MAVERICKS I Want To Know (Sanctuary/SRG)	197	-39	5001	14	19/0
20	16	RYAN ADAMS So Alive (Lost Highway/IDJMG)	192	+3	3674	8	17/0
17	17	THRILLS One Horse Town (Virgin)	188	-5	4450	7	18/0
25	18	EASTMOUNTAINSOUTH Rain Come Down (DreamWorks)	172	+17	3331	3	18/0
26	19	CRASH TEST DUMMIES Flying Feeling (Cha-Ching)	169	+22	2668	3	18/0
16	20	R.E.M. Bad Day (Warner Bros.)	169	-36	1411	13	11/0
12	21	LYLE LOVETT My Baby Don't Tolerate (Curb/Lost Highway)	169	-43	4090	12	16/0
Debut	22	R.E.M. Animal (Warner Bros.)	168	+40	2641	1	19/4
23	23	AL GREEN I Can't Stop (Blue Note/EMC)	159	-18	4059	5	17/0
18	24	STING Send Your Love (A&M/Interscope)	159	-32	4225	17	13/0
28	25	JOE STRUMMER Coma Girl (Hellcat/Epitaph)	147	+5	4327	2	14/1
24	26	JOHN MAYER Bigger Than My Body (Aware/Columbia)	145	-20	1269	18	10/0
Debut	27	FIVE FOR FIGHTING 100 Years (Aware/Columbia)	143	+52	2218	1	10/0
29	28	LOS LONELY BOYS Heaven (Or)	142	+4	2768	22	11/0
21	29	TRAIN When I Look To The Sky (Columbia)	139	-46	1567	13	11/0
30	30	THORNS Blue (Aware/Columbia)	132	-4	2631	3	13/0

26 Triple A reporters. Songs ranked by total plays for the airplay week of Sunday 12/7 - Saturday 12/13.
© 2003 Radio & Records.

Most Added*

www.rindicator.com

ARTIST TITLE LABEL(S)	ADDS
INDIGO GIRLS Perfect World (Epic)	14
JOHN MAYER Clarity (Aware/Columbia)	9
R.E.M. Animal (Warner Bros.)	4
MAVERICKS Blue Christmas (Sanctuary/SRG)	4
MELISSA ETHERIDGE Breathe (Island/IDJMG)	4
ROONEY I'm Shakin' (Geffen)	3
JET Are You Gonna Be My Girl (Elektra/EEG)	2
OWSLEY Be With You (Lakeview)	2
ROBERT CRAY BAND Up In The Sky (Sanctuary/SRG)	2

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
INDIGO GIRLS Perfect World (Epic)	+52
FIVE FOR FIGHTING 100 Years (Aware/Columbia)	+52
JACK JOHNSON Taylor (Jack Johnson Music/Universal)	+51
JOHN MAYER Clarity (Aware/Columbia)	+49
STEREOPHONICS Maybe Tomorrow (V2)	+47
GUSTER Careful (Palm/Reprise)	+44
R.E.M. Animal (Warner Bros.)	+40
STROKES 12:51 (RCA)	+40
JET Are You Gonna Be My Girl (Elektra/EEG)	+34
BLIND BOYS... Go Tell It On The Mountain (Real World/Virgin)	+30

Reporters

WAPS/Akron, OH
PD/MO: Bill Gruber
1 ROONEY
1 JET
1 INDIGO GIRLS

KGSR/Austin, TX*
DM: Jeff Carrol
PD: Jody Denberg
APD: Jyl Hershman-Ross
MO: Susan Castle
9 WARREN ZEVOE
6 INDIGO GIRLS
4 DAMIEN RICE
R.E.M.
ELLA FITZGERALD

WRNR/Baltimore, MD
DM: Jan Peterson
PD: Alex Corbridge
1 MELISSA ETHERIDGE
1 INDIGO GIRLS
1 MAVERICKS

KNDZ/Billings, MT
DM: Cam Maxwell
PD/MO: Casey Paul
ROONEY
JET
R.E.M.

KRVB/Boise, ID*
DM/PO: Dan McColey
No Adds

WBOS/Boston, MA*
DM: Buzz Knight
PD: Michelle Williams
MO: David Glensberg
2 DAMIEN RICE
2 MELISSA ETHERIDGE
1 JOE FIRSTMAN
INDIGO GIRLS

WNCS/Burlington
PD/MO: Mark Abuzzahab
4 JOHN MAYER
2 INDIGO GIRLS

WMVY/Cape Cod, MA
PD/MO: Barbara Dacey
1 JOHN MAYER
1 INDIGO GIRLS

WDDO/Chattanooga, TN*
DM/PO: Danny Howard
SOO CHARLOTTE
EVANESCENCE
THRILLS

WXRT/Chicago, IL*
PD: Norm Winer
APD: John Farmeda
2 THRILLS
20 DOG PONDERING

KBXR/Columbia, MO
DM: Jack Lawson
PD/MO: Lana Trezise
JOHN MAYER

KBGD/Denver, CO*
PD: Scott Arbough
MO: Kaefer
20 STING
16 LYLE LOVETT
16 INDIGO GIRLS
9 MELISSA ETHERIDGE

WDET/Detroit, MI
PD: Jody Adams
MO: Martin Bandyke
4 MAVERICKS
3 JOHN MAYER
3 JOE STRUMMER
3 INDIGO GIRLS

WVOD/Elizabeth City, NC
PD: Matt Cooper
MO: Tad Abbey
No Adds

WTTS/Indianapolis, IN*
PD: Brad Holtz
MO: Todd Berryman
28 MATCHBOX TWENTY
20 INDIGO GIRLS
7 ROONEY
7 RYAN ADAMS
FIVE FOR FIGHTING
STEREOPHONICS

KTBG/Kansas City, MO
PD: Jon Hart
MO: Byron Johnson
19 INDIGO GIRLS
MAVERICKS
ALEX MURDOCH
MIRIBAR
ROBERT EARL KEEN
SHEMUKIA COPELAND
NORAH JONES
COLDPLAY

KZPL/Kansas City, MO
DM: Nick McCabe
PD: Ted Edwards
MO: Jason Justice
5 MELISSA ETHERIDGE

WOKI/Knoxville, TN*
PD: Jim Ziegler
MO: Arnee Baumer
20 INDIGO GIRLS
5 ROONEY
4 JET

WFPK/Louisville, KY
DM: Brian Conn
PD: Dan Reed
APD/MO: Stacy Owen
SYRUPS
JOHN MAYER

WMMM/Madison, WI*
PD: Tom Tesber
MO: Gabby Parsons
7 INDIGO GIRLS
5 JET

WMPS/Memphis, TN*
PD: Steve Richards
MO: Alexandra Inzer
8 INDIGO GIRLS
5 JACK JOHNSON
3 THRILLS

KTCZ/Minneapolis, MN*
PD: Lauren MacLeish
APD/MO: Mike Wolf
17 INDIGO GIRLS
12 MELISSA ETHERIDGE
9 ROONEY
6 JOHN MAYER

WGVX/Minneapolis, MN*
DM: Dave Hamilton
PD: Jeff Collins
14 MELISSA ETHERIDGE
12 STING

WZEW/Mobile, AL*
DM: Tim Camp
PD: Brian Hart
MO: Lee Ann Kunkin
INDIGO GIRLS

WBJS/Monmouth, NJ
DM/PO: Tom Brennan
APD: Leo Zaccari
MO: Jeff Raspe
LIBBY KRUPPATRICK
ERIC CLAPTON
OWSLEY
ELBOW

KPIG/Monterey, CA
PD/MO: LauraEllen Hopper
APD: Aileen MacHeary
No Adds

WRLT/Nashville, TN*
DM/PO: David Hall
APD/MO: Rev. Keith Coes
5 INDIGO GIRLS
OWSLEY

WFUV/New York, NY
PD: David Hall
APD/MO: Rev. Keith Coes
MO: Rita Houston
8 JOHN MAYER
8 LYLE LOVETT

KCTY/Omaha, NE*
PD/MO: Ryan "Stash" Morton
INDIGO GIRLS

WYPM/Philadelphia, PA
PD: Bruce Warren
APD/MO: Helen Leicht
21 BLIND BOYS OF ALABAMA
10 INDIGO GIRLS
7 ALBUM OFFENSE
5 STARSAILOR
3 DAMIEN RICE
1 KEVIN JOHNSON
1 VAN HUNT
15 JESS STONE

WYEP/Pittsburgh, PA
PD: Rosemary Weisch
MO: Mike Sauter
RINY
INDIGO GIRLS
AL GREEN

WCLZ/Portland, ME
PD: Herb Ivy
MO: Brian James
19 ROBERT CRAY BAND
19 R.E.M.
9 RAZZFORD
8 CRACKER
4 DIDD
INDIGO GIRLS

WXR/Portsmouth, NH*
PD: Nicole Sandler
MO: Dana Minshull
15 JESS STONE
1 INDIGO GIRLS
MELISSA ETHERIDGE

WDST/Poughkeepsie, NY
PD: Greg Gattine
MO: Roger Menell
10 JOHN MAYER
OWSLEY
INDIGO GIRLS

KTHX/Reno, NV*
DM: Rob Brooks
PD: Harry Reynolds
APD/MO: David Herold
4 MAVERICKS
6 ROBERT PALMER
4 INDIGO GIRLS
1 JOHNNY CASH
WAITS
BOTTLE ROCKETS

KENZ/Salt Lake City, UT*
DM/PO: Bruce Jones
MO: Karl Bushman
No Adds

KPRI/San Diego, CA*
PD/MO: Dana Shaieb
6 INDIGO GIRLS
MELISSA ETHERIDGE

KFOG/San Francisco, CA*
PD: David Benson
APD/MO: Haley Jones
24 STING
5 GUSTER
1 JOSH ROUSE

KOTR/San Luis Obispo, CA
PD/MO: Drew Ross
4 STEREOPHONICS
4 INDIGO GIRLS

KBAC/Santa Fe, NM
PD: Ira Gordon
4 R.E.M.
2 MELISSA ETHERIDGE
INDIGO GIRLS
JACK JOHNSON

KTAO/Santa Fe, NM
DM: Mitch Miller
PD: Brad Hochmeyer
MO: Pauley Bliss
5 INDIGO GIRLS
5 MAVERICKS

KRSB/Santa Rosa, CA*
DM/PO: Dean Kattari
MO: Michelle Marques
1 MAVERICKS
INDIGO GIRLS

WVVV/Savannah, GA
DM/PO: Bob Neumann
APD/MO: Gene Murrell
2 JOHN MAYER
1 INDIGO GIRLS
1 EVOKA

KMTT/Seattle, WA*
PD: Chris Mays
APD/MO: Shawn Stewart
2 INDIGO GIRLS
1 THRILLS
DAMIEN RICE

WRNX/Springfield, MA*
PD: Tom Davis
APD: Denise Moorhouse
MO: Lisa Whitman
BARE NAKED LADIES
BARE NAKED LADIES
MELISSA ETHERIDGE
INDIGO GIRLS

KCLC/St. Louis, MO
DM: Mike Wall
PD: Rich Reighard
APD/MO: Brandon McGhee
ROBERT CRAY BAND
JOHN MAYER
R.E.M.

*Monitored Reporters

49 Total Reporters

23 Total Monitored

26 Total Indicator

Did Not Report, Playlist Frozen (3):

WCBE/Columbus, OH
WNCW/Greenville, SC
WOCM/Salisbury, MD

National Programming



Added This Week

Ali Castellini 215-898-6677

MAVERICKS Blue Christmas



Rob Reinhart 734-761-2043

KERRY GETZ Maybe This Christmas

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

ON THE RECORD

With
Mark Abuzzahab
PD, WNCS/Burlington, VT



One of the biggest reaction records for us this year has been *Dark Chords on a Big Guitar* by Joan Baez. Once we put "Elvis Presley Blues" on the air, we got an instant phone reaction. Baez took the Gillian Welch song and made it her own. This isn't just a cover tune — this is a song that resonates, even with younger listeners. • Baez couldn't have picked a cooler group of artists to cover. Check out her version of Steve Earle's "Christmas in Washington," the perfect holiday song that isn't really about the holidays. In fact, on his new live CD Earle mentions Baez as one of his heroes in the introduction to the song. Other highlights from *Dark Chords on a Big Guitar* include the early Ryan Adams tune "In My Time of Need" and two songs by Greg Brown, the new deity of folk music (as my folk DJs call him). • Do yourself a favor and spend some time with this CD. Not only does it sound great on the air, it makes my mom feel a whole lot better knowing that my station plays Joan Baez!

On the final monitored chart of 2003 Sarah McLachlan holds the top slot for the sixth week, **Counting Crows** jump up to 2*, **Howie Day** is at 3*, **Sheryl Crow** holds at 4* (congrats to James Evans for having two songs in the top five!), and **Dave Matthews** is now 5* ... **Stereophonics**, **Guster**, **Joe Firstman** and **Jack Johnson** round out the bulleted songs in the top 10, with **Train** knocking on the door at 11* ... Other gainers include **Coldplay** (15*-13*), **Five For Fighting** (16*-14*), **The Thorns** (21*-16*), **The Thrills** (23*-17*), **John Eddie** (25*-19*) and **Matchbox Twenty** (27*-21*) ... **Jet**, **Indigo Girls** and **Rooney** debut ... On the final 2003 Indicator chart Matthews stays at 1*, Johnson is now top five at 5*, and the rest of the top 10 stays pretty much stationary ... Big gainers include Stereophonics (22*-11*), Firstman (15*-12*), **Ryan Adams** (20*-16*), **EastMountainSouth** (25*-18*) and **Crash Test Dummies** (26*-19*) ... **R.E.M.** and **Five For Fighting** debut ... The Indigo Girls are by far the Most Added this week, with 31 total adds. **Melissa Etheridge** grabs another 11 before-the-box adds, the newly chosen **John Mayer** song, "Clarity," closes another 10 stations, and **Damien Rice** also grabs some adds before his official add date early next year ... Others filling in some important holes this week include Rooney, **Owsley**, The Thrills, Johnson, R.E.M. and Jet ... Keep an eye on EastMountainSouth, **Joss Stone**, **Cracker**, **Warren Zevon** and **Josh Rouse**.



— John Schoenberger, Triple A Editor

AAA ARTIST

OF THE WEEK

ARTIST: Sarah McLachlan

LABEL: Arista

By JOHN SCHOENBERGER / TRIPLE A EDITOR



There is no mistaking the sound of Sarah McLachlan, but sometimes it's easy to forget how fresh and mature that sound was at the time she first became popular. It began with the release of her 1988 debut, *Touch*, and her subsequent album, *Solace*, in 1991. Both projects firmly established McLachlan's popularity in her native Canada and helped to form a foundation for her in the U.S. After a trip to Cambodia and Thailand for a Canadian-sponsored documentary for World Vision, McLachlan retreated to a cabin outside of Montreal and used the inspiration to write the songs for her breakthrough album, *Fumbling Toward Ecstasy*.

It was at this point in her career that McLachlan clearly became a leader in the then-emerging female singer-songwriter movement that put a renewed emphasis on feminine strength and intuition. The momentum was so strong that it led to the formulation of the Lilith Fair tours — which featured all female performers — that ultimately brought together more than 2 million people in the course of three years and raised more than \$7 million for charity. In the midst of this cultural movement, McLachlan released *Surfacing*, which was easily her most successful album to date.

When it was all said and done, McLachlan had sold more than 22 million albums worldwide, had won three Grammy Awards and was given the Elizabeth Cady Stanton Award for advancing women's careers in music. She also created and funded the Sarah McLachlan Music Outreach program, which provides free music-education classes to inner-city youths.

Now, nearly six years after her last studio effort, McLachlan returns with the deeply moving *Afterglow*. Although it doesn't stray too far from the musical footprint we know and expect from her, the album proves that, lyrically, McLachlan has stepped onto a more mature and seasoned plane. Once again Pierre Marchand produced the project — which was recorded in his studio in Montreal and McLachlan's home studio in Vancouver — and an impressive array of guest players were brought in to add just the right touches to the new tunes. But this new selection of songs did not come easily to McLachlan.

"Almost a year after having my daughter, India, I walked away from music for a while. I used to go live in a cabin in the woods for eight months and write. But being married and spending my time with my daughter meant that I only had two hours in the day where I wasn't focused on her. All of my old tricks didn't apply anymore in songwriting, and I really had to find a new way."

Regardless of the process and the time it took to realize her musical vision, McLachlan has once again stepped up to the challenge and delivered an album that bristles with musicality, melodic grace and lyrical insight. Standout tracks include "Fallen," "World of Fire," "Train Wreck" and "Perfect Girl."

McLachlan is in the midst of an aggressive schedule of TV appearances, including a special concert for the Oxygen Channel. Plans for a 2004 tour are in the works.

Score!

"THEIR IDEA... MY SUCCESS!"

Choose the decal printer more radio stations have relied on for 30 years.

Call Today!
800.331.4438
www.cgilink.com

Communication Graphics Inc
THE DECAL COMPANY

AMERICANA TOP 30 ALBUMS BY



2003 Highlights

2003 POSITION	ARTIST TITLE LABEL(S)	CUMULATIVE PLAYS
1	DERAILERS <i>Genuine (Lucky Dog)</i>	14404
2	LUCINDA WILLIAMS <i>World Without Tears (Lost Highway)</i>	13636
3	JOE ELY <i>Streets of Sin (Rounder)</i>	13546
4	SCOTT MILLER <i>Upside Downside (Sugar Hill)</i>	13063
5	JOHN HIATT & THE GONERS <i>Beneath This Gruff Exterior (New West)</i>	12680
6	JAYHAWKS <i>Rainy Day Music (American/Lost Highway/IDJMG)</i>	12612
7	RAY WYLIE HUBBARD <i>Growl (Philo)</i>	12578
8	VARIOUS ARTISTS <i>Lonesome Onry and Mean (Dualtone)</i>	12047
9	DWIGHT YOAKAM <i>Population Me (Audium/Koch)</i>	11880
10	ROSANNE CASH <i>Rules Of Travel (Capitol)</i>	11122
11	RODNEY CROWELL <i>Fate's Right Hand (Columbia)</i>	11033
12	GILLIAN WELCH <i>Soul Journey (Acony)</i>	10702
13	RHONDA VINCENT <i>One Step Ahead (Rounder)</i>	10536
14	TIM O'BRIEN <i>Traveler (Sugar Hill)</i>	9862
15	BILLY JOE SHAVER <i>Freedom's Child (Compadre)</i>	9857
16	JOHNNY CASH <i>The Man Comes Around (American/Lost Highway/IDJMG)</i>	9809
17	RECKLESS KELLY <i>Under the Table & Above the Sun (Sugar Hill)</i>	9384
18	BE GOOD TANYAS <i>Chinatown (Nettwerk)</i>	9311
19	GREG TROOPER <i>Floating (Sugar Hill)</i>	9282
20	JIM LAUDERDALE W/DONNA THE BUFFALO <i>Wait 'Til Spring (Dualtone)</i>	8994
21	DELBERT MCCLINTON <i>Room to Breathe (New West)</i>	8751
22	KATHLEEN EDWARDS <i>Failer (Rounder)</i>	8676
23	WAYNE HANCOCK <i>Swing Time (Bloodshot)</i>	8292
24	ROBERT EARL KEEN <i>Farm Fresh Onions (Audium/Koch)</i>	8045
25	ALISON KRAUSS & UNION STATION <i>Live (Rounder)</i>	7914
26	LYLE LOVETT <i>My Baby Don't Tolerate (Curb/Lost Highway)</i>	7736
27	MAVERICKS <i>The Mavericks (Sanctuary/SRG)</i>	7727
28	ROBINELLA & CC STRING BAND <i>Robinella & CC String Band (Columbia)</i>	7308
29	NITTY GRITTY DIRT BAND <i>Will The Circle III (Capitol)</i>	7126
30	CHRIS KNIGHT <i>The Jealous Kind (Dualtone)</i>	7117

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. © 2003 Americana Music Association.

Americana Year-End News

by John Schoenberger



R&R launched its Americana page in association with the Americana Music Association in the March 14 issue ... **The Dixie Chicks** set a new concert-ticket sales record, selling 867,000 tickets worth \$49 million ... KZLA/Los Angeles launched a Sunday night alt-country show hosted by Buzz Brainard ... **The Mavericks** announced they would reunite and release a new album ... **Americana Entertainment**, producers of *This Week in Americana*, announced an exclusive retail partnership with Borders Books and Music ... **Jamboree USA**, the only country music program older than the *Grand Ole Opry*, celebrated its 70th anniversary in April ... Country legend **Loretta Lynn** performed with The White Stripes at New York's Hammerstein Ballroom in April ... **MerleFest 2003** was the biggest ever. **Adrienne Young** won the MerleFest Chris Austin

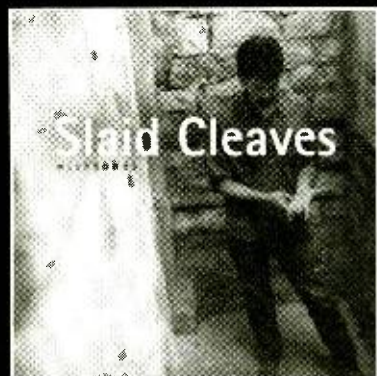
Songwriting Contest for "Sadie's Song" ... Famed songwriter **Felice Bryant** died in April ... Country music legend **June Carter Cash** died in May. Her final album, *Wildwood Flower*, followed in June ... As he turned 70, **Willie Nelson** was honored with the title Treasure of Austin by the Texas legislature ... **B.B. King** won Entertainer of the Year for the fifth time at the W.C. Handy Awards in Memphis ... **Dwight Yoakam** received a star on the Hollywood Walk of Fame ... **Borders Books and Music**, in partnership with *Harp* magazine, released the inaugural *Borders Americana Buyers Guide* ... A new Triple A-Americana hybrid station, WUIN/Wilmington, NC, was launched under the guidance of PD **Mark Keefe** ... KHYI/Dallas, programmed by **Bruce Kidder**, joined the Americana panel ... The U.S. Postal Service unveiled a new stamp honoring Country Music Hall of Famer **Roy Acuff** ... The Jones Radio Network launched a new syndicated show, *The Last Highway Radio Show* ... The **Sun Records** studio in Memphis was named a National Historic Landmark shortly after founder **Sam Phillips** died ... Syndicated Americana show *Are You Ready for Country?* launched in July ... The legendary **Johnny Cash** died at the age of 71 after suffering a long illness ... The fourth annual **Americana Music Conference** was a great success. The **AMA Awards** this year



went to the following: Instrumentalist of the Year, Jerry Douglas; Song of the Year, Johnny Cash's "Hurt"; Album of the Year, Johnny Cash's *American IV: The Man Comes Around*; Artist of the Year, Johnny Cash; Lifetime Achievement Award for Performer, Levon Helm; Lifetime Achievement Award for Songwriter, John Prine; Lifetime Achievement Award for Executive, Sam Phillips; President's Award, Gram Parsons; and Spirit of Americana Free Speech Award, Kris Kristofferson ... **The Del McCoury Band** won the International Bluegrass Association's Entertainer of the Year award for the eighth time ... A brand new Americana station, KCUV/Denver, launched under the guidance of PD **John Hayes** ... **Martina McBride** received the annual Minne Pearl Humanitarian Award this year ... **Sylvester Rice**, an original member of The Flatlanders, died in October ... Another new Americana station — WALW/Walton, AL — signed on; it's programmed by **Angie Blankenship** ... Producer **T Bone Burnett** did the soundtrack to the Civil War drama *Cold Mountain*, a disc which promises to pick up where *Oh Brother Where Art Thou?* left off ... **Johnny Cash** won three awards at this year's CMA Awards, and a special tribute took place in his honor, featuring a variety of guest performers. A special concert honoring Cash also took place in November at Ryman Hall in Nashville and later aired on CMT as *Johnny Cash Memorial Special: A Celebration of Family & Friends*, drawing more than 6 million viewers ... Johnny Cash's *American IV: The Man Comes Around* was the first platinum studio album of his career ... Singer-songwriter **Don Gibson** died in November ... **Jack Emerson**, Nashville music veteran and founding member of the AMA, died suddenly in November ... The last member of the Grand Ole Opry act The Wilburn Brothers, **Teddy Wilburn**, died ... **James Carter**, who was rediscovered due to the popularity of the *O Brother, Where Art Thou* soundtrack, died in November ... The 50th anniversary of rock 'n' roll will be honored throughout 2004 in Memphis.

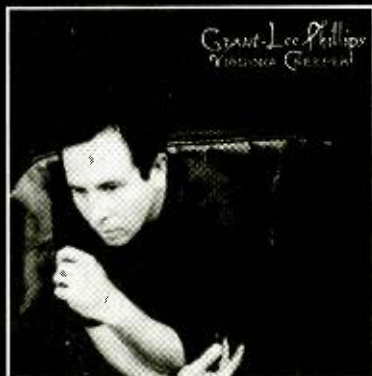
Thank you Americana Radio for another great year! Here's to 2004...

SLAID CLEAVES



Wishbones

GRANT-LEE PHILLIPS



Virginia Creeper

TARBOX RAMBLERS



A Fix Back East





Top 10 News Stories Of 2003

Industry stars pick their top news items of the year

This week is my annual flashback of the stories that made headlines over the past 12 months. I asked people at radio and in the music industry what they thought the top news stories were for 2003, and here they are.

No. 10: The West Coast Fires

The fires that raged throughout Southern California hit many radio stations hard. Those that lost power or equipment for several days included KLVJ (K-Love)/San Diego and KSGN/Riverside, whose transmitter building was a total loss. The aftermath of the fires will affect the area for years to come due to thousands of acres of ash and the threat of mudslides during heavy rains.

No. 9: LifeWay Launches Digital Download Service

In a bold move, LifeWay Bookstores set up an Internet site specifically to serve the needs of those looking for single downloads. It seems LifeWay has all of the major labels on board, with more tunes coming from the heritage era of Christian music. With major mainstream sites like iTunes not carrying much in the way of Christian hit music, this was a shot in the arm for the industry.

No. 8: The FCC & Congress Alter Media-Ownership Rules

With both the FCC and Congress establishing different media-ownership rules this year, one thing is certain: Ownership of media outlets and

the number allowed by law are changing. The FCC has begun holding public forums around the country to get as much input as possible into these decisions. We should see the end of the process sometime in 2004.

No. 7: Christian Sales Down For 2003

For the first time in several years, Christian record sales were down, a significant 7%. How could this happen? Simply put, downloading and burning have hit all genres and damaged the delivery of music. The record side of the industry is struggling to figure out how to alter business models to keep up with consumer needs. Next year should be when the bottom is reached and things begin to improve.

No. 6: 20 The Countdown Magazine Fallout

One of the longest-running Christian music countdown shows anywhere in the world took a heavy hit when its originators came to blows and began the legal process to determine ownership. The case never went to court, but from what little information was available, we know that Rick Terrant was ousted and Jon Rivers took control. The show has lost several affiliates because of the fallout.



Stacie Orrico

No. 5: Wind-up Pulls Evanescence From Christian Market

A bizarre situation reared its ugly head when, in multiple interviews, members of the new rock group Evanescence claimed they had no idea why they were on the Christian charts. As bad as the circumstances were, mainstream label Wind-up handled the blowup perfectly, apologizing publicly and removing the group's project from Christian bookstores. The label continues to have success and gain respect in the Christian-music industry with Big Dismal and 12 Stones.

No. 4: Warner Bros./Word Records Sold

Didn't this make last year's news? It sure did. Word Records, as part of Warner Bros., was sold yet again, to an investment group headed by former Vivendi Universal executive Edgar Bronfman. During 2002 Time Warner purchased Word from Gaylord Entertainment. Word continues to grow and expand its roster even through continued changes in structure and executive management.

No. 3: Terry Jones Exits Point Of Grace

As of March 2004, Terry Jones will no longer be an active part of the girl supergroup Point Of Grace. She has decided to concentrate on being a wife and mom. Point Of Grace have the awesome record of 24 No. 1 songs in a row. That record will probably never be broken in Christian-music circles. Jones will be deeply missed.

No. 2: Stacie Orrico & MercyMe Succeed At Mainstream Radio

Who'da think it? A lovely young lady from Denver and a humble group of guys from the Northwest move their music over to the mainstream charts in very different ways. Orrico, signed to ForeFront, had an

Grammy Nominations

Grammy nominations were announced last week in Los Angeles. Here are the nominees in the Gospel and related Christian categories.

Best Rock Instrumental Performance

ROBERT RANDOLPH & THE FAMILY BAND *Squeeze* (Warner Bros./Dare)

Best Male Country Vocal Performance

RANDY TRAVIS *Three Wooden Crosses* (Word/Curb/Warner Bros.)

Best Country Performance By A Duo Or Group With Vocal

OAK RIDGE BOYS *Colors* (Spring Hill)

Best Rock Gospel Album

AUDIO ADRENALINE *Worldwide* (ForeFront)

FRESH I.E. *Red Letterz* (Soar)

PETRA *Jekyll & Hyde* (Inpop)

ROBERT RANDOLPH & THE FAMILY BAND *Unclassified* (Warner Bros./Dare)

RELIENT K *Two Wrongs Don't Make A Right ... But Three Do* (Gotee)

Best Pop/Contemporary Gospel Album

JARS OF CLAY *Furthermore — From The Studio: From The Stage* (Essential)

NEWSBOYS *Adoration: The Worship Album* (Sparrow)

STACIE ORRICO *Stacie Orrico* (ForeFront/Virgin)

MICHAEL W. SMITH *Worship Again* (Reunion)

THIRD DAY *Offerings II* (Essential)

Best Southern, Country Or Bluegrass Gospel Album

BLUE HIGHWAY *Wondrous Love* (Rounder)

CRABB FAMILY *The Walk* (Daywind)

GAITHER VOCAL BAND *A Cappella* (Gaither)

ENGELBERT HUMPERDINCK, BLACKWOOD BROTHERS QUARTET, JORDANAIRE & LIGHT CRUST DOUGHBOYS *Always Hear The Harmony: The Gospel Sessions* (Art Greenhaw)

RANDY TRAVIS *Rise And Shine* (Word)

Best Traditional Soul Gospel Album

LUTHER BARNES & SUNSET JUBILAIRE *It's Your Time* (Atlanta International)

BLIND BOYS OF ALABAMA *Go Tell It On The Mountain* (Real World)

SHIRLEY CAESAR & FRIENDS *Shirley Caesar & Friends* (Word)

AARON NEVILLE *Believe* (EMI Gospel)

SENSATIONAL NIGHTINGALES *Songs To Edify* (Malaco)

VARIOUS ARTISTS *Gotta Serve Somebody — The Gospel Songs Of Bob Dylan* (Columbia/Integrity)

Best Contemporary Soul Gospel Album

T.D. JAKES & VARIOUS ARTISTS *Follow The Star* (EMI Gospel/Dexterity)

DONNIE McCLURKIN *Again* (Verity)

ANN NESBY *Make Me Better (It's Time Child/RT)*

KIRK WHALUM *The Gospel According To Jazz Chapter II* (Squint)

VICKIE WINANS *Bringing It All Together* (Verity)

Best Gospel Choir Or Chorus Album

JOHN P. KEE *Blessed By Association* (Verity)

BORN AGAIN CHOIR *CeCe Winans Presents The Born Again Choir* (Puresprings)

CHICAGO MASS CHOIR *Live In Nashville* (New Haven)

COLORADO MASS CHOIR *Speak Life* (Integrity)

POTTER'S HOUSE MASS CHOIR *A Wing And A Prayer* (EMI Gospel/Dexterity)



MercyMe

ly. It snowballed from there, with "I Can Only Imagine" scoring a top 10 berth for all of 2002 on the R&R Christian charts and making a slow climb on the mainstream charts earlier this year. The song hit the top five at mainstream AC radio and even made its way onto the mainstream CHR chart.

No. 1: Big Idea Files For Bankruptcy

Those little vegetables were seemingly unstoppable, until it was announced that Big Idea had made some bad business decisions and needed to bail. The heralded 2002 release *Jonah: A VeggieTales Movie* wasn't as profitable as expected, which compounded the financial issues. The VeggieTales line of products and videos continues with new owners at the helm. Big Idea had to sell the Veggies during its bankruptcy to keep them from becoming a salad.

option picked up by parent label Virgin. Executives at the label fell in love with her voice and delayed her second project by a year to fine-tune it and bulk up marketing and promotion. Man, did it pay off: two top 10 singles, almost 2 million units sold worldwide and more on the way.

And what can you say about MercyMe? Unbelievable. An over-the-top God-infused tune that caught the attention of industry people on the East Coast and in Texas almost concurrent-

Rocketown Records wish list

New adds and spinreases:

- George Rowe - EVERLASTING
- Chris Rice - UNTITLED HYMN (COME TO JESUS)
- Shaun Groves - TWILIGHT

New Music in the New Year:

- Taylor Sorensen - the debut single from the new album, THE OVERFLOW
ADD DATE: January 23rd, 2004
- Ginny Owens - the first single from the new album, BEAUTIFUL
ADD DATE: February 6th, 2004

May your holiday be merry and bright!

Derek T. Jones/Rocketown Promotions
614.503.9984 x24
derek@rocketownrecords.com
www.rocketownrecords.com

MERCYME • GECE WINANS • SARA GROVES • DARLENE ZSCHECH • SONICFLOOD



THANK YOU!!

We are grateful for your tremendous support in 2003
INO Records Artists and Staff



DEREK WEBB • WORSHIP CIRCUS • TEN SHEKEL SHIRT • ANTHONY EVANS • KARA

WWW.INORECORDS.COM

The CCM Update

Christian Retail, Radio & Records Newsweekly

The CCM Update

Editor
Lizza Connor

The CCM Update is published weekly in R&R by Salem Publishing, 104 Woodmont Blvd., Suite 300, Nashville, TN 37205. Ph: 615/386-3011 Fax: 615/386-3380

© 2003 Salem Publishing. Contents may not be reproduced without permission. Printed in the U.S.A.

Randy Travis' Rare Blend Of Country & Gospel

Veteran artist's unique approach wins listeners across formats

Randy Travis began his formidable career in country music in 1986, when he released the multimillion-selling *Storms of Life*. He followed up his debut with the even more successful *Always & Forever* and was soon being heralded as a savior of the traditional country sound.

As his songs sparked a roots resurgence far from the decadence of '70s pop country production, Travis collected a bevy of awards, from Grammy statuettes to top Country Music Association honors. Meanwhile, his rich baritone vocals, coupled with his humble demeanor, garnered loyal listeners. Songs like "Look Heart, No Hands" and "Forever and Ever, Amen" established Travis as a singer of thoughtful story songs punctuated by acoustic instruments.

Prompted by his fans and fueled by his own desire to revisit country's gospel roots, in 2000 Travis released *Inspirational Journey* on Word Records, sister to his home label, Warner Bros. "I want to do both country and gospel music," Travis tells THE CCM UPDATE. "I don't see



Randy Travis

It was Travis' second gospel effort, *Rise and Shine*, that would, surprisingly, rekindle his country career. The album's standout track, "Three Wooden Crosses," topped the Country charts in R&R, *Billboard* and *Music Row*—an unprecedented feat for a gospel song from a Christian label—as it became Travis' first No. 1 single in four years. Awards for Song of the Year from both the Country Music Association and the Christian Country Music Association followed.

Reflecting on his 17-year career as a recording artist and his latest foray into the Contemporary Christian market with *Worship & Faith*, released Nov. 11, this week Travis talks candidly with THE CCM UPDATE Editor Lizza Connor.

CCM: Given your success in the country-music arena, what prompted you in the direction of the Christian-music industry?

RT: Gospel records were something I'd wanted to do for quite some time. I talked with the head of my record label at Warner Bros. in the late '90s, and he said to go ahead and start. But from beginning to end, by the time we'd finished the first one and it was ready to go out to the public, it took four years.

CCM: Where did your country fans factor in at that point? Were they requesting a gospel project?

RT: I'd meet so many people out on the road who'd come up and ask me if and when I was going to do a gospel album. Country fans are unique in that they will come up to you and say, "This is what you need to do, and here's a list of songs you ought to do." That's the great part

about country music though. They really talk to you as if you're part of the family.

CCM: What was the response to your new direction when you began singing in churches and visiting Christian radio stations?

RT: There were those people who, when we started out going into churches, thought, "What is this about?" They were skeptical as to why I was there and why I'd be doing a gospel album, and probably wondering whether this was just another way I might make a few more record sales, a few more dollars. I think that skepticism has gone away as time has gone by and as we've revisited a lot of those churches with each new album and to share new music.

CCM: On the flip side, it seems as if country-music audiences have traditionally been pretty accepting of gospel-tinged tunes. Why do you think that is?



Worship & Faith

RT: Years back it was due to the fact that those at Country radio and those making country records came from a background of gospel music. In a lot of cases they grew up in a church environment. Some drifted, but they were still open to it.

You'd hear a song like "Why Me, Lord?" which Kris Kristofferson wrote. That was a huge record. There is nothing but a gospel song there. There was Hank Snow with "On the Wings of a Snow White Dove." What do you call that other than a gospel song? It was a hit. Johnny Russell had a hit with one

called "The Baptism of Jesse Taylor."

People were very open to it, and now we're hearing more of that again. Some of it may be due to the climate of the country.

CCM: Your second inspirational album, 2002's *Rise and Shine*, contained "Three Wooden Crosses." That was your first No. 1 song in four years and the only single from a gospel record ever to top the Country charts. When did you initially hear that song, and what was your reaction?

RT: There was no doubt we should record it when I first heard that song. It's an interesting story. My producer, Kyle Lehning, and I had already finished the record. Michael Peterson found the song and wanted to record it, but he was in the same position as I was. He was essentially done recording his album, and the guys at his record label said, "No need to take the time to do that."

Michael brought the song to Kyle and told him he thought it would fit my voice. He and I listened to it and liked it. We were both in agreement that we should take the time to go in and record it.

CCM: Were you surprised by its success at Country radio?

RT: Yes and no. I wasn't sure we'd have a single from that record, but the label really wanted to pull a single to try to get Country and Gospel airplay. We were all pretty much in agreement that it was between "When Mama Prayed" and "Three Wooden Crosses."

"Three Wooden Crosses" went out to small markets first to see what the response would be. They began to play it, and the requests started coming in. Bigger markets started going on the record to play it, and the requests continued. The song had a long life on the charts because of the slow start.

I knew that if Country radio gave it a shot, it could work as a single, because it was that good a song. I think it surprised us all as to how big it became. I heard someone in the country industry make the comment "How long are we supposed to support this God stuff?" and I thought, "What? I can't believe someone would say that."

As a program director, don't make that choice on your own. When it comes down to it, no one can pick a hit. Give the listeners a shot at the song. If it's a good-sounding record, give it a shot and let the listener make the choice.

CCM: On your newest album, *Worship & Faith*, you move from a story-song style to covering classic hymns and even a few modern worship tunes.

RT: It started out as all hymns and classics that everyone would recognize. Someone at the label suggested I take a look at doing some praise and worship music. Until being in some of the bigger churches I'd been playing in for the last several years, I wasn't familiar with those songs. I listened to a bunch of material and picked out those where I liked what the words said and where I liked the melodies, and those songs I thought I could sing.

CCM: Most of those tunes feature pop production. Was it difficult to imagine covering them in your own traditional country style?

RT: Yes. I found myself listening and thinking, "I can't sing this. This isn't going to work for me." I had to sit with an acoustic guitar and just get away from the arrangements on the recordings. I just had to mess around with them in the really simple way I do things.

CCM: How long has *Worship & Faith* been in the works?

"I heard someone in the country industry make the comment 'How long are we supposed to support this God stuff?' and I thought, 'What? I can't believe someone would say that.'"

RT: Once I found the songs and went in the studio, we recorded all 20 songs in three days. We were moving. It wasn't like we were working. We were just having fun, and I think the recording captures that energy.

CCM: What's your next step?

RT: I've got half of a country album together right now. We've got other things recorded that would work for a gospel album, so I don't know what the next step is. The folks at the label believe in what I'm doing, and I've got a lot of faith in their knowledge.

Kyle said to me years ago, "I want to help you make the best record we can possibly make. But in the end, it's you singing the songs, so pick out what you like, because you're going to be up there singing them for a lot of years." I've stuck with that belief.

"When it comes down to it, no one can pick a hit. Give the listeners a shot at the song. If it's a good record, give it a shot and let the listener make the choice."

a reason why I can't." While *Inspirational Journey* didn't resonate with programmers at mostly pop-driven Christian radio, the album garnered two Dove Awards.

December 19, 2003

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART	TOTAL STATIONS
	1	MARK SCHULTZ You Are A Child Of Mine (Word/Curb/Warner Bros.)	1469	0	12	58/0
2	2	NEWSBOYS You Are My King (Amazing Love) (Sparrow)	1410	-24	18	50/0
3	3	DARLENE ZSCHECH Pray (INO)	1392	+2	12	57/1
4	4	CASTING CROWNS If We Are The Body (Beach Street/Reunion)	1324	-13	18	50/0
5	5	BIG DADDY WEAVE Fields Of Grace (Fervent)	1256	-62	17	53/0
6	6	STEVEN CURTIS CHAPMAN Moment Made For Worshipping (Sparrow)	1178	+21	7	55/0
8	7	THIRD DAY Sing A Song (Essential)	960	+21	6	48/1
10	8	JARS OF CLAY Show You Love (Essential)	933	+14	10	42/1
9	9	JODY MCBRAYER & JADYN MARIA Never Alone (Nunca Solo) (Sparrow)	933	-37	14	36/0
7	10	MERCYME Word Of God Speak (INO)	867	-85	34	31/0
11	11	MICHAEL W. SMITH Signs (Reunion)	796	-92	16	34/0
13	12	FFH Ready To Fly (Essential)	782	-62	19	32/0
12	13	AVALON New Day (Sparrow)	752	-102	20	33/0
14	14	ERIN O'DONNELL Wide Wide World (Inpop)	695	+7	10	32/0
16	15	MATTHEW WEST More (Sparrow/Universal South)	680	+33	4	37/0
15	16	R. ST. JAMES & C. TOMLIN Expressions Of Your Love (ForeFront/Sparrow)	657	-23	14	28/0
18	17	NATALIE GRANT Deeper Life (Curb)	591	+4	9	30/0
21	18	JEREMY CAMP Right Here (BEC)	590	+11	6	29/1
17	19	TAIT Lose This Life (ForeFront)	578	-15	6	28/2
20	20	JOY WILLIAMS I Wonder (Reunion)	535	-16	9	25/0
22	21	WARREN BARFIELD Mistaken (Creative Trust Workshop)	515	-21	5	25/0
24	22	DAVID CROWDER BAND O Praise Him (All This For A King) (Sixsteps/Sparrow)	470	+4	3	23/1
19	23	STACIE ORRICO (There's Gotta Be) More To Life (ForeFront/Virgin)	465	-85	20	26/0
23	24	ACROSS THE SKY Found By You (Word/Curb/Warner Bros.)	454	-41	22	23/0
26	25	GEORGE ROWE Everlasting (Rocketown)	437	+18	3	20/0
27	26	SONICFLOOD Cry Holy (INO)	414	+3	27	17/0
25	27	4HIM Fill The Earth (Word/Curb/Warner Bros.)	405	-44	13	19/0
28	28	TODD AGNEW This Fragile Breath (Ardent)	360	-27	20	18/0
30	29	CHRIS RICE Smile (Just Want To Be With You) (Rocketown)	358	-9	31	12/0
	30	NATE SALLIE Whatever It Takes (Curb)	356	+22	1	19/1

Debut

62 AC reporters. Songs ranked by total plays for the airplay week of Sunday 12/7 - Saturday 12/13.
© 2003 Radio & Records.

New & Active

SCOTT RIGGAN I Love You Lord (Spinning Plates)

Total Plays: 319, Total Stations: 15, Adds: 0

PLUS ONE Be Love (Inpop)

Total Plays: 305, Total Stations: 16, Adds: 0

POINT OF GRACE The Love Of Christ (Word/Curb/Warner Bros.)

Total Plays: 299, Total Stations: 16, Adds: 1

AMY GRANT Out In The Open (Word/Curb/Warner Bros.)

Total Plays: 298, Total Stations: 15, Adds: 1

CHRIS RICE Untitled Hymn (Come To Jesus) (Rocketown)

Total Plays: 231, Total Stations: 10, Adds: 0

SARAH KELLY Take Me Away (Gotee)

Total Plays: 195, Total Stations: 12, Adds: 0

SUPERCHICK I Belong To You (Inpop)

Total Plays: 184, Total Stations: 11, Adds: 2

PHILLIPS, CRAIG & DEAN Here I Am To Worship (Sparrow)

Total Plays: 161, Total Stations: 8, Adds: 3

NEWSBOYS Adoration (Sparrow)

Total Plays: 120, Total Stations: 6, Adds: 1

KRISTY STARLING Sending You A Little Christmas (Word/Curb/Warner Bros.)

Total Plays: 97, Total Stations: 4, Adds: 0

Songs ranked by total plays

Most Added®

www.rrindicator.com

ARTIST TITLE LABEL(S)	ADDS
PHILLIPS, CRAIG & DEAN Here I Am To Worship (Sparrow)	3
NICHOLAS JONAS Joy To The World... (Independent)	3
MERCYME O Holy Night (INO)	3
TAIT Lose This Life (ForeFront)	2
SUPERCHICK I Belong To You (Inpop)	2
AUDIO ADRENALINE Leaving 99 (ForeFront)	2

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
PHILLIPS, CRAIG & DEAN Here I Am To Worship (Sparrow)	+59
NICHOLAS JONAS Joy To The World... (Independent)	+59
RELIENT K I Celebrate The Day (Gotee)	+39
MERCYME O Holy Night (INO)	+37
MATTHEW WEST More (Sparrow/Universal South)	+33
KYLE MATTHEWS The Gifts We Give (Grassroots)	+29
S. CURTIS CHAPMAN O Little Town Of Bethlehem (Hallmark)	+29
BEBE WINANS Hark! The Herald Angels Sing (Capitol)	+27
NATE SALLIE Whatever It Takes (Curb)	+22

Christian Activity

by Rick Welke

Holding Pattern

Seasonal activities, travel and music conspire to bring this week's chart to a near standstill. **Mark Schultz** retains the top spot with exactly the same number of spins he received last week. **Newsboys** and **Darlene Zschech** remain locked in a tight race for No. 2, but you have to dig all the way down to No. 7 to find a song that moves a spot, that being **Third Day's** "Sing A Song."

Jars Of Clay manage to jump two spots (10-8, +14) with "Show You Love," while the week's big spins gainer is **Matthew West's** "More," which adds only 33 plays to move 16-15. **Jeremy Camp** (21-18) and **David Crowder** (24-22) move up with the help of weakening competition, and the chart's sole debut comes from **Nate Sallie**, who posts an add and 22 additional plays to land at No. 30.

PraiseDisc ():-) Every Christian format... Every Christian station...
Every other week... Only from TM Century!

Service your singles to every Christian radio station in the nation with one phone call.

"After listening to all of the TM Century PraiseDisc series so far, I have now decided to ONLY use TM Century's compilations! The editing and song selections are unmatched by any in the industry that I have used in the past. I would encourage all Christian DJs and any others that are looking into adding high quality Christian music to there library to consider TM Century first. This music is changing the way we feel and live our daily lives. Track #3 on PraiseDisc 004 tells it all by Avalon, it's a "New Day"... TM Century does it again!"

~ Paul Shupe, Solid Gold Entertainment, Indianapolis, IN



Amy Wilken, PraiseDisc Manager
972-406-6822 ■ awilken@tmcentury.com

CHR TOP 30

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART	TOTAL STATIONS
	1	CASTING... If We Are The Body (<i>Beach Street/Reunion</i>)	1029	+28	15	24/0
	2	NEWSBOYS You Are My King (Amazing Love) (<i>Sparrow</i>)	874	-28	18	23/0
	3	JARS OF CLAY Show You Love (<i>Essential</i>)	841	-1	11	25/0
	4	STACIE ORRICO (There's Gotta Be...) (<i>ForeFront/Virgin</i>)	813	-81	22	23/0
	5	FM STATIC Crazy Mary (<i>Tooth & Nail</i>)	719	+27	16	21/0
	6	JEREMY CAMP Right Here (<i>BEC</i>)	716	+12	7	23/0
	7	JOY WILLIAMS By Surprise (<i>Reunion</i>)	642	+1	10	19/0
	8	SWITCHFOOT Gone (<i>Sparrow</i>)	625	+1	25	17/0
	9	THIRD DAY Sing A Song (<i>Essential</i>)	621	+47	6	22/1
	10	PAUL WRIGHT Your Love Never Changes (<i>Gotee</i>)	576	+4	10	18/0
	11	BIG DADDY WEAWE Fields Of Grace (<i>Fervent</i>)	565	-65	13	17/0
	12	ZOEGIRL You Get Me (<i>Sparrow</i>)	546	-40	24	18/0
	13	TAIT Lose This Life (<i>ForeFront</i>)	526	+20	9	17/0
	14	SKILLET Savior (<i>Ardent</i>)	452	-18	6	15/0
	15	NATE SALLIE All About You (<i>Curb</i>)	437	+17	20	11/0
	16	TODD AGNEW Grace Like Rain (<i>Ardent</i>)	432	-7	4	15/0
	17	J. MCBRAYER & J. MARIA Never Alone... (<i>Sparrow</i>)	431	+5	8	14/0
	18	PLUS ONE Be Love (<i>Inpop</i>)	405	+59	4	15/2
	19	BIG DISMAL Remember (I.D.U.) (<i>Wind-up</i>)	388	+11	23	9/0
	20	MERCYME The Change Inside Of Me (<i>INO</i>)	357	-35	25	13/0
	21	JONAH33 Faith Like That (<i>Ardent</i>)	333	-4	7	9/0
	22	JUMP 5 Why Do I Do (<i>Sparrow</i>)	325	+17	11	11/1
	23	MATTHEW WEST More (<i>Sparrow/Universal South</i>)	315	+5	2	10/0
	24	TODD AGNEW This Fragile Breath (<i>Ardent</i>)	308	-78	30	9/0
<i>Debut</i>	25	SANCTUS REAL Beautiful Day (<i>Sparrow</i>)	277	+34	1	11/1
	26	DAVID CROWDER... O Praise Him... (<i>Sixsteps/Sparrow</i>)	277	+11	2	12/1
	27	TELECAST The Way (<i>BEC</i>)	270	-8	2	11/0
	28	SEVEN PLACES Everything (<i>BEC</i>)	266	-4	28	9/0
	29	PLUMB Unnoticed (<i>Curb</i>)	265	-6	3	12/0
	30	JEREMY CAMP I Still Believe (<i>BEC</i>)	264	-12	32	6/0

28 CHR reporters. Songs ranked by total plays for the airplay week of Sunday 12/7 - Saturday 12/13. © 2003 Radio & Records.

New & Active

PILLAR Further From Myself (<i>Flicker</i>) Total Plays: 254, Total Stations: 11, Adds: 1	ERIN O'DONNELL Wide Wide World (<i>Inpop</i>) Total Plays: 161, Total Stations: 6, Adds: 0
RELIENT K Falling Out (<i>Gotee</i>) Total Plays: 241, Total Stations: 8, Adds: 1	AVALON New Day (<i>Sparrow</i>) Total Plays: 157, Total Stations: 6, Adds: 0
DOWNHERE Breaking Me Down (<i>Squint/Curb/Warner Bros.</i>) Total Plays: 212, Total Stations: 10, Adds: 1	OUT OF EDEN Love, Peace & Happiness (<i>Gotee</i>) Total Plays: 135, Total Stations: 7, Adds: 1
M. SCHULTZ You Are A Child Of Mine (<i>Word/Curb/Warner Bros.</i>) Total Plays: 190, Total Stations: 7, Adds: 0	CAEDMON'S CALL Hands Of The Potter (<i>Essential</i>) Total Plays: 119, Total Stations: 4, Adds: 0
SUPERCHICK Me Against The World (<i>Inpop</i>) Total Plays: 181, Total Stations: 6, Adds: 1	TEN SHEKEL SHIRT Poorest King (<i>INO</i>) Total Plays: 80, Total Stations: 4, Adds: 1

ROCK TOP 30

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART	TOTAL STATIONS
	1	SKILLET Savior (<i>Ardent</i>)	494	-10	12	36/0
	2	JONAH33 Faith Like That (<i>Ardent</i>)	401	-22	14	32/0
	3	PILLAR Further From Myself (<i>Flicker</i>)	381	+31	5	30/3
	4	TAIT Numb (<i>ForeFront</i>)	366	+32	5	35/0
	5	P.O.D. Will You (<i>Atlantic</i>)	350	-12	11	33/0
	6	SANCTUS REAL Beautiful Day (<i>Sparrow</i>)	330	+29	5	30/0
	7	PLUMB Unnoticed (<i>Curb</i>)	325	-12	10	30/1
	8	THOUSAND FOOT KRUTCH Phenomenon (<i>Tooth & Nail</i>)	320	-30	14	31/0
	9	KUTLESS Treason (<i>BEC</i>)	286	+12	4	28/1
	10	BLEACH Get Up (<i>Tooth & Nail</i>)	286	-14	9	30/0
	11	SUPERCHICK Me Against The World (<i>Inpop</i>)	278	-70	15	27/0
	12	KIDS IN THE WAY Hallelujah (<i>Flicker</i>)	277	+17	5	21/0
	13	SPOKEN Promise (<i>Tooth & Nail</i>)	262	-12	13	19/1
	14	GS MEGAPHONE Venom (<i>Spindust</i>)	254	+5	8	19/0
	15	SWITCHFOOT Ammunition (<i>Red Ink/Columbia</i>)	251	-37	17	26/0
	16	SEVEN PLACES Landslide (<i>BEC</i>)	242	-10	5	24/0
	17	BIG DISMAL Reality (<i>Wind-up</i>)	241	-16	18	23/0
	18	STRANGE CELEBRITY Rise (<i>Squint/Curb/Warner Bros.</i>)	234	+23	4	22/1
	19	FALLING UP Broken Heart (<i>BEC</i>)	229	+44	2	17/3
	20	DOWNHERE Breaking Me Down (<i>Squint/Curb/Warner Bros.</i>)	227	-6	7	23/0
	21	SLICK SHOES Now's The Time (<i>SideOneDummy</i>)	223	-23	13	22/1
	22	INSYDERZ Call To Arms (<i>Floodgate</i>)	219	+4	3	18/2
	23	ANBERLIN Cadence (<i>Tooth & Nail</i>)	209	-25	13	20/0
	24	MODERN DAY JOHN Emanate (<i>Independent</i>)	204	0	6	15/0
	25	DAKONA Richest Man (<i>Maverick/Warner Bros.</i>)	199	-84	16	18/0
	26	NUMBER ONE GUN On And On (<i>Salvage/Floodgate</i>)	190	-6	10	12/0
	27	JEREMY CAMP Take My Life (<i>BEC</i>)	188	-29	20	17/1
<i>Debut</i>	28	EAST WEST Seven (<i>Floodgate</i>)	182	+32	1	12/0
	29	HANGNAIL I Aspire (<i>Tooth & Nail</i>)	169	-20	15	16/1
	30	EVERYDAY SUNDAY Lose It Again (<i>Flicker</i>)	158	-8	18	13/1

39 Rock reporters. Songs ranked by total plays for the airplay week of Sunday 12/7 - Saturday 12/13. © 2003 Radio & Records.

New & Active

TINMAN JONES Say Goodbye (<i>Cross Driven</i>) Total Plays: 153, Total Stations: 16, Adds: 0	CURBSQUIRRELS Six (<i>DUG</i>) Total Plays: 82, Total Stations: 8, Adds: 0
LAST TUESDAY Retaliation (<i>DUG</i>) Total Plays: 152, Total Stations: 14, Adds: 4	PAUL WRIGHT Your Love Never Changes (<i>Gotee</i>) Total Plays: 75, Total Stations: 5, Adds: 1
RE:ZOUND Great I Am (<i>Wrinkle Free</i>) Total Plays: 137, Total Stations: 10, Adds: 1	MENDING POINT In Transit (<i>Independent</i>) Total Plays: 74, Total Stations: 5, Adds: 0
DISCIPLE One More Time (<i>Slain</i>) Total Plays: 92, Total Stations: 10, Adds: 1	NEAL MORSE Oh Lord My God (<i>Metal Blade</i>) Total Plays: 73, Total Stations: 14, Adds: 2
HOLLAND Shine Like Stars (<i>Tooth & Nail</i>) Total Plays: 91, Total Stations: 7, Adds: 2	WATASHI WA All Of Me (<i>Tooth & Nail</i>) Total Plays: 71, Total Stations: 4, Adds: 0

RULE #1

"Always treat the customer right, because if you don't, someone else will."

RULE #2

Don't forget rule #1.

Over 25,000 Promotional & Premium Items for the Entertainment Industry From Bobblehead Dolls to Vehicle Wraps

COYOTEPROMOTIONS.COM, a division of Adobe Graphics & design, Inc. started in 1989 in Sante Fe, New Mexico. (We've grown since then.) We now serve over 2,500 clients in radio, television and the recording industry.





INSPO TOP 20

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART	TOTAL STATIONS
1	1	WATERMARK ... There Is... (<i>Creative Trust Workshop</i>)	265	-30	15	19/0
3	2	DARLENE ZSCHECH Pray (<i>INO</i>)	257	-7	12	20/0
2	3	4HIM Fill The Earth (<i>Word/Curb/Warner Bros.</i>)	256	-14	14	20/0
4	4	MARK SCHULTZ You Are ... (<i>Word/Curb/Warner Bros.</i>)	236	-8	9	18/0
5	5	GEORGE ROWE Everlasting (<i>Rocketown</i>)	223	-4	8	19/0
6	6	S. CURTIS CHAPMAN Moment Made ... (<i>Sparrow</i>)	218	-7	7	21/0
8	7	CASTING... If We Are The Body (<i>Beach Street/Reunion</i>)	183	0	7	15/0
7	8	FFH Ready To Fly (<i>Essential</i>)	183	-10	13	16/0
9	9	VARIOUS ARTISTS The Gathering (<i>Essential</i>)	158	-6	11	15/0
12	10	POINT... The Love Of Christ (<i>Word/Curb/Warner Bros.</i>)	151	+2	5	15/0
11	11	MARTINS What Mercy Means (<i>Spring Hill</i>)	146	-6	8	15/0
13	12	CHRIS RICE Untitled Hymn (Come To Jesus) (<i>Rocketown</i>)	136	+1	5	16/0
10	13	CAEDMON'S CALL Hands Of The Potter (<i>Essential</i>)	127	-36	16	11/0
14	14	RIVER Glorious (<i>Ingrace</i>)	120	-11	10	13/0
17	15	BIG DADDY WEAWE Completely Free (<i>Fervent</i>)	114	+3	4	13/0
16	16	SHANNON WEXELBERG In The Waiting (<i>Doxology</i>)	104	-13	13	9/0
15	17	SCOTT KRIPPAYNE You Are Still God (<i>Spring Hill</i>)	92	-27	16	10/0
18	18	WISDOM'S CRY U.R.Y. (<i>Mission House</i>)	80	-1	2	8/0
19	19	KATINAS Changed (<i>Gotee</i>)	77	-4	4	9/0
-	20	JAMIE SLOCUM I Cannot Turn Away (<i>Curb</i>)	74	+2	20	6/0

21 Inspo reporters. Songs ranked by total plays for the airplay week of Sunday 12/7 - Saturday 12/13. © 2003 Radio & Records.

CHR Most Added

www.rrindicator.com

ARTIST TITLE LABEL(S)	ADDS
PLUS ONE Be Love (<i>Inpop</i>)	2
AUDIO ADRENALINE Leaving 99 (<i>ForeFront</i>)	2

Rock Most Added

www.rrindicator.com

ARTIST TITLE LABEL(S)	ADDS
PLUS ONE Poor Man (<i>Inpop</i>)	5
LAST TUESDAY Retaliation (<i>DUG</i>)	4
PILLAR Further From Myself (<i>Flicker</i>)	3
FALLING UP Broken Heart (<i>BEC</i>)	3
INSYDERZ Call To Arms (<i>Floodgate</i>)	2
NEAL MORSE Oh Lord My God (<i>Metal Blade</i>)	2
HOLLAND Shine Like Stars (<i>Tooth & Nail</i>)	2
MANNAFEST You At Last (<i>Independent</i>)	2

Rhythmic Specialty Programming

RANK	ARTIST TITLE LABEL(S)
1	JOHN REUBEN Move (<i>Gotee</i>)
2	T-BONE Still Preachin' (<i>Flicker</i>)
3	L.A. SYMPHONY Gonna Be Alright (<i>Gotee</i>)
4	KJ-52 Dear Slim Pt. 2 (<i>BEC/Uprok</i>)
5	MARS ILL Breathe Slow (<i>Gotee</i>)
6	APT. CORE No Such Thing As Time (<i>Rocketown</i>)
7	STACIE ORRICO (There's Gotta Be) More To Life (<i>ForeFront/Virgin</i>)
8	MARY MARY Dance, Dance, Dance (<i>Integrity</i>)
9	OUT OF EDEN Love, Peace & Happiness (<i>Gotee</i>)
10	APOLOGETIX Look Yourself (<i>Paradudes</i>)

Inspo Most Added

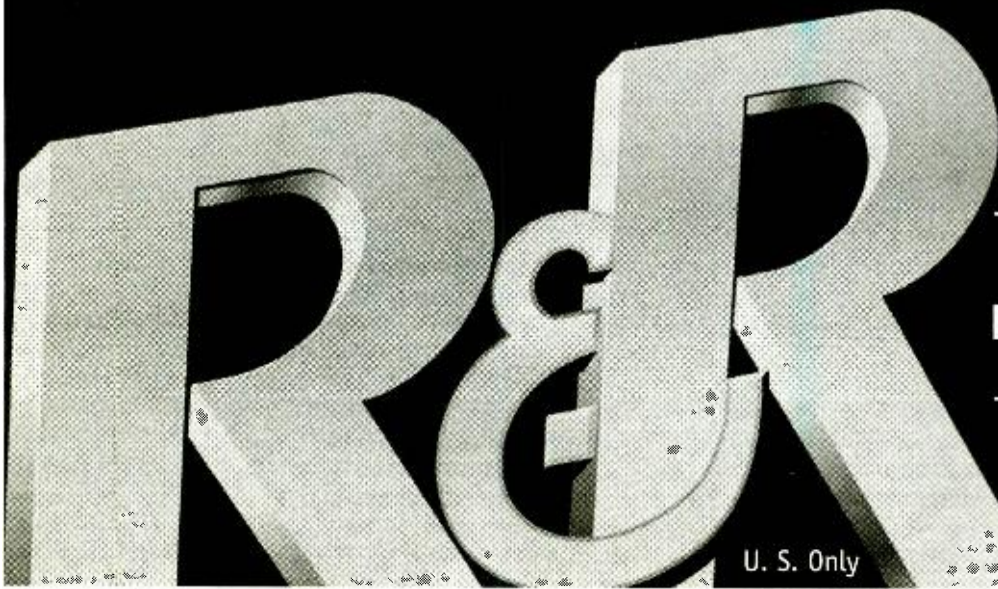
www.rrindicator.com

ARTIST TITLE LABEL(S)	ADDS
CHARLES BILLINGSLEY Your Love For Me (<i>Perpetual Entertainment</i>)	1

Subscribe to the most comprehensive and up-to-the-minute coverage of radio business news...at a special VIP package rate!

R&R's INDUSTRY VIP PACKAGE

- R&R: The Industry's Newspaper
- R&R Today: The Industry's Leading Daily Fax
- R&R's Today's News
 - E-mail updates of breaking stories
- The R&R Directory
 - The most comprehensive resource guide available



SAVE OVER 25%!
R&R'S INDUSTRY VIP PACKAGE IS \$445.00
(Regular rate \$595.00)

e-mail R&R at: moreinfo@radioandrecords.com FAX Credit Card Payments To: 310-203-8727
 Call R&R at: 310-788-1625 Subscribe online: www.radioandrecords.com

U. S. Only

IN THE NEWS
R&R



What A Year!

A look at 2003 through the pages of R&R

For the Latin radio and music community, 2003 was a year of challenges, changes, growth and success. In the pages of the Latin Formats section we have seen personalities, companies, formats and music genres discussed and explored. As we look forward to 2004, let's look at some of the stories featured in R&R in 2003.

The year began with "Bill Tanner Speaks Out" (1/3), in which the Spanish Broadcasting System Exec. VP/Programming talked about the challenges facing Spanish-language radio, the state of the job market and the difficulty of finding new talent.

Asked how and where great talent, especially air talent, can be found, Tanner responded, "You look, look and look. You beat the bushes, and you get the word out that you are interested. Many times you find people you think you can train and who will step up to the occasion. It's wonderful if you can find talent that comes prepackaged and ready to be put on a station and get big numbers. More likely, it's a matter of going out and finding good people."

Hispanics, Radio And War

January continued strong with "Selling to the Hispanic Community" (1/31), which took a look at advertising to Hispanics and why advertisers should go after them. Hispanic Broadcasting Corp. Sales Director/Western Region **Thomas McSweeney** — now Univision Radio/Los Angeles VP/GM — said, "It comes back to a misconception and a lot of prejudice about the Hispanic consumer. They have unbelievable buying power, and shame on us as a society that we view them as not making the money to purchase high-end goods. One of the single largest groups of new business in California is Hispanic. There are so many up-sides to advertising for Hispanics."

As war against Iraq became inevitable, PDs spoke about their stations' role in informing the public in "Hispanics, Radio & War" (2/28). "Hispanics in Chicago are very interested and are well informed because their children are in the military,"

said WVIV/Chicago PD **César Canales**. "War affects all of us as citizens of this country, and we do our best to keep our audience up to date."

The growth of the Regional Mexican format became more apparent as the year went on — so much so that the East Coast, dominated by Tropical radio, saw Regional Mexican move into its territory.

Meanwhile, new Spanish-language stations were popping up in markets not perceived as being Hispanic-heavy. "The Law' Comes to North Carolina" covered the debut of Regional Mexican WYMY in Raleigh (3/21). "As far as the city not being thought of as Hispanic-populated, things have changed," said WYMY GM **John Hernández**. "A lot of congressional and media reports have indicated that this is the fastest-growing Hispanic area in the country. Raleigh, in particular, is No. 1 in Hispanic growth in the entire country."

The Nominees Are....

In "Los Angeles' New Tropical 'La Sabrosa'" (4/4), SBS/Los Angeles Programming Manager **Fernando Pérez** talked about the company's new Tropical simulcast KZAB & KZBA/Los Angeles, which targets the Central American community in L.A. — a city where the majority of the population is Mexican, and not a market known for Tropical radio.

Pérez explained, "We wanted to have a station that would give the Central American community what they were lacking. The station's music base is Central American cumbia and traditional Colombian cumbia; some merengue; and a bit of salsa, bachata and reggaeton."

WAMR/Miami PD Tony Campos made his debut as a guest writer in March, with "Programmers Pontificate" (4/18). Campos spoke with KLOQ/Merced, CA PD Yolanda Navarro and former WONQ/Orlando PD Tito Galarza, who gave their recipes for success in radio. "If I could give a recommendation to those who want to start in broadcasting, the first thing I would say is to prepare yourselves in every way possible," Navarro said.

R&R in 2003 introduced the nominees for our first Latin Formats Industry Achievement Awards in "¡Felicidades!" (4/25). Up for PD of the Year were WAMR/Miami PD Tony Campos, WXDJ/Miami PD Pio Ferro, KLVE/Los Angeles PD María Nava, KSCA/Los Angeles PD Eleazar García, KSSE/Los Angeles PD Nestor Rocha and WLEY/Chicago PD Margarita Vázquez.

The nominees for Label Executive of the Year were Universal Music Latino President John Echevarría, Sony Discos Chairman Oscar Llord, EMI Latin President/CEO Jorge A. Pino, Balboa Records VP/Operations & Promotion Frank White and Warner Music Latina President George Zamora.

Up for awards as Personality/Show of the Year were KSCA/Los Angeles' Renán Almendárez Coello; WAMR/Miami's Betty Pino; Kike Posada, host of WRTO/Miami's *Fuego Rock*; WSKQ/New York morning team Luis Jiménez & Moonshadow; and KSSE/Los Angeles morning team Ysaac & Serralde.

Español Vs. English

May's most important event is Cinco De Mayo, celebrated not only by Mexicans, but by all Hispanics, as well as other Americans who have also joined the party. The holiday's sponsorship and dollar power were discussed in "Cinco De Mayo" (5/2). KDXX, KESS & KLNO/Dallas PD **Chayan Ortuño** said, "For a radio station, it's easier to get \$50,000 from a sponsor for a Cinco De Mayo event. They think it's more important, and some think it's Mexico's Indepen-

dence Day. It's also the first festival of the year and the first of the spring, so many stations focus on it. It has become an easier and more attractive sell for sponsors."

Latin music and stations participated in the R&R Convention for the first time in 2003, with a one-on-one interview with Julio Iglesias Jr. conducted by KSSE/Los Angeles' Ysaac & Serralde and a stellar performance by Crescent Moon artist Jimena. In June R&R's first Latin Formats special, *Spanish Broadcasting System Takes Off* (7/27), appeared.

The winners of R&R's 2003 Industry Achievement Awards were featured in "¡El Ganador Es...!" (7/4). PD of the Year went to KLVE/Los Angeles' María Nava, Label Executive of the Year went to Universal Music Latino's John Echevarría, WAMR/Miami's Betty Pino took Personality/Show of the Year, and the Station of the Year was WSKQ/New York. Sony Discos took Platinum Label of the Year, while Crescent Moon Records was named Gold Label of the Year.

"A Star in the Heavens" (7/25) paid tribute to Celia Cruz, a legend who had left us just a few days before. Among the many great comments about Celia's music and life, Sony Music Norte VP/Promotion, Tropical **Carlos Pérez** said, "There are no words that can truly convey what Celia Cruz came to represent to all of us and the entire world. Her essence as a human being was music in itself, a powerful force that brought joy and hope and lifted the spirit of anyone fortunate enough to have been in her presence in some way."

"Español Vs. English: How to Reach Hispanics" (8/8) explored the question of which language is best to reach Hispanic consumers. A Roslow Research Group study found, among other things, that Spanish TV commercials are 61% more effective at increasing awareness levels than commercials in English.

"If Spanish TV ads are more effective than English TV ads, I don't see a reason why it should be any different for radio," said Roslow Research Group President **Peter Roslow**. "I think many Spanish broadcasters make that assumption and use these studies in their sales pitches."

A Spiritual Need

The second Latin Formats special came in September, in time to celebrate Mexican Independence Day. *¡Viva México!* (9/12) showcased Mex-

ican music, Regional Mexican stations and everything Mexican in between.

In the story "Big Stations in Small Packages," BMG U.S. Latin Marketing & Promotion Manager/West Coast Region **Miguel Garrocho** best stated the importance of music for this Hispanic community: "Mexicans in the United States have a need to identify spiritually with their native country. Unfortunately, not all the immigrants have the opportunity to go back to Mexico. Many don't go back for many years. So this type of music, or message in the music, becomes something they need to live, to succeed and, many times, to survive in this country. It's a spiritual need."

"Mega Controversy" (10/12) focused on the accusations against SBS's Tropical WSKQ (La Mega)/New York. La Mega and PD Jorge Mier were accused of racism against the Dominican community and of not programming enough merengue. Responding to the accusations, Bill Tanner said, "This personal attack on Jorge Mier is one of the lowest, most disgusting things I've seen since I've been in radio." He added, "We do tons of research, and if we had a problem with Dominicans, it would have shown up. We are very sensitive to that."

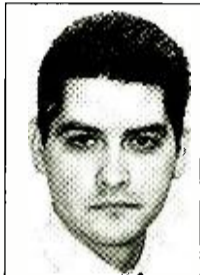
The news the Latin industry had been waiting for came in November: Mediabase will begin monitoring Spanish-language radio in 2004. In "Mediabase 101: An Introduction to Monitored Radio" (11/14), Mediabase President and Premiere Radio Networks Exec. VP **Rich Meyer** gave an overview of the company. "Mediabase is clearly different from the rest of the monitoring systems, because it was invented by a PD and designed in a way that radio programmers understand," he said.

With the end of the year nearing and people focusing on the upcoming holidays, "A Time to Give Thanks" (11/28) opened the door to the December celebrations as many radio and record executives gave their Thanksgiving messages. In "A Day in the Life of a PD" (12/5), KLQV/San Diego PD Josué Villa and WLEY/Chicago PD Margarita Vázquez helped us understand the daily responsibilities of a program director.

The year ends with two important features: last week's "2003: A Year of Big Hits" (12/12), which ran down which labels, artists and songs took the best positions on 2003's charts, and, to end it all, this last feature as a reminder of all the year's accomplishments. Time to welcome 2004!



John Echevarría



César Canales



Bill Tanner



Fernando Pérez



Thomas McSweeney



María Nava



Peter Roslow

RADIO MÚSICA™

by R&R

This Week In Spanish-Language Music

Voces Del Rancho: A Perfect Pair

After 10 years of singing together, their voices mesh so well, it's hard to realize there are two people singing. Their vocal style has an older feel to it, which makes people think that Edgar Rodríguez and Mariano Fernández, the duo who make up Voces Del Rancho, are older men — but, in fact, they are just 26 and 27 years old.

With their latest album, *De Un Rancho A Otro*, released by their new label, EMI Latin, Voces Del Rancho are ready to work hard to acquire all that has been denied them. The first single from the album, "De Un Rancho A Otro," started them on their way, and the second single, "Camarón Pela'o," is about to be released.

R&R: This is your first album with EMI Latin.

VDR: We were with Sony previously, but as soon as our contract ended we started shopping for a new label. We felt Sony didn't give us any promotion and they weren't taking care of us.

R&R: What prompted you to choose EMI Latin? You must have received offers from other labels.

VDR: We had a couple of offers, but EMI had what we wanted. They offered a better promotional plan than the other labels. Other labels offered more money, but promotion has a higher value. You can spend the money they give you in a minute, but promotion helps you all around. When we saw their promotional plan, we decided to stay with them.

R&R: You've been in this business for over 10 years. How much have you grown in regard to your knowledge of the business?

VDR: We have a lawyer now [Laughs]. We started singing as a hobby, and we never knew we could make a career out of it. We have gotten screwed by different people through the years, so it has been a learning process. This business is tough. This is the toughest job you can have, because there are a lot of pressures. You have to look out for your music, that your singles are getting to the public, etc.

After 10 years, we know better. Before we sign anything, our attorney looks at it, and we sign after we're given the OK. All those expe-



Voces Del Rancho

riences helped us, because we now know what not to do. Now we can help friends and other musicians who are just starting and sort of give them tips on what not to do. When you're starting out, you just want a contract, but once you sign that piece of paper, they have you.

R&R: You are credited with opening the West Coast market for corridos, which lately have gotten a bad rap because of narco-corridos.

VDR: We're very proud of that, and we're glad people know we opened doors. Our first hit song was "La Muerte De Baltazar," which is a very clean corrido — it doesn't speak about narcotics. That's the type of corridos we like to sing. Other artists sing about drugs, but we like to keep our albums clean so all types of audiences can listen to them. We feel that's the reason we're still here, and that's why we get credit for opening doors.

We have done narco-corridos, but we don't actually say the words; they're implied. Some people get what we're saying and some don't, so everyone can listen to the songs. If you look at the No. 1 norteño bands, like Tigres Del Norte, they never use words like *cocaine* in their songs. They imply it, but they keep it as clean as possible. I think that's what's helped them stay at the top.

R&R: You do a lot of covers, and this album includes several. The first single, "De Un Rancho A Otro," is a classic, and the second single coming out, "Camarón Pela'o," is another one. Is there a reason for that?

VDR: Some of the songs are very old, and a lot of people don't know them. We like to record covers because some people might not have heard them, so to them, they are new. The people who do know the songs, they like hearing them again. We don't have enough experience to write all our material yet. We hope to do it soon.

R&R: Are there particular songwriters you would like to work with?

VDR: I've always wanted to record a song by Mario Quintero from Tucanes De Tijuana. We're big fans of their music. We'd love to record a song written by him especially for us. Juan Villarreal, who wrote "La Muerte De Baltazar," is also a great writer. He's one of our favorites.

R&R: Hearing you sing, you sound like one person singing. It's almost impossible to hear that the two of you sing all the songs. How do you do it?

VDR: A lot of people have told us that. Even our fans ask us which one of us sings, and we tell them it's both of us. They can't believe it. I guess we can do it because we've been singing together for 10 years. We know each other's in and outs.

We even make the same mistakes. There have been times, performing live, when we begin to sing the wrong song at the same time, and we just look at each other and can't believe it. It's weird.

R&R: You're like brothers or best friends.

VDR: It's very rare to find that in a group. Many groups split up because they have problems. We always agree on everything and split everything 50-50. We have a lot of fun.

R&R: You were both born in the U.S., and I'm sure you listened to English-language music when you were young. How did you end up singing corridos, of all things?

VDR: It has a lot to do with our families. Both of our families are very Mexican, with strong Mexican traditions. Spanish is our first language. I didn't speak English until

Latin Artists Honored With Grammy Nods

The nominees for the 46th Grammy Awards have been announced, and Latin artists were honored with nominations in six categories. This year's nominees are some of Latin music's greatest. The Best Latin Pop Album category is highly competitive, with the likes of Luis Miguel and Alejandro Sanz competing with newcomer Natalia Lafourcade, who received several Latin Grammy nominations this year.

The acclaimed Molotov album *Danse and Dense Denso* is competing in the Latin Rock/Alternative category with Café Tacuba's *Cuatro Caminos* and El Gran Silencio's *Súper Riddim Internacional*, while the late Celia Cruz's *Regalo Del Alma* is going head to head with fellow Sony Discos artists India and Victor Manuel. Meanwhile, the Best Mexican/Mexican-American Album category is headlined by superstars of the genre. It will be interesting to see who takes the awards. Here's hoping the best music wins!

Best Latin Pop Album

CHAYANNE *Sincero*
LA OREJA DE VAN GOGH *Lo Que Te Conté Mientras Te Hacías La Dormida*
NATALIA LAFOURCADE *Natalia Lafourcade*
LUIS MIGUEL *33*
ALEJANDRO SANZ *No Es Lo Mismo*



Luis Miguel

Best Latin Rock/Alternative Album

AKWID *Proyecto Akwid*
CAFÉ TACUBA *Cuatro Caminos*
GUSTAVO CERATI *Siempre Es Hoy*
EL GRAN SILENCIO *Súper Riddim Internacional*
MOLOTOV *Dance And Dense Denso*
YERBA BUENA *President Alien*



Café Tacuba

Best Traditional Tropical Latin Album

IBRAHIM FERRER *Buenos Hermanos*
SEPTETO NACIONAL IGNACIO PIÑEIRO *Poetas Del Son*
SONEROS DE VERDAD PRESENTS RUBALCABA *Pasado Y Presente*
BARBARITO TORRES *Barbarito Torres*
AMADITO VALDES *Bajando Gervasio*



Ibrahim Ferrer

Best Salsa/Merengue Album

CELIA CRUZ *Regalo Del Alma*
INDIA *Latin Songbird — Mi Alma Y Corazón*
VICTOR MANUELLE *Le Preguntaba A La Luna*
ISMAEL MIRANDA *Tequila Y Ron ... A Tribute To José Alfredo Jiménez*
TITO ROJAS *Perseverancia*
TRUCO & ZAPEROKO *Música Universal*



Celia Cruz

Best Mexican/Mexican-American Album

BRONCO EL GIGANTE DE AMERICA *Siempre Arriba*
INTOCABLE *Nuestro Destino Estaba Escrito*
LOS TIGRES DEL NORTE *La Reina Del Sur*
LOS TUCANES DE TIJUANA *Imperio*
JOAN SEBASTIAN *Afortunado*



Intocable

Best Tejano Album

FRIJOLES ROMÁNTICOS *Frijoles Románticos*
EDDIE GONZÁLEZ *Un Poco De Cambio*
JIMMY GONZÁLEZ Y EL GRUPO MAZZ *Si Me Faltas Tú*
MILAGRO *Después De Todo*
BOBBY PULIDO *Móntame*



Bobby Pulido

I was in the second grade. And my dad was a musician, so I got that from him.

R&R: So then you found each other. How long ago did you meet?

VDR: We met in junior high, in

homeroom [Laughs]. Back then we just cared about getting our homework done. We were just kids, and we never thought we would end up as Voces Del Rancho. Friends we haven't seen in years can't believe it.

CONTEMPORARY TOP 25

THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL POINTS
1	SIN BANDERA Mientes Tan Bien (<i>Sony Discos</i>)	106
2	LUIS MIGUEL Te Necesito (<i>Warner M.L.</i>)	104
3	LA OREJA DE VAN GOGH Rosas (<i>Sony Discos</i>)	99
4	MANA Te Llevaré Al Cielo (<i>Warner M.L.</i>)	89
5	JUANES La Paga (<i>Universal</i>)	83
6	CHAYANNE Un Siglo Sin Ti (<i>Sony Discos</i>)	77
7	DAVID BISBAL Quiero Perderme En Tu Cuerpo (<i>Universal</i>)	69
8	LUIS FONSI Quién Te Dijo Eso (<i>Universal</i>)	66
9	OBIE BERMUDEZ Me Cansé De Ti (<i>EMI Latin</i>)	60
10	JUAN GABRIEL Inocente De Ti (<i>BMG</i>)	57
11	ALEJANDRO SANZ No Es Lo Mismo (<i>Warner M.L.</i>)	55
12	JENNIFER PEÑA A Fuego Lento (<i>Univision</i>)	52
13	EDNITA NAZARIO Si No Me Amas (<i>Sony Discos</i>)	49
14	MARCO A. SOLIS Más Que Tu Amigo (<i>Fonovisa</i>)	44
15	GILBERTO S. ROSA Un Amor Para La Historia (<i>Sony Discos</i>)	40
16	OBIE BERMUDEZ Antes (<i>EMI Latin</i>)	40
17	MANA Mariposa Traicionera (<i>Warner M.L.</i>)	39
18	TRANZAS Morí (<i>J&N</i>)	37
19	NOELIA Enamorada (<i>Fonovisa</i>)	30
20	JUANES & NELLY FURTADO Fotografía (<i>Universal</i>)	30
21	ALEJANDRO SANZ Regálame La Silla Donde Te Esperé (<i>Warner M.L.</i>)	29
22	CHAYANNE Cuidarte El Alma (<i>Sony Discos</i>)	29
23	CONJUNTO PRIMAVERA Ave Cautiva (<i>Fonovisa</i>)	28
24	CRISTIAN Te Llamé (<i>BMG</i>)	28
25	VICO-C / EDDIE DEE & TEGO CALDERON El Bueno, El Malo Y El Feo (<i>EMI Latin</i>)	26

Data is compiled from the airplay week of December 7-13, and based on a point system.
© 2003 Radio & Records.

Going For Adds

VICTOR SOLEIL Adónde Vas (*Catalina*)

TROPICAL TOP 25

THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL POINTS
1	TOROS BAND Loca Conmigo (<i>Universal</i>)	149
2	JERRY RIVERA Mi Libertad (<i>BMG</i>)	136
3	ANDY ANDY Voy A Tener Que Olvidarte (<i>Sony Discos</i>)	134
4	HUEY DUNBAR A Dónde Iré (<i>Sony Discos</i>)	122
5	PUERTO RICAN POWER Doctor (<i>J&N</i>)	107
6	NG2 Quitémonos La Ropa (<i>Sony Discos</i>)	101
7	PAPI SANCHEZ Enamórame (<i>J&N</i>)	101
8	JUANES La Paga (<i>Universal</i>)	99
9	GLORIA ESTEFAN Hoy (<i>Sony Discos</i>)	94
10	JENNIFER PEÑA A Fuego Lento (<i>Univision</i>)	89
11	LUIS FONSI Quién Te Dijo Eso (<i>Universal</i>)	84
12	OBIE BERMUDEZ Me Cansé De Ti (<i>EMI Latin</i>)	76
13	AVENTURA Hermanita (<i>Premium</i>)	75
14	LUIS MIGUEL Te Necesito (<i>Warner M.L.</i>)	74
15	SIN BANDERA Mientes Tan Bien (<i>Sony Discos</i>)	72
16	TITO NIEVES w/CONJUNTO CLASICO Vecinita (<i>Warner M.L.</i>)	66
17	ORO SOLIDO Aceite (<i>24K</i>)	60
18	LOS LONELY BOYS La Contestación (<i>OR Music LLC</i>)	60
19	MANA Te Llevaré Al Cielo (<i>Warner M.L.</i>)	57
20	TONNY TUN TUN La Paga (<i>Karen</i>)	51
21	CELIA CRUZ El Año Viejo (<i>Sony Discos</i>)	46
22	EDNITA NAZARIO Si No Me Amas (<i>Sony Discos</i>)	46
23	JALSEN SANTANA Dónde (<i>Baby Head</i>)	45
24	JUAN GABRIEL Inocente De Ti (<i>BMG</i>)	44
25	CRISTIAN Te Llamé (<i>BMG</i>)	36

Data is compiled from the airplay week of December 7-13, and based on a point system.
© 2003 Radio & Records.

Going For Adds

BANDA GORDA Sueña (*MP*)

BIG BOY & ANGEL LOPEZ Dónde Está El Amor (*MP*)

PLENA LIBRE Olvidalo (*Sony Discos*)

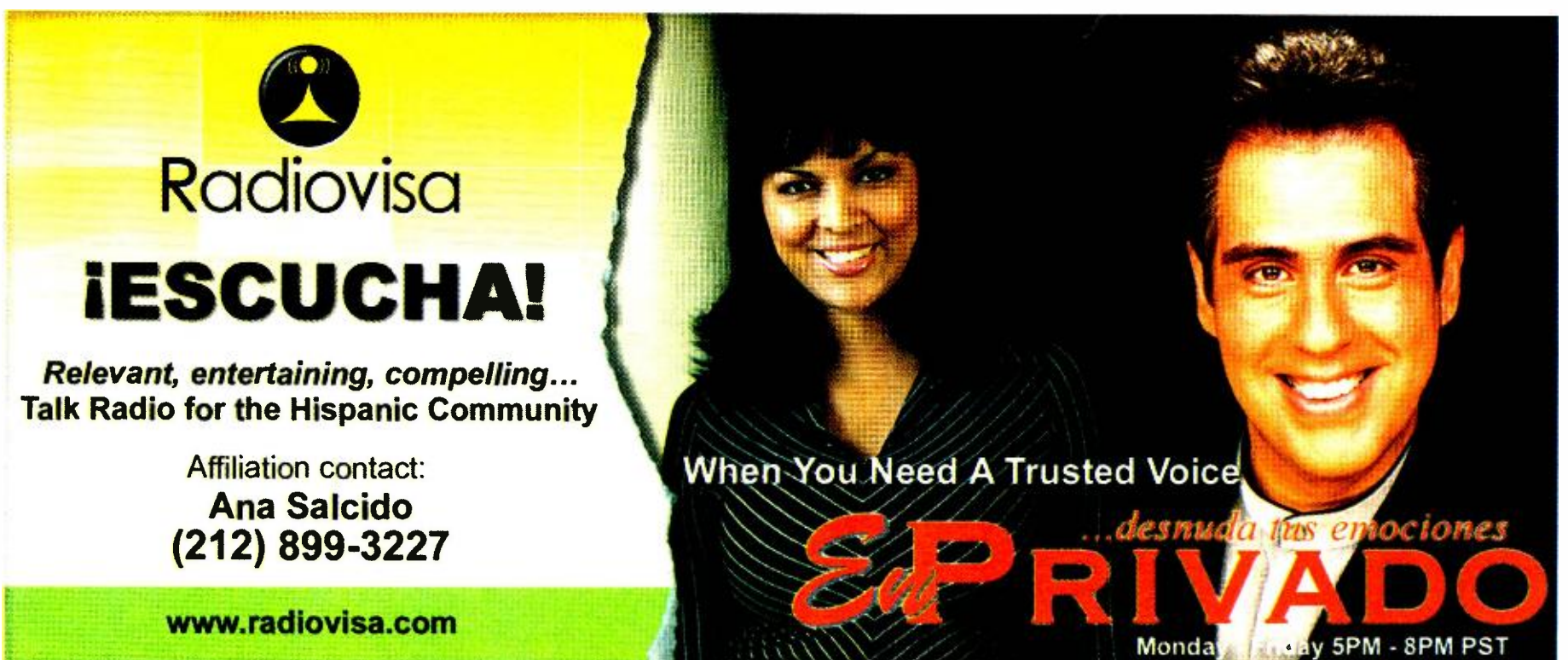
SALSA FEVER Que Le Den Bam Bam (*MP*)


SON CALLEJERO Dame La Droga (*Cutting*)

SON DE CALI Y Entonces (*Univision*)

TITO ROJAS El Gallo No Olvida (*MP*)

WILLIE GONZALEZ & EDDIE SANTIAGO Solamente Ella (*MP*)




Radiovisión
¡ESCUCHA!
 Relevant, entertaining, compelling...
 Talk Radio for the Hispanic Community
 Affiliation contact:
Ana Salcido
(212) 899-3227
www.radiovisa.com

When You Need A Trusted Voice
EP PRIVADO ...desnuda tus emociones
 Monday - Friday 5PM - 8PM PST

REGIONAL MEXICAN TOP 25

THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL POINTS
1	MONTEZ DE DURANGO Lágrimas De Cristal (Disa)	435
2	CONJUNTO PRIMAVERA Ave Cautiva (Fonovisa)	383
3	BANDA EL RECODO Que Te Ruegue Quien Te Quiera (Fonovisa)	314
4	HURACANES DEL NORTE Nomás Por Tu Culpa (Univision)	309
5	TIGRES DEL NORTE Cásame La Muerte (Fonovisa)	261
6	MARCO A. SOLIS Más Que Tu Amigo (Fonovisa)	243
7	JOAN SEBASTIAN Sentimental (Balboa)	197
8	NINEL CONDE Callados (Universal)	148
9	INTOCABLE Soy Un Novato (EMI Latin)	126
10	ANA BARBARA Bandido (Fonovisa)	124
11	CUISILLOS Corazón (Balboa)	115
12	RAMON AYALA Títtere En Tus Manos (Freddie)	107
13	BRONCO "EL GIGANTE DE AMERICA" Estoy A Punto (Fonovisa)	100
14	TUCANES DE TIJUANA Amor Descarado (Universal)	99
15	INTOCABLE Eso Duele (EMI Latin)	99
16	PAQUITA LA DEL BARRIO Hombres Malvados (Balboa)	94
17	KUMBIA KINGS f/OZOMATLI Mi Gente (EMI Latin)	91
18	TRINY Y LA LEYENDA Dile (Universal)	87
19	CARDENALES DE NUEVO LEON Paso A La Reina (Disa)	78
20	JOAN SEBASTIAN Don Marcos (Balboa)	78
21	BRONCO "EL GIGANTE DE AMERICA" Dalo Por Hecho (Fonovisa)	76
22	PEPE AGUILAR A Pierna Suelta (Univision)	73
23	K-PAZ DE LA SIERRA Jumbalaya (Procan)	69
24	PALOMO Te Metiste En Mi Cama (Disa)	67
25	HERMANOS HIGUERA Soy Troquero (Sony Discos)	67

Data is compiled from the airplay week of December 7-13, and based on a point system.
© 2003 Radio & Records.

Going For Adds

BANDA ALAMEDA Dónde Está El Amor (Balboa)
 BANDA ANGELITOS El Valor Del Amor (Balboa)
 BANDA PELILLOS El Último Trago (Universal)
 CABALLO NEGRO No Vas A Creer (Balboa)
 CARTEL DE NUEVO LEON No Aguanto Más (Univision)
 COSTUMBRE Mi Sola Ya No Está (Warner M.L.)
 CUISILLOS Vanidosa (Balboa)
 LA FRECUENCIA La Oportunidad (Balboa)
 PANCHO BARRAZA Qué Bien Me Harías (Balboa)
 RAZA OBRERA Mil Botellas (Univision)

TEJANO TOP 25

THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL POINTS
1	INTOCABLE Soy Un Novato (EMI Latin)	185
2	SOLIDO Contando Los Segundos (Freddie)	152
3	JAIME Y LOS CHAMACOS f/BOBBY PULIDO Conjunto No Morirá (Freddie)	144
4	KUMBIA KINGS f/OZOMATLI Mi Gente (EMI Latin)	140
5	MARCOS OROZCO Como Dos Adolescentes (Catalina)	125
6	BIG CIRCO Una Vez Más (EMI Latin)	123
7	JIMMY GONZALEZ & GRUPO MAZZ Te Llevo En Mi Alma (Freddie)	117
8	LA ONDA w/CONTROL Mi Cucu (EMI Latin)	78
9	CONTROL Me Quiero Casar (EMI Latin)	77
10	PALOMINOS Callejón Sin Salida (Urbana)	75
11	TROPA F Me Dieron Ganas De Llorar (Freddie)	72
12	ELIDA REYNA Te Voy A Olvidar (Tejas)	72
13	FRIJOLES ROMANTICOS & BOBBY PULIDO Dónde Está Mi Raza (Universal)	71
14	JENNIFER PEÑA A Fuego Lento (Univision)	68
15	DUELO Un Minuto Más (Univision)	55
16	RAMON AYALA Títtere En Tus Manos (Freddie)	51
17	JAY PEREZ Mi Destino (La Voice)	50
18	INTOCABLE Eso Duele (EMI Latin)	48
19	COSTUMBRE Cuánto Te Amo (Warner M.L.)	47
20	DUELO Desde Hoy (Univision)	37
21	HURACANES DEL NORTE Nomás Por Tu Culpa (Univision)	34
22	RAM HERRERA Muchachita Color Canela (Tejas)	32
23	GARCIA BROTHERS Te Necesito (Joey)	30
24	LA CONQUISTA La Chica Conquista (Q-Zone)	27
25	MONTU Me Enamoro De Ti (A.R.C. Discos)	25

Data is compiled from the airplay week of December 7-13, and based on a point system.
© 2003 Radio & Records.

Going For Adds

No Tejano Priorities

Rock/Alternative

TW	ARTIST Title Label(s)
1	CONTROL MACHETE Bien, Bien (Universal)
2	JULIETA VENEGAS Andar Conmigo (BMG)
3	KINKY Presidente (Nettwerk)
4	MANA Te Llevaré Al Cielo (Warner M.L.)
5	PASTILLA Comezón (Antídoto)
6	PLASTILINA MOSH Peligroso Pop (EMI Latin)
7	CAFE TACUBA Eres (MCA)
8	ILL NINO Parte De Mí (Roadrunner)
9	ZUCCHERO f/MANA Baila Morena (Lideres)
10	LOS TETAS Tómalas (Universal)
11	MALA RODRIGUEZ La Niña (Universal)
12	CURANDEROS Dolores (DMP Music)
13	NATALIA LAFOURCADE Mirame Mirate (Sony Discos)
14	LA OREJA DE VAN GOGH Rosas (Sony Discos)
15	TIZIANO FERRO Perverso (EMI Latin)

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

Record Pool

TW	ARTIST Title Label(s)
1	VICO-C f/EDDIE DEE & TEGO CALDERON El Bueno, El Malo Y El Feo (EMI Latin)
2	TOROS BAND Loca Conmigo (Universal)
3	TITO NIEVES w/CONJUNTO CLASICO Vecinita (Warner M.L.)
4	JERRY RIVERA Mi Libertad (BMG)
5	AZUL AZUL Apretaito (Universal)
6	OBIE BERMUDEZ Me Cansé De Ti (EMI Latin)
7	AVENTURA Hermanita (Premium)
8	PUERTO RICAN POWER Doctor (J&N)
9	YANI CAMARENA Noche De Estrellas (Ole Music)
10	JUANES La Paga (Universal)
11	ELVIS MARTINEZ Así Te Amo (Premium)
12	SONORA CARRUSELES Vengo Caliente (Fuentes)
13	SHALIM Se Me Olvidó Tu Nombre (Crescent Moon)
14	GRUPO MANIA Sube Sube (Universal)
15	CELIA CRUZ El Año Viejo (Sony Discos)

Songs ranked by total number of points. 23 Record Pool reporters.

NATIONAL

JOBS!
<http://onairjobtipsheet.com>

Back when radio was...BOSS!!!

A format that recaptures the sound, music, jingles, and most importantly, the pace of the 1965-72 period of top 40 radio, is indeed back.

80 Custom produced Johnny Mann jingles, and extensively researched top 30 playlists, along with the man himself... is coming to a satellite near you. Yes, ladies and gentlemen... the beat goes on. Stay tuned.

SOUTH

TM Century - Dallas Headquarters

Special Projects Manager

Your rolodex is larger than a giant Ferris Wheel. You make so many phone calls each day that AT&T sends you Christmas gifts. Program Directors and Morning Show Hosts from top 50 markets not only take your call but cry with joy at the sound of your voice.

Have we got a job for you!

TM Century is looking for an experienced salesperson to spearhead our efforts on our newest and most elite set of products. Use your connections, entrepreneurial spirit, creativity and sales prowess to take over the market with dynamic products sure to dominate the industry.

International Sales Assistant

TM Century is looking for an organized, multi-tasking master with customer service experience. This person must be experienced and savvy in dealing with different cultures from all over the world. Strong phone, email, communication, computer and database skills a must!

Send your resume, in confidence, to:
jobs@tmcentury.com

Growing radio group looking for morning teams/PDs for Country and CHR in the High Country of Western North Carolina. Submit jonathan@wecr1023.com or 643G Greenway, Boone, NC 28607. No phones. EOE.

SOUTH

PROGRAM DIRECTOR

Radio One-Houston, Texas has an immediate opening for a Program Director for KMJQ-FM, Houston's heritage Urban AC station. If you have a proven track record in Urban Radio, and can effectively train and coach both on-air, support, and promotion staff, send your resume to:

Mark McMillen
 Radio One-Houston
 24 Greenway Plaza, Suite 900
 Houston, Texas 77046

Or e-mail to:
mmcmillen@radio-one.com
 EOE

MIAMI, FLORIDA - SALES/CUSTOMER SERVICE POSITION AVAILABLE - MEDIABASE

Mediabase/M.I.S (Music Information Systems) is currently seeking qualified sales and customer service representative within our Mediabase division to establish our business within the record labels and related Music Industry accounts.

THE COMPANY

Mediabase/M.I.S is the leading provider of radio research to the broadcast and music industry, is based in Sherman Oaks, CA, with offices in Nashville, New York, and Orlando.

JOB DESCRIPTION

In this position you will be an integral part of the launch of our airplay monitoring service to the Latin Music community, acting as the primary liaison between our company and our Music Industry Clients in Miami, focusing on the Latin Music genres. The right candidate will report directly to the SVP Operations/Music Sales of the company, and will have excellent prospecting and selling skills, a passion for music, and have experience closing in a short sales cycle. The perfect candidate must also possess the ability to maintain the highest standards of customer service, and build relationships with and manage multiple accounts within the Music Industry.

QUALIFICATIONS

Minimum 3 years sales and/or client service at a successful company (record label, radio, and/or related company experience preferred)

- English/Spanish bilingual
- Computer Skills
- Word
- Excel
- PowerPoint
- Excellent presentation and closing skills
- Excellent communication skills
- Passion/knowledge for Music
- Organization skills
- Self-motivated and driven

COMPENSATION

Base Salary + Commission

For immediate consideration, please email your resume along with a cover letter and salary history ASAP to
jobs@premiereradio.com.

NO PHONE CALLS PLEASE
 Equal Opportunity Employer

WEST

Attorneys want to purchase 30-minutes of weekday, live air time on southern California station for weekly legal talk show. Station must be located within 30 - mile driving radius of west Los Angeles. Email: Park806@aol.com.

POSITIONS SOUGHT

Station Sold, don't wanna be left out in the cold. Rex McNeill (916) 455-5969 rexontheair@yahoo.com. (12/19)

Popular Landlord-Tenant radio program seeks syndicator for California market. Contact www.landlordtenantradio.com. (12/19)

Hard working male air talent, great pipes, great energy, and personality. Isn't this what you want? Call 905-878-9825. (12/19)

Female Jock with killer personality & pipes wants gig near San Diego. I've been there, done that. Curious??? Bajasun001@aol.com. (12/19)

Ten years broadcast experience in country/classic rock formats. Good numbers, great voice, killer production skills. Will move. Joe (231) 933-4195. (12/19)

Ohio Valley, or weekends in the NY Suburbs. CHR/Hot AC/ALT. Brian Hunter 718-236-7505 or djbrianhunter@aol.com. (12/19)

Broadcasting School Grad seeking position in announcing, news, or production. Willing to travel. Experience with Cool Edit. Call Kayka (918) 734-5381. (12/19)

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: llinares@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 \$200/inch **2x \$150/inch**

Rates are per week (maximum 35 word per inch including heading). Includes generic border. If logo, custom border or larger heading are required, add 1/2 inch (\$60 for 1x, \$50 for 2x). In addition, all ads appear on R&R's website. (www.radioandrecords.com)

Blind Box: add \$50

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.

Positions Sought: \$50/inch

Individuals seeking employment may run ads in the Positions Sought section at the special rate of \$50/inch.

Payable In Advance

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 (PDT)** 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

R&R is published weekly, except the week of December 25. Subscriptions are available for \$325.00 per year (plus applicable sales tax) in the United States, \$330.00 in Canada and Mexico, and \$495.00 overseas (U.S. funds only) from Radio & Records Inc., at 10100 Santa Monica Blvd., 3rd Floor, Los Angeles, California 90067. Annual subscription plan includes the weekly newspaper plus two R&R Directories issues and other special publications. Refunds are prorated based on the actual value of issue received prior to cancellation. Nonrefundable quarterly rates available. All reasonable care taken but no responsibility assumed for unsolicited material. R&R reserves all rights in material accepted for publication. All letters addressed to R&R or its Editors will be assumed intended for publication reproduction and may therefore be used for this purpose. Letters may be edited for space and clarity and may appear in the electronic versions of R&R. The writer assumes all liability regarding the content of the letter and its publication in R&R. Nothing may be reproduced in whole or in part without written permission from the Publisher.

© Radio & Records, Inc. 2003

POSTMASTER: Send address changes to R&R, 10100 Santa Monica Blvd., Third Floor, Los Angeles, California 90067

HOW TO REACH US

RADIO & RECORDS INC. / 10100 SANTA MONICA BLVD., THIRD FLOOR, LOS ANGELES, CA 90067

WEBSITE: www.radioandrecords.com

	Phone	Fax	E-mail
CIRCULATION:	310-788-1625	310-203-8727	moreinfo@radioandrecords.com
NEWS DESK:	310-788-1699	310-203-9763	newsroom@radioandrecords.com
R&R ONLINE SERVICES:	310-788-1635	310-553-4056	kmccabe@radioandrecords.com
ADVERTISING/SALES:	310-553-4330	310-203-8450	hmowry@radioandrecords.com

	Phone	Fax	E-mail
OPPORTUNITIES/MARKETPLACE:	310-788-1622	310-203-8727	llinares@radioandrecords.com
EDITORIAL, OTHER DEPTS:	310-553-4330	310-203-9763	mailroom@radioandrecords.com
WASHINGTON, DC BUREAU:	301-951-9050	301-951-9051	rrdc@radioandrecords.com
NASHVILLE BUREAU:	615-244-8822	615-248-6655	lhelton@radioandrecords.com

FEATURES

Hard Copies Available Free Satellite Delivery

RADIO LINKS

"Peter Pan"

www.radiolinkshollywood.com

Contact Lori Lerner at (310)457-5358
(310)457-9869(Fax) radiolinks@aol.com (e-mail)

Hard Copies Available Free Satellite Delivery

VOICEOVER SERVICES

"A truly brilliant idea"
"Groundbreaking"
"It works"

Any Station. Any Market.
Any Budget.

www.PromoVoice.com
Where talent meets technology

VOICEOVER SERVICES

You know the name.
JEFF DAVIS
Imaging great Radio Stations
in all market sizes, all formats

ID'S-LINERS-PROMOS
www.jeffdavis.com
323-464-3500
Email: jeffdavis@jeffdavis.com

www.radioandrecords.com

MARKETING & PROMOTION

PUBLICITY PRINTS
Lithographed On Heavy, Semi-Gloss Paper

★ REQUEST FREE CATALOG AND SAMPLES!


KCRX
KCBX

B/W - 8x10's
500 - \$90.00
1000 - \$120.00

5x7 - JOCK CARDS
B&W 1000 - \$100.00
Color 2000 - \$408.00

★ PRICES INCLUDE
TYPESETTING & FREIGHT
★ FAST PROCESSING
★ OTHER SIZES AVAILABLE

PRICES SUBJECT TO CHANGE WITHOUT NOTICE


Send 8x10 photo, check/M O Visa/MC, instructions to:
1867 E. Florida Street, Dept. R Springfield, MO 65803
TOLL FREE: 1-888-526-5336
www.abcpictures.com

MITCH CRAIG

Listen Now!
www.mitchcraig.com **COUNTRY IMAGING AT ITS BEST!** Call 901.881.4878

CARTER DAVIS

Look into the voice... that cuts through!

www.CarterDavis.com 901.681.0650

Instant Delivery
Zephyr • MP3 • CD

Mark McKay Media

- MALE & FEMALE VOICES AVAILABLE
- ALL FORMATS & MARKET SIZES
- CLUSTER & GROUP RATES

DRY TRAX or PRODUCED AFFORDABLE!

PHONE DEMO: 913-345-2381
FAX 345-2351
WEB DEMO: mckaymedia.net

CD or MP3

GET REAL **DAVE PACKER VOICEOVERS**

Imaging that brings out your station's personality!
Your sound on your budget.

www.davepacker.com 609-290-3333

NEW IMAGING VOICES

www.JonShults.com
www.MattRawlings.com
www.ThatVoiceGuy.com

Download all 3 DEMOS NOW!

JOE CIPRIANO PROMOS

AMERICA'S NUMBER 1 VOICE
the voice of FOX, CBS and The Grammys

Call Us.
(310) 229-4548

www.joecipriano.com

www.radioandrecords.com

PRODUCTION SERVICES

BRAND BUILDER It's working for KLOS (LA) • WRKS (KISS/NY) • WBCN (Boston) • WSM AM/FM (Nashville) • Microsoft • Time Warner • Perrier, and many, many more. Affordable rolls of plastic that repeat your message over and over again. For event planning help, call Susan V. 1-800-786-7411 rr@bannersonaroll.com

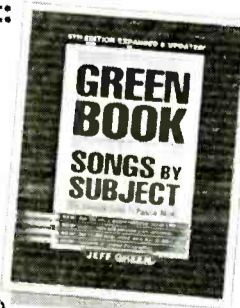
Mike Carta
VO IMAGING FOR ALL FORMATS
865-691-8989
www.supersweepers.com

Hundreds of Holiday Songs!

New! 5th Edition Green Book Of Songs By Subject:
The Thematic Guide To Popular Music

- 1,569 jam-packed pages
- 86,000 listings
- 35,000 songs
- 1,800 subjects
- All music formats
- 100 years of music

Order via R&R: Save 20% and get free UPS shipping!* (*on U.S. orders)
Discounted price: \$51.96 softcover/\$63.96 hardcover
(CA residents add sales tax)



Charge by phone: 310.788.1621 or send a check to:
R&R, 10100 Santa Monica Blvd., 3rd Floor, L.A., CA 90067

MARKETPLACE ADVERTISING

Payable in advance. Order must be typewritten and accompanied by payment. Visa/MC/AMEx/Discover accepted. One inch minimum, additional space up to six inches available in increments of one-inch. Rates for R&R marketplace (per inch):

1 time	\$95.00
6 insertions	90.00
13 insertions	85.00
26 insertions	75.00
51 insertions	70.00

Marketplace
(310) 788-1622
Fax: (310) 203-8727
e-mail: llinares@radioandrecords.com


THE INDUSTRY'S NEWSPAPER



CHR/POP

Table with 2 columns: LW, TW. Lists CHR/POP songs with artists and labels. #1: OUTKAST Hey Ya! (Arista)

#1 MOST ADDED

MYA Fallen (A&M/Interscope)

#1 MOST INCREASED PLAYS

OUTKAST The Way You Move (Arista)

TOP 5 NEW & ACTIVE

- JAGGED EDGE Walked Outta Heaven (Columbia)
SARAH MCLACHLAN Fallen (Arista)
MARY J. BLIGE FIEVE Not Today (Geffen)
BLINK-182 Feeling This (Geffen)
NICK CANNON Gigolo (Jive)

CHR/POP begins on Page 25.

CHR/RHYTHMIC

Table with 2 columns: LW, TW. Lists CHR/RHYTHMIC songs with artists and labels. #1: KELIS Milkshake (Star Trak/Arista)

#1 MOST ADDED

LUDACRIS Splash Waterfalls (Def Jam South/IDJMG)

#1 MOST INCREASED PLAYS

TWISTA F/KANYE WEST & JAMIE FOXX Slow Jamz (Atlantic)

TOP 5 NEW & ACTIVE

- PETEY PABLO Freak-A-Leek (Jive)
KNOC-TURN'AL F/SNOOP DOGG The Way I Am (L.A. Confidential/Elektra/EEG)
MUSIQ Fortnight (Def Soul/IDJMG)
BRAVEHEARTS F/LIL' JON Quick To Back Down (Columbia)
RUBEN STUDDARD Sorry 2004 (J)

CHR/RHYTHMIC begins on Page 32.

URBAN

Table with 2 columns: LW, TW. Lists URBAN songs with artists and labels. #1: ALICIA KEYS You Don't Know My Name (J)

#1 MOST ADDED

LUDACRIS Splash Waterfalls (Def Jam South/IDJMG)

#1 MOST INCREASED PLAYS

TWISTA F/KANYE WEST & JAMIE FOXX Slow Jamz (Atlantic)

TOP 5 NEW & ACTIVE

- JIN Learn Chinese (Ruff Ryders/Virgin)
LUDACRIS Splash Waterfalls (Def Jam South/IDJMG)
GLENN LEWIS Back For More (Epic)
CASSIDY FIR. KELLY Hotel (J)
BUSTA RHYMES, FAT JOE, CHINGY... Shorty (Put It On The Floor) (Hollywood)

URBAN begins on Page 37.

AC

Table with 2 columns: LW, TW. Lists AC songs with artists and labels. #1: MATCHBOX TWENTY Unwell (Atlantic)

#1 MOST ADDED

DAVID YOUNG A Christmas I'll Remember (Universe Music)

#1 MOST INCREASED PLAYS

BETTE MIDLER White Christmas (Columbia)

TOP 5 NEW & ACTIVE

- BANGLES Something That You Said (Koch)
FIVE FOR FIGHTING 100 Years (Aware/Columbia)
LEANN RIMES O Holy Night (Asylum/Curb)
SUZY K. Gabriel (Vellum)
ABENAA Song 4 U (Nkumim)

AC begins on Page 50.

HOT AC

Table with 2 columns: LW, TW. Lists HOT AC songs with artists and labels. #1: 3 DOORS DOWN Here Without You (Republic/Universal)

#1 MOST ADDED

MELISSA ETHERIDGE Breathe (Island/IDJMG)

#1 MOST INCREASED PLAYS

OUTKAST Hey Ya! (Arista)

TOP NEW & ACTIVE

- CHRISTINA AGUILERA The Voice Within (RCA)
DEFAULT (Taking My) Life Away (TVT)
BON JOVI Wanted Dead Or Alive 2003 (Mercury/IDJMG)

AC begins on Page 50.

ROCK

Table with 2 columns: LW, TW. Lists ROCK songs with artists and labels. #1: STONE TEMPLE PILOTS All In The Suit That You Wear (Atlantic)

#1 MOST ADDED

TANTRIC Hey Now (Maverick/Reprise)

#1 MOST INCREASED PLAYS

AUDIOSLAVE I Am The Highway (Interscope/Epic)

TOP 5 NEW & ACTIVE

- A PERFECT CIRCLE The Outsider (Virgin)
LIMP BIZKIT Behind Blue Eyes (Flip/Interscope)
STATIC-X The Only (Warner Bros.)
ELEMENT EIGHTY Broken Promises (Universal)
SKRAPE Stand Up (RCA)

ROCK begins on Page 59.

Publisher's Profile

By Erica Farber



MICHAEL OSTERHOUT

COO, Morris Radio

local. It is truly a throwback to the great radio days of the '70s."

Long-range plans: "The company has been very good about being aggressive and allowing us to go out and expand our broadcast company. The changes in the rules in Washington about newspaper cross-ownership kind of put a halt to some of the things we were doing. We are very close to closing a six-station deal in central Kansas. We're looking at acquisitions in three or four of our markets to shore up what we have, and we are continually searching for like-minded broadcasters who maybe want to put some money in their pocket but also allow their employees to work for a company that has a similar philosophy about being community- and people-oriented."

"I heard a great quote from Frank Kalil, who said to Will Morris and me, 'You all are a black hole.' We stepped back and said, 'What do you mean by that?' 'Once it goes into your portfolio, it really never comes out.' There is something to be said for that, and a lot of it is true. We have properties that have been with us since this company began over 50 years ago. We are more of an accumulator than a seller. We really don't spin things off."

On Morris' commitment to the radio business: "In the mid-'90s the company got into radio by buying Soffer Communications, a Kansas-based newspaper company that owned many television and radio stations. One part of the Morris family has television; they're based in Savannah, GA. The Augusta, GA-based family are not really television holders. They spun off all the television when they were buying the newspapers, and they ended up with radio stations in Topeka, KS and Amarillo, TX that were very profitable. This was pre-consolidation."

"The Morrises had been in the radio business early in the '50s and had spun the radio and television stations off to Rusk Communications. A younger generation was coming up, and they were more technologically oriented and found that they liked the radio business, so they expanded. They bought a couple of companies and had a vision of buying a lot of radio prior to my coming. Then the recession of 2000 came, so they put it on hold until they brought in an operator like myself to guide it going forward."

Biggest challenge: "I was a major-market broadcaster, and I still have these big ideas that you normally do in major markets. But, being in smaller markets, I have to realize that I can't do them all. We're major-market thinkers in smaller markets, and sometimes you have to temper yourself. You can't do everything and spend every nickel you have. My challenge is to balance."

"For example, in Palm Springs, CA I have a seven-station cluster. I have real people on all of those stations. In most cases, you wouldn't have live bodies on all of them, but we believe that each one of them is its own profit center and each one is its own business. Our challenge is having the growing pains of a young radio company, which we are, and yet trying to stay within the financial bounds of making it work."

State of the industry: "It's not just radio — everything has changed. Everybody longs for the good old days. It's just not meant to be. We're going to move forward, and you try to exist inside the new paradigm shift, inside the new ways of the radio business. That doesn't necessarily mean that you have to like it, but you have to learn how to operate in it. There are business models where people are doing things that are great for them. They're not necessarily the kinds of business models I can work in, though, because I'm not smart enough to do some of those things. My only concern overall is the proper treatment of people. Truthfully, I hate to see wholesale shifting of people, because I don't think it's right. Our people have gotten us to where we are in this business, and we need to think about them."

On the business: "We had a good couple of years, then we had a huge slowdown in the middle of this year,

and we don't know why. It has built itself back up. In some of my markets I had an unbelievable October and November, and December looks very good. There's a lot of optimism, but I can't, in all honesty, say that 2004 is going to be better. Times have changed so dramatically in our business that we really need to take a good hard look at where we are."

"And because I am in a newspaper company, I have to tell all my friends and peers in the radio business, don't discount your newspapers. These guys are doing things that we in radio really should be doing. They're getting in to see the right people and getting the right answers. We're still playing in the radio pool and not growing it as rapidly as we should."

Something about his company that might surprise our readers: "Most people don't know about the company, and that's kind of by design. It's privately held. We have taken our publishing company, Morris Publishing, into the bond market as of this summer. Morris is a very aggressive, leading-edge company when it comes to best practices for business. We are way ahead of the curve on some things. Sometimes that makes for our being uncomfortable in what we're doing, but we're very far ahead in our Internet division and in our back-office type of business. For a company you don't hear much about, we are really technologically savvy."

Most influential individual: "I look at the people at WQXI/Atlanta in the old days — Jerry Blum, Clark Browne, Mark Kannoff and that group of people. Then I look at the Eastman people: Frank Boyle, Bill Burton, Jerry Shubert and Carl Butrum. They were absolutely influential in what I did. I tried to model WRBQ/Tampa on 'QXI. We always tried to be the kind of sellers the Eastman Radio people were."

Career highlight: "I have been fortunate to have worked with some of the greatest program directors and talent in the industry, starting with Scott Shannon, Cleveland Wheeler, Steve Rivers, Jay Stevens and Kevin Weatherly. I still work with Randy Kabrich and Gary Wall. These were some of the most incredible programming people. I was fortunate that, at one time or another, they were all part of our company. We were a programming-oriented company, and we had great salespeople who took advantage of that."

Career disappointment: "Sometimes I wonder if the Edens thing could have turned out differently. A lot of Edens employees didn't get what they deserved, but you can't change that. It had the right people, but maybe the timing wasn't right."

Favorite radio format: "I'm a big Jazz and Classical fan."

Favorite song: "'Come Monday' by Jimmy Buffett."

Favorite movie: "Exodus."

Favorite book: "To Kill a Mockingbird."

Favorite restaurant: "Berns Steakhouse in Tampa."

Beverage of choice: "Belvedere martini up with olives."

Hobbies: "I cook, and I spend a lot of my time traveling around the country to watch my daughter, who is a competitive swimmer. I live in Tampa and Augusta, so I get to play golf. I've played Augusta, and words cannot describe it, and TV doesn't do it justice. It is more beautiful than you can imagine."

E-mail address: "michael.osterhout@morris.com."

Advice for broadcasters: "In Philadelphia, at the NAB Radio Show, I went to see hip-hop impresario Russell Simmons. I looked around that room and listened to what that panel had to say. That is our future, and, unfortunately, most of my peers and counterparts were at the Ritz-Carlton having their meetings instead of watching what our future is all about. We need to embrace the younger generation, and we better get on it quickly. They are moving right past us and leaving us behind."

When radio found him, Michael Osterhout landed on a very fast track. Starting in sales, he quickly moved into management and, a few years into his career, became COO of one of radio's most respected groups at the time, Edens Broadcasting.

A few years ago Osterhout was recruited to Morris Radio as COO. He is responsible for 33 radio stations in six U.S. markets plus the Republic of Monaco.

Getting into the business: "To be honest, radio picked me. I completed college and was fortunate enough, or unfortunate enough, to

have the lottery number 1 at the height of the Vietnam War. Instead of going to the law school I had been accepted to, I ended up going into the military and served four years in the Air Force. When I got out, I'd had enough of starving. I decided not to go back to law school and went to work for a pharmaceutical company in Atlanta. Tampa was my home, but I'd gone to school in Georgia, at Mercer in Macon, and Atlanta turned out to be one of the places I liked.

"The company went out of business after six weeks. I was stuck in Atlanta, my dog and I. I was having a beer at a concert at the Great Southeast Music Hall and met a young man who had just gotten out of the University of South Carolina and was working at a radio station. He told me they had an opening. I ended up going to work for WYZE/Atlanta as a salesperson, and I liked it."

"I got onto a pretty fast track. I moved back to Tampa after two years in Atlanta radio. I wasn't planning to go back, but I ended up doing so because I met my wife, Marsha. She had a job as a teacher, so I said, 'OK, I'll go back there.' I went to work at a station in Tampa. It was sold to Taft two years later, and I went to work for Harte Hanks."

Joining Morris Radio: "My friend Herb McCord was consulting the Morrises on their radio properties, and he told me I should meet them, based on my Southern background. I did, and they were wonderful people. They had the beginnings of a very good radio company, and we got together 2 1/2 years ago. It's a family-owned company, and they make you feel like part of the family. It is a very aggressive media company with holdings in newspapers all over the country and internationally, a major magazine division with national and international titles, a big outdoor company and one of the few profitable Internet divisions I've ever seen."

Mission of the company: "It comes from the top, from the Chairman, William Morris III, and his son, Will IV, the President. Both of them are incredibly community-oriented not just in words, but in deed. In all of their markets across the United States, the Morrises give back. They are absolutely committed to their local marketplaces. That's part of the newspaper philosophy; they are local, local,

Maria Abuiysa
Anthony Acampora
Rob Agnoletti
Jennifer Allen
Chuck Aly
Carol Archer
Page Beaver
Josh Bennett
Keith Berman
Mark Brower
Kevin Carter
Frank Commons
Brida Connolly
Frank Correia

Lise Deary
Jose De Leon
Oyie Fajardo
Erica Farber
Marcela Garcia
Mike Garcia
Julie Gidlow
Randy Gomez
Gabrielle Graf
Jeff Green
Amit Gupta
Dana Hall
Jim Hanson
Carl Harmon
Carrie Hayward

Hurricane Heeran
Lon Helton
Nancy Hoff
Joe Howard
Saeid Irvani
Hamid Irvani
Adam Jacobson
Abhijit Joglekar
Linda Johnson
Ted Kozlowski
Tim Kummerow
Richard Lange
Jacqueline Lennon
Lisa Linares

RRR Happy Holidays

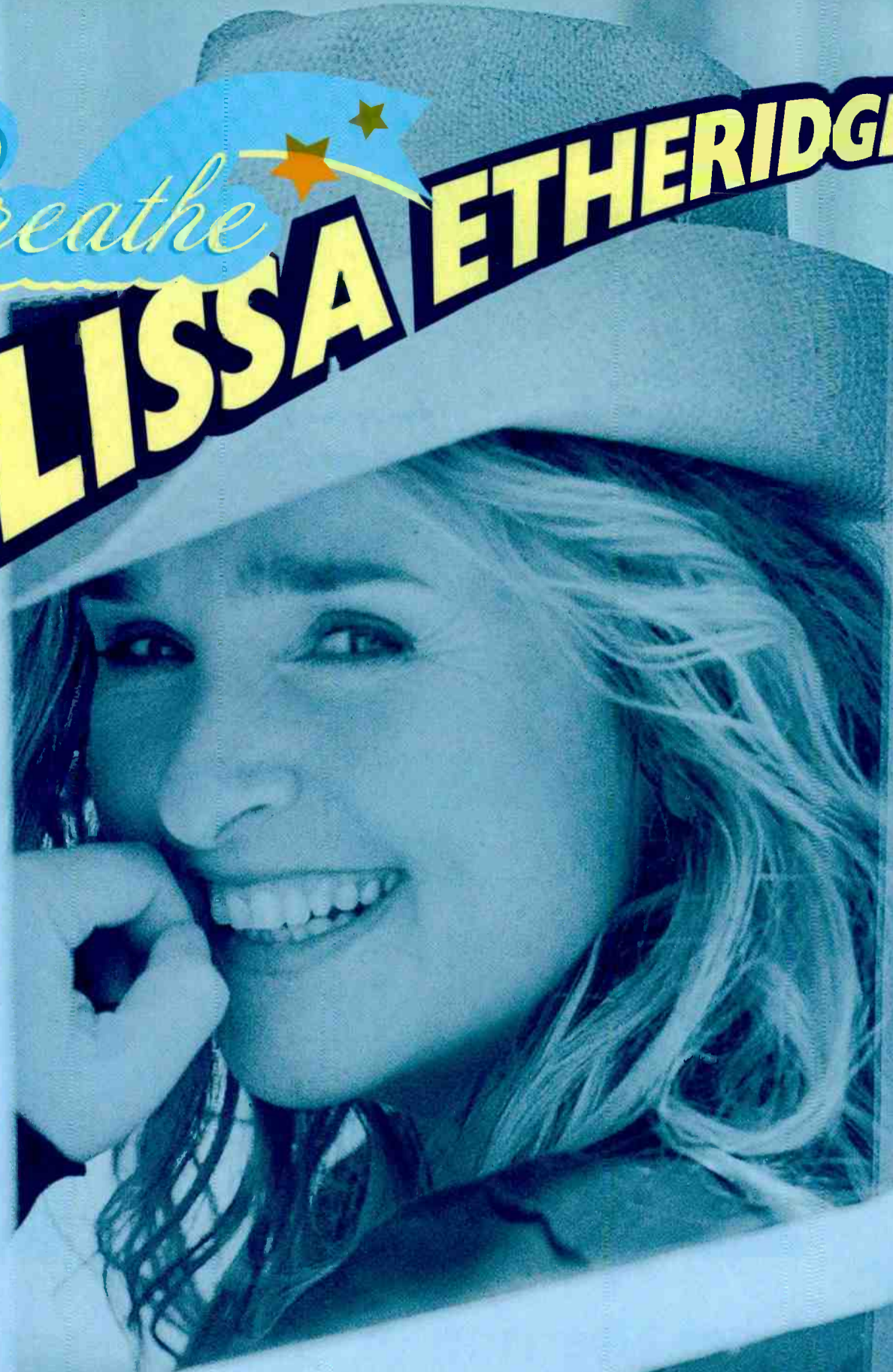
From The Staff of Radio & Records

Magda Lizardo
Ern Llamado
Frank Lopez
Al Machera
Jackie Madrigal
Greg Maffei
Cyndee Maxwell
Kevin McCabe
Whitney Mollahan
Henry Mowry
Karen Mumaw
Butch Narido
Juanita Newton
Puneet Parashar

Maria Parker
Kyle Anne Paulich
Susanna Pedraza
Angela Perelli
Richard Perry
Al Peterson
Cecil Phillips
Sonia Powell
David Puckett
Kristy Reeves
Steve Resnik
Michelle Rich
Ernestina Rodriguez
Cristina Rubio

Delia Rubio
John Schoenberger
Susan Shankin
Robbie Sparago
Mike Thacker
Kent Thomas
Dontay Thompson
Max Tolhoff
Mike Trias
Gary van der Steur
Glenda Victores
Rick Welke
Brooke Williams
Roger Zumwalt

Breathe
MELISSA ETHERIDGE



**Impacting
Hot AC and
Triple A Radio
January 5th!**

Early Hot AC Adds include:

KYSR/Los Angeles	KIOI/San Francisco	KLLC/San Francisco
KDMX/Dallas	WBMX/Boston	WPLZ/Seattle
KFMB/San Diego	WWMX/Baltimore	WZPT/Pittsburgh
WKRQ/Cincinnati	KMXB/Las Vegas	KAMX/Austin
WTIC/Hartford		

Early AAA Adds include:

WXRT/Chicago	KFOG/San Francisco	WBOS/Boston
KTCZ/Minneapolis	WGVX/Minneapolis	KPRI/San Diego
WRNR/Annapolis	WXRV/Haverill	KBCO/Boulder

THE FIRST SINGLE FROM

Lucky

THE NEW STUDIO ALBUM BY MELISSA ETHERIDGE
IN STORES FEBRUARY 10TH 2004

www.melissaetheridge.com • www.islandrecords.com

*** Theatre tour kicking off
in February ***



Produced by John Shanks
Management: W.F. Leopold Management Inc.
Written by R. Jordan, M. Wanninger, A. Dwiggin/D. Randall, B. Armstrong
Through The Pink Publishing (ASCAP)/EMI Music Publishing, Inc. (ASCAP)