

EXCLUSIVE R&R ROUND TABLE

MILLENNIUM MARKETING

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Staffing and Client Relations p.14

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HD, Internet And Other Technologies
Could Make It A Transition Year p.18

R&R

RADIO & RECORDS

www.RadioandRecords.com

DECEMBER 22, 2006
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PLUS

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News Focus

Analyst: Inventory Holding Back Google

Channel checks by RBC media analyst David Bank find Google's pitch to major radio advertising buying agencies has whet buyers' interest, but there may be nothing to deliver right now.

"We believe a critical mass of advertisers is interested in testing the platform, but Google has yet to secure access to a sufficient amount of radio ad inventory to enable tests of flighted campaigns," Bank wrote to investors. "For the radio industry [and for Google], this means no significant impact until at least mid-2007."

Bank continues to "anticipate a major commitment of radio ad inventory in the coming months that would change dynamics meaningfully. Google is also claiming the capability to measure return on investment for radio along some parameters. The impact on the radio industry would be immense."—Jeffrey Yorke

WMG To Buy Majority Roadrunner Stake

Warner Music Group has entered into a deal to acquire a 73.5% stake of Roadrunner Music Group, parent company of Roadrunner Records, for \$73.5 million. The move and corresponding sale of a majority stake in the label to WMG comes at the recent conclusion of a five-year 50-50 joint venture between Roadrunner and Island Def Jam (IDJ), whose parent company is Universal Music Group.

Following completion of the purchase, the Netherlands-based label will be housed within WMG's Atlantic Records Group in the United States and within Warner Music International for the rest of the world. Roadrunner founder and managing director Cees Wessels will continue to head the label and operate it as a freestanding entity with its own sales, marketing and promotion staffs. No layoffs or restructurings are planned.

The pact reunites Wessels with WMG Recorded Music chairman/CEO Lyor Cohen, who previously was responsible for overseeing IDJ's relationship with Roadrunner dating back to 2001. Based on 2006 results, WMG now lays claim to the top three positions in hard music market share in the States, with Warner Bros. No. 1, Atlantic No. 2 and Roadrunner No. 3.

The transaction is subject to regulatory approval in Germany and is expected to close in January. —Brian Garrity, *Billboard*

Ahmet Ertegun: 1923-2006

Legendary record man and founder of Atlantic Records Ahmet Ertegun died Dec. 14 in New York following a head injury he suffered in October and a short time in a coma. He was 83.

"The music community has lost a pioneer and an icon, and we have lost our father. Ahmet changed the course of modern music and culture," Atlantic chairman/CEO Craig Kallman says.

Ertegun co-founded Atlantic Records in 1947 with friend Herb Abramson and built the independent label into an R&B powerhouse that included Ray Charles, Ruth Brown, LaVern Baker and the Drifters. In the '60s, Atlantic dominated with Aretha Franklin, Wilson Pickett and Percy Sledge, as well as a deal to distribute the Stax label roster of stars, including Otis Redding and Booker T. The label then moved into pop and rock with Sony & Cher, Buffalo Springfield, Cream, Led Zeppelin and Crosby, Stills & Nash.

Atlantic was eventually sold to Steven Ross' Warner-Seven Arts, but Ertegun retained creative control for decades more and was still closely associated with the label until his death through mentoring the current management team and in the corporate ranks of Warner Music Group. Ertegun was buried in a private ceremony in his native Turkey. A memorial service will be held in New York after the new year. —Ed Christman, *Billboard*



Ertegun

NUMBER CRUNCH

525M	35%	2
The number of digital music downloads sold year to date, according to Nielsen SoundScan. That's an increase of 67% over the same period in 2005 and 173 million more than the total number of downloads sold in 2005. Nielsen also reports 29.7 million digitally downloaded albums have been sold year to date, versus 14.5 million in the same period last year.	The quota of Canadian content that the country's terrestrial stations will play. The Canadian Radio and Television Commission sided with broadcasters, ruling to keep CanCon quotas at their current 35%. The commission rejected calls by publishing and indie-label sectors to raise it. The Canadian Independent Record Production Assn. filed a proposal for an increase to 45%; the Society of Composers, Authors, and Music Publishers of Canada wanted a boost to 55%.	The number of new satellites transmitting XM programming from outer space. Dubbed Rhythm and Blues, the new Boeing birds replace originals Rock and Roll, launched in 2001, which will serve as in-orbit spares. Meanwhile, Ford/Canada and Sirius/Canada pact for Sirius receivers to be factory-standard in virtually all Ford and Lincoln vehicles sold in Canada by the end of 2007.

Arbitron: Radio Must Reach Kids

Arbitron CEO Steve Morris told consultants at the company's annual fly-in that they ought to develop "a few bold and innovative ideas for the young listeners. What I really hope is that behind the scenes you are doing some really creative things for 12- to 17-year-olds," a demographic once touted as the next generation of radio users but now seen as the group most likely to turn radioland into a ghost town.



Morris

"Find new vehicles for the Internet," Morris said. "Champion programming for kids 12-17. Grab them with programming before they become iPod-addicted." Arbitron used the event to not only talk about the Portable People Meter debut in Philadelphia next month, but to also unveil its e-diary to be tested on an array of mobile Internet-capable devices such as the RIM BlackBerry, Palm Treo, Windows Mobile and Symbian smart phones. "The electronic diary, in its current PC-based form and in any future forms for mobile devices, is targeted for markets that are not being measured" by the PPM, Arbitron VP of domestic research Ed Cohen said. "As we roll out the [PPM] in the top 50 markets, the electronic diary is a parallel effort that will help keep the diary method more appealing to Internet-savvy younger adults." —Jeffrey Yorke

ON THE WEB 'Bull' Charges Atlanta

Clear Channel has flipped AC WLTM/Atlanta to country as "94.9 the Bull" to take on ABC Radio's longtime format leader WKHX (Kicks 101.5) and its sister WYAY (Eagle 106.7).

In the summer Arbitron ratings, WLTM had a 2.7 share 12+ while WKHX scored a 4.6 and WYAY had a 2.0.

Clear Channel VP of country programming Clay Hunnicutt is overseeing the station for now and is looking for an airstaff and programmer.

The Bull will be the flagship for the Atlanta Braves. Rock sister WKLS (now Project 9-6-1) carried Braves games last year, as did talk sister WGST. —Ken Tucker



Air America Buyer In The Wings?

New York-based liberal talk network Air America Radio (AAR) is reportedly close to signing a deal to bring the financially troubled network out of a Chapter 11 bankruptcy filed in October.

Air America representative Jaime Horne told the Associated Press that the network had signed a letter of intent with an unidentified buyer but said no final deal had been reached.

Meanwhile, The New York Times reported that the potential buyers are investor/former AAR board chairman Terrence Kelly and initial AAR investor Douglas Kreeger.

The network, home to hosts Al Franken and Randi Rhodes, has continued to operate throughout the bankruptcy period. —Al Peterson

CBS Records Returns

CBS is reaching into its past by launching CBS Records, to be overseen by Jack Sussman, executive VP of specials, music and live events at CBS Entertainment. The label is starting with three artists, and plans to expand to eight by the end of its first year. CBS sold CBS Records to Sony Corp. in 1988 for \$2 billion. —Ed Christman, *Billboard*

MORE ONLINE: www.RadioandRecords.com

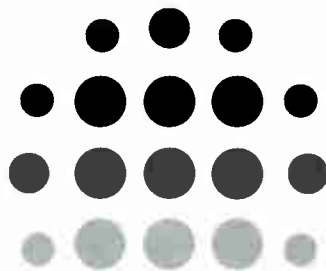


**What is the Library of
American Broadcasting?**



**The home page for the
broadcasting industry**

Click on www.lib.umd.edu/lab.



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Prepare to be awed.



WHILE ITS SEASONAL FAVORITE "THE CHRISTMAS SHOES" STEPS UP TO NO. 18 ON THE HOLIDAY CHART, **NEWSONG** TAKES OVER THE NO. 1 SPOT ON THE INSPO LIST WITH "BEFORE THE DAY."

R&R NO.1

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LATIN RHYTHM	57	Dime / Pitbull Feat. Ken-Y

SUGARLAND'S "WANT TO" TOPS COUNTRY FOR A SECOND WEEK, MATCHING THE RUN SINGER JENNIFER NETTLES ENJOYED EARLIER THIS YEAR WITH "WHO SAYS YOU CAN'T GO HOME." HER DUET WITH BON JOVI.



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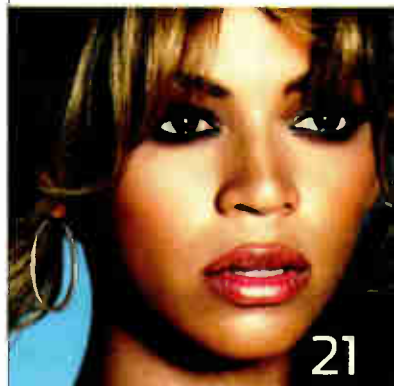
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This is the final issue of R&R for 2006—but we will continue to bring you all the news that matters, online at RadioandRecords.com and in R&R Today. The first issue of 2007 will hit the streets Jan. 12. Happy holidays!

WWW.RADIOANDRECORDS.COM:

'It's not even December yet, and I'm in June. I'm dealing with the present while also looking forward and dealing with the future, and sometimes you have to look into the past as well.' p.14



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▶ [Click on Charts](#)

T

December 26
Watch the first chapter of our exclusive video footage from R&R's Millennium Marketing Round Table.
▶ [Click on Latest Headlines](#)

W

December 27
Discover tomorrow's hits today with **HitPredictor**.
▶ [Click on Charts](#)

T

December 28
Register now for R&R's **Talk Radio Seminar**.
▶ [Click on Conventions](#)

F

December 29
R&R's Year-End Chart Pack is now available.
▶ [Click on Subscribe](#)



Annual promises we love to make and break

'This Year I Resolve To...'

Al Peterson

APeterson@RadioandRecords.com

be honest. How many New Year's resolutions have you actually kept? The fact is those well-intentioned promises are relatively easy to make but tough to keep. ■ While thinking about resolutions for myself next year, I asked some folks in the industry if they had any for 2007. Some stuck with things they'd like to do better professionally, while others offered thoughts on ways to improve themselves personally.

So as the calendar flips a digit to 2007, go ahead and make a few resolutions of your own. Although we'll likely find that a few have slipped through the cracks between now and next December, it's an annual ritual that can be fun and fruitful—as long as you keep your hopes high and expectations reasonable.

Bruce Gilbert, VP/GM, ESPN Radio

"I just want to see broadcasters resolve to destroy any perception that radio is 'old' media. The very

thought that the most immediate, creative and imaginative medium can be seen as past its prime is insulting. Radio is vibrant, dynamic and still touches over 90% of Americans every week. We in radio need to quit hanging our heads and feeling sorry for ourselves and find new ways to tell our story. We're a solid business that informs and entertains, while making money for our valued advertisers. We need to quit undercutting and bad-mouthing other stations and companies because we are all in radio—and radio is good.

"Furthermore, let's get our heads out of the



'I resolve to never retire because radio is just too much fun.'

—Jim Bohannon

sand as it relates to new technology. The success of any new platform will ultimately come back to content. Who makes the most interesting and engaging content? Radio. Let's embrace change and use our talented resources to find unique ways for our stations, talents and advertisers to flourish through new means of content distribution. Be bold, be visionary, be unique and, most importantly, be proud. We're lucky to be in such a terrific business, and we have the power to make what's perceived as old new again."

Jim Bohannon, Host, Westwood One Radio Networks

"For 2007, I resolve to remind myself daily that only C-SPAN junkies are that concerned about the Iowa caucuses 13 months before they occur. I also resolve to live with the Portable People Meter, but still keep using every Arbitron recall trick I know until the last diary is retired.

"I resolve to be thankful that I've got nearly 500 transmitters pumping out my shows nationwide instead of depending on a listener's willingness to write a check in order to hear me. I promise to keep doing my show as well as I can and realize that, if I had a dollar for each obit for radio I've ever read, I could retire. And I resolve to never retire because radio is just too much fun."

Bob Michaels, President, MediaSense

"I resolve to help the radio industry make more money with Arbitron's Portable People Meter than they thought possible and do it in a way that brings us up to the credibility level of the television industry."



Michaels

Continued on page 8



ABC NEWS CORRESPONDENT AARON KATERSKY — EMBEDDED WITH US TROOPS

WARS DON'T TAKE HOLIDAYS OFF

...NEITHER DO WE

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TALK RADIO SEMINAR

MARINA DEL REY MARRIOTT • LOS ANGELES

MARCH 8-10, 2007



Continued from page 6

Amir Forester, VP, Premiere Radio Networks

"My resolution is the same as it was in 2006 and 2005. Hey, when you find one that works, you stick with it. It's hard finding time to relax, so that's why I've made Sundays my official day of rest. I don't allow myself to run any errands, do laundry, work, etc. Instead, it's the one entire day that I get to indulge in doing whatever makes me happy, whether it's going to a yoga class, walking on the beach, cooking an amazing meal, actually reading the Los Angeles Times and the New York Times, going to a movie with my husband, or being with friends and family. Life being what it is, naturally some Sundays don't quite work out that way, but that's OK because by making that resolution at least I know I'm on the right track."



Forester

each and every day as we navigate ourselves through the world of changing content-delivery platforms. Keeping focus on what comes out of the speakers, while being creative and aggressive in finding ways to extend our brands through online, on-demand, cell phone and all of the other delivery systems, will be a key challenge in 2007. So I resolve to do all I can to keep the people who are doing that work motivated and rewarded for their efforts. I wouldn't mind winning the lottery either, so I resolve to actually start buying lottery tickets in 2007."

Art Vuolo, 'Radio's Best Friend'

"My 2007 resolution is to slow down, be less frantic and try to be more understanding about why so many talk programmers clear shows only because their company owns the show. Let's face it, talk radio—other than morning drive on music stations—is the last frontier of personality radio."



Vuolo

'I resolve to refocus on the people that are doing radio each and every day as we navigate ourselves through the world of changing content-delivery platforms.' —Bill Hess

have to listen to a show. Talk radio is more relevant than ever, and we need to resolve to continue to press the envelope with discussion of the issues facing the public every single day."

Mark Larsen, Host, WWBA/Tampa

"I resolve to complain about the new Democrat Congress for no more than 30 seconds per show."

David Bernstein, President, Bernstein Talent

"I resolve to stick to the plan and the plan is simple—independent coaching for pros who want to advance their talk radio career. It's not owning a business that is so cool, it's about choosing who to work with because you believe in them. Those who want to excel in talk radio deserve to succeed, and they need to understand the challenges they face."



Bernstein

"On the personal side, I resolve to stay as happy as I've ever been and enjoying an enriched daily life with my wife and three kids. The program director's road can be lonely and the appreciation for home gives me the resolve to be home, to love and to be loved. OK, that's really corny, but it's real."

8

Don Anthony, President, TalentMasters

"I resolve to scream louder than ever when I come across a great, unknown talent. I'll wake up people at night, put graffiti on their office doors—I'll do whatever it takes to make people realize that great talent is the salvation of our future. Nothing is more powerful. Can I hear an hallelujah?"

Bill Hess, OM, Clear Channel Radio/Washington

"I resolve to refocus on the people that are doing radio

'I resolve to scream louder than ever when I come across a great, unknown talent.' —Don Anthony

Bob Agnew, PD, KNEW and KQKE/San Francisco

"I resolve to make KNEW and KQKE much more user-friendly. We have great talent on both the right and left side of the political spectrum—from Michael Savage to Mike Malloy. We need to make sure our audience has access in as many ways as they want to use them, not just when they are live on the radio."



Agnew

"We need to reach out and give listeners choices and options—podcasts, streaming, downloadable newscasts and features on demand. Gone are the days of running promos telling the audience when they

George Hiltzik, Esq., N.S. Bienstock

"I resolve to help create more entertaining and informative talk radio. Silence is not golden—talk radio is." *R&R*



Gather 'round. This isn't your grandfather's fireside chat.



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Compiled by Susan Visakowitz
SVisakowitz@RadioandRecords.com



Legend Continues

1. John Legend played a live concert for contest winners and employees on Sirius Satellite Radio's Heart & Soul (channel 51) that was broadcast from Sirius' New York studios. Pictured, from left, are on-air host Mike Shannon; Legend; R&B programmer Tonya Simpson; on-air hosts/R&B artists Fonzi Thornton and James "D-Train" Williams; and director of R&B programming BJ Stone.

2. Grand Ole Buxton Lyric Street artist Sarah Buxton recently made her debut at the Grand Ole Opry, performing two songs from her upcoming self-titled debut album. Photo credit: Chris Hollo **3. Rush Hour** ABC Radio news/talk WMAL/Washington president/GM Chris Berry, left, and Premiere Radio Networks' Rush Limbaugh share a laugh before Limbaugh's live appearance at D.C.'s Warner Theater, where the talk host helped WMAL raise funds for its Fisher House Campaign. To date, the news/talker has raised nearly \$3 million to help families of American military men and women wounded in Afghanistan and Iraq. **4. Strung Out** Greater Media AC WMGC/Detroit's "Jim Harper & the Magic Morning Show" promised to endure a "silly string" attack from audience members if they secured at least 25,000 toys at their annual drive. As you can see, they not only reached, but surpassed their goal.

5. Hanging With The Big Tuna Kataphonic artist Katrina Carlson stopped by Clear Channel AC KBIG/Los Angeles to talk with the station's legendary morning host Charlie Tuna. **6. Plus Size Rock'N'Roll** The members of +44 stopped by Launch Radio Networks' New York studios to talk about their debut album "When Your Heart Stops Beating." From left are band members Shane Gallagher and Travis Barker; Launch rock/alternative editor Don Kaye; and members Mark Hoppus and Craig Fairbaugh.

7. Bloodsucker Greater Media triple A WBOS/Boston on-air personality George Knight dressed as Dracula for the inaugural WBOS Blood Drive, held at the Natick Elks Lodge. In the first two hours alone, WBOS procured nearly 60 pints of blood. Pictured here is Knight with a drive participant.

Hey, big shot! E-mail high-resolution photos from your promotions, appearances, promo tours and other radio and record industry events to SVisakowitz@RadioandRecords.com.



MARKET SNAPSHOT:



KANSAS CITY

Although by Arbitron estimates Kansas City's population grew by 22,000 between spring and fall '06—from 1,553,300 to 1,575,300—the market slipped a rank in the same timeframe, from No. 29 to No. 30.

POPULATION: 1,575,300

RADIO MARKET RANK: 30

DEMOGRAPHICS:*

	TOTAL 79-MARKET POPULATION %	KANSAS CITY ARBITRON METRO %	INOEX
AGE 18-24	13%	12%	97
AGE 25-34	18%	18%	102
AGE 35-44	20%	21%	103
AGE 45-54	19%	19%	101
FEMALE	52%	52%	101
WHITE	83%	85%	103
AFRICAN-AMERICAN	12%	12%	102
HISPANIC	14%	5%	37
HHLD PLANS TO BUY SAT RADIO SUB (NEXT 12 MOS.)	2%	2%	115

NO. OF RADIO STATIONS: 26

RADIO OWNERSHIP:

OWNER	NO. OF STATIONS	RATINGS SHARE**
ENTERCOM	4 AM, 5 FM (9)	28.0%
CUMULUS	1 AM, 5 FM (6)	22.5%
WILKS	4 FM	6.9%

FORMATS: 5 country, 2 N/T, 2 AC, 2 sports, 1 urban, 1 oldies, 1 active, 1 CHR, 1 urban AC, 1 rhythmic, 1 adult hits, 1 alternative, 9 other

RATINGS LEADERS:**

STATION	FORMAT	AQH SHARE 12-PLUS
KPRS-FM	URBAN	6.5
KCMO-FM	OLDIES	5.2
KQRC-FM	ACTIVE ROCK	5.2
KMBZ-AM	N/T	4.8
WDAF-FM	COUNTRY	4.8

INTERESTING FACT:*

Fifty-five percent of Kansas City metro area residents have bought a gift card in the past 12 months, making them 15% more likely to purchase a gift card than all other adults nationally.

Bigger Than E-Mail, More Popular Than The Internet



CHART COMMENTARY BY JOE FLEISCHER

WEEK ENDING DECEMBER 10, 2006

With great records from Justin Timberlake, Rascal Flatts, Ludacris, the All-American Rejects, Akon and even Hinder (send me all the hate mail you want, aging alternative hipsters), you have to admit that 2006 was a fantastic year to be a mainstream CHR/top 40 programmer. There was so much good music in so many formats to choose from, it was an embarrassment of riches. Sure, there were some records that could have been played in higher rotations to really reflect the downloading tastes of the United States, but it's pretty hard to complain. (See Kansas City top 40 comparison, below.)

That said, here are a few peer-to-peer tidbits to leave you thinking during the holiday, as we all ponder long and hard about how there can be such huge demand for music product, but just not so much the one we sell:

- P2P activity accounts for 60%-70% of an Internet service provider's total traffic. Yep, bigger than e-mail and the World Wide Web.

- The Internet was conceived, designed and engineered to essentially do one thing—facilitate the exchange of information among peers. This is called file transfer, and this is what P2P is.

- The majority of P2P file sharing is the most popular content—or the hottest songs.

NO.	ARTIST	TITLE	DOWNLOADERS (CUME)	SPIN RANK
1	HINDER	LIPS OF AN ANGEL	47441	5
2	JUSTIN TIMBERLAKE	MY LOVE	41312	2
3	JUSTIN TIMBERLAKE	SEXYBACK	40404	22
4	LUDACRIS	MONEY MAKER	38361	37
5	AKON	SMACK THAT	32022	30
6	RASCAL FLATTS	WHAT HURTS THE MOST	31794	34
7	NICKELBACK	FAR AWAY	31097	10
8	DANITY KANE	SHOW STOPPER	27920	38
9	THE FRAY	HOW TO SAVE A LIFE	27012	3
10	SNOW PATROL	CHASING CARS	25877	9
11	FERGIE	FERGALICIOUS	25423	17
12	CHRIS BROWN	SAY GOODBYE	24742	32
13	BEYONCÉ	IRREPLACEABLE	22699	1
14	CIARA	GET UP	20883	35
15	NICKELBACK	ROCKSTAR	20202	11
16	E-40	U AND DAT	19294	41
17	THE ALL-AMERICAN REJECTS	IT ENDS TONIGHT	18840	4
18	JOJO	TOO LITTLE TOO LATE	18386	21
19	DIDDY	COME TO ME	17251	31
20	NE-YO	SEXY LOVE	16797	43

Transactions at a Glance

Wagenvoord Advertising Group's WDCF-AM/Dade City and WZHR-AM/Zephyrhills, Fla., to Norman A. Quintero Ministries for \$1 million . . . Burkbery Communications Group's KEND-FM/Roswell, N.M., to Pecos Valley Broadcasting for \$500,000.

Deal of the Week

KBET-AM/Winchester, Nev. (Las Vegas)

PRICE: \$2.5 million **TERMS:** Cash plus credits

BUYER: Beasley Broadcast Group, headed by chairman/CEO George Beasley. Phone: 239-263-5000. It owns 44 other stations, including KDWN-AM, KCYE-FM, KKLZ-FM and KSTJ-FM/Las Vegas.

SELLER: Legacy Communications, headed by president/CEO Morgan Skinner Jr. Phone: 435-628-1000.

FORMAT: Adult standards **BROKER:** John Pierce of John Pierce & Co.

COMMENT: Legacy Communications' AM Radio 790 Inc. to Beasley Broadcast Group's KDWN LLP for \$2.5 million. Escrow deposit of \$200,000 plus first additional deposit of \$500,000 cash upon filing of FCC application, plus second additional deposit of \$500,000 cash upon grant of license plus credit amounting to \$50,000 option payment paid plus credit of \$190,000 for promissory note provided by buyer plus the balance, payable in cash at closing to seller. The first and second additional deposits will be used to repay debt seller owes to U.S. Capital.

2006 Deals to Date

Dollars to Date:	\$6,182,324,156	(Last Year: \$2,818,736,252)
Dollars This Quarter:	\$388,562,984	(Last Year: \$1,444,853,442)
Stations Traded This Year:	954	(Last Year: 882)
Stations Traded This Quarter:	163	(Last Year: 248)

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Is Arbitron necessary in small and medium markets?

Eastlan Growing As Ratings Alternative

Jeffrey Yorke
JYorke@RadioandRecords.com

Love might make the world go round, but it's money that enables a radio station in a small or medium market to broadcast another day. And in today's climate of heightened competition for ad dollars, broadcasters of all sizes have to closely monitor expenses. ■ In recent years, a growing number of medium and small-market operators have discovered that they can significantly reduce their annual costs by paying less for audience research. Perhaps the most explosive evidence of this trend came in early December when Galaxy Communications founder/CEO Ed Levine abruptly and loudly announced Galaxy's nine-station Syracuse cluster would cancel its contract with Arbitron at the beginning of 2007 and rely instead on telephone surveys of 2,000 homes conducted by Eastlan Resources. Levine, who presides over five other stations that are not surveyed in the Utica-Rome and Albany markets, says he was paying Arbitron about \$250,000 annually for listener data in Syracuse, representing roughly 8% of Galaxy's expenses in that market.

One of about 25 Arbitron Advisory Council members until his resignation at the end of November, Levine said he had complained repeatedly to Arbitron execs that their rates were extreme, accusing the ratings giant of leaning on the little guys to help pay for implementation of the Portable People Meter that would not reach smaller markets for years.

"We have to get this vendor under control," Levine said about the ratings company. Calling Arbitron "arrogant," he said he'd had enough.

During Arbitron's annual consultant fly-in Dec. 14 in Columbia, Md., company CEO Steve Morris surprised attendees when he said, "To be called arrogant by our customer is the single thing that bothers me most." Careful not to single out Levine or Galaxy, Morris noted that because Arbitron does not have direct competition in major markets, some clients interpret its methods and behavior as heavy-handed and arrogant. "It hurts the output, the effectiveness of what we do," Morris said.

Eastlan, which measures radio audiences in nearly 100 small and medium markets across the country, is less recognized by advertisers and ad

agencies than Arbitron. Some managers worry that because of that, their sales reps may have a harder time trying to convince would-be buyers that a station has audience reach. In anticipation of that hurdle, Levine has created the A Fund, a "five-figure savings account fund" that will be used to bonus sales reps and ad agencies. "They realize that they have to work a little harder, but they will make more money and they are very happy with the plan," Levine says.

Cutting Expenses

In 2001, Keith Shipman, president/CEO of Horizon Broadcasting Group in Bend, Ore., found himself in a similar situation—he needed to cut expenses because he could not generate revenue fast enough. He signed on with Seattle-based Eastlan, acknowledging now that at first he was apprehensive. Not so today.

"Side by side, it's better data from Eastlan than from Arbitron. No comparison," he says. "I like the fact that we have 2,000 [callout] samples a year, summer and fall. And I have saved a lot of money."

Shipman says he has had great success with

'Where is it written that radio should be measured 48 weeks a year? Newspapers are measured only once a year.'

—Owen Weber

Billed as the "radio ratings alternative," Eastlan uses telephone surveys to provide audience estimates in approximately 100 markets, including:

- Bend/Prineville/Madras, Ore.
- Centralia/Chehalis, Wash.
- Grand Forks, N.D.
- La Crosse, Wis.
- Longview/Kelso, Wash.
- Missoula/Hamilton, Mont.
- Paducah/Metropolis, Ky.
- Pocatello, Idaho
- Sheridan, Wyo.
- Wheeling, W.Va.

local, regional and national ad agencies for Horizon's five-station Bend cluster. The company signed with Eastlan five years ago.

Guaranty Broadcasting VP Owen Weber had watched Eastlan's development for several years when, about two years ago, Guaranty opted to let its deal with Arbitron expire and to contract with Eastlan for the group's Houma and Morgan City, La., stations. "We needed something else, and Eastlan customized our surveys," Weber said. "It was a perfect fit, and it was cost-effective—about five times cheaper."

Weber has also concluded that radio suffers from being over-researched. "Where is it written that radio should be measured 48 weeks a year? Newspapers are measured only once a year" and TV only once or twice depending on the market. "Where is it that we ought to be in the barrel 48 weeks a year or pay 60% more to get PPM?"

A longtime radio veteran who successfully relied on Arbitron to sell time on stations whose sales he managed in Washington and Baltimore for years, Weber says Eastlan may be the right fit for many medium- and small-market stations. And with Clear Channel preparing to sell 448 or more smaller-market stations, "Arbitron could have trouble keeping clients in smaller and medium markets as new, local owners return in the Clear Channel clean-out," Weber theorizes.

At Eastlan's Bend headquarters, president Mike Gould says the phone is ringing off the hook. The recent uproar had only a little to do with it, he says. "It's traditionally such a busy time of year for us that it's difficult to determine if the Syracuse thing is creating more calls. But it certainly has done more good than bad," he says with a chuckle.

Does Gould envision the 8-year-old company growing into such markets as New York, Los Angeles and Chicago?

"Absolutely not. The company was designed to serve the markets that were being under-served, markets No. 125 and above, and unrated markets. If you are in market No. 80 and you are not going to get the people meter, that may be something we need to look at. I think we then become viable. We don't see any time that we will be in competition with any type of electronic measuring. The backbone of our company," Gould says, "is small markets."

Founded in Seattle in 1999, Eastlan has clients in about 100 markets—Syracuse is now its largest. The company also measures in Fairbanks, Alaska; Palm Springs, Calif.; Key West, Fla.; Ellsworth/Bar Harbor, Maine; and the entire state of Hawaii. **R&R**





Cruze Ready To Rock D.C.



Congrats to our old pal **Cruze**, PD of Greater Media classic rock **WMGK/Philadelphia**, who has landed a sweet new gig in the city he was recently spotted in: Washington, D.C. Cruze is the new PD of Clear Channel alternative **WWDC (DC101)/Washington**, a position that's been available since **Rick Schmidt** left in October. "This is truly the opportunity of a lifetime for me," Cruze tells ST. "DC101 is an amazing station, starting with 'Elliot in the Morning,' and I absolutely love the vibe that [VP/market manager] **Dave Pugh** and [OM] **Jeff Kapugi** have created at CC/D.C. While I am saddened to leave a great situation here at WMGK after three years, I'm excited to have the privilege of programming such an important station in a format that I love." Before his Philly adventure, Señor Cruze was deeply loved and admired for his mad programming skillz at **WFNX/Boston** for seven years. His previous PD stops include **KTBZ/Houston**, **WABB/Mobile**, **WKQB/St. Louis** and his first one, **WPFM/Panama City, Fla.** He begins his D.C. experience Jan. 1.

Restructuring, Pre-Holiday Edition

Late word to the Yule-Logged ST Fake Newsroom has **WMIB (103.5 the Beat)/Miami MD**/midday talent **Coka Lani** restructured out of her gig after two years.

The Clear Channel horse-drawn Restructuring Farm Wagon enters the quaint hamlet of Reading, Pa., and stops in front of classic hits **WRFY (Rock Hits Y102)**, picking up 24-year station vet **Freddie Isettie**, who had been multitasking as afternoon talent and production/imaging director. PD **Al Burke** expands his former 2 p.m.-4 p.m. shift to cover **Isettie's** absence, while overnighter **Vince Angelo** is now production/imaging director.

The Programming Department

With **Mike Peer** headed to Mormon Central, the lovely and talented **Danni**, with whom we shared several non-FCC-friendly-named shots during a recent New York excursion, takes over music duties for the rock portion of rock/talk hybrid **WFNY (92.3 Free FM)/New York**, as well as alternative stream **K-Rock2**, available for your aural pleasure at krock2.com. She needs record service, like, now, at 40 West 57th St., 14th Floor, New York, N.Y. 10019, or feel free to blow up her inbox at danni@923freefm.com.

Dionne Burkett, former programming coordinator for **Steve Hegwood's** On Top Communications, has rejoined Radio One urban **WKYS/Washington** as APD. Burkett used to be WKYS promotion director back when Hegwood was Radio One VP of programming. She's now reunited with Hegwood, who's once again PD of WKYS. Confused?

One of Ohio's favorite broadcasting sons is now available: **Michael Luczak**, PD of Salem sports **WKNR/Cleveland**, is leaving as the station is sold to Good Karma Broadcasting.

"I'm now a free agent again," says Luczak, who can be located at michaeljluczak@earthlink.net.

Darrin Arriens, who was recently profiled in R&R, has parlayed that instant fame and fortune into a transfer out of scenic Grand Rapids, where he's been PD of Citadel CHR/top 40 and active

rock combo **WHTS** and **WKLQ**, to the relatively warmer climes of Tucson as the new PD of classic rock sister **KHYT (Rock 107.5)**. That gig has been up for grabs since **Don Davis** left last month to become PD of Cox classic rock **WFYV/Jacksonville**. Arriens is ending his second round programming **WKLQ**, obviously demonstrating his deep and abiding love for the Michiganian (is that a word?) people, and has also worked in the programming departments of **WRIF/Detroit**, **WLZR/Milwaukee** and **WIOT/Toledo**. "This is a great situation from all perspectives," Arriens gleefully tells ST. "I get to stay in the Citadel family, and my golf handicap should finally start to decline."



Darrin Arriens

Less than 24 hours after Arriens announced he was transferring to Tucson comes word of a replacement for at least one of his current stations—**WKLQ APD**/afternoon dude **Michael Grey** will take over the programming reins of the Citadel active rocker. The other half of Arriens' current job, PD of CHR/top 40 **WHTS**, remains up for grabs.

WNCT/Greenville, N.C., PD **Jerry Wayne** gets the big holiday upgrade to director of programming for Beasley's six-station cluster there and also takes over programming of sister **WXNR**. "But what about **WXNR** PD **Jeff Sanders**?" you cry. Well, after nine years with Beasley as VP of programming, Sanders heads to Wilks to take a similar position,

but he'll continue consulting **WXNR** and classic rock sister **WSFL**. Sanders has been consulting Wilks for almost 15 years. "Once they bought [the] Kansas City and Columbus [clusters], it only seemed natural to start concentrating on the Wilks properties a bit more," he says. Beginning Jan. 2, you can hit him up at his home office at 252-636-2740, and his e-mail remains sanders500@aol.com.

Enjoy these changes at Dittman Broadcasting/Mobile, as **Tom "Jammer" Naylor**, PD of CHR/top 40 **WABB**, annexes PD duties for news/talk sister **WABB-AM**. "Jammer's enthusiasm, creativity and passion has propelled the FM station to its dominant position in the 18-34 and 18-49 demos," Dittman honcho **Betsey Dittman** says. "Jammer will be responsible for repositioning and branding the AM station in the Mobile market. No more sleeping giant." Seconds later, account exec **Laura English** was upped to director of sales for **WABB-AM-FM**. But Naylor's not done: With the recent departure of **WABB** morning show member **Cherish**, Señor Naylor relocates midday talent **Mena** into mornings, tossing her into the pit with **Matt**, **Jay** and **Q-Tip**. She hasn't been heard from since. **Kristen Willey** is upped from part-time to middays.

After less than two weeks, **Bennie Siegal** has already bailed as APD/MD/afternoon dude on Buckley rhythmic **KYZZ (Jammin' 97.9)/Monterey**. He's rumored to be headed for nights at **KBMB/Sacramento**, but we could be full of crap. Either way, **Jammin'** PD **Tommy Del Rio** needs a replacement, pronto. E-mail your tastefully sized file to jammin979jobs@aol.com.

Joyner's Face On L.A. Milk Cartons

After weeks of speculation, it's official. After less than six months on Radio One urban AC **KKBT/Los Angeles**, the syndicated "Tom Joyner Morning Show" has been dropped by the station as of Dec. 15. Joyner started at the Beat in June, replacing the late, not-so-great "John Salley's Block Party."

Interestingly, **Tom Joyner's** show is syndicated through Reach Media, which is owned by **KKBT** parent Radio One, so somebody's got some explaining to do. Rumors that the station might be moving in a different morning direction started late last month when **KKBT** PD **Kevin Fleming** hired market vet **Cliff Winston**—a successful **KKBT** vet from back in the day—away from rival **KJLH** to do afternoons on **KKBT**. So far, there's been no official announcement that **Winston** will take over mornings, but we're kind of expecting that news at any moment.

Lee: Battling For BBQ Dominance

Michael Lee has ascended to the Velour-Upholstered Programming Throne of Command™ of Cumulus rocker **KIOL (Rock 103.7)/Houston**, replacing **Bobby "Slam" Duncan**, who departed a few months ago. Most recently PD of Citadel rocker **WXXM (98.1 the Max)/Memphis**, **Lee** spent 11 disgustingly stable years as OM/PPD of Clear Channel classic rock/active rock combo platter **WQMF & WTFX** (the Fox)/Louisville. "He's a great guy," Cumulus/Houston market manager **Pat Fant** tells ST. **Fant** and **Lee** will now battle to the death using sporks for dominance in the BBQ world—it's a full-on Memphis vs. Texas throwdown.

Meanwhile, we are exploding with delight to be able to quash rumors currently swirling about morning guys **Walton & Johnson**, who are syndicated out of **Rock 103.7** to a bunch of markets—they're not going anywhere. "That show will be so hot in '07 that you'll need asbestos-lined headphones," **Fant** tells ST. "We're thrilled with these guys, they're just the best."

So Long, Oppression; Hello, Tierney

Remember **Mike Tierney**? We sure do, all the way back from when, as a boy wonder, he programmed **KUBE** and **KPLZ/Seattle** in the early '90s. After a stint as **VH1** VP of music programming, as well as time at **Epic** and **ATO Records**, we are thrilled to welcome **Tierney** back to radio as the new PD of CBS Radio rocker **KUFO/Portland, Ore.** That position opened up when **Dave Numme** transferred to sister **KITS (Live 105)/San Francisco**. "Portland has a buzz right

now that is unbelievable—energetic, creative and cutting edge—and music is an essential part of that," **Tierney** says. "This is a planets-aligning opportunity for me personally: perfect station, perfect place, perfect time. I'm thrilled to join the team at **KUFO**, and I look forward to big things in 2007 and beyond." Most recently, **Tierney** ran his own company, **Blue Team Music Management and Consulting**. He starts at **KUFO** Jan. 2.

R&F To Join O&A?

Is the line between satellite and terrestrial radio about to become even more blurred? We hear **XM's Ron & Fez** may start commuting daily to do 6 p.m.-9 p.m. at CBS Radio's **WFNY (92.3 Free FM)/New York**—just like their satellite/terrestrial mutant pals **Opie & Anthony**, who are also on **XM 202 the Virus** and do mornings on many fine CBS stations across this land. **Ron & Fez** would replace the **Rotating Wheel of Meat** that's been running at night on **92.3 Free FM** since **Booker** left in April for **WIOQ/Philadelphia**. By the way, **R&F** and **O&A** used to share space on CBS sister **WNEW** back in its heady FM talk days and have been sharing a bathroom at **XM** since September 2005.

Not pictured: Ron



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Do You Rule Or What?

As is the tradition this time of year, just about every radio station that has a stick and a voice-tracked overnight show has been hitting the streets and performing holiday-themed charity functions. The sheer volume of stations prevents us

from calling you all out individually to thank you personally. You know the drill: You froze your ass off as you a) stuffed a bus—or three, b) filled a semitrailer—or seven, c) collected coats, d) camped out on rooftops, e) fed the hungry, f) helped

hospitals or g) raised enough toys to satisfy millions of tots—and for all your heroic efforts, you were lauded on Channel 4 as "a local radio station." Well, we know who you are, dammit, and we salute you for your worthwhile annual endeavors.

Jock-O-Rama

■ In other syndicated jocks-being-dropped news (see **Joyner**, **Tom**), **Cox** classic rock **WHTQ/Orlando** is saying adios to the syndicated "John Boy & Billy Big Show" in favor of a live and local deal hosted by **Richard Dixon** and **J. Willoughby**, who currently do a little show called "Breakfast for Your Brain" on Citadel talker **WAPI (1070 AM)/Birmingham**. The new guys will be joined by **Alan Spector**, already in the house as morning news anchor and local producer for the **John Boy & Billy** show—at least until this Friday.

■ After 18-plus years at **Renda CHR/top 40 KHTT (K-Hits 106.9)/Tulsa**, morning goddess **Carly Rush** is headed down the hall to join forces with **Steve Smith** in mornings at **AC KBEZ**. **Rush**, who used to program **K-Hits** back in the day, will replace **Cindy Bear**, who's breaking up the **Steve & Cindy** band after 12 years and is leaving radio for the exciting world of

finance. **K-Hits** PD **Tod Tucker** is looking for someone who can live, eat, sleep and breathe the lifestyle of an 18-34 woman to join up with the partially sanitary **Stan & Lunchbox**.

■ Clear Channel hot **AC KOSO (B93)/Modesto, Calif.**, has unveiled its new morning show. Say howdy to the busily titled "B93's Morning Buzz With Alicia, Chimp & Kacie," featuring station vet/"Super Troopers" fan **John Chimp**, who moves up from nights. He will be joined by **KOSO** assistant promotions director **Kacie** and **Alicia**, who risks serious culture shock parachuting into California's **San Joaquin Valley** from late nights at **WPXY/Rochester, N.Y.** "We thought this would be a healthy dynamic for our new morning show on **B93**," PD **Zac Davis** explains. Mornings recently opened for the first time in seven years when **Tammy Cruise** and **Angie Good** exited.



Nancy Cambino



Pete Iridoy



Heidi Raphael



Dawn Garbini

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MILLENNIUM

Marketing And Promotion Pros Talk Time Management, Technology, Staffing And Client Relations At **EXCLUSIVE R&R ROUND TABLE**



Jason Steinberg

Susan Bacich

Janeen Shaitelman

Doug Sjonvall

MARKETING

By Susan Visakowitz
Photographs By Andrew H. Walker /RETNA LTD.

Marketing and promotion directors don't tend to get much in the way of glory, but as they march even further into the millennium and capitalize on ever-burgeoning innovations and technologies, what they contribute to their stations is only becoming more invaluable. ■ With the growth of database marketing, the surging importance of a strong Web presence, expansion of HD radio and the mounting use of interactive tools like text messaging, marketing and promotion directors have countless opportunities to deliver greater audience share and revenue to their stations. The only problem: They've also got a time crunch like never before when it comes to exploiting those opportunities.

Charged with spearheading new initiatives and ensuring their stations don't fall behind the times, the double-edged sword that technology wields in marketing and promotion efforts was top of mind for the eight industry veterans gathered on Nov. 30 for the sixth in a continuing series of executive round-table discussions held at Radio & Records' New York offices. R&R senior editor Mike Boyle led the discussion.

"It seems the more technology we get, the more we need to do," said Susan Bacich, marketing director for Clear Channel/New York's rhythmic AC WKTU and classic rock WAXQ. "Information comes to us faster, so our output needs to be faster, but we're still limited to 24 hours a day—we haven't cracked that yet."

Janeen Shaitelman, promotion director at Fordham University's noncommercial triple A WFUV/New York, concurred. "My biggest challenge is keeping up with new technology, and as we integrate more with our online services and opportunities, keeping up with it on a regular, up-to-date basis."

The consensus as to why marketing and promotion heads are grappling to make effective use of technology that should be an easy boost for their bottom lines? The number of overall responsibilities on their plates at any one time.

"You could work literally 24 hours and there's always more to do," said Jason Steinberg, director of marketing and promotions for Cox Radio classic rock WBAB/Nassau-Suffolk. "It's not even December yet, and I'm in June. I'm dealing with the present while also looking forward and dealing with the future, and sometimes you have to look into the past as well."

Greater Media active rock WRAT/Monmouth-Ocean promotion director Doug Sjonvall agreed. "You're never done with anything, and you're always looking ahead."

Bacich added, "I can find the resources, I can find the ways of doing things, the means. But no matter what the technology out there is and what's available to me, time just seems to slip away."

The Importance Of Good Staff

So what's an overworked marketing and promotion director to do? "The key is a good staff," Cox's CHR/top 40 WBLI/Nassau-Suffolk OM/marketing director Nancy Cambino said. "As a manager, your biggest responsibility is to hire the best people you can. And you have to learn to delegate, which is a challenge because

we're all very hands-on. But you've got to let some of it go, because if you don't, then you wake up in the middle of the night worrying whether something is going to be done."

Sjonvall added that interns can often make the difference when it comes to staying on top of work—and trends. "I lean on our interns to do a lot of driving, especially with MySpace stuff, because they're a little more into it than I am. I look for their strengths, and I try to learn from them."

Heidi Raphael, who rose to director of corporate communications for privately owned Greater Media by climbing the promotion and marketing ladder, said her company also relies on "the energy of interns. They bring a lot to the table, because there's a new generation coming up, and who better to tap into than those that are part of it?"

But the participants unanimously agreed that finding the right interns for the job is tricky at best. "I think the quality of interns has been going down," Bacich said. Cambino was even more forthright: "They're spoiled."

Shaitelman attributed the lack of drive on the part of so many interns to a lack of understanding of the business: "They think it's going to be getting backstage to meet so-and-so and it's not. It's incumbent upon stations not to sugarcoat it."

Playing Mediator

Along with managing their time and staff, marketing and promotion directors face the constant pressure of simultaneously trying to please programming and sales departments while striving to accomplish their own goals.

Pete Iridoy, promotion director for Greater Media oldies WJRZ/Monmouth-Ocean, put it this way: "The challenge is keeping the overall balance between sales, promotions and programming. How do we meet all the objectives?"

Dawn Garbini, promotion director of Greater Media/Middlesex-Somerset-Union AC WMGQ and news/talk WCTC-AM, concurred. "Being the mediator between sales and programming is the most difficult thing in my world, especially since I'm dealing with two stations. There are a lot of personalities and everybody has their own concerns."

Iridoy feels that ultimately getting all the elements to work together is "an education process, not only on the general sales manager side, but also on the client side."

Addressing one common but often dreaded situation—the car dealership remote—Steinberg said,

'There are so many more opportunities, whether it's an off-air online campaign—where you focus on specific ZIP codes where a client may be—or streaming commercials online. It's not just value-added, it's selling the online capabilities as their own thing.'

—Heidi Raphael

"It's an education for the sales manager through the salespeople all the way down to the client that not everything needs a promotion; as much as I want my jocks to get the talent fees, being at a car dealership is not important enough of a marketing element for me," he said. "And it's really difficult because people spend money and they want their appearance. But if it's not going to be effective for you then it won't be effective for me. You will not be back."

WBAB's Steinberg tries to analyze each campaign before committing. "We then come back to the client with a plan, and it may not involve an appearance and it may not even involve a promotion. It may only involve including something in your commercials."

But Raphael noted that marketing and promotion directors aren't limited to old standbys such as remotes or spots anymore. "The business has changed. Now we have integrated marketing, online capabilities, nontraditional revenue. There are so many more opportunities, whether it be an off-air online campaign—where you can focus on specific ZIP codes, specific key areas where a client may be—or streaming commercials online and so on. And it's not just value-added, it's selling the Web, the online capabilities, as their own thing."

Database Marketing Done Right

When it comes to extending a station's brand and building relationships with listeners, today's marketers and promoters have a wealth of database information at their fingertips. But whether all this data is a blessing or a curse depends on how it's put to use.

In the case of e-mail blasts, most participants agree that they help connect listeners more strongly with their favorite station, but also acknowledge that it can be easy to get carried away when it comes to hitting the "send" button.

"One of the biggest mistakes I made initially," Steinberg admitted, "was telling our audience about every promotion. People in the database are primarily P1s, so just hitting them with what they already know meant we had a high unsubscribe rate."

Iridoy added, "We had a lot of listener complaints in the beginning about them getting too many e-mail blasts."

Keeping in mind the "respect factor," as Raphael put it, and using e-mail blasts primarily for promoting exclusive contests or events has helped. "Make listeners feel like [they are] part of a club and they'll stay," Cambino added.

As for Web-driven database marketing, all the participants sang its praises: "We've had a lot of success with surveys, and it's led to some incredible database marketing initiatives," WFUV's Shaitelman said. "People are not afraid to tell you what they think in the online environment, and they welcome the opportunity to do it—it reinforces the sense of community that radio creates."

Raphael noted that today's deep databases allow stations "to get more personal with audiences and offer them things you can't offer on-air. You can zoom in on specific types of people and create a tailored event that's driven entirely through the Web."

More important, WJRZ's Iridoy said, tools like e-mail blasts and online surveys make radio "more tangible because listeners have a direct line to the station"—an enormous boon from a sales standpoint, because it means "print is no longer the only tangible medium for clients."

The message on text messaging was a little less cut-and-dried, primarily because it's something stations are only experimenting with at this point. Steinberg cautioned that text messaging could prove even more difficult to master than e-mail blasts because "people always have their cell phones with them, and you could really annoy listeners if you're not careful."

What About Web Sites?

An ever-expanding slice of virtual real estate, the radio station Web site provides a space for extending brand reach and making loyal listeners of people who don't live in, or even near, a particular market.

Down by the Jersey shore, where the population swells during the summer months, Iridoy spoke about the ease in the cyberspace age of keeping new listeners after they've left town. "With the integration of the Internet and the radio station, we can grab people while they are down at the shore and have them take us back home with them, where they can listen online."

The Web also presents an opportunity to marketing and promotion staffs for streamlining on-air clutter, but simultaneously presents a new problem—online clutter.

"In an effort to minimize clutter on-air, your next natural progression for some of the things that you do is to go online," Shaitelman said. "We stream, we archive all of our live programming, we have all of our playlists up there. But it's gotten to be this monster, so we're trying to pull back and rebuild in a smart way."

"There's a lot of opportunity, but with so many things ending up on the Web, we're trying to be cognizant of how it looks and how people use it," she added.

"A lot of stations were too concerned initially with flashy Web sites," WBLI's Cambino said. "But listeners have two main concerns. They want to know what's playing now and the last songs played. That's important information for listeners, and giving the listeners what they want keeps them coming back, not flashy features."

Steinberg said his team is "trying to work with programming and production to create exclusive content for the Web—album vignettes, promos that only run on the stream and so on." But he said that while the Web site "is a marketing tool and needs to have its own unique life, you want it to mesh with your main product. It needs to represent what you do."

The Good, The Bad Of HD Radio

As if promotion and marketing directors didn't have enough to focus on, the introduction of HD radio has brought with it a slew of opportunities and challenges. And while most of the participants voiced concern with the lack of consumer aware-



The Participants

Susan Bacich,
marketing director,
WKTU and WAXQ/New
York

Nancy Cambino,
OM/marketing director,
WBLI/Nassau-Suffolk

Dawn Garbini,
promotion director,
WMSG and WCTC-AM/
Middlesex-Somerset-
Union

Pete Iridoy,
promotion director,
WJRZ/Monmouth-
Ocean

Heidi Raphael,
director of corporate
communications,
Greater Media

Janeen Shaitelman,
promotion director,
WFUV/New York

Doug Sjonvall,
promotion director,
WRAT/Monmouth-
Ocean

Jason Steinberg,
director of marketing
and promotion, WBAB/
Nassau-Suffolk

ness about HD, others worried that HD might actually be harmful to terrestrial radio.

Cambino raised the point that HD multicasting could cannibalize the primary signal, and Steinberg concurred: "One of my fears is erosion of the brand. Do we want to be doing something on a side channel that takes listeners away from—or doesn't necessarily mesh with—our main product?"

But Bacich countered that HD2 multicasts can strengthen your station's brand in the marketplace. "With the exception of WKTU, all the HD2 channels for the Clear Channel/New York cluster complement the main channel. They don't take away from it."

Shaitelman offered a similar sentiment. "To keep continuity in branding, our HD channel enhances our regular channel, so if there is something you want to hear more of, you can go to the side channel and it's another level, deeper—it's deeper cuts, it's deeper interviews."

Of course, it would help if more people were listening to HD radio. Garbini admitted that "there's an education process with any new technology—it's a slow process, but eventually everyone will be attuned to it." As evidence of just how far HD radio still has to go, however, Sjonvall said, "I had my interns call out to all the retailers in the area, and more than half of them didn't know what HD was or didn't have access to it."

Even in the tech-saturated New York market, Bacich found that at the Clear Channel stations, "the staffs weren't as knowledgeable about HD as we thought—so each radio station, each promotion and marketing director, sat down with their airstaff, their promotion staff and their sales staff and went over HD."

Eventually Clear Channel/New York expanded this effort to the streets to educate consumers. "We did the HD Challenge, like the Pepsi Challenge," Bacich said. "We went out, and we had people put blindfolds on and identify which station was in HD and which was in plain old analog." The result? "Once people heard the difference, they were fascinated."

In fact, Bacich is convinced that HD offers only more proof that satellite radio has nothing on terrestrial. "No. 1, it's local. We're going to be able to give you information on your community, on things that are happening in your neighborhood, and satellite's just never going to be able to do that."

The Difference Is Localism

A discussion ensued about that key concept that always seems to re-emerge for those who work in terrestrial radio—localism. For many participants, charity events highlight the unique position terrestrial radio plays in listeners' lives. And these events not only bring value to the community, they also help keep stations thriving in the overcrowded information space.

"The great thing about radio, which is unlike print or TV or anything else, is that we can turn on a dime," Steinberg said. "If we see a story that we need to react to . . . somebody in need . . . we're not this big, clunky machine that needs all this time to get active."

Cambino pointed to the aftermath of Sept. 11, 2001, to illustrate how charity efforts work both ways. "Our station went commercial-free for seven days—we opened up the airwaves just for listeners, for people to call, cry, talk about the event. In my whole career, over 20 years, I've never experienced anything like it. People still talk about it now. And how did it translate? WBLI was No. 1 in the fall book and No. 1 in the winter book, and it all had to do with what we did for 9-11."

Shaitelman said of charity events, "They help to reinforce that radio is a part of your life—it's not something you listen to for five minutes, get the news and then you turn it off. It's belonging."

Sjonvall said good ratings results hinge on getting listeners directly involved and reminding them they are an essential part of your charity drive. "We do what we can to make the role of our listeners clear. Everyone wants to feel good about themselves," he said.

But promotion and marketing directors feeling good about themselves is part of the package, too. "When I was in high school," Bacich said, "I told my best friend I wanted to go into radio and she said, 'Why do you want to go into radio? You're not helping mankind. I'm going into the Peace Corps.' And I had no response because I hadn't worked in radio yet. Now I realize how many ways you touch people in radio. And consequently, my friend took a corporate job at American Express—so who is really making people feel better?"

R&R

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View exclusive video from R&R's Millennium Marketing round table, beginning Tuesday, Dec. 26 at RadioandRecords.com.

Forecasting 2007 Shades Not Required

The Ad Community Is Cautiously Optimistic. But An Exploding Online Radio Market And Other Technology Benders Could Make '07 A Transition Year.

By Ken Tucker

“The radio industry won’t want to hear this. Advertising dollars are shifting online faster than analysts anticipated. In fact, advertisers will soon spend as much money on the Internet as they do on the airwaves.”

—BusinessWeek, Dec. 7, 2006

The Radio Advertising Bureau may not make predictions about future revenue—the organization instead tracks and reports what has happened—but new RAB president/CEO Jeff Haley says that the word coming back from industry experts is that radio’s revenues should be up slightly in 2007: “Two percent seems to be the consensus,” Haley says.

Despite BusinessWeek’s naysayer mind-set, Carat USA VP/regional broadcast director Dennis McGuire is also cautiously optimistic about radio’s future.

“We seem to be going into 2007 with about the same emphasis as we went into 2006,” McGuire says. The reason? “It’s tried and true but not exciting.” But the picture is changing, he says. “Radio is starting to get people slightly excited. The new technology involving HD radio is exciting. Multicasting is exciting. Radio is on the cusp of a major revolution that has not been experienced since the development and growth of the FM signal in the 1960s. The radio industry is ‘pushing’ HD radio on their stations. More interest is growing on the listener level.”

That doesn’t mean radio has crossed the finish

line, McGuire warns: “There is a lot of distance to go to get the general population involved and to buy the HD receivers.”

MPG VP/account director of radio broadcast Agnes Lukasewych sees negligible growth in 2007. “We’re going to be pretty much flat,” she says. “If the budgets are being raised, they’re being raised minimally, but the share of dollars probably won’t change much from what we saw in ‘06.”

Like McGuire, Lukasewych is also hopeful about HD. “Around this time next year we may begin to see some saturation with the [HD] radios,” she says. “Once that happens, there will be another revenue stream there.”

In the online radio space, Ronning Lipset Radio partner Andy Lipset is positive about the prospects. “We’re very, very bullish on next year, based on where the marketplace stands and the amount of people that have embraced the medium,” he says. “We’re sitting right now in an upfront situation that will be close to double where we were last year at this time.”

The company represents Yahoo’s Launchcast, AOL Radio, Live 365, Clear Channel Radio and Microsoft’s MSN Radio.

While traditional network radio advertisers such as Geico, NBC and Orbitz, for example, will likely be part of the mix in 2007, new advertisers are coming in as well, according to Lipset.

Challenges Ahead

But challenges abound. By 2007, Internet advertising will bring in 6.8% of the total advertising pie and, by 2008, it will bring in 8.1%—putting it over radio, according to research aggregator eMarketer.



Andy Lipset

If there's a silver lining, it's that the radio industry isn't the only recipient of such unwelcome news, according to BusinessWeek.

"Radio is not losing audience in the same way newspapers are losing print readers," eMarketer senior analyst David Hallerman told the magazine. "That's why it hasn't been as hard-hit in terms of dollar loss."

Pretty much wherever you look and whomever you ask, the expectations for growth in radio advertising are not high. But at least there is growth.

Universal McCann's Bob Coen recently told the UBS Global Media and Communications Conference, held in early December in New York, that overall ad revenue will rise 4.8% to \$298.77 billion in 2007. Coen says radio will grow 1%—with 4% national and 1% local growth.

ZenithOptimedia CEO Steve King told the same conference that Internet spending will overtake radio in 2009. The firm sees global Internet ad spending up 28.2% in 2007, dwarfing the average 3.9% growth in other media. King noted that in the world's three biggest advertising markets—the United States, Japan and the United Kingdom—consumers spend 21.9% of their media time online, but advertisers devote only 6.8% of their budgets to the Internet.

Meanwhile, Lehman Bros.' ad-spending predictions are for a 3.3% increase in 2007, with radio declining 1% year-to-year.

The latest TNS Media Intelligence report shows the overall American ad market growing 4% to \$108.4 billion in the first nine months of 2006, while radio is showing a 1.1% decline to

\$8.091 billion. According to TNS, local radio dropped 1.5%, national spot radio was up 0.5% to \$1.918 billion and network radio down 1.7% to \$719.1 million.

The RAB's research for 2006 paints a similar picture. From a year-to-date perspective, total combined spot and nonspot dollars in radio remained flat over the first 10 months of 2006 when compared with the same time period in 2005. National sales increased 3%, while local dollars fell 1%. Total combined national and local ad revenue for the first 10 months of 2006 also stayed flat.

On A Mission

The RAB's Haley, who has been on a mission to meet with as many industry players as possible since he took office in September, says advertisers are watching two areas of radio closely: electronic measurement and the so-called "remnant" advertising models that Softwave, Bid4Spots and now, Google dMarc, offer.

"They're watching to see how radio will shift from perception-based measurement to behavioral-based measurement and on the other end of the spectrum, advertisers are looking at some of the technology benders that are coming into the radio space and offering to create opportunities that would potentially expand the advertiser base and make it easier to purchase radio," he says. "In both cases, I think the story will not be complete in '07, but I do think that's something advertisers are looking at."

Google's Audio Ads (see story, page 3) have received a lot of attention—both good and bad. More than 20 of Google's online advertisers are currently testing the product, using the Internet to bid for ad space at 700 radio stations and about a dozen channels on XM Satellite Radio, readily determining which ones target the desired listener demographic. Google then reports back, giving those advertisers whose bids are accepted the time, date and geographic region of those ads that aired. They also can listen on-demand to the commercial and the content that played immediately before and after the ads. Google also handles billing and it splits the revenue.

"The efficiencies gained are significant," Google head of radio Ryan Steelberg told R&R sister publication The Hollywood Reporter. "We're bringing a level of transparency and accountability to the space."

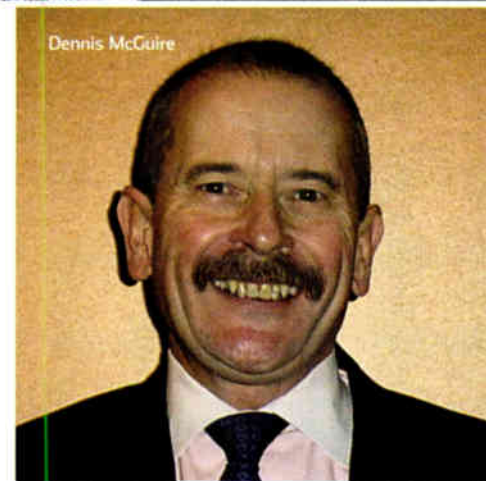
But whether Google's entry into the radio space will ultimately be a positive is still being debated.

"Google is more of a friend to the producers of content than it is to the distribution incumbents," RBC Capital Markets analyst Jordan Rohan told The Hollywood Reporter, noting that radio and TV might suffer because Google could turn ad space into a cheap commodity.

"We're in the midst of dramatically shifting consumer habits across the board," Haley says. "One of the things I love to point out is that radio has grown its total listeners in the last 10 years. It's time spent listening has eroded somewhat, but not to any real material degree. I think



Jeff Haley



Dennis McGuire

RAB To Report Dollar Figures

In a change to its past practices, the Radio Advertising Bureau will report quarterly radio revenue in dollar amounts beginning with 2007 results.

While monthly revenue increases and decreases expressed as percentages is how the RAB currently chronicles radio's health, quarterly revenue results will now be released in both percentage and dollar figures.

The RAB says the change is being instituted to provide more disclosure of the actual data, allow for more meaningful analysis of emerging trends, and to be in line with the majority of media revenue reporting practices and schedules.

"We are in a fast-changing media environment and too often short-term variances in business month-to-month have not provided a proper perspective on where radio is headed," RAB president/CEO Jeff Haley said in a prepared statement.

"The advertising and buying communities look at billing data as an indicator of a medium's health," according to Kathy Crawford, president, local broadcast for Mindshare, who applauds the move.

Monthly percentage data will continue to be available on the RAB Web site at rab.com. —KT

'Around this time next year we may begin to see some saturation with HD radios. Once that happens, there will be another revenue stream.'

—Agnes Lukasewych

there's a lot of room for resurgence at radio."

Haley sees 2007 as "a bit of a transition year for us with some of the big issues facing the industry." That said, the future looks brighter, with the 2008 Olympics and political elections on the horizon, which he says "everyone seems to be psyched about."

So what can radio do, if anything, to improve its fortunes? "[Portable People Meter] measurement is important on the agency side," McGuire says. "It allows us to be more secure with the listening data that is presented in the Arbitron books. The more solid the accountability, the more clients may return and embrace radio as a sure means of reaching their customers."

MPG's Lukasewych agrees. "Electronic measurement is something that people will believe in probably more so than the diary," she says.

On the advertiser side, McGuire says the possibility of scrolling commercial messages on HD receivers is engendering some excitement.

And overall, he adds, "reach and accountability remain radio's best assets." **R&R**

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Formats

The gateway to music formats, the week in charts and airplay data.



By Wade Jessen, Gary Trust, Anthony Colombo and Raphael George

R&R TIMELINE

1 YEAR AGO Peter Kosann named president/CEO of Westwood One. ■ Jim Higgins promoted to president/COO of United Stations Radio Networks. ■ Keith Lawless elevated to VP/GM of WHPT, WSUN and WXGL/Tampa.

5 YEARS AGO MCA Records names Johnny Coppola VP of crossover promotion. ■ Renee Leymon upped to Lyric Street Records director of national promotion. ■ Universal Records crowns Dave Reynolds VP of pop promotion.



Coppola

10 YEARS AGO Barry James promoted to VP of programming at WTMX/Chicago. ■ Scott Musgrave hiked to VP of sales, radio station services at Arbitron. ■ Coyote Collins appointed PD at WQRV/Rochester, N.Y.

15 YEARS AGO Steve Godofsky named president of Heritage Broadcast Group. ■ Robert Maher promoted to PD at KZHT/Salt Lake City. ■ Lee Michaels installed as COO of Taxi Productions.



Godofsky

20 YEARS AGO Bill Figenshu elevated to president of Viacom Radio and VP of the Viacom Broadcast Group. ■ KMEL/San Francisco appoints Lee Michaels PD. ■ Shadow Stevens named PD of WEZB/New Orleans.

25 YEARS AGO Mike Kakoyiannis appointed GM of WNEW/New York. ■ Robert Adkins moves up to station manager of KOMO/Seattle. ■ Dean Smith promoted to GM of KIXI/Seattle.

30 YEARS AGO Casablanca Records & Filmworks ups Scott Shannon to VP/special assistant to the president and A&R director/artist liaison representative. ■ John Rook named KFI/Los Angeles PD. ■ Steve Marshall appointed programming consultant for CBS-owned FM stations.



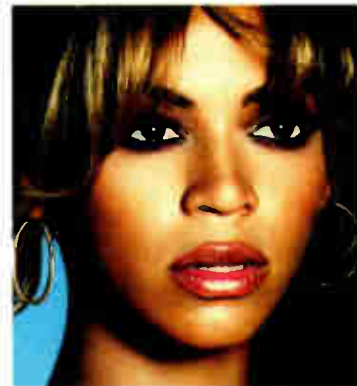
Rook

THE SPIN

Beyoncé's Triple Play

A week after landing her third No. 1 at Urban, Beyoncé becomes the first artist of 2006 to simultaneously appear at No. 1 on that chart as well as on Rhythmic and CHR/Top 40 as "Irreplaceable" (Columbia) moves to the top of the latter two lists. The last artist to top all three charts in the same week was Mariah Carey with "We Belong Together" in July 2005.

"Irreplaceable" is Beyoncé's fourth No. 1 as a soloist at CHR/Top 40. It ties her with six other artists for the second-most No. 1s in the history of the chart, trailing leader Carey, who has six to her credit. Meanwhile, on the Rhythmic chart, the track leaps 3-1 to become her fifth chart-topper as a lead artist and sixth overall (she was featured on Jay-Z's No. 1 "Bonnie & Clyde '03"). Beyoncé is now one shy of Carey's seven No. 1s for tops among females at Rhythmic.



Hall & Oates Rewrite Holiday History

The 2006 holiday season becomes the first to feature two Christmas-themed titles topping the AC chart, as "It Came Upon a Midnight Clear" by Daryl Hall & John Oates (dk-e) rises 3-1, nudging Kimberley Locke's still-bulleeted "Jingle Bells" down to No. 2 after a one-week stay at the top. Of the Philly duo's 33 career AC hits, 15 have reached the top 10, "Clear" becomes only the second to rise to No. 1. And to find the first, you only have to go back to the early part of this decade: "Do It for Love" spent two weeks at No. 1 in 2002.

The title cut from the soul tandem's new holiday release, "Home for Christmas," also re-enters the chart at No. 29.

Country, Hot AC Sharing More

"Before He Cheats" (Arista Nashville/RMG) by Carrie Underwood becomes the fifth Country No. 1 to land on the Hot AC chart in 2006, the highest number of shared titles in the 10-year history of the Hot AC list.

"Cheats" checks in at No. 38 after a five-week reign at Country, where it still remains in the top 10. The previous Country No. 1s at Hot AC this year were "Making Memories of Us" by Keith Urban, "What Hurts the Most" by Rascal Flatts, "Who Says You Can't Go Home" by Bon Jovi and "Leave the Pieces" by the Wreckers, which rises 27-25 at Hot AC.

Country Top 10: Aldean Makes It Three In A Row

Newcomer Jason Aldean is the first country act in almost a year to crack the top 10 with its first three charting singles as "Amarillo Sky" (Broken Bow) rises 12-10 in its 25th chart week.

Aldean first appeared in the top 10 with "Hicktown" (No. 10 peak) in October 2005 and followed that with the No. 1 "Why" this past May.

The last new act to compete in the Country chart's top 10 with its first three singles was Sugarland, which completed its troika of hits with "Just Might (Make Me Believe)" on the Jan. 20, 2006, chart. That song peaked at No. 7 and followed "Baby Girl" and "Something More," which both reached No. 2 in 2005.

Godsmack Extends Top 10 Streak At Active

Godsmack earns its ninth consecutive Active Rock top 10 and 15th overall as "The Enemy" (Universal Republic) moves 11-6. The nine straight top 10s (a string which began in Feb. 2002 with "I Stand Alone") match the format record set by Nickelback, while the Boston band's overall tally stretches its lead for the all-time chart mark. Godsmack now has a four-song cushion over its nearest competitors: the Foo Fighters, Metallica and Nickelback, who each have 11.

Yusuf's 'Heavenly' Return

Yusuf ends a chart hiatus of nearly 28 years as "Heaven/Where True Love Goes" (Atlantic) enters the Triple A chart at No. 30. The artist then known as Cat Stevens made his last appearance on a radio-based chart in January 1979 when "Bad Brakes" peaked at No. 83 on VNU sister publication Billboard's Hot 100 chart. Stevens, best known for his early '70s hits "Wild World," "Peace Train," "Another Saturday Night" and "Morning Has Broken," became a Muslim in 1979 and took the name Yusuf Islam. His recent release "An Other Cup" is his first under his Muslim name.



The rest of everything that happened this year

2006 II: Revenge Of The Restructuring

Kevin Carter and Keith Berman

KCarter@RadioandRecords.com, KBerman@RadioandRecords.com

22

When we left our heroes at the cliffhanger of our special two-episode series, we were almost halfway through 2006 and the enormous landscape changes that occurred across the format this year. ■ June rang in some seismic changes within the very Crystal Palace of top 40 radio: WHTZ (Z100)/New York, where the chain of command changed after a rock-solid decade. Tom Poleman was upped to OM, handing his PD stripes to APD Sharon Dastur, while 10-year MD/afternoon driver Paul “Cubby” Bryant left the station to co-host the nationally syndicated “Wake Up With Whoopi.” Assistant MD/night jock Romeo was then promoted to MD.

Veteran programmer Rick Gillette returned to the top 40 scene as PD of WKSC (103.5 Kiss FM) in Chicago, and WMMS/Cleveland PD Bo Matthews annexed the PD post at his local Kiss franchise.

The next month saw the biggest physical move of anyone in the format—or any damn format, for that matter. Our friend Tracy Austin tendered her resignation after five years at the helm of KRBE/Houston and left the entire friggin’ hemisphere to head Down Undah as PD of Nova 106.9 in Brisbane, Australia. Two months later, in September, Austin’s longtime KRBE APD/MID Leslie Whittle officially received the keys to the station. Promo ace Ken Lucek landed at Jive in July, taking over the VP of pop promotion/West Coast throne.

However, things got decidedly personal for us in July, as the sale of R&R to VNU was formally announced. After writing about consolidation for the past five years, we became intimately acquainted with the concept firsthand as R&R merged with the former Billboard Radio Monitor when our joint adventure began in August, and sadly, we also said goodbye to many longtime co-workers.

Putting The Band Back Together

WIHT (Hot 99.5)/Washington also said adios to some veteran employees in August: Twenty-year

market mainstay Albie Dee left the MD/afternoon chair, along with seven-year midday personality KT Harris. Longtime programming coordinator Gillian “Raven” Sussman added MD stripes, while ex-WFLZ/Tampa PD Jeff Kapugi—now running Hot—began putting the band back together. A couple of weeks later, WNOK/Columbia, S.C., PD (and former WFLZ/Tampa compatriot) Toby Knapp drove north to become Hot’s APD/afternoon jock. Then the “Hot Morning Mess” of Mark Kaye and Kris Gamble left the building in favor of WFLZ PD/afternoon guy Kane, who took over mornings at Hot.

September also witnessed some surprising exits. John Foxx resigned from WFLY (Fly 92)/Albany, N.Y., after five years with the station (the last two as PD), and Tommy BoDean exited the PD post at WKFS (Kiss 107.1)/Cincinnati. Wasting no time, Fly 92 installed cluster operations assistant Terry O’Donnell as its new PD.

Some stations just plain flipped out—of the format: WZNR (the Zone @ 106.1)/Norfolk jumped on that popular rhythmic AC bandwagon and morphed into WNRJ (Energy 106.1), and KELZ (Z106.7)/San Antonio went full-on rhythmic as KPWT (Power 106.7).

As October dawned, major changes affected the Sony family, as Columbia senior VP of promotion Ken Lane left. Lee Leipsner



Anderson



Austin



Dastur



Gillette



Matthews

returned from Epic as Columbia senior VP of pop promotion; Epic senior director of pop Jon Borris morphed into Columbia VP of pop promotion/East Coast; and Columbia national director of top 40 Amanda Walk headed to the devil-horn-wielding side as West Coast-based national director of rock formats.

WIHB (B92)/Charleston, S.C., PD Kobe headed to WLDI/West Palm Beach as PD that month, which also heralded the return of Chris Shebel as OM of Clear Channel/Raleigh.

Clear Channel Downsizes

November hit, and with it, the first wave of Clear Channel’s shipload of changes under the focus-group-approved brand name of “restructuring.” Some notable folks were let go, including WIOQ (Q102)/Philadelphia APD/MID Marion Newsome-McAdam—an 11-year station vet—and her husband, Q102 imaging director Franklin McAdam.

We also saw the departure of WNCI/Columbus, Ohio, APD/imaging director Danny Wright and WXKS-FM (Kiss 108)/Boston midday talent Deidre Dagata. Middays at Kiss were filled with the once-unheard-of voice-tracked stylings of WHTZ midday talent Shelley Wade.

Merry Christmas, you’re fired: After a remarkable 23-year run at WYKS (Kiss 105.3)/Gainesville, PD/morning talent Jeri Banta left, along with his wife, Laura, who was the station’s business manager.

Some good news did come our way at the end of the year. Clear Channel welcomed Mark Anderson back into the fold as PD of WKFS and WVMX/Cincinnati after a stint with Audience Development Group. Also, label vet Mark Rizzo resurfaced at Epic in the newly created post of VP of adult top 40 promotion after spending five years in the same position at Capitol.

And to close out 2006, the last major move was related to the two huge Clear Channel programming moves that started the year (as exquisitely detailed in the beginning of our fabulous column last week). Tommy Chuck, the PD with two first names, was anointed PD of WFLZ/Tampa after only eight months in Florida as PD of sister WXXL (XL106.7)/Orlando.

Hot damn! So much happened this year. What will 2007 bring? Why are we asking you? All we can do is climb into this roller coaster we call radio and hang on by our fingernails. Happy holidays to you and your family, and here’s to a gainfully employed new year . . . we’ll see you on the other side. **R&R**

CHR/TOP 40

▶ **CHRISTINA AGUILERA** EARNS HER 11TH TOP 10 WITH "HURT" (11-10), TYING HER WITH JANET JACKSON FOR THE FOURTH-MOST AT THE FORMAT.



R&R

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THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE ARTIST	NIelsen BDS CERTIFICATIONS	HITPREDICTOR STATUS	PLAYS TW +/-	AUDIENCE MILLIONS	RANK
1	2	7	IRREPLACEABLE BEYONCE	NO. 1 (1WK)	COLUMBIA	8541 +1005	62.877	1
2	1	16	MY LOVE JUSTIN TIMBERLAKE FEATURING T.I.		JIVE/ZOMBA	8074 -345	50.927	2
3	3	15	HOW TO SAVE A LIFE THE FRAY		EPIC	7269 -4	47.619	5
4	5	13	SMACK THAT AKON FEATURING EMINEM		KONVICT/UPFRONT/SRC/UNIVERSAL MOTOWN	6941 +274	49.943	3
5	6	10	FERGALICIOUS FERGIE		WILL.I.AM/A&M/INTERSCOPE	6812 +298	48.785	4
6	4	19	LIPS OF AN ANGEL HINDER		UNIVERSAL REPUBLIC	6608 -545	39.525	7
7	7	22	FAR AWAY NICKELBACK		ROADRUNNER/DJMG	5527 -652	36.150	8
8	9	7	I WANNA LOVE YOU AKON FEATURING SNOOP DOGG		KONVICT/UPFRONT/SRC/UNIVERSAL MOTOWN	5329 +403	44.443	6
9	13	8	WALK AWAY (REMEMBER ME) PAULA DEANDA FEATURING THE DEY		ARISTA/RMG	4891 +506	34.663	9
10	11	13	HURT CHRISTINA AGUILERA		RCA/RMG	4766 +240	33.964	10
11	8	13	MONEY MAKER LUDACRIS FEATURING PHARRELL		DTP/DEF JAM/DJMG	4670 -495	30.239	12
12	14	6	SAY IT RIGHT NELLY FURTADO		MOSLEY/GEFFEN	4595 +974	31.418	11
13	10	18	CALL ME WHEN YOU'RE SOBER EVANESCENCE		WIND-UP	4209 -519	22.708	15
14	12	21	TOO LITTLE TOO LATE JOJO		DA FAMILY/BLACKGROUND/UNIVERSAL MOTOWN	3896 -595	24.861	14
15	15	9	IT ENDS TONIGHT THE ALL-AMERICAN REJECTS		DOGHOUSE/INTERSCOPE	3807 +244	22.469	16
16	21	7	BREAK IT OFF RIHANNA & SEAN PAUL	AIRPOWER	SRP/DEF JAM/DJMG	3501 +543	25.043	13
17	18	11	WAITING ON THE WORLD TO CHANGE JOHN MAYER	AIRPOWER	AWARE/COLUMBIA	3310 +126	16.840	20
18	20	8	COME BACK TO ME VANESSA HUGHENS		HOLLYWOOD	2983 -94	14.936	22
19	19	24	SEXYBACK JUSTIN TIMBERLAKE		JIVE/ZOMBA	2876 -324	20.460	18
20	16	19	CHASING CARS SNOW PATROL		POLYDOR/A&M/INTERSCOPE	2732 -588	14.452	23
21	17	11	SAY GOODBYE CHRIS BROWN		JIVE/ZOMBA	2725 -586	18.845	19
22	36	2	WHAT GOES AROUND... JUSTIN TIMBERLAKE	MOST INCREASED PLAYS/MOST ADDED	JIVE/ZOMBA	2291 +1210	21.028	17
23	27	5	SHORTIE LIKE MINE BOW WOW FEATURING CHRIS BROWN & JOHNATA AUSTIN		COLUMBIA	2210 +326	15.648	21
24	23	8	WAIT A MINUTE THE PUSSYCAT DOLLS FEATURING TIMBALAND		A&M/INTERSCOPE	2164 +35	12.689	26
25	25	6	THROUGH GLASS STONE SOUR		ROADRUNNER/DJMG	2136 +225	6.969	33
26	22	7	WIND IT UP GWEN STEFANI		INTERSCOPE	1957 -980	11.558	28
27	30	4	WELCOME TO THE BLACK PARADE MY CHEMICAL ROMANCE		REPRISE	1903 +403	12.848	25
28	31	5	HONESTLY CARTEL		THE MILITIA GROUP/EPIC	1736 +271	8.070	31
29	34	3	THIS AIN'T A SCENE, IT'S AN ARMS RACE FALL OUT BOY		FUELED BY RAMEN/ISLAND/DJMG	1595 +338	6.869	35
30	29	19	WHAT HURTS THE MOST RASCAL FLATTS		LYRIC STREET/HOLLYWOOD	1518 -123	7.091	32
31	26	17	GET UP CIARA FEATURING CHAMILLIONAIRE		LAFACE/JIVE/ZOMBA	1507 -374	11.768	27
32	37	2	IT'S NOT OVER DAUGHTRY		RCA/RMG	1501 +572	6.887	34
33	24	10	COME TO ME DIDDY FEATURING NICKIE SCHERZINGER		BAD BOY/ATLANTIC	1490 -477	13.099	24
34	33	4	UNAPPRECIATED CHERISH		SHO'NUFF/CAPITOL	1424 +183	5.670	36
35	28	14	SHOW STOPPER DANITY KANE		BAD BOY/ATLANTIC	1367 -280	8.788	30
36	35	4	SUDDENLY I SEE KT TUNSTALL		RELENTLESS/VIRGIN	1169 +25	3.887	40
37	13	16	ABOUT US BROOKE HOGAN FEATURING PAUL WALL		SMC/SOBE	1027 -371	5.557	37
38	38	3	U + UR HAND PINK		LAFACE/ZOMBA	923 +90	1.866	-
39	NEW		KEEP HOLDING ON AVRIL LAVIGNE		RCA/RMG	817 +195	3.240	-
40	NEW		HERE (IN YOUR ARMS) HELLOGOODBYE		DRIVE-THRU	725 +194	4.401	38

MOST ADDED

TITLE ARTIST / LABEL	NEW STATIONS
WHAT GOES AROUND... Justin Timberlake (JIVE/ZOMBA)	34
THE SWEET ESCAPE Gwen Stefani Feat. Akon (INTERSCOPE)	25
IT'S NOT OVER Daughtry (RCA/RMG)	20
THIS AIN'T A SCENE, IT'S AN ARMS RACE Fall Out Boy (FUELED BY RAMEN/ISLAND/DJMG)	12
RUNAWAY LOVE Ludacris Feat. Mary J. Blige (DTP/DEF JAM/DJMG)	11
WELCOME TO THE BLACK PARADE My Chemical Romance (REPRISE)	11
SHORTIE LIKE MINE Bow Wow Feat. Chris Brown (COLUMBIA)	8
BREAK IT OFF Rihanna & Sean Paul (SRP/DEF JAM/DJMG)	8
HONESTLY Cartel (THE MILITIA GROUP/EPIC)	7

ADDED AT...
KSMB
Lafayette, LA
PD: Bobby Novosad
Cupid, Cupid Shuffle, 30
KT Tunstall, Suddenly I See, 0

FOR MORE STATIONS GO TO:
www.RadioandRecords.com

NEW AND ACTIVE

TITLE ARTIST / LABEL	PLAYS /GAIN	TITLE ARTIST / LABEL	PLAYS /GAIN
STREETCORNER SYMPHONY Rob Thomas (MELISMA/ATLANTIC)	717/109	CUPID'S CHOKEHOLD Gym Class Heroes Feat. Patrick Stump (DECAYDANCE/FUELED BY RAMEN/ATLANTIC/LAVA)	455/82
THE SWEET ESCAPE Gwen Stefani Feat. Akon (INTERSCOPE)	680/512	WALK IT OUT Unk (BIG OOMP/KOCH)	408/13
DEM JEANS Chingy Feat. Jermaine Dupri (SLOT-A-LOT/CAPITOL)	644/26	INTO THE OCEAN Blue October (UNIVERSAL MOTOWN)	380/32
ROCKSTAR Nickelback (ROADRUNNER/DJMG)	557/41	FACE DOWN The Red Jumpsuit Apparatus (VIRGIN)	361/98
TELL ME Oiddy Feat. Christina Aguilera (BAD BOY/ATLANTIC)	517/135	RUNAWAY LOVE Ludacris Feat. Mary J. Blige (DTP/DEF JAM/DJMG)	358/224

MOST INCREASED PLAYS

+1210	☆ WHAT GOES AROUND... Justin Timberlake (Jive/Zomba) WSSX +38, WNOU +31, WTKB +30, WHB +29, WDCG +28, WRVQ +27, WLAN +30, WHT +29, WCCG +29, WNOK +25
+1005	☆ IRREPLACEABLE Beyonce (Columbia) WLKT +41, WKSS +38, WKZL +38, WNOU +36, WNCI +35, WRVQ +31, WLAN +30, WHT +29, WCCG +29, WNOK +29
+974	☆ SAY IT RIGHT Nelly Furtado (Mosley/Geffen) WDCG +36, WKFS +36, WABB +35, WLAN +33, WBLI +32, WRVQ +28, KHFI +24, WEZB +23, WERO +22, KKPX +21
+572	☆ IT'S NOT OVER Daughtry (RCA/RMG) WLAN +28, WNOK +20, WPST +18, WMMW +18, WHKF +17, WDCG +16, KOND +16, WYVY +16, KJYO +16, KMXV +15
+543	☆ BREAK IT OFF Rihanna & Sean Paul (SRP/Def Jam/DJMG) WKSS +32, WBLI +32, WSNX +30, WKSC +29, KXXM +22, WKKS +20, WNOU +19, WABB +18, WEZB +18, WMMW +18

FOR WEEK ENDING DECEMBER 17, 2006
LEGEND: See legend to charts in charts section for rules and symbol explanations.
*16 CHR/Top 40 and 16 Canada CHR/Top 40 stations are electronically monitored by Nielsen Broadcast Data Systems 24 hours a day, 7 days a week. CHR/Top 40 Indicator chart comprised of 57 reporters. © 2006 VNU Business Media, Inc. All rights reserved.

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CHR/TOP 40

CHR/TOP 40 INDICATOR REPORTERS

KQID/Alexandria, LA PD: Ron Roberts	WRTS/Erie, PA PD: Jessica Curry	WVAQ/Morgantown, WV OM: Hoppy Kercheval PD: Lacy Neff APD: Brian Mo MD: Meghan Durst
KPRF/Amarillo, TX PD/MD: Marshal Blevins	WSTO/Evansville, IN OM: Tim Huel sing PD: Jason Addams	WWXM/Myrtle Beach, SC OM: Mark Andrews OM: Steve Stewart PD: Kosmo Lopez MD: Larry Knight
KGOT/Anchorage, AK OM: Mark Murphy PD/MD: Bill Stewart	WDAY/Fargo OM: Mike "Big Dog" Kapel PD: Troy Dayton MD: Special Ed	WQGN/New London, CT PD: Kevin Palana MD: Shawn Murphy
WWBX/Bangor, ME OM: Jeff Pierce	KMXF/Fayetteville, AR PD: Darrick Lavell PD: Jay Steele	WSPK/Newburgh, NY PD: Scotty Mac APD: Sky Walker MD: Danny Valentino
KRSQ/Billings, MT OM: Jeff Howell PD: Kyle McCoy MD: Rob Hirschbuhl	WJMX/Florence, SC OM: Randy "Mudflap" Wilcox PD/MD: Scotty G.	KCRS/Odessa, TX MD: Nate Rodriguez
WXYK/Biloxi, MS OM: Kenny Vest PD: Lucas	KISR/Ft. Smith, AR OM/MD: "Big Dog" Rick Hayes APD: Rham Cunningham MD: Mike "Mike at Night" Oldham	WJLN/Panama City, FL OM: Mike Preble PD/MD: Jo Valentine
WWYL/Binghamton, NY PD: Matt Johnson	KZBB/Ft. Smith, AR OM/MD: Ralph Cherry APD/MD: Jen Colonna	KRCS/Rapid City, SD OM/MD: Charlie O'Douglas APD/MD: Jayden McKay
WBNQ/Bloomington, IL OM: Dan Westhoff PD: Dave Adams APD: Chad Fasig MD: Mason Schreder	WYKS/Gainesville, FL PD/AMD: Carter	KWYL/Reno, NV PD: Nick Elliott
KZMG/Boise, ID OM: Rich Summers PD/MD: Brad Collins APD: Valentine	KKXL/Grand Forks, ND OM: Rick Acker PD/MD: Trevor D APD: Dave Andrews	KIXY/San Angelo, TX OM: Jay Michaels PD: Joe Kelley APD: Teri Jacobs
KNDE/Bryan, TX PD: Lesley K.	WQPO/Harrisonburg, VA PD/MD: Bobby Mason	WNDV/South Bend, IN PD: Karen Rite MD: Scotty Wyld
WZKL/Canton, OH OM: Don Peterson PD: John Stewart MD: Nikolina	WKEE/Huntington PD: Jim Davis APD/MD: Gary Miller	KCLD/St. Cloud, MN OM: Matt Senne PD: JJ Holiday APD/MD: Wayne D.
WRZE/Cape Cod, MA OM: Steve McVie PD: David Duran	KSYN/Joplin, MO OM/MD: Jason Knight APD: Steve Kraus	WHTF/Tallahassee, FL OM: Doug Purtee PD: Brian O'Conner
KTRS/Casper, WY OM/MD: Donovan Short	WAZY/Lafayette, IN OM: Rick Prusator PD: Dan Baisden MD: Scotty Blades	WMMI/Terre Haute, IN MD: Jamie Dawson
KZIA/Cedar Rapids, IA OM: Rob Norton PD: Greg Runyon APD: Johnny Waiver MD: Ric Swann	WJIM/Lansing, MI OM/MD: Dan Kelley	WKHQ/Traverse City, MI OM/MD: Luke Spencer MD: Dave B. Goode
WQQB/Champaign, IL PD/MD: Ken Cunningham	KFRX/Lincoln, NE OM: Mark Taylor PD: Matt McKay MD: JJ Ryan	WWKZ/Tupelo, MS OM/MD: Rick Stevens MD: Marc Allen
WJYY/Concord (Lake Regions), NH PD/MD: AJ Dukette	KZII/Lubbock, TX OM: Wes Nessmann PD: Jacqui Neal	WIFC/Wausau, WI PD: John Jost APD: Jammin' Joe Malone MD: Belky
WKMX/Dothan, AL PD/MD: Squirrel	WCIL/Marion, IL OM/MD: Chad Elliot MD: Ivy	WAZO/Wilmington, NC PD: Mark Jacobs
WWAX/Duluth OM: Bill Jones PD/MD: Tony Hart	KIFS/Medford, OR OM/MD: Michael Moon	KFFM/Yakima, WA OM: Ron Harris PD/MD: Steve Rocha APD: Reesha Cosby
WLVY/Elmira, NY OM/MD: Gary Knight APD: Brian Stoll	KHOP/Modesto, CA OM: Richard Perry PD: Joe Roberts MD: Tricia Jenkins	KNOE/Monroe, LA OM/MD: Bobby Richards
WNKI/Elmira, NY OM/MD: Scott Free APD: Amanda Valentine		



▶ **JUSTIN TIMBERLAKE** FOLLOWS UP TWO NO. 1 CANADA SINGLES WITH "WHAT GOES AROUND," WHICH ENTERS THE CHART AT NO. 25.

POWERED BY



THIS WEEK	LAST WEEK	WEEKS ON CHART	CHR/TOP 40 INDICATOR		PLAYS	
			TITLE ARTIST	IMPRINT / PROMOTION LABEL	TW	+/-
1	3	6	IRREPLACEABLE	BEYONCE	COLUMBIA	3449 +390
2	1	15	MY LOVE	JUSTIN TIMBERLAKE	JIVE/ZOMBA	3397 +9
3	2	14	HOW TO SAVE A LIFE	THE FRAY	EPIC	3102 -118
4	4	9	FERGALICIOUS	FERGIE	WILL.I.AM/A&M/INTERSCOPE	3084 +196
5	5	21	LIPS OF AN ANGEL	HINDER	UNIVERSAL REPUBLIC	2781 -105
6	6	13	SMACK THAT	AKON FEAT. EMINEM	KONVICT/UPFRONT/SRC/UNIVERSAL MOTOWN	2710 +123
7	11	7	WALK AWAY (REMEMBER ME)	PAULA DEANDA FEAT. THE DEY	ARISTA/RMG	2387 +327
8	9	13	HURT	CHRISTINA AGUILERA	RCA/RMG	2317 +124
9	10	11	IT ENDS TONIGHT	THE ALL-AMERICAN REJECTS	DOGHOUSE/INTERSCOPE	2276 +139
10	8	23	FAR AWAY	NICKELBACK	ROADRUNNER/IDJMG	2143 -151
11	16	5	I WANNA LOVE YOU	AKON FEAT. SNOOP DOGG	KONVICT/UPFRONT/SRC/UNIVERSAL MOTOWN	2124 +460
12	7	18	CALL ME WHEN YOU'RE SOBER	EVANESCENCE	WIND-UP	2033 -322
13	17	6	SAY IT RIGHT	NELLY FURTADO	MOSLEY/GEFFEN	1931 +383
14	12	13	MONEY MAKER	LUDACRIS FEAT. PHARRELL	DTP/DEF JAM/IDJMG	1778 -269
15	13	22	TOO LITTLE TOO LATE	JOJO	DA FAMILY/BLACKGROUND/UNIVERSAL MOTOWN	1757 -252
16	14	12	SAY GOODBYE	CHRIS BROWN	JIVE/ZOMBA	1719 -82
17	18	8	COME BACK TO ME	VANESSA HUGGINS	HOLLYWOOD	1555 +15
18	21	11	WAITING ON THE WORLD TO CHANGE	JOHN MAYER	AWARE/COLUMBIA	1451 +135
19	15	7	WIND IT UP	GWEN STEFANI	INTERSCOPE	1445 -270
20	20	7	THROUGH GLASS	STONE SOUR	ROADRUNNER/IDJMG	1407 +77
21	22	5	BREAK IT OFF	RIHANNA & SEAN PAUL	SRP/DEF JAM/IDJMG	1363 +228
22	19	20	CHASING CARS	SNOW PATROL	POLYDOR/A&M/INTERSCOPE	1222 -203
23	23	7	WAIT A MINUTE	THE PUSSYCAT DOLLS FEAT. TIMBALAND	A&M/INTERSCOPE	1078 -53
24	26	4	SHORTIE LIKE MINE	BOW WOW FEAT. CHRIS BROWN	COLUMBIA	1058 +253
25	27	4	WELCOME TO THE BLACK PARADE	MY CHEMICAL ROMANCE	REPRISE	947 +233
26	24	9	COME TO ME	DIDDY FEAT. NICOLE SCHERZINGER	BAD BOY/ATLANTIC	894 -87
27	34	2	IT'S NOT OVER	DAUGHTRY	RCA/RMG	889 +459
28	30	2	THIS AIN'T A SCENE, IT'S AN ARMS RACE	FALL OUT BOY	FUELED BY RAMEN/ISLAND/IDJMG	859 +272
29	NEW		WHAT GOES AROUND...	JUSTIN TIMBERLAKE	JIVE/ZOMBA	699 +447
30	28	5	SUDDENLY I SEE	KT TUNSTALL	RELENTLESS/VIRGIN	695 +41
31	25	17	GET UP	CIARA FEAT. CHAMILLIONAIRE	LAFACE/JIVE/ZOMBA	667 -179
32	38	2	HONESTLY	CARTEL	THE MILITIA GROUP/EPIC	560 +157
33	31	3	UNAPPRECIATED	CHERISH	SHO/NUFF/CAPTOL	540 +68
34	33	3	ROCKSTAR	NICKELBACK	ROADRUNNER/IDJMG	470 +19
35	40	2	KEEP HOLDING ON	AVRIL LAVIGNE	RCA/RMG	466 +129
36	32	17	WHAT HURTS THE MOST	RASCAL FLATTS	LYRIC STREET/HOLLYWOOD	444 -14
37	35	3	U + UR HAND	PINK	LAFACE/ZOMBA	440 +23
38	29	13	SHOW STOPPER	DANTY KANE	BAD BOY/ATLANTIC	428 -177
39	37	5	PILLAR OF STONE	JOELLE	GOTCHA	399 -6
40	36	5	STREETCORNER SYMPHONY	ROB THOMAS	MELISMA/ATLANTIC	392 -24

THIS WEEK	LAST WEEK	WEEKS ON CHART	CANADA CHR/TOP 40		PLAYS	
			TITLE ARTIST	IMPRINT / PROMOTION LABEL	TW	+/-
1	1	14	MY LOVE	JUSTIN TIMBERLAKE FEATURING T.I.	JIVE/SONY BMG	612 -33
2	2	7	IRREPLACEABLE	BEYONCE	COLUMBIA/SONY BMG	559 +17
3	7	6	SAY IT RIGHT	NELLY FURTADO	MOSLEY/GEFFEN/UNIVERSAL	495 +59
4	5	15	SMACK THAT	AKON FEATURING EMINEM	KONVICT/UPFRONT/SRC/UNIVERSAL MOTOWN/UNIVERSAL	448 0
5	4	10	FERGALICIOUS	FERGIE	WILL.I.AM/A&M/INTERSCOPE/UNIVERSAL	433 -19
6	8	4	KEEP HOLDING ON	AVRIL LAVIGNE	RCA/SONY BMG	408 +15
7	3	7	WIND IT UP	GWEN STEFANI	INTERSCOPE/UNIVERSAL	404 -50
8	6	11	HOW TO SAVE A LIFE	THE FRAY	EPIC/SONY BMG	399 -43
9	9	17	LIPS OF AN ANGEL	HINDER	UNIVERSAL REPUBLIC/UNIVERSAL	389 +6
10	11	12	HURT	CHRISTINA AGUILERA	RCA/SONY BMG	370 +7
11	10	10	I WANNA LOVE YOU	AKON FEATURING SNOOP DOGG	KONVICT/UPFRONT/SRC/UNIVERSAL MOTOWN/UNIVERSAL	346 -19
12	13	6	2U	KESHIA CHANTE	SONY BMG	326 +7
13	12	17	CHASING CARS	SNOW PATROL	POLYDOR/A&M/INTERSCOPE/UNIVERSAL	321 -38
14	15	9	I DON'T FEEL LIKE DANCIN'	SCISSOR SISTERS	UNIVERSAL MOTOWN/UNIVERSAL	279 -12
15	20	4	BREAK IT OFF	RIHANNA & SEAN PAUL	SRP/DEF JAM/UNIVERSAL	274 +36
16	18	7	ROCKSTAR	NICKELBACK	EMI	274 -13
17	16	24	SEXYBACK	JUSTIN TIMBERLAKE	JIVE/SONY BMG	260 -30
18	14	12	NO HEAVEN	DJ CHAMPION	SABOTEUR	257 -62
19	23	6	WAIT A MINUTE	THE PUSSYCAT DOLLS FEATURING TIMBALAND	A&M/INTERSCOPE/UNIVERSAL	242 +33
20	21	12	PRESSURE	BELLY	CAPITAL PROPHET	226 +5
21	19	12	MONEY MAKER	LUDACRIS FEATURING PHARRELL	DTP/DEF JAM/UNIVERSAL	224 -43
22	17	19	CALL ME WHEN YOU'RE SOBER	EVANESCENCE	WIND-UP	217 -71
23	22	14	YOU KNOW I WILL	MARIKA	ROCKSTAR/KOCH	205 -12
24	30	3	WELCOME TO THE BLACK PARADE	MY CHEMICAL ROMANCE	REPRISE/WARNER	189 +24
25	NEW		WHAT GOES AROUND...	JUSTIN TIMBERLAKE	JIVE/SONY BMG	187 +120
26	24	22	TALK TO ME	GEORGE	HC ENTERTAINMENT	180 -16
27	26	17	MANEATER	NELLY FURTADO	MOSLEY/GEFFEN/UNIVERSAL	178 -11
28	31	2	IT ENDS TONIGHT	THE ALL-AMERICAN REJECTS	DOGHOUSE/INTERSCOPE/UNIVERSAL	177 +13
29	25	29	FAR AWAY	NICKELBACK	EMI	165 -28
30	28	20	TOO LITTLE TOO LATE	JOJO	DA FAMILY/BLACKGROUND/UNIVERSAL	153 -23



Robert Greene's latest book offers practical applications for competitive battles

Radio Is War

Darnella Dunham

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no matter what industry, some of the most successful business people approach their jobs as if they are engaged in a war. Sun-tzu's "The Art of War" served as a guide for many a competitive programmer—but that is so 20th century. Described as a contemporary companion to Sun-tzu's classic, Robert Greene's latest book, "The 33 Strategies of War," is a great read for radio and record execs as they plan for '07. ■ Like his first book, "The 48 Laws of Power," Greene again uses history, stories and fables to help illustrate his theories, providing practical, real-world examples that can be applied to radio.

"There's very much a war dynamic in a lot of things I talk about where business becomes like warfare," Greene says. "Where one rival company comes in and takes a part of your own market away and now you have to counter that, and what do you do?"

Rhythmic stations face daily battles, not just with direct competitors, but from flanking CHR/top 40, urban and Latin rhythmic stations. Following are some of Greene's strategies that programmers can utilize in their own market battlegrounds.

Create a sense of urgency and desperation. Also known as the Death-Ground Strategy, this calls for giving listeners reasons why they have to listen to your station, why they have to win what you're giving away and why they have to attend your events. Your personalities should be stars that engage your audience and make whatever they promote come across as larger than life.

Avoid the snares of groupthink. Allow your personalities to be themselves and give them room to color outside the lines. Even though they may sometimes walk the line creatively, allow them to go there if the content is compelling and they're not jeopardizing the station license. Let go of any urge to micromanage talent, but give them guidance. If everyone on your station sounds like clones of each other, you're probably too controlling.

Transform your war into a crusade. "You want to create a feel that your radio station is really trying to do something in the world," Greene says. "You're trying to change something or you're trying to bring a new message to people and there's an excitement where the employees feel part of this cause. It doesn't have to be saving the world—it can be something simple.

"You can pay people less money if you give them a feeling like they belong to something important," Greene continues. "A company like Starbucks does a really good job of that and it's shown in statistics that their morale is very high and their productivity levels are high.

"Even a hip-hop station where maybe we are supporting some really interesting ideas, or maybe it's trying to reinvent hip-hop radio and not wanting to be like any other station. This kind of thing really excites your employees and makes them work harder."

Lose battles but win the war. During the past decade or so, programming a radio station has become less creative and more managerial and bottom-line-oriented. But PDs still need to keep their eye on the big picture. According to Greene, it's essential to have a "grand strategy where you're aware of your overall goals for the next couple of years: where you want to be, where you want to bring your company."

Know your enemy. While some programmers take pride in never listening to the competition, winning the battle requires an awareness of what's going on down the dial. Never lose sight of your competitors. Listen to them and know their moves, but don't obsess to the point where you stop moving your own station forward. Rely on your staffers to keep tabs on the personalities, new contests and songs added to the competition's playlist. That way you can stay in the know without having to invest too much time listening to them.

Overwhelm resistance with speed and suddenness.

When it comes to music, trust your gut and get on new music that you believe in first; then own it. Did you put "SexyBack" into rotation immediately because you knew it was going to be a hit? Or did you wait for the video, research or for your competition to play it first?

Hit them where it hurts.

Programmers sometimes focus on poaching talent from another station in the market in hopes of weakening the competition. But nearly every station has someone with a tireless work ethic, toiling behind the scenes, holding everything together. Luring that individual can benefit your station while simultaneously harming the internal operations of your competitor.

Defeat them in detail.

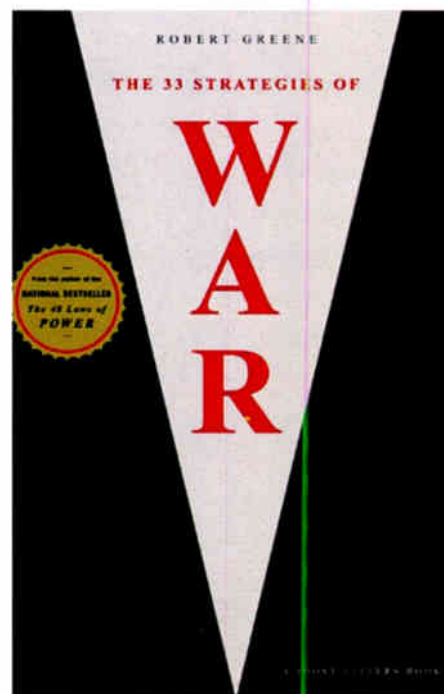
Small budgets and limited resources don't make achieving victory impossible. Dominate by being brilliant at

the basics, such as connecting with listeners on the phones or via text messaging, maintaining relationships with labels, superserving your listeners in every way possible and just being cooler than any other radio station.

Envelop the enemy. Also known as the Annihilation Strategy, this theorem cautions against getting comfortable with your station's success while continuing to do what you did to become No. 1. Not giving the competition any opportunity to get stronger can keep you in control of them.



Greene



'Create a feel that your station is trying to change something or bring a new message to the people.'

—Robert Greene

▶ WITH A CAREER THAT BEGAN IN 2004, CIARA ALREADY NOTCHES HER EIGHTH TOP 10 ON THE CHART WITH "PROMISE" (NO. 9).



WEEKS ON CHART	LAST WEEK	TITLE	ARTIST	NIelsen BDS CERTIFICATIONS	HITPREDICTOR STATUS	PLAYS TW	+/-	AUDIENCE MILLIONS	RANK
3	8	IRREPLACEABLE	BEYONCÉ	NO. 1 (1 WK)	COLUMBIA	5047	+260	37.432	3
2	16	I WANNA LOVE YOU	AKON FEATURING SNOOP DOGG	KONVICT/UPFRONT/SRC/UNIVERSAL MOTOWN		4875	-198	38.774	2
1	16	SMACK THAT	AKON FEATURING EMINEM	KONVICT/UPFRONT/SRC/UNIVERSAL MOTOWN		4772	-420	39.032	1
4	12	SHORTIE LIKE MINE	BOW WOW FEATURING CHRIS BROWN & JHONTA AUSTIN	COLUMBIA		4392	-103	30.261	4
5	15	MY LOVE	JUSTIN TIMBERLAKE FEATURING T.I.	JIVE/ZOMBA		3946	-392	28.143	5
6	7	WE FLY HIGH	JIM JONES	DIPLOMATS/KOCH		3040	+335	23.365	6
6	12	FERGALICIOUS	FERCIE	WILL.L.A.M.A.G.M./INTERSCOPE		2961	+50	18.518	8
9	12	WALK IT OUT	UNK	BIG OOMP/KOCH		2604	+9	19.783	7
14	5	PROMISE	CIARA	MOST INCREASED PLAYS	LAFACE/ZOMBA	2397	+579	17.615	9
10	6	RUNAWAY LOVE	LUDACRIS FEATURING MARY J. BLIGE	DTP/DEF JAM/IDJMG		2339	+237	14.933	13
7	21	MONEY MAKER	LUDACRIS FEATURING PHARRELL	DTP/DEF JAM/IDJMG		2312	-518	15.854	12
15	7	THAT'S THAT	SNOOP DOGG FEATURING R. KELLY	DOGGYSTYLE/GEFFEN/INTERSCOPE		2140	+402	16.618	10
11	18	SAY GOODBYE	CHRIS BROWN	JIVE/ZOMBA		2029	-63	16.358	11
13	17	WALK AWAY (REMEMBER ME)	PAULA DEANDA FEATURING THE DEY	ARISTA/RMG		1852	-116	10.422	16
15	6	YOU	LLOYD FEATURING LIL' WAYNE	THE INC./UNIVERSAL MOTOWN		1827	+399	12.682	14
12	15	UNAPPRECIATED	CHERISH	SHO'NUFF/APITOL		1749	-272	10.568	15
16	12	THE WAY I LIVE	BABY BOY DA PRINCE	AIRPOWER	UNIVERSAL REPUBLIC	1725	+78	9.286	19
17	11	MONEY IN THE BANK	LIL SCRAPPY FEATURING YOUNG BUCK	BME/G'S UP/REPRISE/WARNER BROS.		1583	-34	8.935	21
19	24	I LUV IT	YOUNG JEEZY	CORPORATE THUGZ/DEF JAM/IDJMG		1406	+174	7.590	22
26	6	DADDY'S LITTLE GIRL	FRANKIE J	MOST ADDED	COLUMBIA	1364	+232	7.110	24
9	22	AY CHICO (LENGUA AFUERA)	PITBULL	FAMOUS ARTISTS/TVT		1339	-48	9.407	18
18	19	COME TO ME	DIDDY FEATURING NICOLE SCHERZINGER	BAD BOY/ATLANTIC		1191	-251	9.555	17
21	11	DEM JEANS	CHINGY FEATURING JERMAINE DUPRI	SLOT-A LOT/APITOL		1166	-258	5.136	30
19	16	SHOW STOPPER	DANITY KANE	BAD BOY/ATLANTIC		1143	-293	7.106	26
28	4	ON THE HOTLINE	PRETTY RICKY	BLUESTAR/ATLANTIC		1104	+250	5.859	29
23	10	LET'S RIDE	THE GAME	GEFFEN/INTERSCOPE		1095	-156	9.074	20
27	27	TELL ME	DIDDY FEATURING CHRISTINA AGUILERA	BAD BOY/ATLANTIC		1064	+22	6.661	27
29	4	MAKE IT RAIN	FAT JOE FEATURING LIL WAYNE	TERROR SQUAD/IMPERIAL/VIRGIN		1026	+286	6.316	28
25	18	NEED A BOSS	SHAREEFA FEATURING LUDACRIS	DTP/DEF CON II/IDJMG		984	-151	7.108	25
33	4	BREAK IT OFF	RHIANNA & SEAN PAUL	SRP/DEF JAM/IDJMG		759	+186	7.439	23
31	30	ICE BOX	OMARION	T.U.C./COLUMBIA		714	+42	5.040	31
32	4	THIS IS WHY I'M HOT	MIMS	AMERICAN KING/URBAN BOX OFFICE		615	+40	4.120	33
34	2	KING KONG	JIBBS FEATURING CHAMILLIONAIRE	BEASTA/GEFFEN/INTERSCOPE		608	+110	3.125	38
NEW	34	SAY IT RIGHT	NELLY FURTADO	MOSLEY/GEFFEN/INTERSCOPE		554	+180	3.802	36
40	2	STUCK WITH YOU	LIL ROB	UPSTAIRS		521	+140	2.313	-
38	2	TURN YA OUT	TYRESE (A.K.A. BLACK TY) FEATURING LIL JON	J/RMG		514	+96	1.754	-
NEW	37	WHAT GOES AROUND...	JUSTIN TIMBERLAKE	JIVE/ZOMBA		493	+204	3.985	34
NEW	38	LOST ONE	JAY Z FEATURING CHRISSETTE MICHELE	ROC-A-FELLA/DEF JAM/IDJMG		482	+217	3.405	37
NEW	39	RIDE FOR YOU	DANITY KANE	BAD BOY/ATLANTIC		431	+204	2.712	39
31	14	STUNTIN' LIKE MY DADDY	BIRDMAN & LIL WAYNE	CASH MONEY/UNIVERSAL MOTOWN		427	-181	2.062	-

MOST ADDED

TITLE	ARTIST / LABEL	NEW STATIONS
DADDY'S LITTLE GIRL	Frankie J (COLUMBIA)	7
TURN YA OUT	Tyrese (J/RMG)	6
DON'T MATTER	Akon (KONVICT/UPFRONT/SRC/UNIVERSAL MOTOWN)	5
YOU	Lloyd Feat. Lil' Wayne (THE INC./UNIVERSAL MOTOWN)	5
SAY IT RIGHT	Nelly Furtado (MOSLEY/GEFFEN/INTERSCOPE)	5
RIDE FOR YOU	Danity Kane (BAD BOY/ATLANTIC)	5
ON THE HOTLINE	Pretty Ricky (BLUESTAR/ATLANTIC)	5
THAT'S THAT	Snoop Dogg Feat. R. Kelly (DOGGY STYLE/GEFFEN/INTERSCOPE)	4
WHAT GOES AROUND...	Justin Timberlake (JIVE/ZOMBA)	4
LET GO	Megan Rochell (DEF JAM/IDJMG)	4

NEW AND ACTIVE

TITLE	ARTIST / LABEL	PLAYS /GAIN	TITLE	ARTIST / LABEL	PLAYS /GAIN
NA NA (THE YUMMY SONG)	Baby Bash (ARISTA/RMG)	370/11	I JUST WANNA KNOW	Taio Cruz (UNIVERSAL REPUBLIC)	256/12
SHE'S LIKE THE WIND	Lumidee & Tony Sunshine (M-1/TVT)	321/62	ZOOM	Lil' Boosie Feat. Yung Joc (TRILL/ASYLUM/ATLANTIC)	228/40
LET GO	Megan Rochell (DEF JAM/IDJMG)	302/13	POPPIN'	Chris Brown Feat. Jay Blz (JIVE/ZOMBA)	227/103
LIES	MC Magic Feat. Krystal Melody (NASTYBOY)	271/56	LAST NIGHT	Oiddy Feat. Keyshia Cole (BAO BOY/ATLANTIC)	226/29
SO SEXY	Reyez (LATIUM/UNIVERSAL REPUBLIC)	271/26	DIME (TELL ME)	Pitbull Feat. Ken-Y (FAMOUS ARTISTS/TVT)	225/76

MOST INCREASED PLAYS

+579	PROMISE Ciara (LaFace/Zomba)
+402	THAT'S THAT Snoop Dogg Feat. R. Kelly (Doggystyle/Geffen/Interscope)
+399	YOU Lloyd Feat. Lil' Wayne (The Inc./Universal Motown)
+335	WE FLY HIGH Jim Jones (Diplomats/Koch)
+286	MAKE IT RAIN Fat Joe Feat. Lil Wayne (Terror Squad/Imperial/Virgin)

ADDED AT...

KRKA
Lafayette, LA
PD: Dave Steel
MO: Chris Logan
Baby Boy Da Prince, The Way I Live, 7 Frankie J, Daddy's Little Girl, 0 Yung Joc Feat. Marques Houston, 1st Time, 0

FOR MORE STATIONS GO TO:
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FOR WEEK ENDING DECEMBER 17, 2006
LEGEND: See legend to charts in charts section for rules and symbol explanations.
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Santa Baby

Recorded by:
• Eartha Kitt • Kylie Minogue • Rev. Run and the Christmas All Stars • Macy Gray • Madonna (and many others)

With thanks to all the Program Directors and Disk Jockeys who through the years have made **Santa Baby** One Of America's Best Loved Christmas Songs



Comebacks, blockbusters and the next buzz

Not So Serious Predictions For 2007

Hillary Crosley

HCrosley@RadioandRecords.com

28

a great deal of what transpired this year has been serious stuff, with New York State Attorney General Eliot Spitzer's payola probe, massive radio and label layoffs and drastically increased indecency fines dominating many of the headlines. Bringing some levity to such a heavy year, I rang up a handful of programmers and personalities known for their humorous outlook and asked them to gaze into their crystal ball. Tongues firmly planted in cheek, their lighthearted predictions for 2007 may turn into grist for the morning show mill.

KMEL/San Francisco APD/MD Big Von Johnson: "What's the next wack shit that's going to be hot, like D4L's 'Laffy Taffy' and Webstar's 'Chicken Noodle Soup'? We know it's wack. And I'm looking at folks like, 'For real? That's what y'all want?'"

"I really wonder if Mike Jones is going to change his name when he comes out this time. You know, on that album that he keeps changing the release date on."

"I'm looking for Whitney Houston's album. If she don't call it 'Hell to the Naw,' then I don't even want to see it."

"I'm waiting for Usher to come back out and put these fillers out of business. Get y'all money now, because when Usher Raymond comes back, it's on."

"I want to see how tight Beyoncé is going to be when Jennifer Hudson gets all her awards for 'Dreamgirls.' They didn't even put Jennifer on the movie poster. They're rushing Beyoncé's single, 'Listen,' but if you saw the flick then you know it's all about [Jennifer Hudson's character] Effie. And if it's not about her, then it's about Eddie Murphy. He killed it as James Brown."

"How long are folks going to say 'ballin'?"

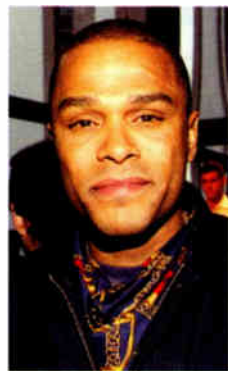
"What's the Ying Yang Twins' next career? Because this music thing ain't working out too well for them. 'Would you like a "haaannn"-burger?' That's what they need to be looking into."

"I don't care what anyone says, I'm still waiting on Michael Jackson. Forget Usher, those are going to be the real confessions. He wants to stay in the

great deal of what transpired this year has been serious stuff, with New York State Attorney General Eliot Spitzer's payola probe, massive radio and label layoffs and drastically increased indecency fines dominating many of the headlines. Bringing some levity to such a heavy year, I rang up a handful of programmers and personalities known for their humorous outlook and asked them to gaze into their crystal ball. Tongues firmly planted in cheek, their lighthearted predictions for 2007 may turn into grist for the morning show mill.



Houston



Maxwell

limelight, so go out with a bang, bells and whistles. He could do a record with G-Unit but he has to let 50 [Cent] and them dress him. Like Mike would do the song with 50 and it would be hot, but he'd fuck it up with a glitter belt or something."

WHTD/Detroit OM Skip Dillard: "I'm guessing a bald Maxwell will be making an appearance. He'll charge us \$200,000 for a track date but we'll get him. Finally."

"Hopefully, rappers will get tired of rapping about all they have—the drugs they're selling and the money they're making in 'da trap' and in the streets. They'll also stop rhyming about how many guns they own. Maybe we'll get to see some positive rap, but also something we can dance to. I'm tired of this slow crunk stuff, and I mean something other than 'SexyBack.'"

"With Whitney [Houston], I think she'll have

'With Whitney [Houston], I think she'll have a good urban AC comeback, and I think she really will put out an album. Bobby [Brown] most likely won't be on it.'

—Skip Dillard



Beyoncé

a good urban AC comeback, and I think she really will put out an album. Bobby [Brown] most likely won't be on it."

"There are so many stories that fly through the wind about people in the industry that I don't even know what to say [about Carmen Bryan and Karrine "Superhead" Steffans' books]. Anyone can write a book and completely destroy someone else's career. Suffice it to say the groupie business is alive and well. Everyone wants to be in show-biz, even if they shouldn't be."

WKVV/Milwaukee PD Bailey Coleman: "We'll find out that Bow Wow really does hate the world, including Ciara, Jay-Z and Beyoncé. And that Diana Ross is making a comeback as her daughter, Tracee Ross. It was a plot from the beginning."

"We'll learn that the story of 'Dreamgirls' was actually about Destiny's Child, which means Michelle [Williams] and Jay-Z really started dating first . . . That T.I. is actually a midget wrestler . . . The Game will become a bigger star than Jay-Z."

"We'll find out that hip-hop is a fad after all these years."

"Lauryn Hill will come out of hiding and release an album with India.Arie and Erykah Badu called 'The Wrap-Up' and each disc will come with free cloth material."

"En Vogue will resurface with completely different members."

"They will continue to push back R. Kelly's trial until the world forgets what he even did and he's on tour with Cherish."

"I wouldn't be mad at a Vesta and Alexander O'Neal comeback."

WRKS/New York entertainment reporter and WQHT/New York personality Raqiyah Mays: "Whitney will make her comeback and sell 200,000 copies her first week and go on to score a platinum album. She'll have a hot radio single that we'll get tired of hearing because it gets so much burn. And she'll have a new, younger man on her arm to flaunt to the world. I heard a rumor that she was secretly seeing Ray J . . . we'll see in '07."

"Beyoncé and Jay-Z will finally get married, for real this time, in a quiet ceremony on an island somewhere."

"Jennifer Hudson will star in another blockbuster and release an album that goes to No. 1 in Billboard."

"Paris Hilton will get pregnant with her Greek shipping heir's baby. They'll get engaged and people will question if she's a suitable mother. But she'll finally stop going to the clubs, and name the baby 'London.'"

"Southern music will still be rockin' the top of the charts. But a small new crop of New York-based MCs, like Saigon and Papoose, will slowly begin to buzz throughout the country and breathe new life into hip-hop. Oh, and Remy will drop a hot single with G-Unit."

"Angelina Jolie will adopt an Indian baby. And she'll get pregnant a second time by Brad Pitt . . . this time they'll have a boy."

R-R

HOUSTON: GREGG DEGUIRE/REIMAGE.COM; MAXWELL: KEVIN MAZUR/WIREIMAGE.COM

URBAN

► AS A REMIX FEATURING ANDRÉ 3000 AND NAS IS SERVICED TO RADIO, "YOU" BY LLOYD EARNS MOST INCREASED PLAYS (UP 443) AT NO. 8.



R&R

POWERED BY

Nielsen Broadcast Data Systems

THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE ARTIST	NIELSEN BDS CERTIFICATIONS	HITPREDICTOR STATUS	PLAYS		AUDIENCE MILLIONS	RANK
						TW	+/-		
1	1	7	IRREPLACEABLE Beyoncé	NO. 1 (2 WKS)	COLUMBIA	5043	+167	59.002	1
2	2	12	SHORTIE LIKE MINE Bow Wow featuring Chris Brown & Johnna Austin		COLUMBIA	4341	-281	46.396	5
3	9	9	I WANNA LOVE YOU Akon featuring Snoop Dogg		KONVICT/UPFRONT/SRC/UNIVERSAL MOTOWN	4319	+159	47.495	4
4	6	8	PROMISE Ciara		LAFACE/ZOMBA	4291	+386	52.119	2
5	4	11	MY LOVE Justin Timberlake featuring T.I.		JIVE/ZOMBA	4061	-47	48.787	3
6	5	12	WE FLY HIGH Jim Jones		DIPLOMATS/KOCH	4005	-19	42.206	6
7	7	20	WALK IT OUT UNK		BIG DUMP/KOCH	3475	-376	37.886	8
8	11	8	YOU Lloyd featuring Lil' Wayne	MOST INCREASED PLAYS	THE INC./UNIVERSAL MOTOWN	3137	+443	39.275	7
9	9	8	THAT'S THAT Snoop Dogg featuring R. Kelly		DOGGYSTYLE/GEFFEN/INTERSCOPE	2792	-24	28.902	9
10	13	9	I LUV IT Young Jeezy		CORPORATE THUGZ/DEF JAM/IDJMG	2705	+91	24.148	12
11	14	8	MAKE IT RAIN Fat Joe featuring Lil' Wayne		TERROR SQUAD/IMPERIAL/VIRGIN	2630	+236	28.053	10
12	15	5	POPPIN' Chris Brown featuring Jay Biz		JIVE/ZOMBA	2590	+264	25.279	11
13	8	17	MONEY IN THE BANK Lil' Scrappy featuring Young Buck		BME/C\$UP/REPRISE/WARNER BROS.	2517	-545	21.016	16
14	10	23	STUNTIN' LIKE MY DADDY Birdman & Lil' Wayne		CASH MONEY/UNIVERSAL MOTOWN	2447	-289	22.920	14
15	16	6	RUNAWAY LOVE Ludacris featuring Mary J. Blige		DTP/DEF JAM/IDJMG	2384	+265	22.699	15
16	12	15	UNAPPRECIATED Cherish		SHO'NUFF/CAPITOL	2063	-604	15.457	18
17	19	3	LOST ONE Jay-Z featuring Christy Michelle	AIRPOWER	ROC-A-FELLA/DEF JAM/IDJMG	1841	+264	15.577	17
18	21	6	TOP BACK T.I.	AIRPOWER	GRAND HUSTLE/ATLANTIC	1790	+302	15.202	19
19	22	5	ON THE HOTLINE Pretty Ricky		BLUESTAR/ATLANTIC	1737	+256	12.970	23
20	24	5	THROW SOME D'S Rich Boy featuring Polow Da Don		ZONE 4/INTERSCOPE	1707	+310	14.415	21
21	20	9	ZOOM Lil' Boosie featuring Yung Joc		TRILL/ASYLUM/ATLANTIC	1631	+90	11.350	25
22	17	18	SAY GOODBYE Chris Brown		JIVE/ZOMBA	1484	-310	14.893	20
23	25	4	ICE BOX Omarion		T.U.C./COLUMBIA	1315	+129	12.832	24
24	28	4	HOOD BOY Fantasia featuring Big Boi	MOST ADDED	J/RMG	1273	+160	11.162	26
25	27	6	UPGRADE U Beyoncé featuring Jay-Z		COLUMBIA	1085	-62	23.970	13
26	29	16	TAKE ME AS I AM Mary J. Blige		MATRIARCH/GEFFEN/INTERSCOPE	1079	-14	14.079	22
27	23	11	SHOW ME WHAT YOU GOT Jay-Z		ROC-A-FELLA/DEF JAM/IDJMG	1041	-440	10.568	27
28	38	2	LOST WITHOUT U Robin Thicke		OVERBROOK/STAR TRAK/INTERSCOPE	936	+220	8.571	30
29	26	18	PUSH IT Rick Ross		SLIP-N-SLIDE/DEF JAM/IDJMG	930	-248	6.531	35
30	31	3	ONE Tyrese		J/RMG	898	-14	6.039	38
31	30	6	A DOZEN ROSES (YOU REMIND ME) Monica		J/RMG	875	-59	5.462	40
32	34	2	KING KONG Jibbs featuring Chamillionaire		BEASTA/GEFFEN/INTERSCOPE	855	+73	3.617	-
33	35	2	WE RIDE ((I SEE THE FUTURE)) Mary J. Blige		MATRIARCH/GEFFEN/INTERSCOPE	817	+74	4.641	-
34	33	4	TELL ME Diddy featuring Christina Aguilera		BAD BOY/ATLANTIC	798	+1	6.963	32
35	37	4	LET'S STAY TOGETHER Lylfe Jennings		COLUMBIA	728	-3	7.255	31
36	39	2	CRY NO MORE Shareefa		DTP/DEF CON II/IDJMG	721	+31	6.050	37
37	NEW	1	IST TIME Yung Joc featuring Marques Houston & Trey Songz		BLOCK/BAD BOY SOUTH/ATLANTIC	706	+280	6.336	36
38	40	4	SMACK THAT Akon featuring Eminem		KONVICT/UPFRONT/SRC/UNIVERSAL MOTOWN	672	+12	9.151	28
39	NEW	1	ROCK YO HIPS Crime Mob featuring Lil' Scrappy		CRUNK/BME/REPRISE/WARNER BROS.	670	+23	3.982	-
40	32	8	LET'S RIDE The Game		GEFFEN/INTERSCOPE	618	-244	3.117	-

MOST ADDED

TITLE ARTIST / LABEL	NEW STATIONS
HOOD BOY Fantasia feat. Big Boi (J/RMG)	7
THE GAME BELONGS TO ME UGK (JIVE/ZOMBA)	7
IST TIME Yung Joc feat. Marques Houston (BLOCK/BAD BOY SOUTH/ATLANTIC)	6
THROW SOME D'S Rich Boy (ZONE 4/INTERSCOPE)	5
WITH U Janet (VIRGIN)	5
CRY NO MORE Shareefa (DTP/DEF CON II/IDJMG)	5
ON THE HOTLINE Pretty Ricky (BLUESTAR/ATLANTIC)	5
KING KONG Jibbs (BEASTA/GEFFEN/INTERSCOPE)	4
RUNAWAY LOVE Ludacris feat. Mary J. Blige (DTP/DEF JAM/IDJMG)	4
ZOOM Lil' Boosie feat. Yung Joc (TRILL/ASYLUM/ATLANTIC)	4

ADDED AT...
WKYS
Washington, DC
PD: Steve Hegwood
MD: P-Stew
Pretty Ricky, On The Hotline, 7

FOR MORE STATIONS GO TO:
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NEW AND ACTIVE

TITLE ARTIST / LABEL	PLAYS /GAIN	TITLE ARTIST / LABEL	PLAYS /GAIN
BET THAT Trick Daddy feat. Chamillionaire and Goldrush (SLIP-N-SLIDE/ATLANTIC)	586/73	COME WITH ME Sammie (ROWDY/UNIVERSAL MOTOWN)	451/46
TOTAL STATIONS:	60	TOTAL STATIONS:	43
HEAVEN John Legend (G.O.O.D./COLUMBIA)	494/42	MAKE EM MAD B.G. & The Chopper City Boyz (CHOPPA CITY/KOCH)	413/44
TOTAL STATIONS:	49	TOTAL STATIONS:	51
PLEASE DON'T GO Tank (BLACKGROUND)	479/38	THE GAME BELONGS TO ME UGK (JIVE/ZOMBA)	393/185
TOTAL STATIONS:	32	TOTAL STATIONS:	45
CIRCLE Marques Houston (T.U.G./UNIVERSAL MOTOWN)	471/11	THIS IS WHY I'M HOT Mims (AMERICAN KING/URBAN BOX OFFICE)	372/64
TOTAL STATIONS:	41	TOTAL STATIONS:	47
OBVIOUS LeToya (CAPITOL)	467/26	BUDDY Musiq Soulchild (ATLANTIC)	359/87
TOTAL STATIONS:	45	TOTAL STATIONS:	48

MOST INCREASED PLAYS

- +443** ☆ **YOU**
Lloyd feat. Lil' Wayne (The Inc./Universal Motown)
- +386** ☆ **PROMISE**
Ciara (LaFace/Zomba)
- +310** **THROW SOME D'S**
Rich Boy feat. Polow Da Don (Zone 4/Interscope)
- +302** ☆ **TOP BACK**
T.I. (Grand Hustle/Atlantic)
- +280** **IST TIME**
Yung Joc feat. Marques Houston & Trey Songz (Block/Bad Boy South/Atlantic)

FOR WEEK ENDING DECEMBER 17, 2006
LEGEND: See legend to charts in charts section for rules and symbol explanations. 86 urban stations are electronically monitored by Nielsen Broadcast Data Systems 24 hours a day, 7 days a week. Rap chart comprised of 86 urban and 65 Rhythmic electronically monitored Nielsen Broadcast Data Systems stations. (c) 2006 VNU Business Media, Inc. All rights reserved.

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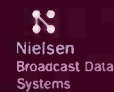


URBAN AC

▶ WHILE HE SPENDS A FOURTH WEEK AT NO. 2 ON THE GOSPEL CHART, **SMOKIE NORFUL** CLIMBS 30-27 WITH "UM GOOD" AT URBAN AC.



POWERED BY



THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE ARTIST	NIelsen BDS CERTIFICATIONS IMPRINT / PROMOTION LABEL	PLAYS TW +/-	AUDIENCE MILLIONS RANK
1	1	21	CHANGE ME RUBEN STUDDARD	NO. 1 (5 WKS) J/RMG	1530 -20	10.355 2
2	2	18	TAKE ME AS I AM MARY J. BLIGE	MATRIARCH/CEFFEN/INTERSCOPE	1457 +9	11.311 1
3	3	15	USED TO BE MY GIRL BRIAN MCKNIGHT	WARNER BROS.	1372 +34	10.071 3
4	4	28	I CALL IT LOVE LIONEL RICHIE	ISLAND/IDJMG	1113 -78	8.703 7
5	7	9	LOST WITHOUT U ROBIN THICKE	OVERBROOK/STAR TRAK/INTERSCOPE	1021 +80	8.189 8
6	6	55	CAN'T LET GO ANTHONY HAMILTON	SO SO DEF/ZOMBA	1001 -88	8.719 6
7	5	41	FLY LIKE A BIRD MARIAH CAREY	ISLAND/IDJMG	927 -192	7.069 9
8	9	25	THERE'S HOPE INDIA.ARIE	UNIVERSAL MOTOWN	886 +22	9.123 4
9	8	49	FIND MYSELF IN YOU BRIAN MCKNIGHT	UNIVERSAL MOTOWN	856 -34	6.747 10
10	10	11	SAVE ROOM JOHN LEGEND	G.O.D./COLUMBIA	756 +21	5.829 11
11	16	5	IRREPLACEABLE BEYONCE	COLUMBIA	702 +143	8.855 5
12	11	13	CAN'T GET ENOUGH TAMIA	PLUS IMAGE	670 -5	5.648 12
13	12	17	GOT YOU HOME LUTHER VANDROSS	J/RMG	621 -26	5.331 13
14	14	11	BE WITH YOU ELISABETH WITHERS	BLUE NOTE/VIRGIN	613 -5	3.829 16
15	13	33	ME TIME HEATHER HEADLEY	RCA/RMG	594 -47	4.672 14
16	18	9	WHAT YOU ARE LIONEL RICHIE	ISLAND/IDJMG	492 +25	4.019 15
17	20	14	OOH NA NA DONELL JONES	LAFACE/ZOMBA	410 +35	3.119 17
18	23	11	PLEASE DON'T GO TANK	BLACKGROUND	377 +40	1.782 25
19	24	6	ENOUGH HOWARD HEWETT FEATURING GEORGE DUKE	GROOVE	375 +69	1.417 30
20	19	8	WHERE LOVE BEGINS PATTI LABELLE FEATURING YOLANDA ADAMS	UMBRELLA/BUNGALO	364 -34	1.411 31
21	22	17	SOMETHING I WANNA GIVE YOU SUNSHINE ANDERSON	MUSIC WORLD	342 -14	2.009 24
22	21	20	LIKE A STAR CORINNE BAILEY RAE	CAPITOL	311 -47	1.708 26
23	25	4	LISTEN BEYONCE	MUSIC WORLD/COLUMBIA	309 +7	2.247 22
24	26	9	ONE TYRESE	J/RMG	299 +22	2.612 18
25	31	12	TUESDAY LENNY WILLIAMS	LENTON	287 +66	1.490 29
26	27	4	NEVER GONNA BREAK MY FAITH ARETHA FRANKLIN FEATURING MARY J. BLIGE	DEF JAM/IDJMG	231 -17	2.034 23
27	30	6	UM GOOD SMOKIE NORFUL	EMI GOSPEL	227 +6	1.011 37
28	32	7	LET IT RAIN GEORGE BENSON & AL JARREAU	MONSTER/CONCORD	211 +13	0.561 -
29	NEW		WITH U JANET	VIRGIN	193 +121	1.505 28
30	33	16	SHINE BONEY JAMES	CONCORD	183 -14	0.742 -
31	34	7	HEALING KELLY PRICE	GOSPO CENTRIC/ZOMBA	182 +31	0.862 40
32	29	18	YOUR PORTRAIT URBAN MYSTIC	SOBE/WARNER BROS.	162 -69	0.714 -
33	36	3	HARD TIME KIERAN	BLACK RAIN	160 +16	0.241 -
34	40	2	LET'S STAY TOGETHER LYFE JENNINGS	COLUMBIA	134 +16	2.435 20
35	37	4	THRU LOVE KINDRED THE FAMILY SOUL	HIDDEN BEACH	126 -6	0.396 -
36	39	3	HEAVEN JOHN LEGEND	G.O.D./COLUMBIA	122 0	1.598 27
37	35	7	SHO' NUFF BAR-KAYS	RIGHT NOW	115 -33	0.355 -
38	NEW		TAKE CONTROL AMERIE	COLUMBIA	110 +52	2.436 19
39	NEW		HOOD BOY FANTASIA FEATURING BIG BOI	J/RMG	110 +3	2.425 21
40	38	6	FIGURE IT OUT KENNY LATTIMORE & CHANTE MOORE	VERITY/LAFACE/ZOMBA	100 -23	0.494 -

MOST ADDED

TITLE ARTIST / LABEL	NEW STATIONS
IRREPLACEABLE Beyonce (COLUMBIA) WBAV, WBHK, WCFB, WDLT, WVBE, WYLD	6
WITH U Janet (VIRGIN) KJMS, KMJM, WAKB, WGPR, WHRP, WJBW	6
WHERE LOVE BEGINS Patti LaBelle Feat. Yolanda Adams (UMBRELLA/BUNGALO) WMJM, WQNC, WZAK	3
PLEASE DON'T GO Tank (BLACKGROUND) WBHK, WKSP	2
LISTEN Beyonce (MUSIC WORLD/COLUMBIA) Sirius Heart & Soul, WGPR	2
MY FRIEND Keith Sweat (SWEATSHOP) WBAV, WLVH	2
CAN'T GET ENOUGH Tania (PLUS IMAGE) WGPR, WWIN	2
LIKE A STAR Corinne Bailey Rae (CAPITOL) WFUN, WRDU	2
LOST WITHOUT U Robin Thicke (OVERBROOK/STAR TRAK/INTERSCOPE) WCFB	1
I'M JUST A FOOL FOR YOU J. Blackfoot (RIGHT NOW) WVBE	1

NEW AND ACTIVE

TITLE ARTIST / LABEL	PLAYS /GAIN	TITLE ARTIST / LABEL	PLAYS /GAIN
MY FRIEND Keith Sweat (SWEATSHOP) TOTAL STATIONS: 48	94/21	I'M JUST A FOOL FOR YOU J. Blackfoot (RIGHT NOW) TOTAL STATIONS: 9	57/0
MORE THAN FRIENDS Freddie Jackson (ORPHEUS) TOTAL STATIONS: 11	89/9	LOVELY DAY Victor Fields (REGINA) TOTAL STATIONS: 6	50/5
BUDDY Musiq Soulchild (ATLANTIC) TOTAL STATIONS: 16	83/0	TILL (YOUR LEGS START SHAKING) Sleepy Brown (PURPLE RIBBON/VIRGIN) TOTAL STATIONS: 7	44/7
YES Gina Darby (GAD) TOTAL STATIONS: 7	68/17	CELEBRATE Jeff Hendrick (BOUNTY KILL) TOTAL STATIONS: 27	35/21
HEY BOY Hil St. Soul (SHANACHIE) TOTAL STATIONS: 27	57/22	WE RIDE (I SEE THE FUTURE)) Mary J. Blige (MATRIARCH/CEFFEN/INTERSCOPE) TOTAL STATIONS: 5	32/1

MOST INCREASED PLAYS

+143	IRREPLACEABLE Beyonce (Columbia) WBHK +16, WBAV +13, WTLZ +11, WKJS +11, WCFB +11, WYLD +11, WJMR +10, WVBE +9, WDLT +8, WMGL +8
+121	WITH U Janet (Virgin) WAKB +22, KOKY +12, KQXL +11, X562 +10, WHRP +10, KMJM +8, WIMX +7, WKSP +6, KNEK +5, KULH +4
+80	LOST WITHOUT U Robin Thicke (Overbrook/Star Trak/Interscope) WFLM +13, WPHR +12, KMJM +12, KRNB +11, WCFB +11, KOKY +9, WDLT +8, WMGL +6, KMLK +5, WYLD +5
+69	ENOUGH Howard Hewett Feat. George Duke (Groove) KVMA +21, WIMX +9, KOKY +8, WAKB +7, WLXC +7, WHUR +6, KQXL +5, WKXI +5, WXST +4, WQQK +3
+66	TUESDAY Lenny Williams (Lenton) KVMA +15, KQXL +13, WLXC +10, WACH +8, WKUS +7, KBLX +6, WXST +4, WHUR +4, KNEK +3, WBLS +3

ADDED AT...

WROU 92.1WROU
Dayton, OH
PD: JD Kunes
Corinne Bailey Rae, Like A Star, O

FOR MORE STATIONS GO TO:
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FOR WEEK ENDING DECEMBER 17, 2006
LEGEND: See legend to charts in charts section for rules and symbol explanations.
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It all started in the garage of studio/label founder John Fry

Legendary Memphis Music Brand Ardent Turns 40

Kevin Peterson

KPeterson@RadioandRecords.com

32

What started in 1959 as a studio in teenager John Fry's family garage has produced 40 years of music history. A slew of seminal acts, including the Allman Brothers Band, Bob Dylan, James Taylor, ZZ Top, R.E.M., George Thorogood and Stevie Ray Vaughan, have recorded at the legendary Ardent Studios in Memphis. ■ All these years later, the studio continues to flourish. An offshoot label, Ardent Records, ultimately evolved into a Christian music label, now home to Skillet, Todd Agnew, Jonah33 and Brother's Keeper, along with newcomers Joy Whitlock and NonFiction.

Fry says when he and his teen friends chose the name Ardent, they didn't pay much attention to what it meant—they just thought it sounded cool. They later learned it means hot, fiery, fierce, burning and passionate—qualities eventually embodied by many of the artists who put down tracks there.

"I had a home studio before anybody knew what a home studio was," Fry says, reflecting on the fabled studio's early days.

The Ardent story actually begins with the young Fry's fascination with radio. "I liked to listen to the music and got fascinated with the radio and television technology. I got involved with programming a radio station in Arkansas, and we got some equipment together typical of radio production equipment. Then we figured out that with this stuff that maybe we could record music,

so we started recording our friends' bands and putting out 45s in 1959. But we got our first real studio premises in a commercial building in 1966, so that's why this year is the 40th anniversary. We don't count the high school years."

Stax Connection

Relocating to a building on National Street, Fry installed his home studio equipment while adding some new gear. It just so happened that Stax Records, the home of Memphis soul located down the street, was installing new equipment. The Auditronics rep paid a visit to Fry as well, and convinced him to build a console with the same components Stax used. That opened the door for Ardent to reap the work overflow from such pioneering Stax acts as Isaac Hayes, Booker

T. & the MG's, the Bar-Kays, Johnny Taylor, Rufus Thomas and Albert King, along with Leon Russell and artists on his Shelter label.

"I think the best career break I ever got was Stax allowing us to do that work," Fry says. "The standing joke is that I was 21, but I looked like I was about 16, and I really did know what I was doing. But there was nothing in the outward appearance that should have caused those people to trust us, but they did."

The '70s saw more big-name acts come through the Ardent door, which had since moved to the city's Madison Avenue along with the formation of Ardent Records. Initially home to secular artists, Ardent's transition to a Christian label coincided with Fry's own conversion to Christianity in late 1978.

"Like everything else, there's usually somebody that comes along and shares with you or influences you, and that person in my life was a friend named Chris Bell," Fry says. A member of power-pop act Big Star, Bell later recorded as a solo artist. In the mid-'70s, Bell "got saved and I could see a real change in his life," Fry says.

Bell's death from an auto accident on the way home from a session at Ardent in December 1978 became a turning point for Fry. "That just brought me to the point where I said, 'You've been reading all this stuff, you just need to go ahead and make a decision. Is that guy alive in heaven with Christ now or is he not—and what about me?'"

It was then that Fry began to focus on Christian music. "It seemed like there were more and more Christian people who started turning up in our business," he says. "Eddie DeGarmo and Dana Key lived in Memphis, and we started recording their albums. From that point on they recorded all of their DeGarmo & Key albums at Ardent. Some of the other early people who started recording here were Mylon LeFevre, Glad and Gary Chapman. We were mainly serving these folks as a recording studio."

Ardent Records relaunched as a Christian label in 1995 with Christian rock band Big Tent Revival. It has since released 36 albums, including seven that earned Grammy Award nominations in the rock gospel category.

The Ardent tradition will likely continue as Fry still has that same passion that propelled him into the business 40 years ago. "It's the only thing that you can do in music that has eternal consequences," he says. "You can't do anything else in this business that can make that claim." **R&R**



'I had a home studio before anybody knew what a home studio was.'

—John Fry

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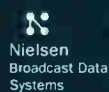


CHRISTIAN AC

▶ **THIRD DAY EARN**
ITS SECOND NO. 1 OF 2006
WITH THE SEASONAL
"BORN IN BETHLEHEM,"
WHICH VAULTS 8-1
(UP 75 PLAYS).



POWERED BY



THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE ARTIST	NIELSEN BDS CERTIFICATIONS	HITPREDICTOR STATUS IMPRINT / PROMOTION LABEL	PLAYS		AUDIENCE	
						TW	+/-	MILLIONS	RANK
1	8	3	BORN IN BETHLEHEM THIRD DAY	NO. 1 (1WK)	ESSENTIAL/PLG	473	+75	1.138	3
2	1	14	WHAT IT MEANS JEREMY CAMP		BEC/TOOTH & NAIL	433	-129	0.896	9
	14	3	O COME, O COME EMMANUEL AARON SHUST		BRASH	418	+99	1.118	4
4	2	23	MADE TO WORSHIP CHRIS TOMLIN		SIXSTEPS/SPARROW/EMI CMG	399	-157	1.007	6
5	3	11	DOES ANYBODY HEAR HER CASTING CROWNS		BEACH STREET/REUNION/PLG	396	-116	0.827	11
6	7	22	SHINE SALVADOR		WORD-CURB	377	-67	0.982	7
7	4	13	HOLD FAST MERCYME		INO	359	-103	0.730	13
8	5	16	I WILL LIFT MY EYES BEBO NORMAN		ESSENTIAL/PLG	358	-100	0.788	12
9	6	26	LET IT RISE BIG DADDY WEAVE		FERVENT/WORD-CURB	332	-113	0.554	20
10	19	3	DO YOU HEAR WHAT I HEAR? NICHOLE NORDEMAN	MOST ADDED	SPARROW/EMI CMG	330	+84	1.188	2
11		15	YOU ALONE ECHOING ANGELS		INO	320	-77	0.596	16
12		16	COME TO THE CROSS MICHAEL W. SMITH		REUNION/PLG	265	-93	0.555	19
13		16	YOUR NAME PHILLIPS, CRAIG & DEAN		INO	255	-64	0.419	26
14	21	3	MARY DID YOU KNOW MARK HARRIS	AIRPOWER	INO	252	+36	1.105	5
15	12	33	MOUNTAIN OF GOD THIRD DAY		ESSENTIAL/PLG	247	-94	0.711	14
16	18	19	THE FACE OF LOVE SANCTUS REAL		SPARROW/EMI CMG	245	-11	0.577	17
17	11	17	ENOUGH BARLOWGIRL		FERVENT/WORD-CURB	243	-115	0.603	15
18	13	9	GIVE IT ALL AWAY AARON SHUST		BRASH	232	-104	0.366	29
19	20	3	O COME ALL YE FAITHFUL THIRD DAY		ESSENTIAL/PLG	228	+9	1.243	1
20	17	14	WHEREVER WE GO NEWSBOYS		INPOP	220	-76	0.562	18
21	29	2	THE VIRGIN'S LULLABY NATIVITY VOICES		NEW LINE/WORD-CURB	194	+35	0.387	28
22	22	12	SHINE ON NEEDTOBREATHE		SPARROW/LAVA/EMI CMG	190	-19	0.332	-
23	28	2	MARY SWEET MARY SELAH WITH PLUMB		CURB	182	+14	0.479	23
24	25	5	MADE TO LOVE TOBYMAC		FOREFRONT/EMI CMG	179	-14	0.411	27
25	23	5	EVERLASTING GOD LINCOLN BREWSTER		VERTICAL/INTEGRITY	176	-27	0.437	25
26	24	9	DRIFTER DECEMBER RADIO		SLANTED/SPRING HILL	160	-35	0.294	-
			NEW FOR THE BEAUTY OF THE EARTH BARLOWGIRL		FERVENT/WORD-CURB	157	+52	0.271	-
			NEW ANGELS WE HAVE HEARD ON HIGH THIRD DAY		ESSENTIAL/PLG	153	+3	0.849	10
			NEW SILENT NIGHT SANCTUS REAL		SPARROW/EMI CMG	134	+22	0.189	-
30	27	6	BIG ENOUGH AYIESHA WOODS		GOTEE	134	-44	0.232	-



MOST ADDED

TITLE / LABEL NEW STATIONS

DO YOU HEAR WHAT I HEAR 3
Nichole Nordeman (Sparrow/EMI CMG) KWND, WCSG, WMUZ

O COME, O COME EMMANUEL 2
Aaron Shust (Brash) KKFS, WMUZ

O COME, ALL YE FAITHFUL 2
Starfield (Sparrow/EMI CMG) KLJC, WMUZ

SILENT NIGHT 2
Sanctus Real (Sparrow/EMI CMG) KLJC, WMUZ

MARY DID YOU KNOW 2
Mark Harris (INO) KKFS, WMUZ

BORN IN BETHLEHEM 1
Third Day (Essential/PLG) KKFS

FOR THE BEAUTY OF THE EARTH 1
BarlowGirl (Fervent/Word-Curb) WMUZ

THE VIRGIN'S LULLABY 1
Nativity Voices (New Line/Word-Curb) WMUZ

ANGEL MEDLEY 1
Wayne Watson (Spring Hill) KSGN

ADDED AT... KLJC
Kansas City, MO
PD/MD: Michael Grimm
Sanctus Real, Silent Night, O Starfield, O Come, All Ye Faithful, O

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NEW AND ACTIVE

TITLE / LABEL	PLAYS /GAIN	TITLE / LABEL	PLAYS /GAIN
JOY TO THE WORLD Third Day (Essential/PLG) TOTAL STATIONS: 20	133/29	WHAT CHILD IS THIS? Third Day (Essential/PLG) TOTAL STATIONS: 17	83/6
GLORY TO GOD IN THE HIGHEST Downhere (Centricity) TOTAL STATIONS: 13	124/124	SONG OF CHRISTMAS NewSong (Integrity) TOTAL STATIONS: 10	77/24
O COME, ALL YE FAITHFUL Starfield (Sparrow/EMI CMG) TOTAL STATIONS: 11	97/25	I HEARD THE BELLS Hawk Nelson (Tooth & Nail) TOTAL STATIONS: 6	77/22
O HOLY NIGHT Third Day (Essential/PLG) TOTAL STATIONS: 14	94/13	LITTLE DRUMMER BOY Jessie Daniels (Midas) TOTAL STATIONS: 9	76/17
HE MADE A WAY Anthony Evans Featuring Jim Brickman (INO) TOTAL STATIONS: 7	92/17	DID YOU KNOW (SONG TO INFANT CHRIST) Todd Agnew (INO) TOTAL STATIONS: 9	69/3



MOST INCREASED PLAYS

+124 **GLORY TO GOD IN THE HIGHEST**
Downhere (Centricity)
KBNJ +26, KLJC +21, WAKW +14, WJQK +9, WMUZ +9, WBDX +8, WRCL +8, KHZR +7, KTIS +7, WCSG +7

+99 **O COME, O COME EMMANUEL**
Aaron Shust (Brash)
KSGN +25, KLJC +16, WMUZ +10, WCSG +9, WAWZ +9, WLPJ +7, KHZR +6, WJQK +5, WMCU +5, KKFS +5

+84 **DO YOU HEAR WHAT I HEAR?**
Nichole Nordeman (Sparrow/EMI CMG)
KWND +11, WCRJ +10, WCSG +9, KFIS +8, KCMS +7, KLJC +7, WJQK +6, WMUZ +5, WAWZ +5, WGT5 +4

+75 **BORN IN BETHLEHEM**
Third Day (Essential/PLG)
KSGN +29, KLJC +11, KXOJ +9, WAWZ +8, WCSG +7, WMCU +6, WJQK +4, WBDX +4, WLPJ +3, KHZR +3

+52 **FOR THE BEAUTY OF THE EARTH**
BarlowGirl (Fervent/Word-Curb)
KSGN +34, KLJC +13, WMUZ +9, KTIS +4, WVFJ +2, WLFJ +1, WBSN +1, WJQK +1

FOR WEEK ENDING DECEMBER 17, 2006
LEGEND: See legend to charts in charts section for rules and symbol explanations.
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RECURRENTS

THIS WEEK	TITLE ARTIST / IMPRINT / PROMOTION LABEL	PLAYS		THIS WEEK	TITLE ARTIST / IMPRINT / PROMOTION LABEL	PLAYS	
		TW	LW			TW	LW
1	THE CHRISTMAS SHOES NEWSONG (BENSON/JIVE)	621	556	6	WHITE CHRISTMAS BING CROSBY (MCA/UMG)	435	430
2	LITTLE DRUMMER BOY JARS OF CLAY (ESSENTIAL/PLG)	553	527	7	AWAY IN A MANGER CASTING CROWNS (BEACH STREET/REUNION/PLG)	431	400
3	A HOLLY JOLLY CHRISTMAS BURL LIVES (MCA SPECIAL PRODUCTS/UMG)	512	494	8	DO YOU HEAR WHAT I HEAR THIRD DAY (ESSENTIAL/PLG)	394	365
4	CHRISTMAS TIME MICHAEL W. SMITH (REUNION/PLG)	469	459	9	WHAT CHILD IS THIS MERCYME (INO)	393	385
5	JOSEPH'S LULLABY MERCYME (INO)	436	356	10	WELCOME TO OUR WORLD CHRIS RICE (EB&FLO/INO)	391	354



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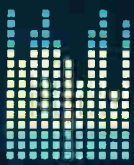
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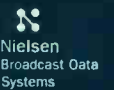


CHRISTIAN

► RED TOPS THE CHRISTIAN ROCK LIST WITH "ALREADY OVER."



POWERED BY



THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE ARTIST	IMPRINT / PROMOTION LABEL	PLAYS	
					TW	+/-
1	1	19	STAND IN THE RAIN SUPERCHICK	INPOP	1103	-84
2	2	14	TONIGHT JEREMY CAMP	BEC/TOOTH & NAIL	1041	-16
3	4	14	DRIFTER DECEMBERADIO	SLANTED/SPRING HILL	914	-18
4	6	8	MADE TO LOVE TOBYMAC	FOREFRONT/EMI CMG	876	+10
5	3	15	THE BEAUTY OF GRACE KRYSTAL MEYERS	ESSENTIAL/PLG	871	-64
6	5	17	WHEREVER WE GO NEWSBOYS	INPOP	866	-17
7	7	14	CUT PLUMB	CURB	748	-66
8	8	23	BREATHE YOU IN THOUSAND FOOT KRUTCH	TOOTH & NAIL	732	+1
9	9	14	REBIRTHING SKILLET	ARDENT/SRE/INO	700	-4
10	10	14	BIG ENOUGH AYIESHA WOODS	GOTEE	656	-9
11	10	10	SHINE ON NEEDTOBREATHE	SPARROW/EMI CMG	635	+3
12	12	22	LOST AT SEA JIMMY NEEDHAM	INPOP	579	-25
13	11	11	THE REAL NEVERTHELESS	FLICKER/PLG	558	+16
14	13	23	DEAD MAN (CARRY ME) JARS OF CLAY	ESSENTIAL/PLG	545	-19
15	18	6	EVERYTHING IS BEAUTIFUL STARFIELD	SPARROW/EMI CMG	525	+51
16	16	7	CRASHING DOWN MAT KEARNEY	INPOP	506	-8
17	17	12	NO MORE NO LESS MERCYME	INO	471	-38
18	21	5	THE SHOW HAWK NELSON	TOOTH & NAIL	420	+21
19	23	7	OH! GRAVITY SWITCHFOOT	SPARROW/COLUMBIA/EMI CMG	413	+23
20	22	11	SOMEDAY THE AFTERS	SIMPLE/INO	391	-8
21	25	4	YES YOU HAVE LEELAND	ESSENTIAL/PLG	374	-3
22	20	20	MADE TO WORSHIP CHRIS TOMLIN	SIXSTEPS/SPARROW/EMI CMG	374	-49
23	28	4	HOW TO SAVE A LIFE THE FRAY	EPIC	361	-2
24	27	9	WHEREVER THE WIND BLOWS PILLAR	FLICKER/PLG	361	-6
25	24	3	HOLD ON STELLAR KART	WORD-CURB	354	-32
26	26	7	SET ME FREE CASTING CROWNS	BEACH STREET/REUNION/PLG	338	-34
27	19	19	YOU DECIDE FIREFLIGHT	FLICKER/PLG	319	-109
28	29	3	GIVE IT ALL AWAY AARON SHUST	BRASH	285	-22
29	30	15	(EVERYBODY'S GOTTA) SONG TO SING GROUP 1 CREW	FERVENT/WORD-CURB	265	+3
30	NEW		FORGIVEN RELIENT K	GOTEE	256	+46

THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE ARTIST	IMPRINT / PROMOTION LABEL	PLAYS	
					TW	+/-
1	2	10	ALREADY OVER RED	ESSENTIAL/PLG	360	+23
2	1	16	BREAK FREE DECYFER DOWN	SRE/INO	340	-20
3	3	13	SOMETHING WE CAN'T BE PROJECT 86	TOOTH & NAIL	339	+17
4	4	9	THE SHOW HAWK NELSON	TOOTH & NAIL	313	-5
5	9	13	REGIME CHANGE DISCIPLE	SRE/INO	312	+19
6	10	10	TONIGHT JEREMY CAMP	BEC/TOOTH & NAIL	299	+5
7	5	19	EVERYTHING PILLAR	FLICKER/PLG	296	-22
8	6	14	GRAVITY FOLD	TOOTH & NAIL	292	-22
9	7	17	ACTIVATE STELLAR KART	WORD-CURB	290	-23
10	10	7	WAITING FIREFLIGHT	FLICKER/PLG	264	+5
11	11	18	REBIRTHING SKILLET	ARDENT/SRE/INO	252	-5
12	13	9	I'LL FOREVER SING RUN KID RUN	TOOTH & NAIL	240	+9
13	12	8	OH! GRAVITY SWITCHFOOT	SPARROW/COLUMBIA/EMI CMG	234	+3
14	15	6	LOVE DAY OF FIRE	ESSENTIAL/PLG	220	+10
15	16	8	GOING IN BLIND P.O.D.	WORD-CURB	215	+13
16	14	18	BREAK ME SEVENTH DAY SLUMBER	BEC/TOOTH & NAIL	201	-25
17	17	10	YOUR OWLS ARE HOOTING SHOWBREAD	TOOTH & NAIL	187	-9
18	25	3	MIDDLE OF IT ALL MANIC DRIVE	WHIPLASH	178	+38
19	24	3	SEARCHLIGHTS FALLING UP	BEC/TOOTH & NAIL	173	+19
20	23	3	MORNING AIR WEDDING	BRAVE NEW WORLD	166	+10
21	22	6	DANGEROUS DECEMBERADIO	SLANTED/SPRING HILL	165	+9
22	19	2	FORGIVEN RELIENT K	GOTEE	164	-6
23	20	7	SOMEDAY THE AFTERS	SIMPLE/INO	159	-6
24	27	4	SLEEPWALKERS SPUR58	INDELIBLE CREATIVE GROUP	145	+11
25	21	17	AUDREY, START THE REVOLUTION! ANBERLIN	TOOTH & NAIL	141	-21
26	26	4	THE FIGHT CLASSIC CRIME	TOOTH & NAIL	137	0
27	30	11	DETERIORATE DEMON HUNTER	SOLID STATE/TOOTH & NAIL	127	+15
28	28	16	IN SUCH A STATE EDISON GLASS	CREDENTIAL/EMI CMG	121	-8
29	29	19	UP ABOVE HIGH FLIGHT SOCIETY	SELECTRIC	117	-9
30	NEW		NOSTALGIATOPIA ELEVENTYSEVEN	FLICKER/PLG	112	+11

THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE ARTIST	IMPRINT / PROMOTION LABEL	PLAYS	
					TW	+/-
1	3	13	BEFORE THE OAY NEWSONG	INTEGRITY	149	-5
2	4	12	GLORY SELAH	CURB	147	-6
3	6	13	OUR GOD REIGNS BRANDON HEATH	REUNION/PLG	140	-6
4	1	20	BROKEN & BEAUTIFUL MARK SCHULTZ	WORD-CURB	139	-8
5	2	19	MADE TO WORSHIP CHRIS TOMLIN	SIXSTEPS/SPARROW/EMI CMG	131	-5
6	8	12	I WILL LIFT MY EYES BEBE NORMAN	ESSENTIAL/PLG	124	-6
7	5	15	HEAR OUR SONG JADON LAVIK	BEC/TOOTH & NAIL	114	-16
8	11	7	COME TO THE CROSS MICHAEL W. SMITH	REUNION/PLG	110	-4
9	12	14	SING OVER ME BETHANY DILLON WITH NICHOLE NORDEMAN	SPARROW/EMI CMG	107	-5
10	7	19	SHINE SALVADOR	WORD-CURB	104	-1

INSPO

TW	LW	WKS	TITLE ARTIST	IMPRINT / PROMOTION LABEL	PLAYS	
					TW	+/-
11	10	9	DOES ANYBODY HEAR HER CASTING CROWNS	BEACH STREET/REUNION/PLG	96	-6
12	15	16	MAKE MY LIFE A PRAYER TO YOU KATHY TROCCOLI	KT/REUNION/PLG	94	0
13	11	21	YOUR NAME PHILLIPS, CRAIG & DEAN	INO	88	0
14	15	6	HEAR US FROM HEAVEN JARED ANDERSON	INTEGRITY	84	-8
15	18	4	I WILL PRAY LARNELLE HARRIS	DISCOVERY HOUSE	77	+1
16	14	5	HOLD FAST MERCYME	INO	70	-6
17	16	4	COME, LET US WORSHIP FERNANDO ORTEGA	CURB	69	-9
18	20	5	EVERLASTING GOD BRENTON BROWN	SURVIVOR/SPARROW/EMI CMG	67	-8
19	RE-ENTRY		WISH YOU WERE HERE MARK HARRIS	INO	65	-8
20	17	6	KING OF MY SOUL CARL CARTEE	SPRING HILL	64	-13

CHRISTIAN CHR REPORTERS

KLYT/Albuquerque, NM
PD: Matt Gentry
MD: Joey Belville

KXWA/Denver, CO
PD: Scott Veigel

WAYK/Kalamazoo, MI
PD/MD: Mike Couchman

WJLZ/Norfolk, VA*
OM/PD: JP Morgan
APD: Anne Verebely

WPRJ/Saginaw, MI
OM: Gary Bugh
PD/MD: Aaron Dicer

WBVM/Tampa, FL*
PD: Johnny Vincent
MD: Olivia Paff

KAFC/Anchorage, AK
MD: Mike Carrier

KZZQ/Des Moines, IA
PD: Mike Schlote

WYLV/Knoxville, TN*
PD: Jonathan Unthank
MD: Danielle Hedges

KJTH/Ponca City, OK
PD/MD: Tony Weir
APD: Jeremy Louis

KLFF/San Luis Obispo, CA*
PD: Matt Williams
MD: Noonie Fugler

WYSZ/Toledo, OH*
PD/MD: Jeff Howe
APD: Craig Magrum

WHMX/Bangor, ME
PD: Tim Collins
MD: Morgan Smith

WJRF/Duluth
PD/MD: Terry Michaels

WAYM/Nashville, TN*
OM: Dave Senes
PD: Jeff Brown
MD: Stace Whitmire

KZRI/Portland, OR*
OM: Mike Novak
PD: David Pierce

WBVO/Sellersville, PA
OM: David Baker
PD/MD: Kristine McClain

KDUV/Visalia, CA*
PD: Joe Croft
APD: Shannon Steele

KWOF/Cedar Rapids, IA
OM/PD: Jack Davis

KNMI/Farmington, NM
PD: Darren Nez
MD: Kenny Montano

WNAZ/Nashville, TN*
OM/PD: Dave Queen
APD: Jennifer Houchin
MD: Seth Routzahn

KFFR/Pullman, WA
OM/PD: Chris Gilbreth

KADI/Springfield, MO*
PD/MD: Rod Kittleman

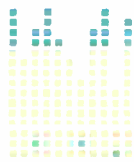
WCLQ/Wausau, WI
PD/MD: Matt Deane

WONU/Chicago, IL
OM: Justin Knight
PD: Johnathon Eltrevoog
MD: Mallory DeWees

WSCF/Ft. Pierce, FL
PD/MD: Paul Tipton

WORQ/Green Bay, WI
OM/PD: Jim Raider

KTPT/Rapid City, SD
OM: Tom Schoenstedt
PD/MD: Joseph Standish



CHRISTIAN

CHRISTIAN REPORTERS

CHRISTIAN AC

WLAB/Ft. Wayne, IN PD: Don Buettner MD: Melissa Montana	KLVA/Phoenix, AZ*
WCSG/Grand Rapids, MI* OM: Don Michael PD/MD: Chris Lemke APD: John Balyo	WMSJ/Portland, ME* PD: Paula K. APD: Joe Polek
WJQK/Grand Rapids, MI* OM/MD: Troy West MD: Brian Nelson	KFIS/Portland, OR* PD: Dave Arthur MD: Kat Taylor
WBFJ/Greensboro, NC PD/MD: Wally Decker APD: Darren Stevens	KSLT/Rapid City, SD OM: Tom Schoenstedt PD: Jon Anderson MD: Jennifer Walker
WLFJ/Greenville, SC* PD/MD: Rob Dempsey APD: Gary Miller	KSGN/Riverside, CA* PD/MD: Bryan O'Neal
KAIM/Honolulu, HI PD: Corry Reynolds MD: Kim Harper	WPAR/Roanoke, VA* OM/MD: Jackie Howard
KSBJ/Houston, TX* PD: Chuck Pryor MD: Jim Beeler	WRCI/Rochester, NY* PD: Mark Shuttleworth MD: Kelly McKay
WISG/Indianapolis, IN* OM/MD: David Wood APD/MD: Fritz Moser	WQFL/Rockford, IL OM: Ralph Trentadue PD/MD: Rick Hall
WCRJ/Jacksonville, FL* PD: Roger Henderson MD: Theresa Ross	KKFS/Sacramento, CA* PD: Laurie Larson APD/MD: Mark Standriff
WCQR/Johnson City* PD/MD: Jason Sharp	New Life Media Network/Satellite PD/MD: Joe Buchanan
KOBC/Joplin, MO OM/MD: Lisa Davis	Sirius Spirit 66/Satellite PD/AMD: Doug Hannah
KLJC/Kansas City, MO* OM: Bud Jones PD/MD: Michael Grimm	XM The Message/Satellite PD: Jon Zellner MD: Jim Epperlein
WJTL/Lancaster, PA PD: John Shirk MD: Phil Smith	KCMS/Seattle, WA* PD: Scott Valentine MD: Sarah Taylor
WLGH/Lansing, MI	WFRN/South Bend, IN PD: Jim Carter MD: Doug Moore
KFSH/Los Angeles, CA* OM: Jim Tinker PD: Chuck Tyler APD/MD: Bob Shaw	WHPZ/South Bend, IN PD/MD: Tom Scott
WJIE/Louisville, KY* PD: Jim Galipeau APD/MD: Chris Crain	KTSL/Spokane, WA* PD/MD: Beau Tyler
WRVI/Louisville, KY OM/MD: Gregg Kramer APD: Dave Reichel	KWND/Springfield, MO* PD/MD: Jeremy Morris
KSVP/Lufkin, TX OM/MD: Al Ross MD: Michelle Calvert	KHZR/St. Louis, MO* OM: Sandi Brown PD/MD: Greg Cassidy
KJIL/Meade, KS PD: Michael Luskey	WLPJ/Tampa, FL* PD: Carmen Brown MD: Jeff MacFarlane
WMCU/Miami, FL* OM/MD: Dwight Taylor	KJTY/Topeka, KS OM/MD: Rita C. Adams
WFZH/Milwaukee, WI* PD/MD: Danny Clayton	KKCM/Tulsa, OK* OM: Steve Hunter PD: Chris Kelly APD: Dale Christopher
KTIS/Minneapolis, MN* PD: Reid Holsen APD/MD: Paul Perrault	KXOJ/Tulsa, OK* PD: Bob Thornton APD: Dave Gordon
KBMQ/Monroe, LA PD: Phillip Brooks MD: Melissa Rawls	WGTS/Washington, DC* OM: Ty McFarland PD: Becky Wilson Aligned APD: Brennan Wimbish MD: Rob Conway
WFFH/Nashville, TN* PD: Vance Dillard MD: Scott Thunder	WGRG/Williamsport, PA PD/MD: Larry Weidman
WBSN/New Orleans, LA* OM: Julie Headrick PD: Tom Krimsier MD: Josh Millwood	WXHL/Wilmington, DE OM/APD: Sal April PD/MD: Dave Kirby
WAWZ/New York, NY* OM: Scott Taylor PD: Johnny Stone MD: Keith Stevens	CHRISTIAN ROCK
KGCB/Flagstaff, AZ OM: Brian Letendre PD/MD: Mike Medlin	WGRG/Williamsport, PA PD/MD: Larry Weidman
WPER/Fredericksburg, VA PD: Frankie Morea APD: Eric Summers	WTR/Rochester, NY PD/MD: Sammie Palermo APD: Craig "Zippy" Blake
KZKZ/Ft. Smith, AR OM/MD: Dave Burdud	WPRJ/Saginaw, MI OM: Gary Bugh PD/MD: Aaron Dicer
WPSM/Ft. Walton Beach, FL PD: Terry Thorne MD: Jennifer Poage	WJIS/Sarasota, FL MD: Michelle Tellone
	Effect Radio Network/Satellite PD/MD: Brian Harman APD: Amanda Harman
	Fireescape/Satellite PD/MD: Joe Hayes
	WCVK/Bowling Green, KY PD: Dale McCubbins MD: Whitney Yule
	WVDF/Bridgeport, CT PD/MD: Bob Felberg
	WGBI/Omaha, NE* APD/MD: James "JD Gibbs" Agnitsch
	WPOZ/Orlando, FL* OM/MD: Dean O'Neal APD: Jeff Cruz MD: Scott Smith



▶ **MARK HARRIS** BOWS AT NO. 28 WITH "WISH YOU WERE HERE."

THIS WEEK	LAST WEEK	WEEKS ON CHART	CHRISTIAN AC INDICATOR		PLAYS	
			TITLE ARTIST	IMPRINT / PROMOTION LABEL	TW	+/-
1	1	14	WHAT IT MEANS JEREMY CAMP	BEC/TOOTH & NAIL	704	-142
2	2	23	MADE TO WORSHIP CHRIS TOMLIN	SIXSTEPS/SPARROW/EMI CMG	696	-153
3	3	11	DOES ANYBODY HEAR HER CASTING CROWNS	BEACH STREET/REUNION/PLG	682	-86
4	5	14	HOLD FAST MERCYME	INO	640	-104
5	4	15	ENOUGH BARLOWGIRL	FERVENT/WORD-CURB	623	-153
6	6	15	I WILL LIFT MY EYES BEBO NORMAN	ESSENTIAL/PLG	619	-99
7	7	20	LET IT RISE BIG DADDY WEAVE	FERVENT/WORD-CURB	552	-153
8	9	15	COME TO THE CROSS MICHAEL W. SMITH	REUNION/PLG	532	-46
9	8	16	WHEREVER WE GO NEWSBOYS	INPOP	523	-62
10	10	22	BROKEN & BEAUTIFUL MARK SCHULTZ	WORD-CURB	481	-101
11	13	10	GIVE IT ALL AWAY AARON SHUST	BRASH	479	-70
12	14	24	SHINE SALVADOR	WORD-CURB	453	-91
13	12	16	YOU ALONE ECHOING ANGELS	INO	443	-90
14	11	17	YOUR NAME PHILLIPS, CRAIG & DEAN	INO	440	-98
15	15	13	NOTHING BUT THE BLOOD SWIFT	ROCKETTOWN	426	-41
16	16	8	BIG ENOUGH AYIESHA WOODS	GOTEE	408	-44
17	17	9	ALL WHO ARE THIRSTY KUTLESS	BEC/TOOTH & NAIL	320	-51
18	22	8	AWAKEN NATALIE GRANT	CURB	307	-6
19	18	14	STAND IN THE RAIN SUPERCHICK	INPOP	284	-116
20	21	13	BECAUSE OF YOUR LOVE PAUL BALOCHE	INTEGRITY	273	-50
21	25	7	SHINE ON NEEDTOBREATHE	SPARROW/EMI CMG	272	-11
22	27	10	DRIFTER DECEMBERADIO	SLANTED/SPRING HILL	259	+3
23	20	12	YES YOU HAVE LELAND	ESSENTIAL/PLG	259	-75
24	28	7	I BELIEVE BUILDING 429	WORD-CURB	239	-15
25	25	5	FOREVERANDEVER, ETC. DAVID CROWDER BAND	SIXSTEPS/SPARROW/EMI CMG	220	-64
26	29	2	THE BEAUTY OF GRACE KRISTAL MEYERS	ESSENTIAL/PLG	211	-22
27	24	12	WHEN IT'S OVER ADIE CAMP	BEC/TOOTH & NAIL	205	-75
28	NEW	NEW	WISH YOU WERE HERE MARK HARRIS	INO	199	-23
29	30	5	LITTLE IS MUCH DOWNHERE	CENTRICITY	198	-29
30	NEW	NEW	MADE TO LOVE TOBYMAC	FRONTIER/EMI CMG	188	+7

FOR WEEK ENDING DECEMBER 17, 2006

WCWP/Brookville, NY PD: Peter Bellotti MD: Reena Temburni	Positive Rock Show/Satellite PD/MD: Josh Booth	WNFR/Flint, MI PD: Brian Smith MD: Elynn Davey
WUFM/Columbus, OH* PD/MD: Nikki Cantu	Red Letter Rock 20/Satellite PD: Cody Christopher MD: Reid Johnson	KNLB/Phoenix, AZ PD: Faron Eckelbarger
KBNU/Corpus Christi, TX PD: Arron Daniels	Sirius Revolution/Satellite OM: Scott Lindy PD: Joey Black	WCSL/Rockford, IL OM: Ron Tietzort PD: Corey Neese MD: Charmel Jacobs
KVRK/Dallas, TX PD: Chris Goodwin MD: Drue Mitchell	The Sound Of Light/Satellite PD/MD: Bill Moore	WUGN/Saginaw, MI* PD/MD: Peter Brooks
WSNL/Flint, MI MD: Brian Goodman	Whip of Cords/Satellite OM/MD: Matt Rhodes	KCRN/San Angelo, TX PD/MD: Mark Mohr APD: Steve Hayes
WORQ/Green Bay, WI* OM/MD: Jim Raider	KCLC/St. Louis, MO MD: Dave Merkel	Skylight Radio Network/Satellite OM: Bruce Hanson PD: Neil Stavem APD: Paul Perrault MD: Dan Wyrnia
WBFJ/Greensboro, NC PD/MD: Wally Decker APD: Darren Stevens	KYMC/St. Louis, MO MD: Dave Merkel	KYCC/Stockton, CA* PD: Scott Mearns MD: Marina Tahod
WJTL/Lancaster, PA PD: John Shirk MD: Phil Smith	WBVM/Tampa, FL* PD: Johnny Vincent MD: Olivia Paff	WOLW/Traverse City, MI PD/MD: Patrick Greene
KIBZ/Lincoln, NE PD: Ron Drury	WYSZ/Toledo, OH* PD/MD: Jeff Howe APD: Craig Magrum	WAFR/Tupelo, MS OM: Marvin Sanders PD: Rick Robertson APD: Steve Sharbutt MD: Jim Stanley
WDML/Marion, IL MD: Tom Schroeder	KCXR/Tulsa, OK OM: Bob Thornton PD: Scott Herrold	WGNV/Wausau, WI MD: Todd Christopher
WMKL/Miami, FL PD: Rob Robbins MD: Kelly Downing	WCLQ/Wausau, WI PD/MD: Matt Deane	
WJLZ/Norfolk, VA* OM/MD: JP Morgan APD: Anne Verebely	INSPO	
WTR/Rochester, NY PD/MD: Sammie Palermo APD: Craig "Zippy" Blake	WMIT/Asheville, NC PD: Tom Greene MD: Matt Stockman	
WPRJ/Saginaw, MI OM: Gary Bugh PD/MD: Aaron Dicer	WMBI/Chicago, IL* OM: John Hayden PD: Collin Lambert MD: Steve Hiller	
WJIS/Sarasota, FL MD: Michelle Tellone	KCBI/Dallas, TX* APD/MD: John McLain	
Effect Radio Network/Satellite PD/MD: Brian Harman APD: Amanda Harman	WCDR/Dayton, OH OM: Keith Hamer PD/MD: Eric Johnson	
Fireescape/Satellite PD/MD: Joe Hayes	WCIK/Elmira, NY PD: John Owens MD: Bruce Barrows	

* Monitored Reporters



New team keeps Nashville's WSM-AM relevant in modern era

Legendary Station Still Vibrant At 81

Wade Jessen

WJessen@RadioandRecords.com

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Even after more than 80 years on the air, legendary country station WSM-AM/Nashville remains, quite literally, the call letters heard around the world. Although the station discontinued its arrangement with Sirius Satellite Radio earlier this year, streaming on the Web takes the station to the farthest reaches of the globe and beams its flagship show, "The WSM Grand Ole Opry," to anyone on the planet who cares to listen. ■ In an exclusive Q&A with R&R, the station's newly cemented programming and management team, GM Chris Kulick and OM Sam Easley, told us what keeps the grand old station ticking after all these years.

R&R: Being at the helm of an 81-year-old brand like WSM has to be an awesome responsibility. The station isn't just a Nashville institution, nor is it merely a regional southern or national phenomenon—it's a globally recognized brand. How do you balance that standard of excellence with the more immediate charge to attract and hold a local audience?

Easley: Well, in a lot of ways it's rather simple because we have to be a local radio station first and foremost—we'll always be a Nashville radio station. The fact that it's a global brand is because the programming has been here for so long, and it's been so great. It's just a matter of bringing the face of the radio station into the new century.

R&R: At least locally in Nashville, it's no secret that the station has held various levels of importance for the senior executive teams that have come and gone during the past couple of decades. Given today's hospitality and resort lodging thrust of the company, what is the current corporate view of WSM in the Gaylord Entertainment organization?

Kulick: Make no mistake, the corporate eye is definitely on us. But without the entertainment division of Gaylord, it's really just another hotel company—an enormously successful and unique hotel company—but the entertainment division is what gives the company that special "zap" that

makes Gaylord a special company. That said, we know that for years WSM-AM lost money. My charge when I came in as GM 18 months ago was to make money. It's literally taken us that long to make it happen, but we are in a profitable place now. The company loves the radio station and cares deeply about it, but the simple truth is that if we don't make money, we'll end up not being part of the company any longer.

R&R: In listening to the station in the past few months, it sounds as though it has paid more critical attention to detail, resulting in that extra sparkle that, quite frankly, it hasn't always had during the past 15-20 years. What are you doing to appeal to a more demographically diverse audience, and shed the image that WSM primarily has a middle-aged audience?

Kulick: That's one of the main reasons I wanted to bring Sam [Easley] onboard—and the two of us definitely agree on this—that WSM became a world-famous radio station because they went out and did things that no one else had done before. Somewhere along the line, WSM became more of a classic country museum, which was



Easley



Kulick



WSM-AM Nashville (Market No. 44) 12+ AQH Share

Fa 2005: 3.4
Wi 2006: 3.2
Sp 2006: 3.6
Su 2006: 2.8

'We did something completely unique recently. We went to our on-air staff and asked them to rate every traditional country song ever written based on how they felt each song related to WSM listeners.'

—Chris Kulick

fine. However, Sam and I both believe that we need to get back to doing things that WSM became famous for. That means getting back into the community, doing talent searches that put people onstage in front of an audience at the Ryman [Auditorium], freshening up our music and refreshing our brand.

Easley: As you know, the station has always had an impact in country music, and it's time for it to wake back up and start making an impact again. That's really the new coat of paint we're trying to put onto it, and we do that by making sure our roots are planted in traditional country music.

R&R: Speaking specifically of music, when you're cherry-picking tradition-based new songs to add to your mix do you find that there's enough to choose from on the current menu of Music Row offerings?

Easley: Absolutely, yes, there are plenty of examples of just what you're asking. Look at the impact Josh Turner has made, and consider the stylistic thrust of other neo-traditionalist folks like Lee Ann Womack, Brad Paisley and Dierks Bentley, and even someone like Gretchen Wilson who leans away from tradition as often as she leans toward it. We also mine deeper in albums to find music that fits our brand.

Kulick: We did something completely unique in that regard recently. We went to our on-air staff and asked them to rate every traditional country song ever written [based on how] they felt each song related to WSM listeners. That's a major part of what Sam used as the basis of our recent playlist expansion—the unequalled knowledge of our airstaff.

R&R: A few years ago, Gaylord was planning to flip WSM-AM to a sports/talk format, and the town literally came apart at the seams, to the point of mass picketing in front of the studios on McGavock Pike. Considering the passion the town has for WSM-AM, what are your listeners currently asking you to do for them? What do they want?

Easley: To be honest with you, we're getting nothing but positive feedback, especially since we made our most recent round of music changes. I don't think we can overstate the impact that made in terms of freshening the sound of WSM. But we know that our nonmusic service elements like news, weather and traffic help us deliver some of the longest TSL in the market, so they obviously want and need that, too.

Kulick: They want us to be visible for starters. We've put our personalities back on the streets. There's a reason why you can't even get a ticket to things like "An Intimate Evening With [evening jock] Eddie Stubbs at the Ford Theatre." Who would have thought just a few months ago that Eddie Stubbs would sell out the Ford Theatre once a month on a consistent basis?

R&R

▶ **EMERSON DRIVE**
SNAGS HOT SHOT
DEBUT AND MOST
ADDED HONORS AT NO.
49 WITH "MOMENTS."



THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE ARTIST	NIelsen BOS CERTIFICATIONS	HITPREDICTOR STATUS	AUDIENCE (IN MILLIONS) TW +/-	PLAYS TW RANK
1	1	21	WANT TO SUGARLAND	NO. 1 (2 WKS)	MERCURY	36.772 -0.079	4509 1
2	2	19	MY WISH RASCAL FLATTS		LYRIC STREET	36.265 -0.520	4415 2
3	3	21	MY LITTLE GIRL TIM MCGRAW		CURB	35.015 -0.230	4361 3
4	5	17	SHE'S EVERYTHING BRAD PAISLEY		ARISTA NASHVILLE	33.373 +0.467	4278 4
5	8	14	WATCHING YOU RODNEY ATKINS	MOST INCREASED AUDIENCE	CURB	31.389 +3.960	3743 6
6	4	42	BEFORE HE CHEATS CARRIE UNDERWOOD		ARISTA/ARISTA NASHVILLE	30.677 -2.864	3856 5
7	6	12	IT JUST COMES NATURAL GEORGE STRAIT		MCA NASHVILLE	28.271 +0.498	3551 7
8	9	25	SOME PEOPLE CHANGE MONTGOMERY GENTRY		COLUMBIA	26.390 -0.516	3337 8
9	10	27	TIM MCGRAW TAYLOR SWIFT		BIG MACHINE	22.482 +0.373	2873 9
10	12	25	AMARILLO SKY JASON ALDEAN		BROKEN BOW	20.946 +0.445	2860 10
11	7	20	YOU SAVE ME KENNY CHESNEY		BNA	20.437 -7.317	2623 11
12	13	13	ALYSSA LIES JASON MICHAEL CARROLL		ARISTA NASHVILLE	17.071 +0.477	2394 12
13	14	15	MY, OH MY THE WRECKERS		MAVERICK/WARNER BROS./WRN	17.001 +0.800	2243 16
14	15	28	ONE WING IN THE FIRE TRENT TOMLINSON		LYRIC STREET	16.732 +1.246	2365 14
15	16	20	LITTLE BIT OF LIFE CRAIG MORGAN		BROKEN BOW	16.205 +0.751	2379 13
16	18	5	STUPID BOY KEITH URBAN		CAPITOL NASHVILLE	15.169 +2.359	1996 17
17	17	15	LADIES LOVE COUNTRY BOYS TRACE ADKINS		CAPITOL NASHVILLE	14.639 +1.292	2244 15
18	19	6	ANYWAY MARTINA MCBRIDE		RCA	14.353 +1.817	1854 19
19	20	20	I'LL WAIT FOR YOU JOE NICHOLS		UNIVERSAL SOUTH	11.728 +0.857	1929 18
20	23	14	RED HIGH HEELS KELLIE PICKLER		BNA	10.451 +1.282	1492 23
21	24	18	YOU'LL ALWAYS BE MY BABY SARA EVANS		RCA	9.680 +0.902	1570 21
22	27	20	THE WOMAN IN MY LIFE PHIL VASSAR		ARISTA NASHVILLE	9.660 +1.422	1572 20
23	25	14	I JUST CAME BACK FROM A WAR DARRYL WORLEY		903 MUSIC	9.338 +0.690	1517 22
24	26	14	GOOD AS GONE LITTLE BIG TOWN		EQUITY	9.070 +0.811	1239 24
25	28	9	A FEELIN' LIKE THAT GARY ALLAN		MCA NASHVILLE	8.573 +0.567	1230 25
26	21	18	TWO PINK LINES ERIC CHURCH		CAPITOL NASHVILLE	7.833 -2.447	1186 27
27	22	18	ONCE IN A LIFETIME KEITH URBAN		CAPITOL NASHVILLE	7.588 -1.841	960 29
28	29	7	HILLBILLY DELUXE BROOKS & DUNN		ARISTA NASHVILLE	7.096 +0.733	1199 26
29	33	5	LIPS OF AN ANGEL JACK INGRAM	BREAKER	BIG MACHINE	6.114 +1.747	813 32
30	30	21	THE REASON WHY VINCE GILL		MCA NASHVILLE	5.989 -0.081	1005 28

THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE ARTIST	NIelsen BOS CERTIFICATIONS	HITPREDICTOR STATUS	AUDIENCE (IN MILLIONS) TW +/-	PLAYS TW RANK
31	14		FORE SHE WAS MAMA CLAY WALKER		ASYLUM-CURB	5.529 +0.125	908 30
32	32	5	LONG TRIP ALONE DIERKS BENTLEY		CAPITOL NASHVILLE	5.476 +0.457	819 31
33	34	11	GOOD DIRECTIONS BILLY CURRINGTON		MERCURY	4.003 +0.216	678 33
34	37	6	ME AND GOD JOSH TURNER		MCA NASHVILLE	3.628 +0.668	515 38
35	40	11	STARTIN' WITH ME JAKE OWEN		RCA	3.169 +0.322	620 36
36	35	17	PODUNK KEITH ANDERSON		ARISTA NASHVILLE	3.167 -0.179	623 35
37	39	12	STEALING KISSES FAITH HILL		WARNER BROS./WRN	2.831 -0.111	627 34
38	38	10	I KEEP COMING BACK JOSH GRACIN	BREAKER	LYRIC STREET	2.753 -0.191	450 40
39	43	6	DUR COUNTRY JOHN MELLENCAMP		UNIVERSAL REPUBLIC/UNIVERSAL SOUTH	2.704 +0.229	296 47
40	42	15	I DON'T WANT TO ASHLEY MONROE WITH RONNIE DUNN		COLUMBIA	2.682 +0.152	521 37
41	45	8	DON'T MAKE ME BLAKE SHELTON	BREAKER	WARNER BROS./WRN	2.320 +0.476	455 39
42	44	16	FIND OUT WHO YOUR FRIENDS ARE TRACY LAWRENCE		ROCKY COMFORT/CO'S	2.144 +0.240	325 46
43	46	10	DIXIE LULLABY PAT GREEN	BREAKER	BNA	2.104 +0.415	401 41
44	49	4	BABY, IT'S COLD OUTSIDE DEAN MARTIN & MARTINA MCBRIDE		CAPITOL/CAPITOL NASHVILLE/RCA	2.038 +0.597	181 53
45	41	19	CRASH HERE TONIGHT TOBY KEITH		SHOW DOG NASHVILLE	1.925 -0.884	327 45
46	47	7	ISN'T THAT EVERYTHING DANIELLE PECK		BIG MACHINE	1.760 +0.194	329 44
47	57	2	GO TELL IT ON THE MOUNTAIN LITTLE BIG TOWN		EQUITY	1.629 +0.853	150 56
48	6		COME TO BED GRETCHEN WILSON		COLUMBIA	1.609 +0.089	344 43
49	NEW		MOMENTS EMERSON DRIVE	HOT SHOT DEBUT/ MOST ADDED	MONTAGE/MIDAS/NEW REVOLUTION	1.312 +0.829	346 42
50	51	9	THAT'S ALL I'LL EVER NEED JIMMY WAYNE		BIG MACHINE	1.290 -0.039	291 48
51	59	4	WASTED CARRIE UNDERWOOD		ARISTA/ARISTA NASHVILLE	1.241 +0.513	132 58
52	54	6	MORE ROCKIE LYNNE		UNIVERSAL SOUTH	1.185 +0.261	74 -
53	NEW		MISSING YOU ALISON KRAUSS & JOHN WAITE		ROUNDER	1.074 +0.466	127 60
54	52	3	BORN ON CHRISTMAS DAY BRAD PAISLEY		ARISTA NASHVILLE	1.044 -0.158	129 59
55	RE-ENTRY		BAGPIPES CRYIN' RUSHLOW HARRIS		SHOW DOG NASHVILLE	1.035 +0.347	282 49
56	56	4	SANTA LOOKED A LOT LIKE DADDY BRAD PAISLEY		ARISTA NASHVILLE	0.992 +0.142	94 -
57	53	4	COME ON RAIN STEVE HOLY		CURB	0.970 +0.026	277 50
58	50	20	SOME PEOPLE LEANN RIMES		ASYLUM-CURB	0.845 -0.584	155 55
59	NEW		ISN'T SHE CAROLINA RAIN		EQUITY	0.792 +0.457	124 -
60	55	2	CRAZY EX-GIRLFRIEND MIRANDA LAMBERT		COLUMBIA	0.716 -0.206	134 57

MOST INCREASED AUDIENCE (IN MILLIONS)
+3.960 WATCHING YOU

+2.352 STUPID BOY

+1.810 ANYWAY

+1.415 THE WOMAN IN MY LIFE

+1.288 LADIES LOVE COUNTRY BOYS

NEW AND ACTIVE

TITLE ARTIST / LABEL	AUD / GAIN	TITLE ARTIST / LABEL	AUD / GAIN	TITLE ARTIST / LABEL	AUD / GAIN
HOUSE LIKE THAT Donovan Chapman (CATEGORY 5)	0.694/0.093	A WOMAN'S LOVE Alan Jackson (ARISTA NASHVILLE)	0.601/0.574	I GET TO Blue County (ASYLUM-CURB)	0.511/0.006
TOTAL STATIONS: 49		TOTAL STATIONS: 22		TOTAL STATIONS: 46	
SANTA CLAUS IS COMING TO TOWN Wynonna (CURB)	0.692/0.069	KUNG PAO BUCKAROO HOLIDAY Brad Paisley (ARISTA NASHVILLE)	0.527/0.144	WAITIN' ON A WOMAN Brad Paisley (ARISTA NASHVILLE)	0.380/0.006
TOTAL STATIONS: 57		TOTAL STATIONS: 22		TOTAL STATIONS: 2	

MOST ADDED

MOMENTS Emerson Drive (MONTAGE/MIDAS/NEW REVOLUTION)	20	WKDF, WKKO, WKSF, WKXC, WQYK, WSCL, WSM, WSSL, WWNU, WXBW, WXTU, WYRK	KHKI, KIIM, WCTK, WGH, WGN, WKIS, WKXC, WOCK, WUBE, WXCX	KBQI, KFDI, KRKY, KUSS, WKXC, WQOR, WYRK
HILLBILLY DELUXE Brooks & Dunn (ARISTA NASHVILLE)	11	KBEQ, KBQI, KDRK, KJZY, KMLE, KRKY, KSCS, KTDK, KWJ, KWN, WCTQ, WGH, WCKX, WCTY, WIRK, WKCQ, WKDF, WKSF, WRNS, WXCX	KBEQ, KDRK, KRST, WBEE, WCKX, WOCK, WOKQ, WRNS, WUSY	GOOD DIRECTIONS Billy Currington (MERCURY)
LIPS OF AN ANGEL Jack Ingram (BIG MACHINE)	16	KIM, KJZY, KKWF, WIRK		ME AND GOD Josh Turner (MCA NASHVILLE)
A WOMAN'S LOVE Alan Jackson (ARISTA NASHVILLE)	10			
LONG TRIP ALONE Dierks Bentley (CAPITOL NASHVILLE)	7			

FOR WEEK ENDING DECEMBER 17, 2006
LEGEND: See legend to charts in charts section for rules and symbol explanations.
114 country and 24 Canada country stations are electronically monitored by Nielsen Broadcast Data Systems 24 hours a day, 7 days a week. Indicator chart comprised of 101 reporters.
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Reawakening

Chuck Taylor

CTaylor@RadioandRecords.com

for his third project “Awake,” Josh Groban at first wasn’t sure what he wanted to accomplish. But he knew exactly what he did not want to do. ■ “I realized at the start of this album that I had a blank canvas,” the 25-year-old singer/songwriter says. “And I found my mission: This was not about being anything that I’m not—it’s about not being afraid to be everything that I am.” ■ “Awake,” on 143/Reprise, which debuted at No. 2 on The Billboard 200 Nov. 25, delivers on Groban’s determination to move beyond the grandiose, orchestrated ballads that have made him an enigmatic star. He worked with Ladysmith Black Mambazo, the South African group that gained fame as part of Paul Simon’s Grammy Award-winning, African-derived album “Graceland,” and collaborated with Dave Matthews and Five for Fighting’s John Ondrasik—along with stalwarts David Foster and Glenn Ballard.

“After a certain amount of success, if you have enough yes-men around you, you begin to just ride a wave that works. You stop surprising yourself and your fans or putting yourself in a situation that’s scary,” Groban says. “There was a nagging feeling that I needed to bring some different influences onboard.”

Rest assured, after selling 16 million copies worldwide of first two albums “Josh Groban” and “Closer,” he still serves up plenty of the soaring pop-classical repertoire that garnered him a Grammy nomination; a two-year, sold-out global arena tour; and performances at the Super Bowl and Olympic Games. And Groban again sings in English, Italian and Spanish.

First single “You Are Loved (Don’t Give Up),” which hit the top 20 at AC—his sixth hit there—readily personifies Groban’s steady growth as an artist. The reassuring anthem, written and produced by Canadian Tawgs Salter, breaks type with a percolating instrumental palette as Groban sings, “When you’re lost inside, I’ll be there to find you.” WMJX (Magic 106.7)/Boston APD Candy O’Terry says of the song, “This is the poppiest offering we’ve had from Josh. As with all of his songs, it’s a vocal experience.”

She adds that from the start, Groban was a standout artist for the format: “I remember meeting Josh when he made his radio debut with ‘To Where You Are.’ Here was this handsome, shy, humble young man with a voice that broke my heart,” she recalls. “I thought, ‘How will radio treat this talent?’ As programmers, we’re used to

women who sing at the top of their range . . . and go for the money note. But what happens when the man on the radio has the voice of an angel? This is the phenomenon of Josh Groban. He has a gift. No one else sounds like him. His concerts sell out all around the world. Girls love him. Parents love him. I love him.”

WNIC/Detroit PD Don Gosselin notes that artists like Groban and Michael Bublé have become increasingly more important “since they are true AC exclusives. But that said, we still cannot play a bad or marginal song from anyone. Our audience has told us very clearly they want a song they know and like every time they tune in. They turn us on for a fun, upbeat way to get through the workday. Josh’s ‘Don’t Give Up’ is instantly identifiable and gives us the chance to add a current song from an artist our audience loves.”

And there’s more where that came from. The melancholy “February Song,” one of four tracks on “Awake” that Groban co-wrote, came to him late one night at home in a fit of divine inspiration. He explains, “I was half asleep on the couch . . . I was just out of a relationship, I had just finished the whole experience of ‘Closer’ and the tour, and there were a lot of decisions about my future that had to be made, all by myself. I got up, sat at the piano and wanted to write a melody that represented that journey and the loneliness of that feeling—with the assurance that answers would come. It came to me in the flick of an eye.”

The song was fleshed out with collaborator Marius DeVries, but still Groban felt that the lyric



‘Josh has a gift. No one else sounds like him. His concerts sell out all around the world. Girls love him. Parents love him. I love him.’

—Candy O’Terry

needed something that he just couldn’t nail. He turned to Ondrasik.

“He has a real Bernie Taupin way of creating atmosphere and getting across a message without it being too much in your face,” Groban says. “What an experience. If you connect with the right creative mind and spirit, there is nothing better than collaborating.”

But perhaps Groban’s most surprising alliance is with Ladysmith in “Weeping” and “Lullaby,” a song he wrote with South African native Matthews and sings a cappella. During his last tour, Groban visited South Africa, met with Nelson Mandela and was deeply moved by a nation torn. He also heard “Weeping” there for the first time.

“The song just floored me,” he says. “It talks about not forgetting about mistakes that have been made in our history and about the common humanity that we share, despite differences that come during times of conflict. It has so much relevance at this exact point in our history. We all need to go back to that place right now.”

Groban will probably have the chance to revisit South Africa, as he prepares for what will be another globe-trotting tour, likely to endure through mid-2008.

“That’s our biggest goal this time around—breaking him around the rest of the world,” Warner Bros. executive VP of marketing Diarmuid Quinn says. “The key in the U.S. has been to never market him as a format-specific artist. He’s just Josh Groban, who gets immediate reaction whenever and wherever he is seen. So we’ve got him going overseas a couple times in the next few months.”

The singer shakes his head when asked to summarize how these past five years have changed his life. “I really feel like someone is watching over me,” he says. “I was a risk for the record label. It was obviously a tough sell. And now I look at what has been achieved and the personal growth I’ve experienced. And yet there’s so much left to do.” **R&R**

Groban’s AC Record

Since Josh Groban debuted on the AC chart in April 2002, he has sent four songs to No. 1. Overall, Groban is second only to Celine Dion, the AC leader with nine No. 1 hits in the Nielsen BDS era at AC.

Here’s a look at Groban’s previous AC chart history:

1. “You Raise Me Up,” No. 1 (six weeks), 2004
2. “Believe,” No. 1 (five), 2004
3. “To Where You Are,” No. 1 (two), 2002
4. “O Holy Night,” No. 1 (two), 2002
5. “You’re Still You,” No. 10, 2003
6. “Remember When It Rained,” No. 15, 2004

—Gary Trust

Source: Nielsen BDS



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Who is in the top-five?

BDSradio.com

Here they are.

Can you identify the **top-five** in 2006?
Mark your selections right now.

CHR/TOP FORTY

- SexyBack / **Justin Timberlake**
- Unwritten / **Natasha Bedingfield**
- Promiscuous / **Nelly Furtado Feat. Timbaland**
- SOS / **Rihanna**
- Temperature / **Sean Paul**
- Hips Don't Lie / **Shakira Feat. Wyclef Jean**

URBAN

- Lean Wit It, Rock Wit It / **Dem Franchize Boyz**
- Unpredictable / **Jamie Foxx**
- Snap Yo Fingers / **Lil Jon Feat. E-40 & Sean Paul Of The YoungBloodZ**
- Be Without You / **Mary J. Blige**
- Shoulder Lean / **Young Dro Feat. T.I.**
- It's Goin' Down / **Yung Joc**

ADULT CONTEMPORARY

- Bad Day / **Daniel Powter**
- You're Beautiful / **James Blunt**
- Making Memories Of Us / **Keith Urban**
- Because Of You / **Kelly Clarkson**
- You And Me / **Lifehouse**
- Unwritten / **Natasha Bedingfield**

ROCK

- Crazy Bitch / **Buckcherry**
- Speak / **Godsmack**
- Get Stoned / **Hinder**
- Coming Undone / **Korn**
- Dani California / **Red Hot Chili Peppers**
- Animal I Have Become / **Three Days Grace**

COUNTRY

- The World / **Brad Paisley**
- Why / **Jason Aldean**
- Your Man / **Josh Turner**
- Something's Gotta Give / **LeAnn Rimes**
- What Hurts The Most / **Rascal Flatts**
- If You're Going Through Hell (Before The Devil Even Knows) / **Rodney Atkins**



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- **Latin Hits**
- **Latin Rhythmic**
- **Mainstream Rock**
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- **Rhythmic**
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▶ THOUGH A HOLIDAY STANDARD SINCE THE 1940s, "I'LL BE HOME FOR CHRISTMAS" IS ON THE AC CHART FOR THE FIRST TIME, AS **JOSH GROBAN'S** LIVE PERFORMANCE FROM A WLTW/NEW YORK LISTENER SHOW VAULTS 18-10.



THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE ARTIST	NIelsen BDS CERTIFICATIONS IMPRINT / PROMOTION LABEL	HITPREDICTOR STATUS IMPRINT / PROMOTION LABEL	PLAYS TW +/-	AUDIENCE MILLIONS RANK
1	3	4	IT CAME UPON A MIDNIGHT CLEAR DARYL HALL JOHN OATES		NO. 1 (1 WK) U-WATCH/CON/DK-E	413 +81	4.411 2
2	1	4	JINGLE BELLS KIMBERLEY LOCKE		CURB	402 +26	3.212 5
3	16	7	HIDEAWAY (WHEN IT SNOWS) JIM BRICKMAN FEATURING GEOFF BYRD		AIRPOWER/MOST INCREASED PLAYS SLG	371 +184	1.268 17
4	7	4	SANTA CLAUS IS COMING TO TOWN WYNNONA		CURB	364 +75	2.840 7
5	2	34	WHAT HURTS THE MOST RASCAL FLATTS		N2 LYRIC STREET/HOLLYWOOD	320 -56	1.400 14
6	5	42	UNWRITTEN NATASHA BEDINGFIELD		N4 EPIC	302 -27	1.773 11
7	11	4	HAPPY XMAS (WAR IS OVER) SARAH MCLACHLAN		ARISTA/RMG	297 +56	4.302 3
8	4	31	THE RIDDLE FIVE FOR FIGHTING		AWARE/COLUMBIA	296 -34	1.163 21
9	6	51	BAD DAY DANIEL POWTER		N3 WARNER BROS.	285 -11	2.025 8
10	18	2	I'LL BE HOME FOR CHRISTMAS JOSH GROBAN		MOST ADDED 143/REPRISE	263 +88	6.574 1
11	9	33	BLACK HORSE & THE CHERRY TREE KT TUNSTALL		N2 RELENTLESS/VIRGIN	243 -29	1.187 19
12	8	21	CRAZY GNARLS BARKLEY		N2 DOWNTOWN/ATLANTIC/LAVA	233 -50	1.353 15
13	20	3	BABY, IT'S COLD OUTSIDE DEAN MARTIN & MARTINA MCBRIDE		AIRPOWER CAPITOL	223 +52	1.963 10
14	12	17	HAVE YOU EVER SEEN THE RAIN ROD STEWART		J/RMG	209 -15	1.250 18
15	17	10	CHASING CARS SNOW PATROL		N POLYDOR/A&M/INTERSCOPE	202 +25	1.428 13
16	21	3	FROM A DISTANCE (CHRISTMAS VERSION) BETTE MIDLER		COLUMBIA	199 +30	1.976 9
17	14	4	RIVER SARAH MCLACHLAN		N ARISTA/RMG	196 +2	4.094 4
18	13	16	WAITING ON THE WORLD TO CHANGE JOHN MAYER		N AWARE/COLUMBIA	192 -4	0.827 23
19	19	16	FAR AWAY NICHELBACK		N2 ROADRUNNER/IDJMG	186 +11	1.165 20
20	23	27	I CALL IT LOVE LIONEL RICHIE		ISLAND/IDJMG	157 -2	0.660 26
21	30	4	HAVE YOURSELF A MERRY LITTLE CHRISTMAS SARAH MCLACHLAN		ARISTA/RMG	154 +46	1.665 12
22	22	26	PUT YOUR RECORDS ON CORINNE BAILEY RAE		N CAPITOL	139 -26	0.797 24
23	25	9	HOW TO SAVE A LIFE THE FRAY		N EPIC	134 -1	1.112 22
24	28	11	STREETCORNER SYMPHONY ROB THOMAS		N MELISMA/ATLANTIC	133 +2	0.478 30
25	24	22	WHEN THE STARS GO BLUE TIM MCGRAW		N CURB/REPRISE	131 -13	0.462 -
26	29	23	WAIT FOR ME BOB SEGER		HIDEOUT/CAPITOL	126 -5	0.541 28
27	26	14	YOU ARE LOVED (DON'T GIVE UP) JOSH GROBAN		N 143/REPRISE	125 -10	0.489 29
28	27	10	HURT CHRISTINA AGUILERA		RCA/RMG	122 -12	0.566 27
29	RE-ENTRY		HOME FOR CHRISTMAS DARYL HALL JOHN OATES		U-WATCH/CON/DK-E	119 +19	0.692 25
30	RE-ENTRY		LIPS OF AN ANGEL HINDER		N2 UNIVERSAL REPUBLIC	71 +4	0.317 -

MOST ADDED

TITLE ARTIST / LABEL	NEW STATIONS
I'LL BE HOME FOR CHRISTMAS Josh Groban (143/REPRISE) KGBX, KKMJ, WLTJ, WMGS, WRCH, WRRM, WTVR, XM The Blend	8
IT CAME UPON A MIDNIGHT CLEAR Daryl Hall John Oates (U-WATCH/CON/DK-E) KISC, KMXZ, WBBQ, WLTJ, WMJX	5
HAVE YOURSELF A MERRY LITTLE CHRISTMAS Kelly Sweet (RAZOR & TIE) WLHT, WMGS	2
RIVER Sarah McLachlan (ARISTA/RMG) WALK, WRRM	2
HAPPY XMAS (WAR IS OVER) Sarah McLachlan (ARISTA/RMG) WALK, WVAF	2
SANTA CLAUS IS COMING TO TOWN Wynonna (CURB) KBEZ, WNIC	2
JINGLE BELLS Kimberley Locke (CURB) KMXZ, WNIC	2
HOME FOR CHRISTMAS Daryl Hall John Oates (U-WATCH/CON/DK-E) WALK	1

ADDED AT... KGBX
Springfield, MO
OM/PO: Paul Kelley
APD/MO: Dave Roberts
Josh Groban, I'll Be Home For Christmas, II
Lionel Richie, Joy To The World, 5

FM 105.9 KGBX
The Rock Favorites

FOR MORE STATIONS GO TO:
www.RadioandRecords.com

NEW AND ACTIVE

TITLE ARTIST / LABEL	PLAYS /GAIN	TITLE ARTIST / LABEL	PLAYS /GAIN
INSTRUMENT OF PEACE Olivia Newton-John (ONJ PRODUCTIONS) TOTAL STATIONS: 20	61/10	I'LL BE HOME FOR CHRISTMAS Wynonna (CURB) TOTAL STATIONS: 51	51/51
HAVE YOURSELF A MERRY LITTLE CHRISTMAS Kelly Sweet (RAZOR & TIE) TOTAL STATIONS: 13	57/15	WHY COULDN'T IT BE CHRISTMAS EVERY DAY? Blanca Ryan (SYCO/OCTAGON/COLUMBIA) TOTAL STATIONS: 5	51/15
WE WISH YOU A MERRY CHRISTMAS Enya (REPRISE) TOTAL STATIONS: 10	52/26	I'M COMIN' HOME FOR CHRISTMAS Joe Louis Puerta (PFLATER) TOTAL STATIONS: 6	47/10

MOST INCREASED PLAYS

+184	HIDEAWAY (WHEN IT SNOWS) Jim Brickman Featuring Geoff Byrd (SLG) WMXS +8, WZLD +8, WJBR +6, WJXB +5, WVAE +5, WSHH +4, KRWM +4, KMGA +4, KRBB +4, WWDE +4
+88	I'LL BE HOME FOR CHRISTMAS Josh Groban (143/Reprise) KKMJ +8, WASH +8, WNIC +7, WMYX +7, WDOK +6, WHOM +6, KGBX +5, WLTJ +5, WMAG +5, WOBN +4
+81	IT CAME UPON A MIDNIGHT CLEAR Daryl Hall John Oates (U-Watch/Con/dk-e) KTDY +11, KGBY +9, WRSA +8, WLTJ +8, WMXS +7, KQIS +6, KMDZ +6, WDOK +6, WMJX +6, KBAY +4
+75	SANTA CLAUS IS COMING TO TOWN Wynonna (CURB) KGBY +7, WDOK +7, KMGA +6, WMXL +5, KBAY +5, KMXZ +5, WRSA +4, WGSY +4, KQIS +3, WOOD +3
+56	HAPPY XMAS (WAR IS OVER) Sarah McLachlan (Arista/RMG) WLEV +12, WMGV +8, WMGS +6, WDOK +6, KMXZ +4, KICW +4, WTRM +3, WHUD +3, WYJZ +3, WLTW +2

RECURRENTS

TITLE ARTIST / IMPRINT / PROMOTION LABEL	PLAYS TW LW
ROCKIN' AROUND THE CHRISTMAS TREE BRENDA LEE (MCA/UMe)	N 2035 1958
PLEASE COME HOME FOR CHRISTMAS EAGLES (ASYLUM/ELEKTRA/ATLANTIC)	N 1983 1850
A HOLLY JOLLY CHRISTMAS BURL IVES (MCA SPECIAL PRODUCTS/UMe)	N 1957 1967
JINGLE BELL ROCK BOBBY HELMS (DECCA/MCA/UMe)	N 1945 1878
FELIZ NAVIDAD JOSE FELICIANO (RCA/SOBY BMG STRATEGIC MARKETING GROUP)	N 1886 1849

TITLE ARTIST / IMPRINT / PROMOTION LABEL	PLAYS TW LW
WHITE CHRISTMAS BING CROSBY (MCA/UMe)	1874 1821
THE CHRISTMAS SONG NAT KING COLE (CAPITOL)	N 1854 1988
MERRY CHRISTMAS DARLING THE CARPENTERS (A&M/UMe)	1841 1657
HAPPY X-MAS (WAR IS OVER) JOHN LENNON & YOKO ONO (CAPITOL)	N 1832 1871
ALL I WANT FOR CHRISTMAS IS YOU MARIAH CAREY (COLUMBIA)	N 1732 1564

FOR WEEK ENDING DECEMBER 17, 2006
LEGEND: See legend to charts in charts section for rules and symbol explanations.
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THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE ARTIST	NIelsen BDS CERTIFICATIONS	HITPREDICTOR STATUS IMPRINT / PROMOTION LABEL	PLAYS TW +/-	AUDIENCE MILLIONS RANK
1	1	27	HOW TO SAVE A LIFE THE FRAY	NO. 1 (9 WKS)	EPIC	2876 -10	16,196 1
2	2	28	CHASING CARS SNOW PATROL		POLYDOR/A&M/INTERSCOPE	2701 -74	15,271 2
3	3	21	LIPS OF AN ANGEL HINDER		UNIVERSAL REPUBLIC	2510 -49	14,363 3
5	26		WAITING ON THE WORLD TO CHANGE JOHN MAYER		AWARE/COLUMBIA	2486 +11	14,362 4
5	4	28	FAR AWAY NICKELBACK		ROADRUNNER/IDJMG	2449 -102	14,133 5
6	14		STREETCORNER SYMPHONY ROB THOMAS		MELISMA/ATLANTIC	2434 +34	14,076 6
8	34		NOTHING LEFT TO LOSE MAT KEARNEY		AWARE/COLUMBIA	1953 +70	9,902 8
8	9	18	SUDDENLY I SEE KT TUNSTALL		RELENTLESS/VIRGIN	1824 -9	10,786 7
9	7	20	CALL ME WHEN YOU'RE SOBER EVANESCENCE		WIND-UP	1724 -179	8,087 9
10	11		LET LOVE IN GOO GOO DOLLS		WARNER BROS.	1608 +95	8,049 10
11	28		BOSTON AUGUSTANA		EPIC	1400 +23	6,180 13
12	13		TOO LITTLE TOO LATE JOJO		DA FAMILY/BLACKGROUND/UNIVERSAL MOTOWN	1317 +38	6,553 12
13	13	33	MOVE ALONG THE ALL-AMERICAN REJECTS		DOGHOUSE/INTERSCOPE	1135 -142	6,707 11
14	10		THROUGH GLASS STONE SOUR		ROADRUNNER/IDJMG	1113 +113	3,701 18
17	11		HURT CHRISTINA AGUILERA		RCA/RMG	996 +87	4,729 14
18	5		WORLD FIVE FOR FIGHTING		AWARE/COLUMBIA	868 +80	4,290 16
17	22	4	KEEP HOLDING ON AVRIL LAVIGNE	AIRPOWER/MOST ADDED	RCA/RMG	837 +224	4,024 17
18	19	14	HERE IT GOES AGAIN OK GO		CAPITOL	779 +33	3,684 19
19	16	19	WHEN YOU WERE YOUNG THE KILLERS		ISLAND/IDJMG	764 -149	4,342 15
20	6		IT ENDS TONIGHT THE ALL-AMERICAN REJECTS		DOGHOUSE/INTERSCOPE	745 +91	2,976 22
21	25	3	IT'S NOT OVER DAUGHTRY	MOST INCREASED PLAYS	RCA/RMG	720 +276	2,412 23
21	21		CAN'T LET GO LONDON PIGG		RCA/RMG	662 +23	1,855 24
23	8		INTO THE OCEAN BLUE OCTOBER		UNIVERSAL MOTOWN	653 +86	3,078 21
24	16		SEXYBACK JUSTIN TIMBERLAKE		JIVE/ZOMBA	510 +9	3,232 20
27	6		LEAVE THE PIECES THE WRECKERS		MAVERICK/WARNER BROS.	401 +59	1,540 25
26	26	5	WINDOW IN THE SKIES U2		ISLAND/INTERSCOPE	332 -11	1,168 36
36	3		SNOW ((HEY OH)) RED HOT CHILI PEPPERS		WARNER BROS.	322 +93	1,411 28
28	30	9	MANDOLIN MOON SISTER HAZEL		CROAKIN' POETS/ADRENALINE	309 +37	0,992 38
29	38	2	IRREPLACEABLE BEYONCE		COLUMBIA	296 +120	1,224 32
32	7		MY LOVE JUSTIN TIMBERLAKE FEATURING T.I.		JIVE/ZOMBA	275 +16	1,221 33
NEW			SAY IT RIGHT NELLY FURTADO		MOSLEY/GEFFEN	271 +115	1,187 34
34	5		U + UR HAND PINK		LAFACE/ZOMBA	271 +16	0,824 -
33	29	17	GOODBYE MY LOVER JAMES BLUNT		CUSTARD/ATLANTIC	245 -76	1,495 26
34	28	14	HEARD THE WORLD O.A.R.		EVERFINE/ATLANTIC/LAVA	239 -91	1,175 35
35	33	10	NOT READY TO MAKE NICE DIXIE CHICKS		COLUMBIA	212 -46	1,373 29
39	2		WELCOME TO THE BLACK PARADE MY CHEMICAL ROMANCE		REPRISE	203 +31	0,751 -
37	31	11	SO INSANE SMASH MOUTH		BEAUTIFUL BOMB	202 -67	0,681 -
NEW			BEFORE HE CHEATS CARRIE UNDERWOOD		ARISTA/ARISTA NASHVILLE/RMG	195 +48	0,830 -
39	35	11	TELL ME BABY RED HOT CHILI PEPPERS		WARNER BROS.	180 -61	1,252 30
40	37	14	BUTTONS THE PUSSYCAT DOLLS FEATURING SNOOP DOGG		A&M/INTERSCOPE	177 -20	1,044 37

MOST ADDED

TITLE ARTIST / LABEL	NEW STATIONS
KEEP HOLDING ON Avril Lavigne (RCA/RMG) KQDA, KEZR, KSTZ, WBMX, WKRQ, WLNK, WMJC, WRMF, WRQX, WVIC	10
IT'S NOT OVER Daughtry (RCA/RMG) KIOI, KMXB, KRUZ, WBNS, WPLJ, WQLH, WRMF	7
IF EVERYONE CARED Nickelback (ROADRUNNER/IDJMG) KQDA, KLTG, KLZR, WRMF, WVIC, WWMX, WXLO	7
LIKE A STAR Corinne Bailey Rae (CAPITOL) KMXB, KPEK, KQKQ, KYSR, Sirius The Pulse, WVIC, WTMX	7
SAY IT RIGHT Nelly Furtado (MOSLEY/GEFFEN) KBBY, KEZR, KLZR, Sirius The Pulse, WBNS, WKRQ, WVIC	7
WORLD Five For Fighting (AWARE/COLUMBIA) KALZ, KSTZ, WBNS, WQLH	4
THROUGH GLASS Stone Sour (ROADRUNNER/IDJMG) KALZ, KDMX, WRQX, WRVE	4
SNOW ((HEY OH)) Red Hot Chili Peppers (WARNER BROS.) KALC, KALZ, KRUZ, KYSR	4
IT ENDS TONIGHT The All-American Rejects (DOGHOUSE/INTERSCOPE) KDMX, KEZR, WBMX, WRVE	4
IRREPLACEABLE Beyonce (COLUMBIA) KBBY, KSII, WQAL, WVIC	4

ADDED AT...
KSTP
Minneapolis, MN
PD: Leighton Peck
APD/MD: Jill Roen
Paolo Nutini, New Shoes, 36
Jo Jo, Too Little Too Late, 15

KS93
TODAY'S BEST VARIETY

FOR MORE STATIONS GO TO:
www.RadioandRecords.com

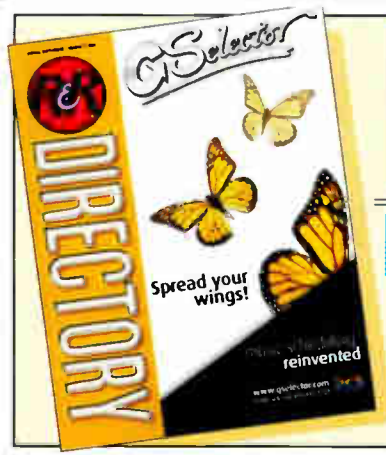
NEW AND ACTIVE

TITLE ARTIST / LABEL	PLAYS /GAIN	TITLE ARTIST / LABEL	PLAYS /GAIN
I WILL FOLLOW YOU INTO THE DARK Death Cab For Cutie (ATLANTIC) TOTAL STATIONS: 15	160/31	LIKE A STAR Corinne Bailey Rae (CAPITOL) TOTAL STATIONS: 15	112/65
RIVER Sarah McLachlan (ARISTA/RMG) TOTAL STATIONS: 20	153/54	HAPPY XMAS (WAR IS OVER) Sarah McLachlan (ARISTA/RMG) TOTAL STATIONS: 27	101/25
COLORFUL Rocco DeLuca & The Burden (IRONWORKS) TOTAL STATIONS: 13	146/12	FIDELITY Regina Spektor (SIRE/WARNER BROS.) TOTAL STATIONS: 11	76/5
THIS AIN'T A SCENE, IT'S AN ARMS RACE Fall Out Boy (FUELED BY RAMEN/ISLAND/IDJMG) TOTAL STATIONS: 15	136/24	HERE (IN YOUR ARMS) HelloGoodbye (DRIVE-THRU) TOTAL STATIONS: 6	69/3
IF EVERYONE CARED Nickelback (ROADRUNNER/IDJMG) TOTAL STATIONS: 14	118/100	NEW SHOES Paolo Nutini (ATLANTIC) TOTAL STATIONS: 4	67/29

MOST INCREASED PLAYS

+276	☆ IT'S NOT OVER Daughtry (RCA/RMG) XFZ6 +20, KMXB +19, WZPL +18, KRUZ +18, KIOI +16, KQKQ +16, SIPL +16, KUDD +15, KALC +14, KLZR +11
+224	☆ KEEP HOLDING ON Avril Lavigne (RCA/RMG) KZZU +24, KEZR +22, KQDA +15, WKRQ +15, KIMN +14, WQMA +14, KQKQ +14, WZPL +6, KILLY +5, WINK +4
+120	IRREPLACEABLE Beyonce (Columbia) WQAL +21, WVIC +20, WQDA +19, KBBY +17, WKDD +15, WBMX +10, WKRQ +9, WZPL +6, KILLY +5, WINK +4
+115	SAY IT RIGHT Nelly Furtado (Mosley/Geffen) WKRQ +33, KEZR +23, WZPL +21, WPTT +11, WVIC +7, WMC +6, KRIS +5, KSII +4, WBMX +2, KBBY +2
+113	THROUGH GLASS Stone Sour (Roadrunner/IDJMG) WMC +17, KDMX +12, WQMA +12, KALZ +11, WBMX +9, WNNK +8, WZPL +8, KZZU +7, KEZR +7, KZPT +7

FOR WEEK ENDING DECEMBER 17, 2006
LEGEND: See legend to charts in charts section for rules and symbol explanations.
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SMOOTH JAZZ



Resolutions and prognostications, version 2007

Ring In the New

Carol Archer

CArcher@RadioandRecords.com

Live and learn, child. Grow and change: same world, different eyes. Life experience and evolving circumstances seem to influence our wants and needs, aspirations, values and priorities. Don't take my words at face value; see for yourself in these New Year's resolutions and predictions from the smooth jazz community. It's like looking in a mirror.

Maybe it's the wisdom of maturity, or the times in which we live, but New Year's resolutions sound strikingly different themes for 2007 than those in 1996. No one I spoke with resolved to work out three times a week, stop smoking, lose those pesky last five pounds or learn Italian. Now, resolutions focus on stress management, living a harmonious, albeit overworked, life, keeping it together and "going forward."

Rendezvous Entertainment CEO Frank Cody: "To materialize joy in my life by manifesting joy in others; to remember that once you hit the 'send' button e-mail cannot be retrieved."

WQCD/New York PD Blake Lawrence: "I will attempt to invent a breakthrough hypnosis technique that will compel normal, regular, everyday, educated people with lives to become willing Arbitron diary-keepers or [Portable People Meter] carriers. "A new copycat format will sweep the nation, 'Stallin', that only plays songs that never reached the top 10. Early success in El Paso will inspire CBS to put it on in every one of their markets."

"The CD-single loudness-mastering war will be won by an artist known as Plus 12DB. The revolutionary single, a pure square wave, will be played simultaneously by every station across America to inaugurate the HD radio era. Buzzhart Rookdrake Consulting will create a new format: 'Your VU meters AiN'T MOViN.'"

Peer Pressure promotion chief Roger Lifeset: "To be here next year, after 40 years in radio and records, mostly in promotion, and under my own shingle for the past 30. "[Broadcast Architecture's] new Smooth Jazz Network will be the object of my affection, and wildly successful . . . even before total liftoff. Presented with a rare opportunity to re-invent itself, I would hope BA creates some things differently to restore P1 passion that has been diluted by the P2-P3, lowest common denominator approach. I hope SJN is the biggest, best success smooth jazz has seen in ages, and as the Next Big Thing, may it offer the Next Big Thing musically to set our ears on fire again."

XM Watercolors format PD Shirlitta "Trinity" Colon: "To allow more joy in my life, when it's all too easy to be virtually consumed by stressful work or family situations; to take more joyful 'me' moments, like a day at the spa or a stroll in the park with my pugs."

Rendezvous Music president Hyman Katz: "To remember to express my gratitude and appreciation to all the people with whom I am privileged to work and share my life with. To keep 'Studio 60' on the air. I predict that 'Studio 60' will be canceled, but that the entertainment industry will be more enlightened about its



► PETER WHITE IS "MISTER MAGIC," ROCKETING 12 POSITIONS (22-10) TO MAKE THE TOP 10 IN ONLY HIS THIRD CHART WEEK.

THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE ARTIST	IMPRINT / PROMOTION LABEL	PLAYS	
					TW	+/-
1	1	18	THE TOTAL EXPERIENCE BONEY JAMES FEAT. GEORGE DUKE	CONCORD	300	+25
2	2	14	MORNIN' GEORGE BENSON & AL JARREAU	MONSTER/CONCORD	270	-2
3	3	33	FORWARD EMOTION PIECES OF A DREAM	HEADS UP	245	-2
4	5	29	BEAT STREET DAVID BENOIT	PEAK/CONCORD	241	+12
5	6	8	GIVE ME THE REASON KIRK WHALUM	RENDEZVOUS	240	+36
6	4	28	DRESSED TO CHILL MARION MEADOWS	HEADS UP	239	+8
7	9	5	BLOOM MINDI ABAIR	GRP/VERVE	190	+41
8	7	24	FREE AS THE WIND JAZZMASTERS	TRIPPIN' N' RHYTHM	185	+13
9	8	8	WAY UP WAYMAN TISDALE	RENDEZVOUS	177	+24
10	22	3	MISTER MAGIC PETER WHITE	LEGACY/COLUMBIA	147	+36
11	15	10	IT'S TOO LATE MICHAEL LINGTON	RENDEZVOUS	146	+22
12	14	24	MY LOVE'S LEAVIN' FOURPLAY FEAT. MICHAEL McDONALD	BLUEBIRD/RCA VICTOR	140	+16
13	13	16	MILDRED'S ATTRACTION JOYCE COOLING	NARADA JAZZ/BLG	139	+15
14	10	17	IF I AIN'T GOT YOU ERIC DARIUS	NARADA JAZZ/BLG	136	-1
15	11	16	GIRL IN THE RED DRESS GREGG KARUKAS	TRIPPIN' N' RHYTHM	134	-2
16	20	7	MY GEISHA PAOLO RUSTICHELLI	NEXT AGE	132	+19
17	24	6	METRO STEVE COLE	NARADA JAZZ/BLG	128	+22
18	12	9	IT'S ALL RIGHT AARON NEVILLE	BURGUNDY	128	-3
19	19	7	JUST FEELIN' IT MICHAEL MANSON	Z15 ENTERTAINMENT	126	+11
20	21	11	HEART OF THE MATTER INDIA ARIE	UNIVERSAL MOTOWN	124	+11
21	16	2	THINKING ABOUT YOU NORAH JONES	BLUE NOTE/BLG	124	+7
22	23	15	STREET TALK DAN SIEGEL	NATIVE LANGUAGE	120	+13
23	17	9	ESCAPE JIM BRICKMAN FEAT. MARC ANTOINE	SLG	120	+4
24	30	2	YOU'RE BEAUTIFUL KENNY G	ARISTA/RMG	118	+31
25	18	20	I CALL IT LOVE LIONEL RICHIE	ISLAND/IDJMG	118	+2
26	25	3	OH, WHAT A BEAUTIFUL MORNING RAY CHARLES • THE COUNT BASIE ORCHESTRA	HEAR/CONCORD	108	+3
27	28	11	DEEP INTO MY SOUL GERALD ALBRIGHT	PEAK/CONCORD	107	+13
28	26	20	PASSION DRIVE BOBBY LYLE	HEADS UP	106	+10
29	27	2	IT MIGHT BE YOU DAVE KOZ	CAPITOL	89	-6
30	RE-ENTRY		DAY DREAMING NATALIE COLE	VERVE	88	+3

FOR WEEK ENDING DECEMBER 17, 2006



Cody



DePuy

'A new copycat format will sweep the nation, "Stallin", that only plays songs that never reached the top 10.'

—Blake Lawrence

responsibility to create excellence."

KBZN/Salt Lake City OM Dan Jessop: "To listen before I speak. To take in what someone says, rather than prepare my response. To relax and go for quality over speed in all my pursuits. To really be available to take music calls—Wednesdays, 11 a.m.–3 p.m. Mountain Time."

New World 'N Jazz head Neal Sapper: "To have a less stressful life and more involvement in changing the direction of this country. Barack Obama will be the next Bobby Kennedy."

KIFM/San Diego APD J. Weidenheimer: "Now that I'm back living near the beach for the first time in years, I plan to get back into surfing, or at least belly-boarding, for which I certainly have the belly, nowadays; I'll either injure myself or get laughed off the beach."

Peak Records director of promotion Deborah Lewow: "To be more mindful of the lessons life gives me to learn on both personal and professional issues; to take time to breathe, really breathe consciously, each day."

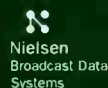
Broadcast Architecture Smooth Jazz Network PD Renee DePuy: "As for resolutions, I never make them; I'm far more likely to keep a promise to myself when inspired, at any time or on any topic, than rack my brain on how to wipe the slate clean at the stroke of midnight, Jan. 1. January never seems to me like a time for renewal; spring is more hopeful, and part of me is still in student mode, where the year begins in September."

Patti Austin manager Barry Orms: "To remember not to be thwarted by the nonbelievers." **R&R**



ALTERNATIVE

► **THREE DAYS GRACE** LANDS ITS FIFTH CONSECUTIVE ALTERNATIVE TOP 10 AS "PAIN" JUMPS 13-9.



THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE ARTIST	NIelsen BDS CERTIFICATIONS	HITPREDICTOR STATUS IMPRINT / PROMOTION LABEL	PLAYS TW +/-	AUDIENCE MILLIONS	RANK
1	1	11	ANNA-MOLLY INCUBUS	NO. 1 (2 WKS)	IMMORTAL/EPIC	2042 +68	9.984	2
2	15		WELCOME TO THE BLACK PARADE MY CHEMICAL ROMANCE		REPRISE	1959 -1	10.074	1
3	8		SNOW ((HEY OH)) RED HOT CHILI PEPPERS	MOST INCREASED PLAYS	WARNER BROS.	1788 +199	8.331	3
4	7	13	LOVE LIKE WINTER AFI		TINY EVIL/INTERSCOPE	1476 +123	6.535	4
5	22		FACE DOWN THE RED JUMPSUIT APPARATUS		VIRGIN	1448 +59	5.416	9
6	4	28	THROUGH GLASS STONE ISLAND		ROADRUNNER/IDJMG	1348 -78	5.736	7
7	6	28	THE DIARY OF JANE BREAUG BEN JAMIN		HOLLYWOOD	1347 -30	6.297	5
8	15		LEVEL THE RACONTEURS		THIRD MAN V2	1267 +4	4.056	17
9	13	8	PAIN THREE DAYS GRACE		JIVE/ZOMBA	1189 +151	4.998	10
10	11	9	FROM YESTERDAY 30 SECONDS TO MARS		IMMORTAL/VIRGIN	1183 +105	4.876	11
11	9	24	THE POT TOOL		DISSECTIONAL/VOLCANO/ZOMBA	1178 -8	4.611	12
12	17	8	STARLIGHT MUSE		WARNER BROS.	1091 +51	4.326	15
13	14	4	THIS AIN'T A SCENE, IT'S AN ARMS RACE FALL OUT BOY		FUELED BY RAMEN/ISLAND/IDJMG	1049 +40	4.409	13
14	18	12	WHEN YOUR HEART STOPS BEATING (+44)		INTERSCOPE	1006 +64	3.944	18
15	10	19	CHASING CARS SNOW PATROL		POLYDORA&M/INTERSCOPE	928 -159	5.552	8
16	15	44	THE KILL (BURY ME) 30 SECONDS TO MARS		IMMORTAL/VIRGIN	924 -60	6.179	6
17	16	37	ANIMAL I HAVE BECOME THREE DAYS GRACE		JIVE/ZOMBA	890 -87	4.389	14
18	19	20	CALL ME WHEN YOU'RE SOBER EVANESCENCE		WIND-UP	849 -91	3.133	19
19	17	23	WHEN YOU WERE YOUNG THE KILLERS		ISLAND/IDJMG	808 -138	4.151	16
20	20	9	THE WAR ANGELS AND AIRWAVES		SURETONE/GEFFEN	715 -45	1.839	26
21	23	6	BONES THE KILLERS		ISLAND/IDJMG	694 +75	2.588	22
22	27	12	NO CONTROL PEPPER		VOLCOM/EAST WEST	609 +58	1.470	32
23	21	20	INTO THE OCEAN BLUE OCTOBER		UNIVERSAL MOTOWN	600 -112	2.192	23
24	26	11	GOODBYE ARMY OF ANYONE		FIRM	583 +14	1.614	29
25	24	10	LIAR (IT TAKES ONE TO KNOW ONE) TAKING BACK SUNDAY		WARNER BROS.	558 -17	1.472	31
26	22	16	HOLE IN THE EARTH DEFTONES		MAVERICK/REPRISE	544 -127	1.824	27
27	25	16	HERE IT GOES AGAIN OK GO		CAPITOL	513 -58	2.881	20
28	33	3	PRAYER OF THE REFUGEE RISE AGAINST		GEFFEN	481 +66	1.299	37
29	30	10	LE DISKO SHINY TOY GUNS		UNIVERSAL MOTOWN	473 +12	1.341	35
30	37	2	PHANTOM LIMB THE SHINS		SUB POP	471 +60	1.518	30
31	31	5	TAKING BACK CONTROL SPARTA		HOLLYWOOD	468 +21	1.098	-
32	36	4	SHINE ON JET		ATLANTIC	439 +27	1.021	-
33	28	9	LYING IS THE MOST FUN A GIRL CAN HAVE WITHOUT TAKING HER CLOTHES OFF PANIC! AT THE DISCO		DECAY DANCE/FUELED BY RAMEN/ATLANTIC/LAVA	438 -55	1.255	40
34	40	2	FAMOUS LAST WORDS MY CHEMICAL ROMANCE		REPRISE	432 +133	2.099	24
35	32	5	WINDOW IN THE SKIES U2		ISLAND/INTERSCOPE	418 -19	1.272	38
36	34	16	HATE (I REALLY DON'T LIKE YOU) PLAIN WHITE T'S		FEARLESS/HOLLYWOOD	395 -23	1.268	39
37	29	20	TO BE LOVED PAPA ROACH		EL TONAL/GEFFEN	393 -90	1.199	-
NEW			VOICES SAOSIN		CAPITOL	340 +44	1.316	36
NEW			THINK I'M IN LOVE BECK		INTERSCOPE	338 +27	0.997	-
NEW			OH! GRAVITY SWITCHFOOT		COLUMBIA	325 +27	0.919	-

MOST ADDED

TITLE ARTIST / LABEL	NEW STATIONS
NAIVE Kooks (ASTRALWERKS) KCXX, KROQ, WFNX, WGVX	4
PHANTOM LIMB The Shins (SUB POP) KXRX, WARQ, WDYL, WPBZ	4
OH! GRAVITY Switchfoot (COLUMBIA) WHRL, WPBZ, WXNR	3
WINDOW IN THE SKIES U2 (ISLAND/INTERSCOPE) KFTE, KJEE, WPBZ	3
PARALYZER Finger Eleven (WIND-UP) KTbz, WGVX, WXDX	3
DIG Incubus (IMMORTAL/EPIC) KROQ, KTbz, WBRU	3
FAMOUS LAST WORDS My Chemical Romance (REPRISE) KFRR, KITS, WHRL	3
SILLYWORLD Stone Sour (ROADRUNNER/IDJMG) KFTE, WNFZ, WZNE	3
VOICES Saosin (CAPITOL) CIMX, WPBZ, WZNE	3

NEW AND ACTIVE

TITLE ARTIST / LABEL	PLAYS /GAIN	TITLE ARTIST / LABEL	PLAYS /GAIN
LADIES AND GENTLEMEN Saliva (ISLAND/IDJMG) TOTAL STATIONS: 24	294/39	WHITE UNICORN Wolfmother (MODULAR/INTERSCOPE) TOTAL STATIONS: 28	164/68
IT'S NOT OVER Daughtry (RCA/RMG) TOTAL STATIONS: 16	258/53	HOW LONG Hinder (UNIVERSAL REPUBLIC) TOTAL STATIONS: 18	164/50
LAZY EYE Silversun Pickups (DANGERBIRD) TOTAL STATIONS: 15	250/9	SILLYWORLD Stone Sour (ROADRUNNER/IDJMG) TOTAL STATIONS: 21	157/38
A GREAT BIG SLED The Killers Feat. Toni Halliday (ISLAND/IDJMG) TOTAL STATIONS: 27	204/111	SOWING SEASON (YEAH) Brand New (INTERSCOPE) TOTAL STATIONS: 12	157/29
SKIN AND BONES (LIVE) Foo Fighters (ROSWELL/RCA/RMG) TOTAL STATIONS: 13	196/38	NAIVE The Kooks (ASTRALWERKS) TOTAL STATIONS: 16	155/44

MOST INCREASED PLAYS

INCREASE IN PLAYS	TITLE ARTIST / LABEL
+199	SNOW ((HEY OH)) Red Hot Chili Peppers (Warner Bros.) WAVF +33, WEND +32, WOCL +21, KROQ +18, KNDD +15, WROX +14, WPBZ +14, WSUN +12, WZNE +11, KFMA +11
+151	PAIN Three Days Grace (Jive/Zomba) WEND +27, KFMA +24, WRZX +18, WHTG +13, KXRX +12, WBRU +12, WKRL +11, KDGE +10, WROX +10, KTbz +8
+133	FAMOUS LAST WORDS My Chemical Romance (Reprise) WRZX +23, WHRL +13, WTRZ +12, WZJO +12, WSUN +8, KNXX +8, KPNT +8, KFTE +7, KITS +7, WFNX +6
+123	LOVE LIKE WINTER AFI (Tiny Evil/Interscope) WROX +28, KJEE +15, KITS +14, WAVF +13, KROQ +12, KMYZ +12, KFTE +10, KTbz +10, WLRS +8, WZNE +8
+111	A GREAT BIG SLED The Killers Feat. Toni Halliday (Island/IDJMG) KROQ +34, KFMA +17, XTRA +16, KNDD +8, CIMX +7, WEQX +6, WNNX +5, WHTG +4, WBRU +4, WLUM +4

**ADDED AT...
KEDJ**
Phoenix, AZ
PD: Bruce St. James
MD: Tim Virgin
The Killers, Read My Mind, D

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FOR WEEK ENDING DECEMBER 17, 2006
LEGEND: See legend to charts in charts section for rules and symbol explanations.
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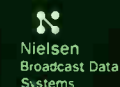
ACTIVE ROCK

▶ BLACK LABEL SOCIETY'S "BLOOD IS THICKER THAN WATER" OPENS AT NO. 39.



R&R

POWERED BY



THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE ARTIST	NIelsen BOS CERTIFICATIONS IMPRINT / PROMOTION LABEL	PLAYS TW +/-	AUDIENCE MILLIONS RANK
1	1	13	PAIN THREE DAYS GRACE	NO. 1 (2 WKS) JIVE/ZOMBA	1584 +63	6.135 1
2	2	22	THE POT TOOL	TOOL DISSECTIONAL/VOLCANO/ZOMBA	1314 -18	4.939 2
3	4	8	LADIES AND GENTLEMEN SALIVA	ISLAND/IDJMG	1248 +94	4.252 4
4	3	17	GOODBYE ARMY OF ANYONE	FIRM	1199 +13	4.302 3
5	5	11	ANNA-MOLLY INCUBUS	IMMORTAL/EPIC	1113 +41	3.180 10
6	11	8	THE ENEMY GODSMACK	UNIVERSAL REPUBLIC	977 +139	3.802 6
7	8	10	HOW LONG HINDER	UNIVERSAL REPUBLIC	966 +10	3.201 9
8	10	11	REVELATIONS AUDIOSLAVE	INTERSCOPE/EPIC	906 +48	2.954 15
9	6	25	LAND OF CONFUSION DISTURBED	REPRISE	891 -111	3.846 5
10	9	20	CALL ME WHEN YOU'RE SOBER EVANESCENCE	WIND-UP	863 -60	3.165 11
11	14	7	SNOW ((HEY OH)) RED HOT CHILI PEPPERS	WARNER BROS.	853 +94	3.079 12
12	7	25	HEROES SHINEDOWN	ATLANTIC	831 -159	3.425 8
13	12	29	THROUGH GLASS STONE SOUR	ROADRUNNER/IDJMG	794 -31	3.720 7
14	13	29	THE DIARY OF JANE BREAKING BENJAMIN	HOLLYWOOD	757 -22	2.994 13
15	21	5	SILLYWORLD STONE SOUR	AIRPOWER ROADRUNNER/IDJMG	741 +90	2.129 18
16	16	17	POLITICS KORN	VIRGIN	672 -20	1.800 19
17	15	20	FALLS APART HURT	CAPITOL	662 -60	1.636 20
18	18	23	ROCKSTAR NICKEL BACK	ROADRUNNER/IDJMG	656 -42	2.986 14
19	17	28	FULLY ALIVE FLYLEAF	OCTONE/JRMG	636 -63	2.407 17
20	19	21	TO BE LOVED PAPA ROACH	EL TONAL/GEFFEN	634 -77	2.514 16
21	20	16	HOLE IN THE EARTH DEFTONES	MAVERICK/REPRISE	630 -43	1.337 21
22	13	13	DROWN YOU OUT CROSSFADE	COLUMBIA	520 +3	1.194 22
23	7	7	MY CURSE KILLSWITCH ENGAGE	ROADRUNNER/IDJMG	432 +33	1.101 27
24	10	10	TAKING BACK CONTROL SPARTA	HOLLYWOOD	421 +13	0.925 28
25	11	11	WELCOME TO THE BLACK PARADE MY CHEMICAL ROMANCE	REPRISE	401 -45	1.145 23
26	17	10	BORN TO LEAD HOBBASTANK	ISLAND/IDJMG	382 -6	1.134 25
27	38	2	TEN THOUSAND FISTS DISTURBED	MOST INCREASED PLAYS/MOST ADDED REPRISE	344 +160	1.141 24
28	33	3	IT'S NOT OVER DAUGHTRY	RCA/RMG	334 +100	0.794 29
29	19	19	NEXT 2 YOU BUCKCHERRY	ELEVEN SEVEN/ATLANTIC/LAVA	326 -149	1.117 26
30	3	3	FROM YESTERDAY 30 SECONDS TO MARS	IMMORTAL/VIRGIN	323 +79	0.464 37
31	5	5	DEVIL'S GOT A HOLDA ME THE COLOUR	RE-THINK/EMR	264 +16	0.600 32
32	7	7	HELL AND HIGH WATER BLACK STONE CHERRY	IN DE GOOT/ROADRUNNER/IDJMG	254 +9	0.329 -
33	2	2	WHITE UNICORN WOLFMOTHER	MODULAR/INTERSCOPE	232 +46	0.635 30
34	2	2	TELL ME DROPPING DAYLIGHT	OCTONE	225 +58	0.322 -
35	10	10	WHISPERS IN THE DARK SKILLET	ARDENT/ATLANTIC/LAVA	223 -12	0.631 31
36	5	5	TALK TO HER PRIESTESS	RCA/RED INK	220 +16	0.377 -
37	NEW	NEW	STAND UP JET	ATLANTIC	206 +43	0.588 33
38	5	5	GOING IN BLIND R.O.D.	RHINO/ATLANTIC	194 -4	0.438 39
39	NEW	NEW	BLOOD IS THICKER THAN WATER BLACK LABEL SOCIETY	ROADRUNNER/IDJMG	192 +38	0.480 36
40	NEW	NEW	BROKEN HEARTED EIGHTEEN VISIONS	TRUSTKILL/EPIC	185 +24	0.212 -

MOST ADDED

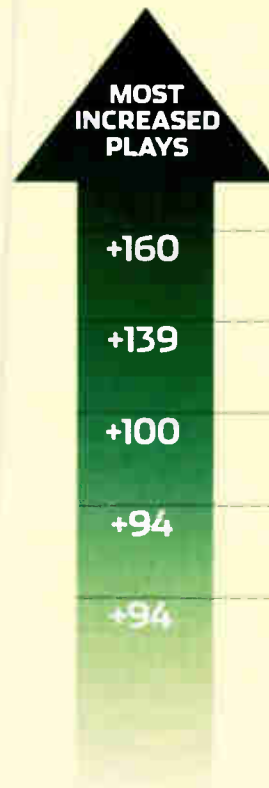
TITLE ARTIST / LABEL	NEW STATIONS
TEN THOUSAND FISTS Disturbed (Reprise) KBPI, KHTB, KOMP, WXQR	4
IT'S NOT OVER Daughtry (RCA/RMG) KAZR, WTFX, WTPT, WYSP	4
PARALYZER Finger Eleven (Wind-Up) KZRQ, WWBN, XM Squizz	3
MY CURSE KILLSWITCH ENGAGE (ROADRUNNER/IDJMG) WIL, WRIF, WTFX	3
FOREVER Papa Roach (EL TONAL/GEFFEN) KQRC, WRXW, WWBN	3
SNOW ((HEY OH)) Red Hot Chili Peppers (Warner Bros.) KFRQ, KISW, WTKX	3
TALK TO HER Priestess (RCA/RED INK) WEBN, WXQR	2
TELL ME Dropping Daylight (OCTONE) WBUZ, WRIF	2
SILLYWORLD Stone Sour (ROADRUNNER/IDJMG) WMMS, WTPT	2
EVERYTHING Buckcherry (ELEVEN SEVEN/ATLANTIC/LAVA) WIL, WRXW	2

**ADDED AT...
WBUZ**
Nashville, TN
PD: Russ Schenck
Black Label Society, Blood Is Thicker Than Water, D
Dropping Daylight, Tell Me, D

FOR MORE STATIONS GO TO:
www.RadioandRecords.com

NEW AND ACTIVE

TITLE ARTIST / LABEL	PLAYS /GAIN	TITLE ARTIST / LABEL	PLAYS /GAIN
SHAMEFUL Atreyu (VICTORY) TOTAL STATIONS: 16	125/49	YOU KNOW MY NAME Chris Cornell (INTERSCOPE) TOTAL STATIONS: 6	78/3
FACE DOWN The Red Jumpsuit Apparatus (VIRGIN) TOTAL STATIONS: 11	111/11	SOBER Staind (FLIP/ATLANTIC) TOTAL STATIONS: 12	76/21
LOVE LIKE WINTER AFI (TINY EVIL/INTERSCOPE) TOTAL STATIONS: 8	103/7	CLOSER Lacuna Coil (CENTURY MEDIA) TOTAL STATIONS: 8	75/3
BEER! Psychostick (ROCK RIDGE) TOTAL STATIONS: 18	93/0	PARALYZER Finger Eleven (WIND-UP) TOTAL STATIONS: 17	74/51
EVERYTHING Pillar (FLICKER) TOTAL STATIONS: 11	86/0	LEVEL The Raconteurs (THIRD MAN/V2) TOTAL STATIONS: 10	73/13



+160 TEN THOUSAND FISTS Disturbed (Reprise) KZRQ +20, WCHZ +19, KRXQ +18, KQRC +15, WWBN +11, WQXA +10, KBPI +9, WIL +9, WMMS +8, WCCC +7, KUFD +5, WIL -5
+139 THE ENEMY Godsmack (Universal Republic) KRAB +18, KOJE +16, KQRC +12, KXXR +12, WXZZ +11, KBPI +9, WIL +9, WMMS +8, WCCC +7, WWBN +6
+100 IT'S NOT OVER Daughtry (RCA/RMG) WTFX +17, WZOR +11, KBER +10, WCHZ +9, WYSP +9, WRXW +8, KLAQ +8, WBUZ +7, KAZR +7, WQXA +6
+94 LADIES AND GENTLEMEN Saliva (Island/IDJMG) WMMS +23, WTFX +12, KRAB +11, SIOC +8, WBUZ +7, KOJE +6, KICT +5, KXXR +5, WTPT +5, WYBB +4
+94 SNOW ((HEY OH)) Red Hot Chili Peppers (Warner Bros.) KXXR +25, KATT +21, WTKX +14, WTFX +9, WBSX +7, WRTT +7, KFRQ +6, KTEG +5, KNCN +5, KHTQ +5

FOR WEEK ENDING DECEMBER 17, 2006
LEGEND: See legend to charts in charts section for rules and symbol explanations.
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HERITAGE ROCK

► DAUGHTRY RIDES A 30% INCREASE TO A NO. 28 DEBUT WITH "IT'S NOT OVER."



R&R

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THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE ARTIST	NIELSEN BDS CERTIFICATIONS IMPRINT / PROMOTION LABEL	PLAYS TW +/-	AUDIENCE MILLIONS	RANK
1	2	28	THROUGH GLASS STONE SOUR	NO. 1 (2 WKS) ROADRUNNER/DJMG	341 +18	1.549	1
2	1	23	ROCKSTAR NICKELBACK	ROADRUNNER/DJMG	317 -10	1.288	3
3	3	23	HEROES SHINEDOWN	ATLANTIC	259 +2	1.468	2
4	4	24	LAND OF CONFUSION DISTURBED	REPRISE	235 +8	1.017	4
5	5	34	LIPS OF AN ANGEL HINDER	UNIVERSAL REPUBLIC	223 +3	0.854	5
6	8	8	PAIN THREE DAYS GRACE	MOST INCREASED PLAYS JIVE/ZOMBA	201 +26	0.778	7
7	9	37	ANIMAL I HAVE BECOME THREE DAYS GRACE	JIVE/ZOMBA	180 +9	0.718	10
8	6	27	THE DIARY OF JANE BREAKING BENJAMIN	HOLLYWOOD	178 -22	0.570	19
9	12	19	CALL ME WHEN YOU'RE SOBER EVANESCENCE	WIND-UP	175 +18	0.570	18
10	11	20	THE POT TOOL	TOOL DISSECTIONAL/VOLCANO/ZOMBA	175 +14	0.720	9
11	7	14	DEVIL'S GOT A NEW DISGUISE AEROSMITH	COLUMBIA	174 -29	0.711	11
12	15	10	REVELATIONS AUDIOSLAVE	AIRPOWER INTERSCOPE/EPIC	165 +24	0.594	15
13	14	7	SNOW ((HEY OH)) RED HOT CHILI PEPPERS	WARNER BROS.	155 +20	0.820	6
14	10	42	CRAZY BITCH BUCKLE UP	ELEVEN SEVEN/ATLANTIC/LAVA	155 -12	0.517	23
15	12	12	WRECK THIS HEART BOB SEGER	HIDEOUT/CAPITOL	136 +7	0.669	13
16	13	3	ANNA-MOLLY INCUBUS	IMMORTAL/EPIC	99 +13	0.366	27
17	21	5	THE ENEMY GODSMACK	UNIVERSAL REPUBLIC	93 +12	0.210	-
18	17	5	GOODBYE ARMY OF ANYONE	MOST ADDED FIRM	90 -1	0.323	30
19	20	5	LADIES AND GENTLEMEN SALIVA	ISLAND/DJMG	85 0	0.280	-
20	18	18	TO BE LOVED PAPA ROACH	EL TONAL/GEFFEN	83 -3	0.510	24
21	25	6	HOW LONG HINDER	UNIVERSAL REPUBLIC	78 +5	0.219	-
22	8	8	YOU KNOW MY NAME CHRIS CORNELL	INTERSCOPE	73 0	0.761	8
23	27	2	SILLYWORLD STONE SOUR	ROADRUNNER/DJMG	70 +8	0.283	-
24	19	20	COMING UNDONE KORN	VIRGIN	64 +4	0.147	-
25	23	12	DEVIL'S GOT A HOLDA ME THE COLOUR	RETHINK/EMR	61 -9	0.157	-
26	30	14	IT'S NOT ENOUGH THE WHO	UNIVERSAL REPUBLIC	59 -11	0.698	12
27	28	2	WINDOW IN THE SKIES U2	ISLAND/INTERSCOPE	57 -10	0.574	17
28	NEW	2	IT'S NOT OVER DAUGHTRY	RCA/RMG	56 +13	0.226	-
29	RE-ENTRY	2	OUR COUNTRY JOHN MELLENCAMP	UNIVERSAL REPUBLIC	55 +15	0.520	21
30	26	19	PUT YOUR MONEY WHERE YOUR MOUTH IS JET	ATLANTIC	55 -8	0.115	-

MOST ADDED

TITLE ARTIST / LABEL	NEW STATIONS
GOODBYE Army Of Anyone (FIRM) KZRR, WAFX	2
SNOW ((HEY OH)) Red Hot Chili Peppers (Warner Bros.) KTUX, KZRR	2
HELL AND HIGH WATER Black Stone Cherry (Roadrunner/DJMG) WROV, WVRK	2
FLIRTING WITH TIME Tom Petty (American/Warner Bros.) WAXQ	1
SILLYWORLD Stone Sour (Roadrunner/DJMG) WZZO	1
THE DIARY OF JANE Breaking Benjamin (Hollywood) WIOT	1
PAIN Three Days Grace (Jive/Zomba) KZRR	1
TEN THOUSAND FISTS Disturbed (Reprise) WGIR	1
HOW LONG Hinder (Universal Republic) WXMM	1

ADDED AT... WKLC
Charleston, WV
PD: Jay Nunley
Black Label Society, Blood Is Thicker Than Water, O

FOR MORE STATIONS GO TO:
www.RadioandRecords.com

NEW AND ACTIVE

TITLE ARTIST / LABEL	PLAYS /GAIN	TITLE ARTIST / LABEL	PLAYS /GAIN
HELL AND HIGH WATER Black Stone Cherry (In De Goot/Roadrunner/DJMG)	35/4	GOING IN BLIND P.O.D. (Rhino/Atlantic)	27/5
WHITE UNICORN Wolfmother (Modular/Interscope)	33/9	HERE IT GOES AGAIN OK Go (Capitol)	26/1
TEN THOUSAND FISTS Disturbed (Reprise)	28/9	STAND UP Jet (Atlantic)	23/8

MOST INCREASED PLAYS

+26	PAIN Three Days Grace (Jive/Zomba) WXMM +7, WVRK +7, WKLC +6, KZRR +3, KTUX +2, WRKZ +2, WBBB +2, WAFX +1, WVBZ +1
+24	REVELATIONS Audioslave (Interscope/Epic) WMMR +8, KZRR +8, WZZO +6, WDMA +6, WBBB +3, WXMM +2, KTUX +1, WONE +1, WVRK +1
+20	SNOW ((HEY OH)) Red Hot Chili Peppers (Warner Bros.) WXMM +7, KTUX +6, WMMR +5, WBBB +5, WKLC +3, KZRR +3, WDMA +2, WAFX +2, WGIR +1
+18	THROUGH GLASS Stone Sour (Roadrunner/DJMG) WROV +13, KEZO +3, KTUX +3, WMMR +2, WIOT +2, WHUY +2, WNCB +2, KMDD +1, WVRK +1, WZZO +1
+18	CALL ME WHEN YOU'RE SOBER Evanescence (Wind-up) WZZO +8, WGIR +3, WHUY +2, WVRK +2, WAFX +2, KTUX +1, WKLC +1, WONE +1, WDMA +1, WVBZ +1

RECURRENCS

TITLE ARTIST / IMPRINT / PROMOTION LABEL	PLAYS TW LW
PARANOID BLACK SABBATH (WARNER BROS.)	138 128
SWEET EMOTION AEROSMITH (COLUMBIA)	129 119
SWEET CHILD O' MINE GUNS N' ROSES (Geffen)	127 125
SWEET HOME ALABAMA LYNYRD SKYNYRD (MCA/UMe)	124 124
ANOTHER BRICK IN THE WALL (PART II) PINK FLOYD (COLUMBIA)	124 129

RECURRENCS

TITLE ARTIST / IMPRINT / PROMOTION LABEL	PLAYS TW LW
NO ONE LIKE YOU SCORPIONS (MERCURY/DJMG)	123 121
TOM SAWYER RUSH (MERCURY/UMe)	119 113
LA GRANGE ZZ TOP (LONDON SIRE)	118 119
ROCK AND ROLL ALL NITE KISS (MERCURY/DJMG)	115 102
ALL ALONG THE WATCHTOWER JIMI HENDRIX (EXPERIENCE HENDRIX/MCA/UMe)	115 122

FOR WEEK ENDING DECEMBER 17, 2006
LEGEND: See legend to charts in charts section for rules and symbol explanations.
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HERITAGE ROCK REPORTERS

- | | | | | | | |
|---|---|--|---|---|---|--|
| WONE/Akron, OH*
OM: Nick Anthony
PD: T.K. O'Grady
APD/MD: Tim Daugherty | WPTQ/Bowling Green, KY
OM/PD: Alex "Axe" Chase
APD/MD: Monty Foster | WTUE/Dayton, OH*
PD: Tony Tilford
APD/MD: John Beaulieu | WAFX/Montgomery, AL*
PD: Rick Hendrick | WMMR/Philadelphia, PA*
PD: Bill Weston
APD: Chuck Damico
MD: Sean "The Rabbi" Tyszler | WROV/Roanoke, VA*
PD: Matt Spatz
APD: Heidi Krummert-Tate | WIOT/Toledo, OH*
OM: Bill Michaels
PD: Aaron Roberts |
| KZRR/Albuquerque, NM*
OM: Bill May
PD: Phil Mahoney
MD: Rob Brothers | WPXC/Cape Cod, MA
OM: Steve McVie
PD: Suzanne Tonaire
APD/MD: James Gallagher | WVBZ/Greensboro, NC*
OM/PD: Tim Satterfield | WDMA/Morrisstown, NJ*
PD/MD: Tony Paige | WDVE/Pittsburgh, PA*
OM/PD: John Moschitta | WRRX/Rockford, IL
PD: Jim Stone
MD: Jon Schuiz | KMOD/Tulsa, OK*
OM/PD: Don Cristi |
| WZZO/Allentown, PA*
PD: Tori Thomas
MD: Keith Moyer | WKLC/Charleston, WV*
OM: Bill Knight
PD/MD: Jay Nunley
APD: Brian Thompson | WQCM/Hagerstown
OM: Rick Alexander
PD/MD: Mike Holder | WAXQ/New York, NY*
PD: Bob Buchmann
APD/MD: Eric Wellman | WRKZ/Pittsburgh, PA*
OM: Keith Clark
PD: Ryan Mill | KZOZ/San Luis Obispo, CA
PD: John Boyle | WMZK/Wausau, WI
PD: Ajack |
| KWHL/Anchorage, AK
PD: Jen Shevlin
APD/MD: Brad Stennett | WLUP/Chicago, IL*
OM: Tim Dukes
MD: Bill Klaproth | WRVC/Huntington
PD/MD: Rick Kline | WXMM/Norfolk, VA*
OM/PD: John Shomby
APD/MD: Zak Tyler | WHJY/Providence, RI*
PD: Scott Laudani
MD: Mike Brangiforte | KTUX/Shreveport, LA*
PD: Ragen King
MD: Flynt Stone | KBZS/Wichita Falls, TX
PD: Liz Ryan |
| WTOS/Augusta, ME
OM/PD: Steve Smith
APD: Chris Rush | WVRC/Columbus, GA*
OM: Brian Waters
PD: Michael Steele | WKQQ/Lexington, KY*
PD: Dennis Dillion | KEZO/Omaha, NE*
MD: Jessica Dal | WBBB/Raleigh, NC*
PD: Jay Nachlis
APD: JJ Herr | KSHE/St. Louis, MO*
OM: Rick Balis
PD: Katy Kruze
MD: Guy Favazza | WNCB/Youngstown, OH*
OM: Dan Rivers
PD: Steve Granato |
| WLVQ/Columbus, OH*
PD: Chris Thomas | | KLOS/Los Angeles, CA*
PD: Rita Wilde | KCLB/Palm Springs, CA
PD: Anthony "Antdog" Quiroz
MD: Jenn Brewski | KCAL/Riverside, CA*
PD: Steve Hoffman
APD/MD: Daryl Norsell | WAQX/Syracuse, NY*
OM: Tom Mitchell
PD: Alexis
APD/MD: Don "Stone" Kelley | <i>* Monitored Reporters</i> |

TRIPLE A



New gigs, lost gigs, honors and awards abound in 2006

The Same Thing Only Different

John Schoenberger
JSchoenberger@RadioandRecords.com

There was no shortage of changes in the record industry this year. We saw major label restructuring with Universal splitting into Universal Motown and Universal Republic; V2 and Artemis merging; the EMI Music Collective cloning itself into Blue Note Label Group and Astralwerks; Warner Music Group's acquisition of Rykodisc; and Verve Music Group becoming a division of Universal Music Enterprises.

Festivals, Award Shows & Conventions

- The ninth annual MCP Sunset Sessions was held in Palm Springs, Calif., featuring Steven Stills, Jewel, Jamie Cullum and Ben Lee.
- MerleFest was the annual festival's most successful gathering yet, with more than 82,000 people attending the weekend event.
- The sixth annual Noncommvention was held in May in Louisville. Kent Zimmerman gave the keynote.
- The W.C. Handy Music Festival & Awards Show celebrated its 25th anniversary.
- This year's version of the Bonnaroo Music & Arts Festival was the biggest yet.
- The 14th annual R&R Triple A Summit was held in August at the St. Julien Hotel & Spa. The gathering featured three-and-a-half days of business sessions and entertainment by more than 30 acts, including Keane, Shawn Colvin, Edie Brickell, Pete Yorn, Paulo Nutini, Corrine Bailey Rae, Los Lobos, Augustana and the Indigo Girls.
- The seventh annual Americana Music Conference and Honors & Awards Show, held in Nashville, drew more than 1,200 attendees and 130 performing acts.

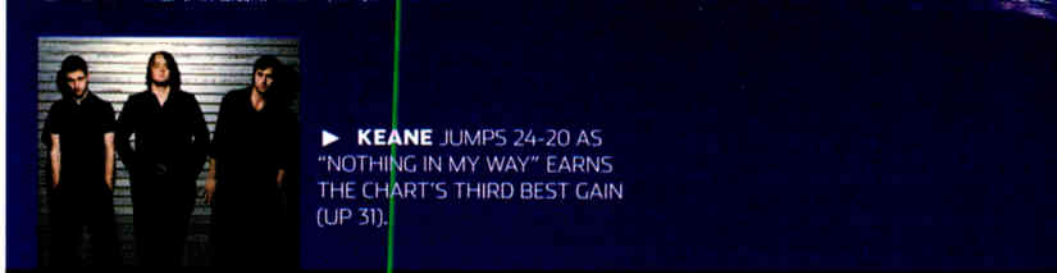
Musical Chairs

Among the many changes on the promotion level in 2006 were J.B. Brenner launching his own promotion and marketing company, and Melanie Shrawder exiting the MD post at KUT/Austin to join indie promotion firm Songlines as director of tour marketing and online services.

Jason Fisher, formerly of Or Music Group, joined Cooking Vinyl as captain of the label's promotion department in the United States. Nick Attavay exited ATO Records to join Music Allies, with Rick Brewer replacing him as head of radio promotion. Angelina Huffstutler announced she would leave her promotion post at

R&R Industry Achievement Awards Recap

- Stations of the year: WXRT/Chicago; KGSR/Austin; WNCS/Burlington, Vt.; WXPB/Philadelphia
- PD of the year: Bruce Warren, WXPB
- MD of the year: Mark Abuzzahab, KBCO/Denver
- Personality of the year: "World Cafe" host David Dye
- Labels of the year: Epic, New West
- Promotion executive of the year: Brian Corona, Atlantic Records



► KEANE JUMPS 24-20 AS "NOTHING IN MY WAY" EARNS THE CHART'S THIRD BEST GAIN (UP 31).

TRIPLE A INDICATOR						
THIS WEEK	LAST WEEK	TITLE	ARTIST	IMPRINT / PROMOTION LABEL	PLAYS	
					TW	+/-
1	1	5	WINDOW IN THE SKIES U2	ISLAND/INTERSCOPE	570	+4
2	2	13	SEE THE WORLD GOMEZ	ATO	545	-1
3	3	11	RIDE THE RIVER J.J. CALE & ERIC CLAPTON	DUCK/REPRISE	522	0
4	9	4	THINKING ABOUT YOU NORAH JONES	BLUE NOTE/BLG	489	+63
5	4	10	NEW SHOES PAOLO NUTINI	ATLANTIC	487	-4
6	5	14	OTHER SIDE OF THE WORLD KT TUNSTALL	RELENTLESS/VIRGIN	463	-18
7	6	10	FLIRTING WITH TIME TOM PETTY	AMERICAN/WARNER BROS.	459	-6
8	7	17	SHOUT OUT LOUD AMOS LEE	BLUE NOTE/BLG	452	+2
9	8	12	MY WAY LOS LONELY BOYS	ONE HAVEN/OR/EPIC	443	-5
10	11	9	WHO DIVIDED JOAN OSBORNE	VANGUARD	398	-6
11	14	6	SNOW ((HEY OH)) RED HOT CHILI PEPPERS	WARNER BROS.	394	+7
12	10	15	SOMEDAY BABY BOB DYLAN	COLUMBIA	393	-23
13	12	6	LET IT BE SUNG JACK JOHNSON WITH MATT COSTA & ZACH GILL	BRUSHFIRE/UNIVERSAL REPUBLIC	386	-7
14	13	21	THREE MORE DAYS RAY LAMONTAGNE	RCA/RMG	378	-15
15	16	5	THINK I'M IN LOVE BECK	INTERSCOPE	365	+24
16	15	7	O VALENCIA! THE DECEMBERISTS	CAPITOL	363	+16
17	18	12	SATELLITE GUSTER	REPRISE	298	+4
18	17	16	THRILL OF IT ROBERT RANDOLPH & THE FAMILY BAND	WARNER BROS.	294	-16
19	19	4	WIND IT UP BARENAKED LADIES	DESPERATION/NETTWERK	289	-3
20	24	5	NOTHING IN MY WAY KEANE	INTERSCOPE	281	+31
21	22	4	TWO SIDES TO LOVE GOAT	ENGINEERROOM	271	+6
22	23	15	ANYTHING'S POSSIBLE JONNY LANG	A&M/INTERSCOPE	263	+5
23	21	19	I WILL FOLLOW YOU INTO THE DARK DEATH CAB FOR CUTIE	ATLANTIC	262	-17
24	20	18	FOR US PETE YORN	RED INK/COLUMBIA	247	-38
25	26	3	MORNING YEARNING BEN HARPER	VIRGIN	239	+29
26	27	2	HEAVEN/WHERE TRUE LOVE GOES YUSUF	YA/ATLANTIC	231	+24
27	25	17	I'M ALL RIGHT MADELINE PEYROUX	ROUNDER	221	-15
28	NEW		TUFF KID SHAWN COLVIN	NONESUCH/REPRISE	218	+72
29	28	2	LONG WAY HOME TOM WAITS	ANTI-EPITAPH	192	-13
30	NEW		PHANTOM LIMB THE SHINS	SUB POP	174	+5

FOR WEEK ENDING DECEMBER 17, 2006



Mitchell

Putumayo—she was replaced by MaryElizabeth Carter. And Jacqueline Tannenbaum joined Nettwerk Records as national director of promotion.

In a flip-flop, Jenni Sperendeo exited Shout Factory to return to Astralwerks as national triple A promotion director, and Dayna Talley, who was at Astralwerks, took over Sperendeo's promotion slot at Shout Factory. Patty Morris-Capers assumed triple A promo duties at Capitol Records.

Promo vet Gary Jay was named VP of promotion for the newly restructured Rykodisc; Joel Klaiman was appointed senior VP of promotion at Universal Republic; and Tom Cunningham officially moved over to Universal Motown to head its adult format promotion efforts.

Greg Seese left his national promotion and marketing gig at Palm Pictures; Dave Einstein's VP of promotion slot at RCA Victor Music Group was eliminated; and Verve senior VP of promotion Suzanne Berg was let go.

In Honor Of . . .

James Taylor was honored as MusiCares' person of the year. Bruce Cockburn received the inaugural humanitarian award presented by the Canadian Recording Academy at the Juno Awards. John Mayer received the Hal David Starlight Award from the Songwriters Hall of Fame. And Melissa Etheridge was bestowed an honorary doctorate music degree from the Berklee College of Music.

Further, two amazing concerts were held in New York to benefit the Music for Youth Foundation. A Joni Mitchell tribute took place at Carnegie Hall, and a concert billed as the Music of Bob Dylan occurred at Lincoln Center.

Closer To Home

- R&R launched its Mobile Text News Alert service.
- Jeffrey Yorke rejoined R&R as Washington bureau chief.
- This year's R&R Triple A special, published in May, explored the future of broadcasting with the theme "The Future Is Now."
- Just as the Triple A Summit was winding down, it was announced that global media and information company VNU—owner of Billboard, The Hollywood Reporter and Nielsen Entertainment—had purchased R&R. Paul Heine was named R&R executive editor and Cyndee Maxwell was elevated to associate publisher.
- R.J. Curtis joined R&R as country editor, effective Jan. 1, 2007.



TRIPLE A

▶ **THE SHINS** LEAD THREE DEBUTS ONTO THE CHART WITH "PHANTOM LIMB" AT NO. 27.



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THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE ARTIST	NIelsen BOS CERTIFICATIONS IMPRINT / PROMOTION LABEL	PLAYS TW +/-	AUDIENCE MILLIONS RANK
1	1	6	WINDOW IN THE SKIES UZ	NO. 1 (4 WKS) ISLAND/INTERSCOPE	434 +15	2.062 1
2	3	12	SEE THE WORLD GOMEZ	ATO	380 +17	1.569 4
3	2	17	I WILL FOLLOW YOU INTO THE DARK DEATH CAB FOR CUTIE	ATLANTIC	378 -2	1.547 5
4	6	11	SNOW ((HEY OH)) RED HOT CHILI PEPPERS	WARNER BROS.	324 -3	1.781 2
5	5	22	CHASING CARS SNOW PATROL	POLYDOR/A&M/INTERSCOPE	310 -24	1.682 3
6	4	12	RIDE THE RIVER J.J. CALE & ERIC CLAPTON	DUCK/REPRISE	300 -39	1.260 8
7	8	7	NEW SHOES PAOLO NUTINI	ATLANTIC	284 +24	1.092 13
8	7	17	SHOUT OUT LOUD AMOS LEE	BLUE NOTE/BLG	284 -8	0.911 16
9	14	4	THINKING ABOUT YOU MOST INCREASED PLAYS NORAH JONES	BLUE NOTE/BLG	270 +41	1.349 6
10	12	8	THINK I'M IN LOVE BECK	INTERSCOPE	266 +26	1.096 12
11	11	12	OTHER SIDE OF THE WORLD KT TUNSTALL	RELENTLESS/VIRGIN	257 +13	1.042 14
12	10	20	THREE MORE DAYS RAY LAMONTAGNE	RCA/RMG	232 -13	1.247 9
13	15	8	MY WAY LOS LONELY BOYS	ONE HAVEN/OR/EPIC	229 +2	0.978 15
14	13	25	HOW TO SAVE A LIFE THE FRAY	EPIC	226 -9	1.277 7
15	17	16	SOMEDAY BABY BOB DYLAN	COLUMBIA	216 -5	1.153 11
16	18	14	SATELLITE GUSTER	REPRISE	215 +10	0.756 21
17	20	5	NOTHING IN MY WAY MOST ADDED KEANE	INTERSCOPE	210 +21	0.890 17
18	16	17	ANYTHING'S POSSIBLE JONNY LANG	A&M/INTERSCOPE	207 -17	0.617 24
19	9	19	FOR US PETE YORN	RED INK/COLUMBIA	202 -55	0.734 22
20	19	18	WHEN YOU WERE YOUNG THE KILLERS	ISLAND/IDJMG	200 +9	1.154 10
21	4	4	BELIEF JOHN MAYER	AWARE/COLUMBIA	196 +8	0.853 18
22	6	6	LET IT BE SUNG JACK JOHNSON WITH MATT COSTA AND ZACH GILL	BRUSHFIRE/UNIVERSAL REPUBLIC	186 +7	0.825 19
23	7	7	O VALENCIA! THE DECEMBERISTS	CAPITOL	183 +12	0.660 23
24	19	19	COLORFUL ROCCO DELUCA & THE BURDEN	IRONWORKS	169 +1	0.604 25
25	6	6	FLIRTING WITH TIME TOM PETTY	AMERICAN/WARNER BROS.	149 0	0.760 20
26	26	11	I'M ALL RIGHT MADELEINE PEYROUX	ROUNDER	116 -26	0.288 -
27	NEW	NEW	PHANTOM LIMB THE SHINS	SUB POP	103 +21	0.399 30
28	NEW	NEW	GOLDEN DAYS THE DAMNWELLS	ZOE/ROUNDER	95 +5	0.245 -
29	NEW	NEW	THUNDER ON THE MOUNTAIN BOB DYLAN	COLUMBIA	92 +19	0.186 -
30	NEW	NEW	HEAVEN/WHERE TRUE LOVE GOES YUSUF	Y&A/ATLANTIC	92 +5	0.143 -

MOST ADDED

TITLE ARTIST / LABEL	NEW STATIONS
NOTHING IN MY WAY Keane (InterScope) KFOG, KWMT	2
YOU'RE ALL I HAVE Snow Patrol (Polydor/A&M/InterScope) KFOG, WCLZ	2
TUFF KID Shawn Colvin (Nonesuch/Reprise) KGSR, WRNR	2
SLY Cat Empire (Veloour) KFOG, WMMM	2
PHANTOM LIMB The Shins (Sub Pop) KPRI, WZEW	2
CONTROL FREAK Copeland (The Militia Group/Epic) WNCS	1
HAPPY XMAS (WAR IS OVER) Sarah McLachlan (Arista/RMG) WXRT	1
PLEASE STAY Mindy Smith (Vanguard) WNCS	1
WIND IT UP Barenaked Ladies (Desperation/Nettwerk) WCLZ	1

ADDED AT... WCLZ
Portland, ME
PD: Herb Ivy
MD: Brian James
Barenaked Ladies, Wind It Up, 0
Snow Patrol, You're All I Have, 0

FOR MORE STATIONS GO TO:
www.RadioandRecords.com

NEW AND ACTIVE

TITLE ARTIST / LABEL	PLAYS /GAIN	TITLE ARTIST / LABEL	PLAYS /GAIN
TAMACUN Rodrigo Y Gabriela (ATO)	76/14	SLY Cat Empire (Veloour)	53/6
LIKE A STAR Corinne Bailey Rae (Capitol)	65/9	YOU'RE ALL I HAVE Snow Patrol (Polydor/A&M/InterScope)	50/39
AIN'T NOTHING WRONG WITH THAT Robert Randolph & The Family Band (Warner Bros.)	60/7	FIDELITY Regina Spektor (Sire/Warner Bros.)	49/7
CLOCKS (RHYTHMS DEL MUNDO) Coldplay (Capitol)	59/4	MORNING YEARNING Ben Harper (Virgin)	46/9
WIND IT UP Barenaked Ladies (Desperation/Nettwerk)	56/15	CALL ME WHEN YOU'RE SOBER Evanescence (Wind-Up)	44/1

MOST INCREASED PLAYS

+41	THINKING ABOUT YOU Norah Jones (Blue Note/BLG) WMMM +13, WCLZ +11, KWMT +9, KBCC +3, SISP +3, WRLT +2, WZCC +2, KPRI +1, WBOS +1, WTTTS +1
+39	YOU'RE ALL I HAVE Snow Patrol (Polydor/A&M/InterScope) WRLT +10, KFOG +7, WNCS +7, KENZ +4, KINK +4, KPRI +3, KMTT +2, WDOO +1, WMMM +1, WTTTS +1
+26	THINK I'M IN LOVE Beck (InterScope) WCLZ +11, WNCS +7, WZEW +4, WZCC +4, KINK +4, WXRT +3, WTTTS +2, KBCC +2, KPRI +2, KFOG +1
+26	CAN'T STOP Ozomatli (Concord Picante/Concord) KPRI +21, WNCS +4, KINK +1
+24	NEW SHOES Paolo Nutini (Atlantic) KMTT +9, WCLZ +4, WRLT +4, KTCZ +3, KPRI +3, WZEW +2, KWMT +2, WXRV +2, WCOO +2, WTTTS +2

FOR WEEK ENDING DECEMBER 17, 2006
LEGEND: See legend to charts in charts section for rules and symbol explanations.
23 triple A stations are electronically monitored by Nielsen Broadcast Data Systems 24 hours a day, 7 days a week. Indicator chart comprised of 55 reporters. © 2006 VNU Business Media. Inc. All rights reserved.

RECURRENTS

THIS WEEK	TITLE ARTIST / IMPRINT / PROMOTION LABEL	PLAYS TW	PLAYS LW	THIS WEEK	TITLE ARTIST / IMPRINT / PROMOTION LABEL	PLAYS TW	PLAYS LW
1	WAITING ON THE WORLD TO CHANGE JOHN MAYER (AWARE/COLUMBIA)	216	228	6	SAVING GRACE TOM PETTY (AMERICAN/WARNER BROS.)	103	111
2	NOTHING LEFT TO LOSE MAT KEARNEY (AWARE/COLUMBIA)	135	128	7	OVER MY HEAD (CABLE CAR) THE FRAY (EPIC)	91	89
3	PUT YOUR RECORDS ON CORINNE BAILEY RAE (CAPITOL)	135	133	8	BLACK HORSE & THE CHERRY TREE KT TUNSTALL (RELENTLESS/VIRGIN)	85	80
4	IS IT ANY WONDER? KEANE (INTERSCOPE)	131	156	9	TALK COLDFPLAY (CAPITOL)	85	95
5	SUDDENLY I SEE KT TUNSTALL (RELENTLESS/VIRGIN)	118	117	10	BEAUTIFUL WRECK SHAWN MULLINS (VANGUARD)	83	71

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AMERICANA

THIS WEEK	LAST WEEK	TITLE ARTIST	IMPRINT / PROMOTION LABEL	PLAYS		
				TW	+/-	CUMULATIVE
1	1	NASHVILLE SOLOMON BURKE	SHOUT! FACTORY	384	-22	6027
2	2	PRETTY LITTLE STRANGER JOAN OSBORNE	VANGUARD	335	+3	2308
5	5	HORSESHOES AND HAND GRENADES TRENT SUMMAR AND THE NEW ROW MOB	PALO DURO	334	+35	1917
4	4	SONGBIRD WILLIE NELSON	LOST HIGHWAY	321	+9	2419
6	6	BIG IRON WORLD OLD CROW MEDICINE SHOW	NETTWERK	313	+15	7225
3	3	MODERN TIMES BOB DYLAN	COLUMBIA	302	-24	6117
8	8	DEATH SONGS FOR THE LIVING COB IRON	TRANSMIT SOUND/LEGACY	285	+8	1291
10	10	LONG ISLAND SHORES MINDY SMITH	VANGUARD	270	+13	3873
9	9	WORKBENCH SONGS GUY CLARK	DUALTONE	261	-8	6393
11	11	LOVE LIKE A MULE STOLL VAUGHAN	SHADOWDOG	258	+2	3397
13	13	HEARTBREAKERS HALL OF FAME SUNNY SWEENEY	SUNNY SWEENEY	255	+7	1454
12	7	HELLO LOVE THE BE GOOD TANYAS	NETTWERK	247	-32	3069
13	12	WAIL & RIDE GRAYSON CAPPS	HYENA	243	-6	2545
16	16	RUBY'S TORCH NANCI GRIFFITH	ROUNDER	242	+1	945
18	18	MIGRATIONS THE OJHKS	SUGAR HILL	238	+11	5373
17	17	ENOUGH ROPE CHRIS KNIGHT	DRIFTER'S CHURCH PRODUCTIONS	234	0	6487
22	22	THE ROAD TO ESCONDIDO J.J. CALE & ERIC CLAPTON	DUCK/REPRISE	224	+30	1371
18	15	LAST MAN STANDING: THE DUETS JERRY LEE LEWIS	ARTISTS FIRST/SHANGRI-LA	222	-19	4798
20	20	THE DEVIL YOU KNOW TODD SNIDER	NEW DOOR/LIME	218	+2	7847
20	14	HAIR IN MY EYES LIKE A HIGHLAND STEER CORBLUND	STONY PLAIN	217	-27	3286
21	19	THE TOWN AND THE CITY LOS LOBOS	MAMMOTH/HOLLYWOOD	209	-9	4294
23	23	ORPHANS: BRAWLERS, BAWLERS AND BASTARDS TOM WAITS	ANTI-EPITAPH	199	+6	934
23	25	HIGHWAY OF DREAMS BRADLEY WALKER	ROUNDER	195	+10	1766
24	21	SNAKE FARM RAY WYLLIE HUBBARD	SUSTAIN	194	-7	8098
26	26	KOALA MOTEL ANNE MCCUE	MESSANGER	189	+5	2201
28	28	COLD BEER & HOT TAMALES MCKAY BROTHERS	MEDINA RIVER	178	+7	2353
29	29	UNGLORIOUS HALLELUJAH CHIP TAYLOR	BACK PORCH/BLG	172	+2	5691
28	35	SEVEN ANGELS ON A BICYCLE CARRIE RODRIGUEZ	BACK PORCH/BLG	169	+20	5935
33	33	COUNTRY SUPER HITS, VOL. 1 JIM LAUDERDALE	YEP ROC	164	+7	2101
30	24	LEAVE THE LIGHT ON CHRIS SMITHER	SIGNATURE SOUNDS	162	-24	3786

MOST ADDED			
BOUNDARY COUNTRY Ellen Jewell (SIGNATURE SOUNDS)	HONKY TONK HAPPY HOUR Miss Leslie And Her Juke Jointers (ZERO LABEL)	WAYLON SINGS HANK WILLIAMS Waylon Jennings (LEGACY/RCA)	THIRTEEN Tony Furtado (FUNZALO)
AT SAN QUENTIN Johnny Cash (LEGACY/COLUMBIA)	HORSESHOES AND HAND GRENADES Trent Summar And The New Row Mob (PALO DURO)	TULSA Wayne Hancock (BLOODSHOT)	THE SKYLIGHTERS Skylighters (RED BEET)
AN ANCIENT MUSE Loreena McKennitt (QUINLAN ROAD/VERVE)		VIVAI TERILINGUAI NEUVOI - SONGS OF LUIGIBACH Various (PALO DURO)	

FOR WEEK ENDING DECEMBER 17, 2006

The Americana 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. © 2006 Americana Music Association.

TRIPLE A

TRIPLE A REPORTERS

WAPS/Akron, OH PD/MD: Bill Gruber	WXRT/Chicago, IL* PD: Norm Winer OM/MD: John Farneda	WBJB/Monmouth, NJ OM: Tom Brennan PD: Rich Robinson APD: Leo Zaccari MD: Jeff Raspe	KRSH/Santa Rosa, CA PD/MD: Pam Long
KNBA/Anchorage, AK OM/MD: Loren Dixon MD: Danny Preston	WCBE/Columbus, OH OM: Tammy Allen PD: Dan Mushalko MD: Maggie Brennan	KPIG/Monterey, CA OM: Frank Caprista PD/MD: Laura Ellen Hopper APD: Aileen MacNeary	DMX Folk Rock/Satellite OM: Leanne Vince MD: Dave Sloan
WQKL/Ann Arbor, MI MD: Mark Copeland	WMWV/Conway, NH PD/MD: Mark Johnson	WRLT/Nashville, TN* OM/MD: David Hall APD/MD: Rev. Keith Coes	Music Choice Adult Alternative/Satellite PD: Justin Prager MD: Tiffany Sinder
KSPN/Aspen, CO PD: Sara Guttman	KBCO/Denver, CO* PD: Scott Arbough MD: Mark Abuzzahab	WFUV/New York, NY PD: Chuck Singleton MD: Rita Houston	Sirius Spectrum/Satellite* PD: Gary Schoenwetter MD: Sean Mascoll
WZGC/Atlanta, GA* PD: Michelle Engel APD: Chris Brannen MD: Margot Smith	KHUM/Eureka, CA OM: Cliff Berkowitz PD/MD: Mike Dronkers APD: Larry Trask	WRSI/Northampton, MA PD: Sean O'Mealy MD: Johnny Memphis	XM Cafe/Satellite OM: Bill Evans MD: Brian Chamberlain
KGSR/Austin, TX* OM: Chase PD: Jody Denberg APD: Jyl Hershman-Ross MD: Susan Castle	WFIV/Farragut, TN OM: Brian Tatum PD/MD: Todd Ethridge	KOBB/Park Hills, MO OM/MD: Greg Camp APD: Glenn Berry	KEXP/Seattle, WA OM: Tom Mara PD: Kevin Cole APD: John Richards MD: Don Yates
KUT/Austin, TX PD: Hawk Mendenhall MD: Jeff McCord	KOZT/Ft. Bragg, CA PD: Tom Yates APD/MD: Kate Hayes	WXP/Philadelphia, PA PD: Bruce Warren OM/MD: Dan Reed	KMTT/Seattle, WA* PD: Shawn Stewart APD/MD: Haley Jones
WRNR/Baltimore, MD* OM: Bob Waugh PD/MD: Alex Cortright	WEHM/Hamptons, NY PD: Brian Cosgrove MD: Lauren Stone	WYEP/Pittsburgh, PA PD: Rosemary Welsch MD: Mike Sauter	WKZE/Sharon, CT OM: Will Stanley PD: Tim Schaefer MD: Bill Bailies
WTMD/Baltimore, MD PD/MD: Mike "Matthews" Vasilikos	KSUT/Ignacio, CO PD: Steve Rauworth MD: Stasia Lanier	WCLZ/Portland, ME* PD: Herb Ivy MD: Brian James	WNCW/Spindale, NC PD: Ele Ellis APD/MD: Martin Anderson
KLRR/Bend, OR OM/MD: Doug Donoho APD: Dori Donoho	WTT/Indianapolis, IN* PD: Brad Holtz APD/MD: Laura Duncan	KINK/Portland, OR* PD: Dennis Constantine APD/MD: Kevin Welch	WRNX/Springfield, MA PD: Donnie Moorhouse
KRVB/Boise, ID OM/MD: Dan McColly MD: Tim Johnstone	KMTN/Jackson, WY PD/MD: Mark "Fish" Fishman	WDST/Poughkeepsie, NY OM: Greg Gattine PD: Jimmy Buff MD: Rick Schneider	KCLC/St. Louis, MO PD: Rich Reighard MD: Steve Chenoweth
WBOS/Boston, MA* OM: Buzz Knight PD: David Ginsburg	KTBG/Kansas City, MO PD: Jon Hart MD: Byron Johnson	WBCC/Punta Gorda, FL PD/MD: G. Michael Keating	KFMU/Steamboat Springs, CO PD/MD: John Johnston
WXRV/Boston, MA* APD: Catie Wilber	WEBK/Killington, VT PD: Dave "Uncle Dave" Tibbs APD/MD: James Emmons	KSQY/Rapid City, SD PD/MD: Chad Carlson	KTAO/Taos, NM OM: Mitch Miller PD: Brad Hockmeyer MD: Paddy Mac
KMMS/Bozeman, MT OM/MD: Michelle Wolfe	KOHO/Leavenworth, WA PD: Sue Meyers MD: Carl Widing	KTHX/Reno, NV PD: Mark Keefe APD/MD: Dave Herald	KWMT/Tucson, AZ* OM: Tim Richards PD: Blake Rogers
KYSL/Breckenridge, CO PD: Tom Fricke MD: TJ Sanders	KROK/Leesville, LA OM: Rick Barnickel PD/MD: Sandy Blackwell	KENZ/Salt Lake City, UT* OM/MD: Bruce Jones MD: Kari Bushman	WVOD/Wanchese, NC PD: John Mathews
WNCS/Burlington* PD: Zeb Norris APD/MD: Jamie Canfield	WFPK/Louisville, KY OM: Brian Conn PD: Stacy Owen	KPRI/San Diego, CA* OM: Bob Burch APD: Sean Smith	WXPK/White Plains, NY PD: Chris Herrmann APD/MD: Rob Lipshutz
WMVY/Cape Cod, MA PD: PJ Finn	WMMM/Madison, WI* PD: Pat Gallagher MD: Gabby Parsons	KFOG/San Francisco, CA* PD: David Benson MD: Kelly Ransford	WTYD/Williamsburg, VA PD/MD: Amy Miller
WCOO/Charleston, SC* OM: Mike Allen PD: Ron Bowen	WNNR/Charlottesville, VA OM: Jeff Reynolds PD: Michael Friend MD: Jaz Tupelo	KPNP/Sandpoint, ID OM/MD: Dylan Benefield APD/MD: Diane Michaels	WUIN/Wilmington, NC PD: Beau Gunn MD: Michelle Daniel
WNRN/Charlottesville, VA OM: Jeff Reynolds PD: Michael Friend MD: Jaz Tupelo	KTCZ/Minneapolis, MN* PD: Lauren MacLeash MD: Thorn	KBAC/Santa Fe, NM PD/MD: Ira Gordon	
WDDO/Chattanooga, TN* OM/MD: Danny Howard MD: Brad Steiner	WZEW/Mobile, AL* OM: Tim Camp PD: Gene Murrell MD: Lee Ann Konik-Camp		

* Monitored Reporters



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Crystal ball in hand, top programmers offer their predictions for new year

An Inside Look At 2007

Jackie Madrigal
JMadrigal@RadioandRecords.com

On the heels of a robust year for the Latin radio market, what's in store for 2007? Not having access to a crystal ball, the next best thing was to consult with Latin radio experts for their predictions.

While they all agree that more Spanish-language stations are on the horizon, the programmers polled by R&R offered different takes on how 2007 will play out.

Entravision Radio VP of programming and KSSE/Los Angeles PD Néstor Rocha: "The pop artists that we launched in 2006 will have more mass appeal in 2007. Also the first Latin CHR station in L.A., Súper Estrella, will celebrate its 10th anniversary. This station launched Maná, Shakira, Juanes, Julieta Venegas, La 5a Estación, and we are planning the 10th anniversary of Reventón Súper Estrella, and it will be the biggest one yet.



Rocha

"We will also see the emergence of more Spanish-language radio stations, which will increase competition but it also means that more Latinos are listening. And that's just greater proof that the Latino market continues to grow."



Valle

XHTY/San Diego PD Elvis Valle: "I hope the regional Mexican genre receives more recognition, which it deserves not only from the Anglo media but also Spanish-language TV stations, which only promote genres like reggaetón, pop and salsa. They seem not to want to accept reality, which is that regional Mexican is the leader in radio and sales.

"What I know is that the Latin market will continue to grow, and more stations will flip to Spanish-language formats. And the developing artists that will do really well in 2007 are Rebeldes, Los Alameños de la Sierra and Explosión Norteña."

WYXX/Puerto Rico PD Hermán Dávilla: "I think the Latin market will continue to evolve. We saw many new artists who charted well in 2006. Those artists will continue to grow in 2007 and we will see more new artists emerge. And it seems like reggaetón will continue to fuse with other music genres to continue to evolve and to better its musical quality."

WRUM/Orlando PD Raymond Torres: "I predict the resurgence of tropical music, more material available and more variety of salsa products. Bachata will continue to be a strong favorite among the public and even more with new talents recording the genre. As far as merengue is concerned, I think we'll see good productions that will help its promotion. Reggaetón, although it's going through a process of evolution, will continue to be a favorite.

"I also think we'll get more tropical stations on the country's East Coast, especially in Central Florida, because of the continued migration of Puerto Ricans from the



► "MONEY MONEY" BY RBD CASHES IN ON THE RECORD POOL CHART, WHERE IT'S THE TOP DEBUT AT NO. 17.

THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE ARTIST	IMPRINT / PROMOTION LABEL
1	1	10	COMPLEMENTO ATERCIOPELADOS	NACIONAL
2	2	15	A DONDE VAN LOS MUERTOS KINKY	NETTWERK
3	3	7	FRAGIL ALLISON	SONY BMG NORTE
4	4	15	VIA LACTEA ZOE	EMI TELEVISIA
5	5	8	BIENVENIDOS SIZU YANTRA	UNIVERSAL LATINO
6	6	9	LA PARTE DE ADELANTE LOS FABULOSOS CADILLACS	SONY BMG NORTE
7	7	2	SISMO DIVISION MINUSCULA	UNIVERSAL LATINO
8	11	15	EL DEJADO INSPECTOR	UNIVERSAL LATINO
9	13	12	LA EXEPCION GUSTAVO CERATI	SONY BMG NORTE
10	14	11	STALK U LOS ABANDONED	VAPOR/SANCTUARY
11	12	5	BENDITA TU LUZ MANA	WARNER LATINA
12	16	14	TE VOY A MOSTRAR JULIETA VENEGAS	SONY BMG NORTE
13	10	3	ME PUEDES LA GUSANA CIEGA	UNIVERSAL LATINO
14	20	10	SNAKE LOS BURBANKS	INFIDEL/V&J
15	18	23	CRIMEN GUSTAVO CERATI	SONY BMG NORTE
16	NEW		UNO NUNCA SABE ALICASTRO	DISCOS 605/SONY BMG NORTE
17	RE-ENTRY		UNA FAMILIA DHIRA	UNIVERSAL LATINO
18	15	4	NO DELASONCA	DAK MUSIC/V&J
19	NEW		A LA MODE LOS ABANDONED	VAPOR/SANCTUARY
20	19	11	EL COLMO BABASONCOS	UNIVERSAL LATINO

THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE ARTIST	IMPRINT / PROMOTION LABEL
1	1	9	ELLA VOLVIO N'KLABE	SONY BMG NORTE
2	3	8	LA OTRA ILEGALES FEAT. MONCHY Y ALEXANDRA	UNIVERSAL LATINO
3	2	8	LAS SOLTERAS MACH & DADDY	UNIVERSAL LATINO
4	4	5	NO HAY MANERA EL GRAN COMBO DE PUERTO RICO	SONY BMG NORTE/DISCOS 605
5	6	6	YO NO SE LOS AMIGOS INVISIBLES	GOZADERA
6	9	4	VALE LA PENA YOSKAR SARANTE	J&N
7	5	14	NI UNA SOLA PALABRA PAULINA RUBIO	UNIVERSAL LATINO
8	7	9	NOCHE DE ENTIERRO (NUESTRO AMOR) LUNY TUNES FEAT. WISIN & YANDEL, DADDY YANKEE, HECTOR "EL FATHER", TOMMY TUN TUN	MAS FLOW/MACHETE
9	8	10	HAZME EL AMOR OTN FEAT. PAQUITO GUZMAN	SILVA
10	10	6	MIA TITO "EL BAMBINO" FEAT. DADDY YANKEE	EMI TELEVISIA
11	13	3	LOS HOMBRES TIENEN LA CULPA GILBERTO SANTA ROSA & DON OMAR	CMG/UNIVERSAL MOTOWN
12	11	9	DON'T LET THIS PARTY END ANGELA VIA FEAT. JOE BUDDEN	VIRGIN/EMI TELEVISIA
13	17	2	MUEVETE DON DINERO FEAT N.O.R.E	UNIVERSAL LATINO
14	16	4	LA BOTELLA LOS NUEVOS SABROSOS	MP
15	19	8	EN EL AMOR JOE VERAS	J & N
16	20	6	COMO PUEDO SHEJINA	JAVI
17	NEW		MONEY MONEY RBD	VIRGIN/EMI TELEVISIA
18	NEW		PEGAO WISIN & YANDEL FEAT. LOS VAQUEROS	WY/MACHETE
19	12	16	CUANDO UN HOMBRE SE ENAMORA TITO ROJAS	MP
20	18	7	PURA Y TEMBA MAMBORAMA	AHI NAMA

FOR WEEK ENDING DECEMBER 17, 2006

island and from the northern part of the U.S. to the area, plus the arrival of Latinos of other nationalities. And I think the Latin market as a whole will continue to grow with more stations targeting specific formats.

"As far as artists, I think El Gran Combo's new production will have people talking, as well as the new releases by Juan Luis Guerra and Elvis Crespo, which can also help breath new life into merengue. And without a doubt Daddy Yankee's new album will heat up reggaetón once again."

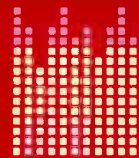


Domino

KZZA/Dallas PD Domino: "As long as programmers don't rely on just one kind of music everybody will be fine. Remember that Latinos like more than just music by Latinos. Don't be scared to mix top 40 with the reggaetón and hip-hop. If people do that, I think some of the bigger markets will have at least one or two stations that speak both Spanish and English and that strictly cater to Hispanics in the top 10.

"More and more reggaetón artists are going to get with hip-hop artists and mainstream artists to create a better bridge from where they are now to where they need to be to conquer the mainstream U.S.A. market."

R&R

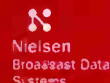


REGIONAL MEXICAN

▶ **DIANA REYES**
WINS MOST INCREASED PLAYS AND MOST ADDED HONORS AS "CUANDO BAJA LA MAREA" ENTERS AT NO. 39.



POWERED BY



THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE ARTIST	NIelsen BDS CERTIFICATIONS IMPRINT / PROMOTION LABEL	PLAYS TW +/-	AUDIENCE MILLIONS RANK
1	1	14	DIME QUIEN ES LOS RIELEROS DEL NORTE	NO. 1 (3 WKS) FONOVISA	1310 +85	10.750 1
2	2	27	DE RODILLAS TE PIDO ALEGRES DE LA SIERRA	VIVA/UNIVERSAL LATINO	1109 -16	8.784 2
3	3	12	POR ELLA INTOCABLE	EMI TELEVISION	1106 -13	7.649 4
4	8	4	LE COMPRE LA MUERTE A MI HIJO LOS TIGRES DEL NORTE	FONOVISA	972 +119	6.296 9
5	4	20	QUE VUELVA GRUPO MONTEZ DE DURANGO	DISA	963 -59	6.430 8
6	7	13	POR TU AMOR ALACRANES MUSICAL	UNIVISION	944 +64	6.978 6
7	6	14	MI AMOR POR TI LOS HOROSCOPOS DE DURANGO	DISA/EDIMONSA	876 -7	6.481 7
8	5	30	MAS ALLA DEL SOL JOAN SEBASTIAN	MUSART/BALBOA	855 -58	7.807 3
9	9	47	ALIADO DEL TIEMPO MARIANO BARBA	THREE SOUND	825 -13	7.173 5
10	10	22	ANTES DE QUE TE VAYAS MARCO ANTONIO SOLIS	FONOVISA	808 -8	4.658 14
11	13	16	CHIQUILLA A.B. QUINTANILLA III PRESENTS KUMBIA ALL STARZ	EMI TELEVISION	801 +60	5.619 12
12	11	13	COMO ME HACES FALTA PATRULLA 81	DISA	796 +13	5.673 11
13	12	9	SIN TI SOY UN LOCO LOS TUCANES DE TIJUANA	UNIVISION	750 -12	5.828 10
14	14	11	ME ESTOY ENAMORANDO CON JUNTO ATARDECER	MUSIMEX/UNIVERSAL LATINO	719 +3	3.566 22
15	15	13	EL HOMBRE QUE MAS TE AMO LALO MORA	DISA/EDIMONSA	695 -5	4.914 13
16	20	7	LA TRAGEDIA DEL VAQUERO VICENTE FERNANDEZ	SONY BMG NORTE	653 +8	4.084 18
17	19	6	LA NOCHE PERFECTA EL CHAPO DE SINALOA	DISA	643 -3	4.382 16
18	16	4	TUS PALABRAS BANDA EL RECODO	FONOVISA	632 -28	3.542 23
19	21	9	REFLEXIONES DE ESTE GALLO JOAN SEBASTIAN	MUSART/BALBOA	623 -7	3.611 21
20	18	7	SE TERMINO EL AMOR BETO Y SUS CANARIOS	DISA/EDIMONSA	617 -33	3.893 19
21	17	14	NI ASI ME RAJO CON JUNTO PRIMAVERA	FONOVISA	589 -69	2.803 27
22	22	8	ENTREGAME COSTUMBRE	FONOVISA	545 -23	2.433 32
23	24	17	SI TU AMOR NO VUELVE LA ARROLLADORA BANDA EL LIMON	DISA/EDIMONSA	493 -13	4.163 17
24	23	10	YA LO SABIA PESADO	WARNER LATINA	486 -55	3.017 25
25	27	12	LO QUE MAS DUELE (TU AUSENCIA) LOS HURACANES DEL NORTE	UNIVISION	464 +1	2.546 28
26	26	7	CIERTAS TEORIAS CUISILLOS	MUSART/BALBOA	455 -10	2.495 29
27	31	5	QUE NO DARIA CARDENALES DE NUEVO LEON	DISA	443 +29	1.778 -
28	28	30	TE COMPRO DUELO	UNIVISION	424 -27	4.432 15
29	25	10	TENME FE BETO TERRAZAS	SONY BMG NORTE	423 -61	1.937 -
30	30	7	CUATRO VIDAS LOS MORROS DEL NORTE	DISA	421 +6	2.309 37
31	33	3	PROCURO OLVIDARTE K-PAZ DE LA SIERRA	DISA/EDIMONSA	392 -8	2.348 36
32	32	20	SIN TI LOS INQUIETOS DEL NORTE	EAGLE MUSIC	392 -17	1.670 -
33	29	17	BESOS Y COPAS JENNI RIVERA	FONOVISA	392 -37	2.946 26
34	40	6	Y DICEN ADAN CHALINO SANCHEZ & GRACIELA BELTRAN	UNIVISION	356 +27	2.355 35
35	37	6	MUCHACHA BONITA ADOLFO URRIAS Y SU LOBO NORTEÑO	PLATINO/FONOVISA	352 +8	1.028 -
36	35	2	POR QUE DUELO	UNIVISION	342 -23	2.257 38
37	EW		ME ENCANTARIA BANDA PEQUEÑOS MUSICAL	FONOVISA	321 +77	1.985 -
38	36	20	DONDE ESTES Y CON QUIEN ESTES GRUPO BRYNDIS	DISA	318 -27	2.429 33
39	NEW		CUANDO BAJA LA MAREA DIANA REYES	MUSIMEX/UNIVERSAL LATINO	317 +182	1.727 -
40	NEW		A CADA INSTANTE JULIO CHAIDEZ	DISA	309 +32	2.364 34

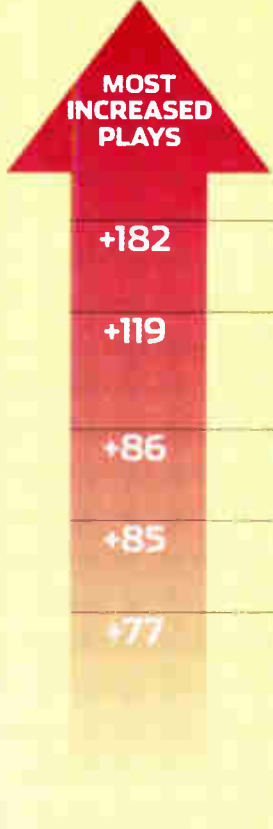
MOST ADDED

TITLE ARTIST / LABEL	NEW STATIONS
CUANDO BAJA LA MAREA Diana Reyes (Musimex/Universal Latino) KOUT, KGQO, KHHL, KJFA, KLB, KLEY, KLVO, KMYX, KOQQ, KSAH, KSEA	11
ESE Conjunto Primavera (Fonovisa) KOUT, KGQO, KMYX, KOQQ, KSEA, KSTN	6
SIN TI El Guero Y Su Banda Centenario (A.R.C. OISCOS) KMYX, KROM, KSAH, KSEA, KXLM, KXSB	6
PARA IMPRESIONARTE El Coyote Y Su Banda Tierra Santa (Univision) KIWI, KLB, KMYX, KSCA, KSEA	5
HIMNO A LA HUMILDAD Los Bukis (Fonovisa) KLB, KLOK, KXLM, KXSB	4
DESVELADO Andres Marquez El Macizo (DISA) KJFA, KMYX, KSEA	3
OBSESION Los Horoscopus De Durango (Edimonsa/DISA) KLOK, KSCA, KXPK	3
DAME UNA RAZON Bronco (Fonovisa) KMYX, KRAY, KSEA	3
DAME FELICIDAD La Farsa (Musart/Balboa) KOUT, KGQO, KSTN	3
LAS TRES MUJERES Palomo (DISA) KLB, KXLM, KXSB	3

ADDED AT...
KROM 92.9 Estéreo Latino
San Antonio, TX
PD: Rogelio Leal
El Guero Y Su Banda Centenario, Sin Ti, 12 Zaino, Con Esta Pena, 10 Beto Y Sus Canarios, Se Termina El Amor, 7

FOR MORE STATIONS GO TO:
www.RadioandRecords.com

TITLE ARTIST / LABEL	PLAYS /GAIN	TITLE ARTIST / LABEL	PLAYS /GAIN
CON ESTA PENA Zaino (Fonovisa) TOTAL STATIONS: 17	297/11	DISCULPE USTED Iman (Univision) TOTAL STATIONS: 7	195/1
LOS CHIQUINARCOS El Tigrillo Palma (Univision) TOTAL STATIONS: 15	275/6	NO TE APARTES DE MI Tex-Mex Kadillaks (Tex-Mex) TOTAL STATIONS: 4	180/39
LAS TRES MUJERES Paloma (DISA) TOTAL STATIONS: 19	251/15	A MIS ENEMIGOS Valentin Elizalde (Universal Latino) TOTAL STATIONS: 14	174/50
CRUZANDO EL PUENTE La Dinastia De Tuzantla, Mich. (Discos Ciudad) TOTAL STATIONS: 12	197/64	QUIEREO COMO TE QUIERO Conjunto Azabache (Garmex) TOTAL STATIONS: 16	173/26
LA BOTELLA Canada Musical (Anorea) TOTAL STATIONS: 16	195/7	PARA TODA LA VIDA Los Higueros (DISA) TOTAL STATIONS: 10	156/62



+182
CUANDO BAJA LA MAREA
Diana Reyes (Musimex/Universal Latino)
KHHL +24, KLEY +24, KONO +16, KLB +15, KBNO +13, KMYX +12, KSEA +12, KSAH +11, KJFA +10, KLVO +10

+119
LE COMPRE LA MUERTE A MI HIJO
Los Tigres Del Norte (Fonovisa)
KGBT +22, KGMT +17, KQXX +16, KROM +13, KKPS +11, KSCA +9, KLEY +8, KSTN +7, KSAH +7, XHNZ +4

+86
HIMNO A LA HUMILDAD
Los Bukis (Fonovisa)
KXSB +11, KXLM +11, KLB +7, KLOK +6, KDUT +5, KGQO +5, KXPK +4, KBNO +4, WLEY +4, KRZZ +3

+85
DIME QUIEN ES
Los Rieleros Del Norte (Fonovisa)
KLEY +26, KGMT +14, KROM +14, KDUT +13, KGQO +13, KTJM +13, KGBT +11, KLTN +10, KLV +8, KSAH +7

+77
ME ENCANTARIA
Banda Pequenos Musical (Fonovisa)
KSTN +20, KGQO +15, KJFA +13, KDUT +12, WLEY +9, KOQQ +8, KRAY +6, KLAX +5, KXLM +5, KBNO +5

FOR WEEK ENDING DECEMBER 17, 2006
LEGEND: See legend to charts in charts section for rules and symbol explanations.
48 regional Mexican stations electronically monitored by Nielsen Broadcast Data Systems 24 hours a day, 7 days a week. © 2006 VNU Business Media, Inc. All rights reserved.

REGIONAL MEXICAN MONITORED REPORTERS

KJFA/Albuquerque, NM PD: Antonio Covarrubias	KGQD/Colorado Springs, CO PD: Cesar Valdiosera	KXPK/Denver, CO PD: Napoleon Sanchez	KTJM/Houston, TX PD: Ezequiel Gonzalez	KSCA/Los Angeles, CA PD: Veronica Nava	KHOT/Phoenix, AZ OM: Eleazar Garcia PD: Nelson Oseida	KROM/San Antonio, TX PD: Rogelio Leal	KRZZ/San Francisco, CA OM: Olga Rosales PD: Jesse Portillo
KLVO/Albuquerque, NM PD/MD: Rene Leon	KLHB/Corpus Christi, TX PD: A.C. Cruz MD: Danny Guerra	XHNZ/El Paso, TX PD: Francis Aguirre MD: Arturo Buenrostro	WEDJ/Indianapolis, IN PD: Manuel Sepulveda MD: Manuel "Tufo" Mares	KGBT/McAllen, TX PD: Hugo De La Cruz MD: Armando Almazan	WYMY/Raleigh, NC PD: Julie Garza	KSAH/San Antonio, TX OM: Robin Flores PD: Alfonso Flores APD: Minnie Ochoa MD: Juan Martinez	KSOL/San Francisco, CA PD/MD: Jose Luis Gonzalez
KHHL/Austin, TX PD: Jose "Jime" Martinez	KSAB/Corpus Christi, TX OM: Paula Newell PD/MD: Dan Pena	KLBN/Fresno, CA PD/MD: Jorge Guillen	KISF/Las Vegas, NV PD: Jose Ramon Bravo	KKPS/McAllen, TX PD: Mando San Roman MD: Robert Montalvo	KXSB/Riverside, CA PD/MD: Salvador Prieto	KXTN/San Antonio, TX PD: Jon Ramirez APD: Pete A. Morales III	KSTN/Stockton, CA PD: Kent Rodriguez
KIWI/Bakersfield, CA PD/MD: Raul Evangelista	KDXX/Dallas, TX OM: Andy Lockridge PD: Chayan Ortuno	KOND/Fresno, CA PD: Juan Fernando	KBUE/Los Angeles, CA PD: Pepe Garza	KLOK/Monterey, CA PD: Napoleon Sanchez	KTTA/Sacramento, CA PD: Juan Gonzalez	KXTN/San Antonio, TX PD: Jon Ramirez APD: Pete A. Morales III	KCMT/Tucson, AZ PD/MD: Abel Quinonez
KMYX/Bakersfield, CA OM: Robert Chavez PD: Pepe Escamilla	KESS/Dallas, TX PD: Chayan Ortuno	KOQQ/Fresno, CA PD/MD: Guillermo Prince	KLAX/Los Angeles, CA OM: Pio Ferro PD: Juan Carlos Hidalgo MD: Lupita Del Castillo	KRAY/Monterey, CA PD: Vicente Romero	KDUT/Salt Lake City, UT OM: Carlos Martin Valdez PD: Cesar Valdiosera	KLVN/San Diego, CA PD/MD: Jose Gadea APD: Gabriel Alvarez	XHTY/San Diego, CA PD: Elvis Valle
WLEY/Chicago, IL PD: Marylu Ramos	KBNO/Denver, CO PD: Socorro Rios MD: Zenon Ferrufino	KLTN/Houston, TX PD: Raul Brindis MD: Angel Basulto	KLYY/Los Angeles, CA OM/MD: Elias Autran	KSEA/Monterey, CA PD: Pepe Escamilla	KLEY/San Antonio, TX OM: Robin Flores PD: Rudy Ramos APD/MD: Danny D.		
WOJO/Chicago, IL OM: Cesar Canales PD: Rafael Bautista		KQBU/Houston, TX PD: Arnulfo Ramirez		KXLM/Oxnard, CA PD/MD: Salvador Prieto			



LATIN POP

► PEPE AGUILAR LANDS THE CHART'S HIGHEST DEBUT AND MOST INCREASED PLAYS (UP 128) WITH "TODO SE DERRUMBO" AT NO. 27.



POWERED BY



THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE ARTIST	NIelsen BDS CERTIFICATIONS IMPRINT / PROMOTION LABEL	PLAYS TW +/-	AUDIENCE MILLIONS RANK
1	1	9	BENDITA TU LUZ MANA	NO. 1 (4 WKS) WARNER LATINA	958 -39	11.445 2
2	2	12	TU RECUERDO RICKY MARTIN FEATURING LA MARI	SONY BMG NORTE	954 -11	13.195 1
3	3	11	SER O PARECER RBD	EMI TELEVISIA	809 -109	7.970 5
4	4	19	NI UNA SOLA PALABRA PAULINA RUBIO	UNIVERSAL LATINO	787 -11	7.764 6
5	5	6	INVIERNO REIK	SONY BMG NORTE	745 -19	8.344 3
6	6	6	ME MUERO LA SA ESTACION	SONY BMG NORTE	733 +57	5.560 15
7	8	12	LIMON Y SAL JULIETA VENEGAS	SONY BMG NORTE	611 -28	2.937 25
8	10	14	QUIEN ME IBA A DECIR DAVID BISBAL	VALE/UNIVERSAL LATINO	603 +19	6.348 10
9	7	23	TE MANDO FLORES FONSECA	EMI TELEVISIA	556 -90	7.466 7
10	16	8	SI TU NO ESTAS SIN BANDERA	MOST ADDED SONY BMG NORTE	550 +104	6.813 9
11	9	10	A LA PRIMERA PERSONA ALEJANDRO SANZ	WARNER LATINA	544 -55	7.171 8
12	17	4	TU AMOR LUIS FONSI	UNIVERSAL LATINO	517 +94	8.341 4
13	15	4	COMO YO NADIE TE HA AMADO YURIDIA	AIRPOWER SONY BMG NORTE	497 +42	4.414 20
14	11	12	NI FREUD NI TU MAMA BELINDA	EMI TELEVISIA	494 -78	3.997 22
15	12	16	CHIQUILLA A.B. QUINTANILLA III PRESENTS KUMBIA ALL STARZ	EMI TELEVISIA	492 -20	2.571 29
16	13	10	ROSA PASTEL BELANOVA	UNIVERSAL LATINO	491 -6	2.328 32
17	14	23	LABIOS COMPARTIDOS MANA	WARNER LATINA	439 -23	6.066 12
18	20	14	TENGO FRANCO DE VITA	SONY BMG NORTE	346 +5	3.893 23
19	22	25	NO SE POR QUE CHAYANNE	SONY BMG NORTE	341 +13	6.199 11
20	19	11	DESILUSIONAME OLGA TANON	UNIVISION	323 -33	4.887 18
21	26	17	DI A ESPECIAL SHAKIRA FEATURING GUSTAVO CERATI	EPIC/SONY BMG NORTE	315 +48	2.571 28
22	18	17	MALDITA SUERTE VICTOR MANUELLE FEATURING SIN BANDERA	SONY BMG NORTE	298 -66	4.489 19
23	23	29	A TI RICARDO ARJONA	SONY BMG NORTE	295 -8	5.564 14
24	21	16	HERIDAS DE AMOR RICARDO MONTANER	EMI TELEVISIA	277 -52	5.738 13
25	25	3	AQUI ALLISON	SONY BMG NORTE	268 -10	0.536 -
26	24	12	COLECCIONISTA DE CANCIONES CAMILA	SONY BMG NORTE	268 -33	1.109 -
27	NEW		TODO SE DERRUMBO PEPE AGUILAR	MOST INCREASED PLAYS EMI TELEVISIA	241 +128	2.449 31
28	29	17	LA VIDA DESPUES DE TI LU	WARNER LATINA	234 +14	2.541 30
29	27	18	SIGO CON ELLA OBIE BERMUDEZ	EMI TELEVISIA	207 -37	4.187 21
30	32	15	ANTES DE QUE TE VAYAS MARCO ANTONIO SOLIS	FONOVISA	206 +6	4.892 17
31	34	2	SANTA CLAUS LLEGO A LA CIUDAD LUIS MIGUEL	WARNER LATINA	184 -6	1.938 35
32	35	20	DIME VEN MOTEL	WARNER LATINA	180 +4	0.423 -
33	36	5	TU AMOR RBD	VIRGIN/EMI TELEVISIA	177 +1	1.241 -
34	33	8	4 DIAS SIN TI VOZ A VOZ	AFUEGO/URBAN BOX OFFICE	172 -23	0.688 -
35	NEW		ESTRELLA DE LA MANANA GLORIA TREVI	SONY BMG NORTE	160 +58	0.422 -
36	37	18	TE BUSQUE NELLY FURTADO	MOSLEY/GEFFEN	156 -8	1.226 -
37	39	13	SI YO FUERA TU SERVANDO Y FLORENTINO	VENEMUSIC	149 -2	3.553 24
38	30	21	SE FUE PEPE AGUILAR	EMI TELEVISIA	147 -72	5.008 16
39	NEW		NO DIGAS OSE	MELODY/FONOVISA	140 +47	2.761 26
40	RE-ENTRY		LAS DE LA INTUICION SHAKIRA	EPIC/SONY BMG NORTE	133 -2	0.433 -

MOST ADDED

TITLE ARTIST / LABEL	NEW STATIONS
SI TU NO ESTAS Sin Bandera (SONY BMG NORTE) KJMN, KRZY, KSSE, KVVA, KXSE, KYSE	6
FELIZ NOCHE BUENA Diana Mor (ROMANZE) KJMN, KNVO, KRZY, KVVA, KXSE, KYSE	6
CIELO 2002 Benny (WARNER LATINA) KJMN, KRZY, KVVA, KXSE, KYSE	5
EN QUE MOMENTO Moenia (SONY BMG NORTE) KJMN, KRZY, KYSE	3
UN PEDACITO DE NAVIDAD Voz A Voz (AFUEGO/URBAN BOX OFFICE) KNVO, WIOA, WPAT	3
ME MUERO La Sa Estacion (SONY BMG NORTE) KNVO, WRMA, XAVO	3
TODO SE DERRUMBO Pepe Aguilar (EMI TELEVISIA) KMMM, KNVO, KTCY	3
NO DIGAS Ose (MELODY) KNVO, WKAQ	2
PEGATE Ricky Martin (SONY BMG NORTE) WIAC, WKAQ	2
EL BURRITO DE BELEN Juanes (SURCO/UNIVERSAL LATINO) KSSE, XLTN	2

NEW AND ACTIVE

TITLE ARTIST / LABEL	PLAYS /GAIN	TITLE ARTIST / LABEL	PLAYS /GAIN
EL BURRITO DE BELEN Juanes (SURCO/UNIVERSAL LATINO) TOTAL STATIONS: 16	126/29	COMO QUIERES QUE TE OLVIDE Pedro Fernandez (UNIVERSAL LATINO) TOTAL STATIONS: 4	91/4
NINO Belanova (UNIVERSAL LATINO) TOTAL STATIONS: 4	112/9	MAS ALLA DEL SOL Joan Sebastian (MUSART/BALBOA) TOTAL STATIONS: 5	83/2
NOCHE DE PAZ Luis Miguel (WARNER LATINA) TOTAL STATIONS: 12	100/42	HACE TIEMPO Fonseca (EMI/TELEVISIA) TOTAL STATIONS: 5	82/26
ESTAS NAVIDADES VAN A SER MEJOR Samuel Hernandez (UNICION/SH PRODUCTIONS) TOTAL STATIONS: 4	96/63	NO QUIEREN PARAR Ednita Nazario (BANCO POPULAR) TOTAL STATIONS: 5	81/24
MIRAME Mary Ann (LA CALLE/UNIVISION) TOTAL STATIONS: 4	93/17	ME FALTA Rayito (SOUTHBEAT) TOTAL STATIONS: 6	80/23

MOST INCREASED PLAYS

+128	TODO SE DERRUMBO Pepe Aguilar (EMI Televisa) KNVO +23, KMMW +14, KVVA +13, KYSE +13, KJMN +13, KRZY +13, KXSE +13, KSSE +11, KTCY +11, WPAT +9
+104	SI TU NO ESTAS Sin Bandera (Sony BMG Norte) WFID +22, KJMN +17, KRZY +16, KVVA +15, KYSE +15, XAVO +14, KXSE +14, KSSE +9, KMMM +5, WVVVA +3
+94	TU AMOR Luis Fonsi (Universal Latino) WRMA +27, WKAQ +21, KLVE +15, KXSE +10, KRZY +9, KVVA +9, KYSE +9, KJMN +8, KSSE +6, WPAT +2
+67	FELIZ NOCHE BUENA Diana Mor (Romanze) KNVO +11, KJMN +11, KRZY +11, KVVA +11, KYSE +11, KXSE +10, KSSE +1, KLVE +1
+63	ESTAS NAVIDADES VAN A SER MEJOR Samuel Hernandez (Uniclon/SH Productions) WFID +37, WKAQ +23, WIOA +2, WIAC +1

ADDED AT...
XLTN
San Diego, CA
PD: Libia Sauza
Juanes, El Burrito De Belen, 7

FOR MORE STATIONS GO TO:
www.RadioandRecords.com

FOR WEEK ENDING DECEMBER 17, 2006
LEGEND: See legend to charts in charts section for rules and symbol explanations.
27 Latin pop, 12 tropical and 12 Latin rhythm stations are electronically monitored by Nielsen Broadcast Data Systems 24 hours a day, 7 days a week. © 2006 VNU Business Media, Inc. All rights reserved.

LATIN POP MONITORED REPORTERS

- KRZY/Albuquerque, NM**
PD: Edgar Pineda
- WWVA/Atlanta, GA**
PD/MD: Gina Leyva
- KXXS/Austin, TX**
OM/PD: Romeo Herrera
MD: Julieta Jil
- KPSL/Bakersfield, CA**
PD: Isidro Roman
- KTCY/Dallas, TX**
OM: Dean James
PD: Javier Casanova
- KJMN/Denver, CO**
OM: Edgar Pineda
PD: Nestor Rocha
- KYSE/El Paso, TX**
OM: Mike Preston
PD/MD: Jojo Garcia
- XHPX/El Paso, TX**
PD: Perla Barraza
APD: Cynthia Ovalle
- KMMM/Fresno, CA**
PD/MD: Jose Berumen
- KQKQ/Houston, TX**
PD: Ezequiel Gonzalez
MD: Raquenell Villarreal
- KLVE/Los Angeles, CA**
PD: Jose Santos
- KSSE/Los Angeles, CA**
OM: Elias Autran
PD: Nestor Rocha
APD: Andrea Becerra
- KWIZ/Los Angeles, CA**
PD: Enrique Mayans
- KNVO/McAllen, TX**
PD: Robert Montalvo
MD: Mando San Roman
- XAVO/McAllen, TX**
OM: Jeff Koch
PD: Juan Facundo
- WAMR/Miami, FL**
PD: Pedro Javier Gonzalez
- WRMA/Miami, FL**
PD: Rogelio Alfonso
MD: German Estrada
- WPAT/New York, NY**
PD: Tony Luna
- KVVA/Phoenix, AZ**
PD: Edgar Pineda
- WFID/Puerto Rico**
PD: Lucy-Ann Ramos
- WIAC/Puerto Rico**
PD: Valerie Mejia
- WIOA/Puerto Rico**
PD: Fernando De Hostos
- WKAQ/Puerto Rico**
PD: Carlos Gonzalez
APD: Natalia Cuevas
- WXYX/Puerto Rico**
PD/MD: Herman Davila
- KXSE/Sacramento, CA**
PD: Edgar Pineda
- KRIO/San Antonio, TX**
OM: Robin Flores
PD/MD: Manny Herrera
- XLTN/San Diego, CA**
PD: Libia Sauza



LATIN

▶ WISIN & YANDEL LAND THEIR FIFTH TROPICAL TOP 10 AS LEAD ARTISTS WITH "PEGAO" (15-10).



POWERED BY



THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE ARTIST	TROPICAL	NIelsen BDS CERTIFICATIONS IMPRINT / PROMOTION LABEL	PLAYS TW +/-	AUDIENCE MILLIONS RANK
1	1	22	LOS INFIELES AVENTURA	NO. 1(6 WKS)	PREMIUM LATIN	316 -17	4.592 1
2	3	9	NO HAY MANERA EL GRAN COMBO DE PUERTO RICO		DISCOS 605/SONY BMG NORTE	284 +25	2.833 6
3	2	10	LOS HOMBRES TIENEN LA CULPA DON OMAR FEATURING GILBERTO SANTA ROSA		CMG/UNIVERSAL MOTOWN	271 -24	4.314 2
4	5	12	ELLA VOLVIO N'KLABE		SONY BMG NORTE	264 +14	2.682 7
5	4	28	QUE PRECIO TIENE EL CIELO MARC ANTHONY		SONY BMG NORTE	230 -21	3.789 3
6	6	14	NOCHE DE ENTIERRO (NUESTRO AMOR) LOS BENJAMINS FEAT. WISIN & YANDEL, DADDY YANKEE, HECTOR "EL FATHER" & ZION		MAS FLOW/MACHETE	216 -13	1.391 16
7	8	6	BENDITA TU LUZ MANA	MOST INCREASED PLAYS	WARNER LATINA	213 +29	2.135 9
8	7	20	TENGO UN AMOR TOBY LOVE FEATURING RAKIM & KEN-Y		SONY BMG NORTE	190 -10	0.975 22
9	10	5	TU RECUERDO RICKY MARTIN FEATURING LA MARI		SONY BMG NORTE	149 -14	1.219 18
10	15	6	PEGAO WISIN & YANDEL FEATURING LOS VAQUEROS		WY/MACHETE	146 +28	0.833 27
11	13	4	SOLA HECTOR "EL FATHER"		VI/MACHETE	141 +8	2.068 10
12	12	13	NO VUELVO CONTIGO FRANKIE NEGRO		LA CALLE/UNIVISION	136 -3	1.435 13
13	11	14	DESILUSIONAME OLGA TANDON		UNIVISION	128 -22	0.575 34
14	9	27	PAM PAM WISIN & YANDEL		MACHETE	119 -47	1.408 14
15	16	21	COMO AMIGO NO NG2		DISCOS 605/SONY BMG NORTE	116 +4	0.536 37
16	14	22	LABIOS COMPARTIDOS MANA		WARNER LATINA	113 -10	0.814 28
17	17	5	A QUIEN MARLON		UNIVISION	102 -5	1.216 19
18	18	29	TE MANDO FLORES FONSECA		EMI TELEVISIA	101 +1	0.678 33
19	20	5	LA OTRA ILEGALES FEATURING MONCHY Y ALEXANDRA		UNIVERSAL LATINO	100 +11	0.557 36
20	22	7	FANTASMA ZION	AIRPOWER	BABY	96 +11	3.240 5
21	19	20	A LO OSCURO TONO ROSARIO		UNIVERSAL LATINO	95 +4	1.162 20
22	33	3	SHORTY SHORTY XTREME		LA CALLE/UNIVISION	84 +23	2.208 8
23	25	14	SIGO CON ELLA OBIE BERMUDEZ		EMI TELEVISIA	82 +7	0.428 -
24	23	6	MIA TITO "EL BAMBINO" FEATURING DADDY YANKEE		EMI TELEVISIA	79 -5	1.562 12
25	31	18	NI UNA SOLA PALABRA PAULINA RUBIO		UNIVERSAL LATINO	72 +6	0.514 39
26	26	14	QUIEN ME IBA A DECIR DAVID BISBAL		VALE/UNIVERSAL LATINO	71 -2	0.374 -
27	24	15	POR EL ALCOHOL FRANK REYES		J & N	70 -9	0.305 -
28	36	8	ECHATE PA' CA ELVIS CRESPO & GRUPO MANIA		OLE	69 +15	0.242 -
29	30	15	VALE LA PENA YOSKAR SARANTE		J & N	69 +2	3.308 4
30	35	20	CORAZON ARREPENTIDO REY RU'Z		LUNA NEGRA/SONY BMG NORTE	59 +4	0.353 -
31	RE-ENTRY		PARRANDA TARJETA III TODOS		DISCOS 605/SONY BMG NORTE	56 +12	0.245 -
32	21	15	LAGRIMAS INDIA		LA CALLE/UNIVISION	56 -29	0.300 -
33	27	8	4 DIAS SIN TI VOZ A VOZ		AFUEGO/URBAN BOX OFFICE	55 -15	0.343 -
34	28	16	MALDITA SUERTE VICTOR MANUELLE		SONY BMG NORTE	52 -18	0.284 -
35	40	2	ANDA SOLA DON OMAR		ALLSTAR/VI/MACHETE	50 +6	0.573 35
36	37	20	DE QUE NOS VALE CISSELLE		UNIVERSAL LATINO	48 -2	0.280 -
37	34	8	LLORANDO SON DE CALI		DISCOS 605/SONY BMG NORTE	48 -7	0.457 -
38	32	8	SER O PARECER RBD		EMI TELEVISIA	48 -17	0.246 -
39	RE-ENTRY		TOMA NENA (MANOPLASO) BABY RASTA		GBM/UNIVERSAL LATINO	47 +18	0.394 -
40	NEW		NO TE PIDO FLORES FANNY LU		UNIVERSAL LATINO	45 +1	0.853 25

THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE ARTIST	LATIN RHYTHM	NIelsen BDS CERTIFICATIONS IMPRINT / PROMOTION LABEL	PLAYS TW +/-	AUDIENCE MILLIONS RANK
1	1	12	DIME (TELL ME) PITBULL FEATURING KEN-Y	NO. 1(7 WKS)	FAMOUS ARTISTS/TVT	788 -47	11.769 1
2	2	31	PAM PAM WISIN & YANDEL		MACHETE	643 +27	10.116 3
3	4	27	ME MATAS RAKIM & KEN-Y		PINA/UNIVERSAL LATINO	518 +30	10.259 2
4	3	10	I WANNA LUV U AKON FEATURING SMOOP DOGG		KONVICT/UPFRONT/SRC/UNIVERSAL MOTOWN	516 +6	8.039 4
5	9	8	MIA TITO "EL BAMBINO" FEATURING DADDY YANKEE		EMI TELEVISIA	451 +64	7.807 5
6	5	20	LOS INFIELES AVENTURA		PREMIUM LATIN	449 -37	4.917 15
7	7	9	SER O PARECER RBD		EMI TELEVISIA	411 0	5.780 10
8	11	5	SOLA HECTOR "EL FATHER"		VI/MACHETE	406 +46	6.302 8
9	8	22	EL TELEFONO WISIN & YANDEL & HECTOR "EL FATHER"		ROC-LA-FAMILIA/MACHETE/DEF JAM/IDJMG	395 -9	5.245 13
10	10	8	ATREVETE WISIN & YANDEL FEATURING FRANCO EL GORILLA		CFE/URBAN BOX OFFICE	372 -3	7.526 6
11	6	27	TENGO UN AMOR TOBY LOVE FEATURING RAKIM & KEN-Y		SONY BMG NORTE	370 -102	5.591 11
12	14	6	DON'T CRY TOBY LOVE		SONY BMG NORTE	324 +16	5.572 12
13	13	25	SALIO EL SOL DON OMAR		VI/MACHETE	309 -3	2.528 29
14	15	8	CHILLIN' TEGO CALDERON FEATURING DON OMAR		JIGGIRI/ATLANTIC	303 +7	3.266 23
15	18	17	FANTASMA ZION	AIRPOWER	BABY	302 +35	4.468 19
16	33	2	IRREPLACEABLE BEYONCE	AIRPOWER/MOST INCREASED PLAYS/MOST ADDED	COL COLUMBIA	288 +159	4.866 17
17	22	5	SHORTY SHORTY XTREME		LA CALLE/UNIVISION	278 +35	4.956 14
18	12	14	NOCHE DE ENTIERRO (NUESTRO AMOR) LOS BENJAMINS FEAT. WISIN & YANDEL, DADDY YANKEE, HECTOR "EL FATHER" & ZION		MAS FLOW/MACHETE	275 -55	2.043 32
19	19	8	PEGAO WISIN & YANDEL FEATURING LOS VAQUEROS		WY/MACHETE	262 -5	4.634 18
20	16	36	LAS NOCHES SON TRISTES NORIEGA FEATURING ANGEL & KHRIZ & DIVINO		LA CALLE/UNIVISION	256 -26	3.656 21
21	23	6	SMACK THAT AKON FEATURING EMINEM		KONVICT/UPFRONT/SRC/UNIVERSAL MOTOWN	242 +2	3.606 22
22	17	16	ME QUIERE BESAR ALEXIS & FIDO		SONY BMG NORTE	242 -29	5.938 9
23	25	7	ANDA SOLA DON OMAR		ALLSTAR/VI/MACHETE	239 +15	4.410 20
24	20	10	AY CHICO (LENGUA AFUERA) PITBULL		FAMOUS ARTISTS/TVT	226 -40	2.683 26
25	26	19	SOY UNA GARGOLA LAS GARGOLAS FEATURING RANDY		VI/MACHETE	222 +5	4.868 16
26	21	13	ALOCATE LUNY TUNES WITH ZION		MAS FLOW/VENEMUSIC	216 -47	6.419 7
27	30	3	TU RECUERDO RICKY MARTIN FEATURING LA MARI		SONY BMG NORTE	211 +38	3.111 25
28	24	17	SUAVE CALLE 13		WHITE LION/SONY BMG NORTE	164 -61	1.938 33
29	27	9	FERGALICIOUS FERGIE		WILL.I.AM/AS&M/INTERSCOPE	161 -46	1.739 39
30	32	5	YA NO KUKY		MACHETE	146 +5	0.545 -
31	40	14	SUPERMAN BROWN BOY		STREET NOIZE/AME	136 +38	2.535 27
32	31	4	LA PERFECTA OCASION LOS COMPADRES FEATURING GOCHO		VI/MACHETE	133 -8	1.464 -
33	29	11	YUMMY CHELO		SONY BMG NORTE	127 -69	0.848 -
34	35	3	LIES MC MAGIC FEATURING KRISTAL MELODY		NASTYBOY	120 +4	2.530 28
35	36	3	DJ KAZZANOVA REGGAETON REMIX DJ KAZZANOVA		MACHETE	119 +4	1.705 40
36	RE-ENTRY		TU AMOR RBD		VIRGIN/EMI TELEVISIA	114 +25	1.620 -
37	34	15	CHIQUILLA A.B. QUINTANILLA III PRESENTS KUMBIA ALL STARZ		EMI TELEVISIA	113 -11	1.520 -
38	38	2	STUCK WITH YOU LIL ROB		UPSTAIRS	111 +8	1.339 -
39	RE-ENTRY		ANACAONA LA SISTA		MACHETE	106 +23	1.436 -
40	NEW		IGUAL QUE AYER RAKIM & KEN-Y		PINA/UNIVERSAL LATINO	98 +30	2.241 30

TROPICAL & LATIN RHYTHM MONITORED REPORTERS

- TROPICAL**
- WLAT/Hartford, CT* PD/MD: Nelson Brudys
- WXDJ/Miami, FL* PD: Ruddy Hernandez
- WSKQ/New York, NY* PD: Jorge Mier
- WNUE/Orlando, FL* PD: Rafael Grullon MD: Jose Martinez
- WRUM/Orlando, FL* PD: Raymond Torres
- WEMG/Philadelphia, PA* PD: DJ Frankie
- WKKB/Providence, RI* PD: Juan D. Gonzalez APD: Darvin Garcia
- WPMZ/Providence, RI* PD: Zoilo Garcia MD: Dilson Mendez, Jr.
- WPRM/Puerto Rico* PD: Jorge Pabon
- WZNT/Puerto Rico* PD: Pedro Arroyo
- WYUU/Tampa, FL* OM: Mike Culotta PD: Ricardo Blanco MD: Carlos Jose Peralta
- WLZL/Washington, DC* PD: Aracely Rivera
- LATIN RHYTHM**
- WVIV/Chicago, IL* OM/PD: Cesar Canales APD: Lucy Herrera MD: Armando Reyes
- KFZO/Dallas, TX* OM: Andy Lockridge PD: Chayan Ortuno APD: Alejandro Covarrubias
- KZZA/Dallas, TX* PD: Domino
- KLLE/Fresno, CA* PD: Tony Santos MD: Ramona Rivera
- WTLQ/Ft. Myers, FL* PD: Al Sanchez
- KLOL/Houston, TX* PD: Bobby Ramos APD/MD: Karla Canedo
- KXOL/Los Angeles, CA* OM: Pio Ferro PD: Jerry Pulles
- WMGE/Miami, FL* OM/PD: Frank Walsh MD: Raymond Hernandez
- WCAA/New York, NY* PD: Alix Quintero APD: Bryant Pino MD: DJ Kazzanova
- WODA/Puerto Rico* OM: Jose Nelson PD/MD: Rogie Gallart
- WVOZ/Puerto Rico*
- KVVZ/San Francisco, CA* PD: Bismarck Espinoza

Billboard TOP ALBUMS

Table with columns: THIS WEEK, LAST WEEK, WEEKS ON CHART, ARTIST, Title, CERT., PEAK POSITION. Top entries include Young Jeezy - The Inspiration, Taylor Hicks - Taylor Hicks, Soundtrack - Hannah Montana, Various Artists - NOW 23, Greatest Josh Groban - Awake.

The Billboard 200... based on a national sample of retail store, mass merchant, direct-to-consumer transactions and Internet sales...

VIDEO CHANNELS

Table with columns: CHANNEL, EXECUTIVE, ARTIST, Title, TW, LW. Channels include MTV, VH1, BET, CMT, Great American Country, FUSE, CMT Canada.

STREAMS

Table with columns: VIDEO ON DEMAND, AOL MUSIC, YAHOO! MUSIC, TOTAL STREAMS. Lists top streaming tracks and their counts.

Billboard HOT DIGITAL SONGS

Table with columns: THIS WEEK, LAST WEEK, WEEKS ON CHART, TITLE, ARTIST, CERT., PEAK POSITION. Top entries include Irreplacable, Waiting On The World To Change, Walk Away (Remember Me), White & Nerdy.

Table with columns: CHANNEL, EXECUTIVE, ARTIST, Title, TW, LW. Lists top digital songs across various channels like MTV, VH1, BET, CMT, etc.

Table with columns: VIDEO ON DEMAND, AOL MUSIC, YAHOO! MUSIC, TOTAL STREAMS. Lists top digital songs and their streaming counts.

OPPORTUNITIES

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WEST

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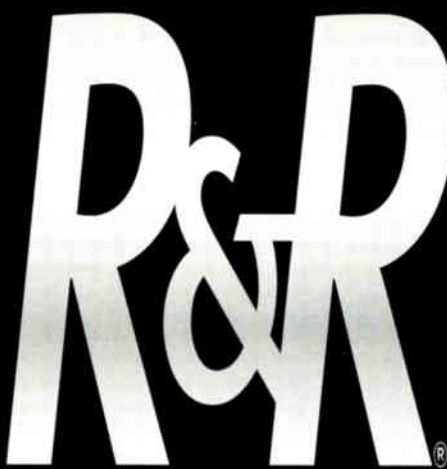


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THE BACK PAGES



POWERED BY



HOT AC

THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE	ARTIST	NIelsen BDS CERTIFICATIONS	HITPREDICTOR STATUS	IMPRINT / PROMOTION LABEL
1	1	27	HOW TO SAVE A LIFE	THE FRAY	NO. 1 (9 WKS)	☆☆	EPIC
2	2	28	CHASING CARS	SNOW PATROL		☆☆	POLYDOR/A&M/INTERSCOPE
3	3	21	LIPS OF AN ANGEL	HINDER		☆☆	UNIVERSAL REPUBLIC
4	5	26	WAITING ON THE WORLD TO CHANGE	JOHN MAYER		☆☆	AWARE/COLUMBIA
5	4	28	FAR AWAY	NICKELBACK		☆☆	ROADRUNNER/IDJMG
6	6	14	STREETCORNER SYMPHONY	ROB THOMAS		☆☆	MELISMA/ATLANTIC
7	8	34	NOTHING LEFT TO LOSE	MAT KEARNEY		☆☆	AWARE/COLUMBIA
8	9	18	SUDDENLY I SEE	KT TUNSTALL		☆☆	RELENTLESS/VIRGIN
9	7	20	CALL ME WHEN YOU'RE SOBER	EVANESCENCE		☆☆	WIND-UP
10	10	11	LET LOVE IN	GOO GOO DOLLS		☆☆	WARNER BROS.

SMOOTH JAZZ

THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE	ARTIST	NIelsen BDS CERTIFICATIONS	HITPREDICTOR STATUS	IMPRINT / PROMOTION LABEL
1	2	19	THE TOTAL EXPERIENCE	BONEY JAMES FEATURING GEORGE DUKE	NO. 1 (4 WKS)	☆☆	CONCORD
2	1	16	MORNIN'	GEORGE BENSON & AL JARREAU		☆☆	MONSTER/CONCORD
3	3	25	DRESSED TO CHILL	MARION MEADOWS		☆☆	HEADS UP
4	5	33	FORWARD EMOTION	PIECES OF A DREAM		☆☆	HEADS UP
5	7	8	GIVE ME THE REASON	KIRK WHALUM	MOST INCREASED PLAYS	☆☆	RENDEZVOUS
6	4	24	FREE AS THE WIND	JAZZMASTERS		☆☆	TRIPPIN' N' RHYTHM
7	6	29	BEAT STREET	DAVID BENOIT		☆☆	PEAK/CONCORD
8	17	17	GIRL IN THE RED DRESS	GREGG KARUKAS		☆☆	TRIPPIN' N' RHYTHM
9	11	9	BLOOM	MINDI ABAIR		☆☆	GRP/VERVE
10	10	17	HEART OF THE MATTER	INDIA ARIE		☆☆	UNIVERSAL MOTOWN

ALTERNATIVE

THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE	ARTIST	NIelsen BDS CERTIFICATIONS	HITPREDICTOR STATUS	IMPRINT / PROMOTION LABEL
1	1	11	ANNA-MOLLY	INCUBUS	NO. 1 (2 WKS)	☆☆	IMMORTAL/EPIC
2	15	15	WELCOME TO THE BLACK PARADE	MY CHEMICAL ROMANCE		☆☆	REPRISE
3	3	8	SNOW ((HEY OH))	RED HOT CHILI PEPPERS	MOST INCREASED PLAYS	☆☆	WARNER BROS.
4	7	13	LOVE LIKE WINTER	AFI		☆☆	TINY EVIL/INTERSCOPE
5	22	22	FACE DOWN	THE RED JUMPSUIT APPARATUS		☆☆	VIRGIN
6	28	28	THROUGH GLASS	STONE SOUR		☆☆	ROADRUNNER/IDJMG
7	28	28	THE DIARY OF JANE	BREAKING BENJAMIN		☆☆	HOLLYWOOD
8	15	15	LEVEL	THE RAconteURS		☆☆	THIRD MAN/V2
9	8	8	PAIN	THREE DAYS GRACE		☆☆	JIVE/ZOMBA
10	9	9	FROM YESTERDAY	30 SECONDS TO MARS		☆☆	IMMORTAL/VIRGIN

#1 MOST ADDED
KEEP HOLDING ON Avril Lavigne (RCA/RMG)

#1 MOST INCREASED PLAYS
IT'S NOT OVER Daughtry (RCA/RMG)

TOP 5 NEW AND ACTIVE
I WILL FOLLOW YOU INTO THE DARK Death Cab For Cutie (ATLANTIC)
RIVER Sarah McLachlan (ARISTA/RMG)
COLORFUL Rocco DeLuca & The Burden (IRONWORKS)
THIS AIN'T A SCENE, IT'S AN ARMS RACE Fall Out Boy (FUELED BY RAMEN/ISLAND/IDJMG)
IF EVERYONE CARED Nickelback (ROADRUNNER/IDJMG)

COMPLETE HOT AC CHART ON PAGE 43

#1 MOST ADDED
GOOD TO GO Chuck Loeb (HEADS UP)

#1 MOST INCREASED PLAYS
GIVE ME THE REASON Kirk Whalum (RENDEZVOUS)

TOP 5 NEW AND ACTIVE
CANDIE Lin Rountree (NUMILLENNIUM/BDK)
THE LOOK OF LOVE (LIVE) Chris Botti Feat. Paula Cole & Burt Bacharach (COLUMBIA)
HAVE YOURSELF A MERRY LITTLE CHRISTMAS Patti Austin Feat. Kirk Whalum (YMC)
RUDOLPH THE RED-NOSED REINDEER Brian Culbertson (GRP/PVC)
LINUS AND LUCY Dave Koz (PEAK/CONCORD)

COMPLETE SMOOTH JAZZ CHART ON PAGE 46

#1 MOST ADDED
NAIVE Kooks (ASTRALWERKS)

#1 MOST INCREASED PLAYS
SNOW ((HEY OH)) Red Hot Chili Peppers (WARNER BROS.)

TOP 5 NEW AND ACTIVE
LADIES AND GENTLEMEN Saliva (ISLAND/IDJMG)
IT'S NOT OVER Daughtry (RCA/RMG)
LAZY EYE Silversun Pickups (DANGEROUS BIRD)
A GREAT BIG SLED The Killers Feat. Toni Halliday (ISLAND/IDJMG)
SKIN AND BONES (LIVE) Foo Fighters (ROSWELL/RCA/RMG)

COMPLETE ALTERNATIVE CHART ON PAGE 48

ACTIVE ROCK

THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE	ARTIST	NIelsen BDS CERTIFICATIONS	HITPREDICTOR STATUS	IMPRINT / PROMOTION LABEL
1	1	13	PAIN	THREE DAYS GRACE	NO. 1 (2 WKS)	☆☆	JIVE/ZOMBA
2	2	22	THE POT	TOOL		☆☆	TOOL DISSECTIONAL/VOLCANO/ZOMBA
3	8	8	LADIES AND GENTLEMEN	SALIVA		☆☆	ISLAND/IDJMG
4	17	17	GOODBYE	ARMY OF ANYONE		☆☆	FIRM
5	11	11	ANNA-MOLLY	INCUBUS		☆☆	IMMORTAL/EPIC
6	8	8	THE ENEMY	GOOSMACK		☆☆	UNIVERSAL REPUBLIC
7	10	10	HOW LONG	HINDER		☆☆	UNIVERSAL REPUBLIC
8	11	11	REVELATIONS	AUDIOSLAVE		☆☆	INTERSCOPE/EPIC
9	25	25	LAND OF CONFUSION	DISTURBED		☆☆	REPRISE
10	20	20	CALL ME WHEN YOU'RE SOBER	EVANESCENCE		☆☆	WIND-UP

HERITAGE ROCK

THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE	ARTIST	NIelsen BDS CERTIFICATIONS	HITPREDICTOR STATUS	IMPRINT / PROMOTION LABEL
1	2	28	THROUGH GLASS	STONE SOUR	NO. 1 (2 WKS)	☆☆	ROADRUNNER/IDJMG
2	1	23	ROCKSTAR	NICKELBACK		☆☆	ROADRUNNER/IDJMG
3	1	23	HEROES	SHINEDOWN		☆☆	ATLANTIC
4	4	24	LAND OF CONFUSION	DISTURBED		☆☆	REPRISE
5	3	34	LIPS OF AN ANGEL	HINDER		☆☆	UNIVERSAL REPUBLIC
6	8	8	PAIN	THREE DAYS GRACE	MOST INCREASED PLAYS	☆☆	JIVE/ZOMBA
7	7	37	ANIMAL I HAVE BECOME	THREE DAYS GRACE		☆☆	JIVE/ZOMBA
8	4	27	THE DIARY OF JANE	BREAKING BENJAMIN		☆☆	HOLLYWOOD
9	19	19	CALL ME WHEN YOU'RE SOBER	EVANESCENCE		☆☆	WIND-UP
10	11	20	THE POT	TOOL		☆☆	TOOL DISSECTIONAL/VOLCANO/ZOMBA

TRIPLE A

THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE	ARTIST	NIelsen BDS CERTIFICATIONS	HITPREDICTOR STATUS	IMPRINT / PROMOTION LABEL
1	1	6	WINDOW IN THE SKIES	U2	NO. 1 (4 WKS)	☆☆	ISLAND/INTERSCOPE
2	3	12	SEE THE WORLD	COMETZ		☆☆	ATD
3	2	17	I WILL FOLLOW YOU INTO THE DARK	DEATH CAB FOR CUTIE		☆☆	ATLANTIC
4	6	11	SNOW ((HEY OH))	RED HOT CHILI PEPPERS		☆☆	WARNER BROS.
5	5	22	CHASING CARS	SNOW PATROL		☆☆	POLYDOR/A&M/INTERSCOPE
6	4	12	RIDE THE RIVER	J.J. CALE & ERIC CLAPTON		☆☆	DUCK/REPRISE
7	7	7	NEW SHOES	PAOLO NUTINI		☆☆	ATLANTIC
8	7	17	SHOUT OUT LOUD	AMOS LEE		☆☆	BLUE NOTE/BLG
9	14	4	THINKING ABOUT YOU	NORAH JONES	MOST INCREASED PLAYS	☆☆	BLUE NOTE/BLG
10	12	8	THINK I'M IN LOVE	BECK		☆☆	INTERSCOPE

#1 MOST ADDED
TEN THOUSAND FISTS Disturbed (REPRISE)

#1 MOST INCREASED PLAYS
TEN THOUSAND FISTS Disturbed (REPRISE)

TOP 5 NEW AND ACTIVE
SHAMEFUL Atreyu (VICTORY)
FACE DOWN The Red Jumpsuit Apparatus (VIRGIN)
LOVE LIKE WINTER AFI (TINY EVIL/INTERSCOPE)
BEER! Psychostick (ROCK RIDGE)
EVERYTHING Pillar (FLICKER)

COMPLETE ACTIVE ROCK CHART ON PAGE 49

#1 MOST ADDED
GOODBYE Army Of Anyone (FIRM)

#1 MOST INCREASED PLAYS
PAIN Three Days Grace (JIVE/ZOMBA)

TOP 5 NEW AND ACTIVE
HELL AND HIGH WATER Black Stone Cherry (IN DE GOOT/ROADRUNNER/IDJMG)
WHITE UNICORN Wolfmother (MODULAR/INTERSCOPE)
TEN THOUSAND FISTS Disturbed (REPRISE)
GOING IN BLIND P.O.D. (RHINO/ATLANTIC)
HERE IT GOES AGAIN OK Go (CAPITOL)

COMPLETE HERITAGE ROCK CHART ON PAGE 50

#1 MOST ADDED
NOTHING IN MY WAY Keane (INTERSCOPE)

#1 MOST INCREASED PLAYS
THINKING ABOUT YOU Norah Jones (BLUE NOTE/BLG)

TOP 5 NEW AND ACTIVE
TAMACUN Rodrigo Y Gabriela (ATO)
LIKE A STAR Corinne Bailey Rae (CAPITOL)
AIN'T NOTHING WRONG WITH THAT Robert Randolph & The Family Band (WARNER BROS.)
CLOCKS (RHYTHMS DEL MUNDO) Coldplay (CAPITOL)
WIND IT UP Barenaked Ladies (DESPERATION/NETTWERK)

COMPLETE TRIPLE A CHART ON PAGE 52

As executive VP, Bonneville vet adds HD, PPM vendor oversight to his dance card

Drew Horowitz

By Erica Farber

Chicago is definitely Drew Horowitz's kind of town. He started his career there and has had to relocate only once—all while continuing to climb the corporate ladder. A 15-year Bonneville veteran, he has served as GM, market manager and regional senior VP. This month he was promoted to executive VP. While continuing to oversee operations in Chicago, Phoenix and St. Louis, Horowitz's new gig includes oversight of the company's efforts in HD radio programming, promotion and technology. He also will oversee and direct Bonneville's vendor relationships and the company's Portable People Meter (PPM) transition planning.

Getting into the business: "After going to law school for a couple of years, I realized I didn't want to be a lawyer. I got my undergrad degree in radio, television and film from Temple University and was talking to a friend who was working at WBBM-AM/Chicago and she said, 'You ought to think about radio.' I interviewed with Lee Simonson at WFYR/Chicago and he offered me my first job in sales in '76."

Joining Bonneville: "I had my own company for five years and realized I didn't like working in that whole investment banking world. I picked about five companies I was interested in working for and sent letters to their presidents. Dr. Rod Brady was running Bonneville and he forwarded my letter to executive VP Jack Adamson. We began a dialogue and he said, 'We have an opportunity in Chicago and I'm going to put you in touch with the people there.' Chet Redpath was running the station I had known as a competitor for years. He said, 'I would love to have you come back and here's the deal: Give me two years as general sales manager and I'll move you and your family back.' So we did a handshake deal. That was in May, Chet was let go that October, and I was made GM on Jan. 1 of '93."

Your new responsibilities: "Maintaining the markets I have and overseeing the corporate-wide PPM rollout for our markets. I'm going to spend the next 12 months working with the programming and marketing guys and GMs to figure out how it's going to be different in a PPM world. I'm also the Bonneville representative with the HD Alliance and am overseeing our company's HD strategy. The

other piece is we spend millions of dollars a year and never had a centralized vendor system. It doesn't mean you have to absolutely use a preferred provider every time but we need to negotiate deals with preferred providers, primarily for our acquisitions of marketing, promotional supplies and research."

Long-term goals: "To continue to grow this company and add additional markets. We are definitely buyers—that's the beauty of being a privately held company and one that doesn't work on a debt model. My goal is to help develop great people that understand the Bonneville culture, as we grow and take on multiple stations in new markets."

Biggest challenge: "Creating business plans in these new areas. Hiring the right people for each of the markets to help implement these strategies and then growing them into viable revenue, and

profit-producing entities, whether it's saving money on the vendor side or creating revenue from alternative media and HD. Developing operations that are lean and effective. Return on investment is the primary goal."

State of radio: "Radio overall is in excellent shape. It's still a very big part of people's day-to-day lives locally and we still mean a lot to the average person for entertainment, information and localness. Is it going to be the same kind of growth engine it was five or 10 years ago through acquisition and expansion? Probably not, but it is a solid, free cash flow business that can deliver results for clients. Out of all media, radio has the best opportunity to be successful in its core business and has limitless opportunities for becoming the portal to drive people to alternative media sources."

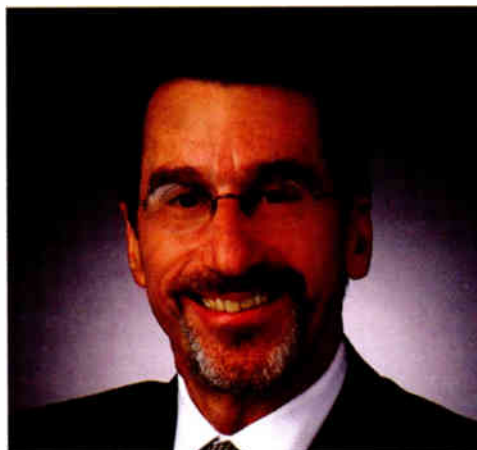
Something about your company that would surprise our readers to learn: "People think of us as a staid, conservative company, and the reality is we are at the opposite end of the spectrum. The reality is we are one of the most successful companies in the industry based on products and profitability. We are probably at the front of the class when it comes to creativity and innovation and implementing new things."

Career highlight: "I love that you can touch all these people over your career and look back and go, 'Wow, all these people were part of my life and they've gone on to become more successful and really had an impact.' That makes me feel the best."

Career disappointment: "Not getting the chance to grow my own company to the level we had hoped for, but that was right as consolidation was happening and we just couldn't compete. I had to give up that dream. But I'm also a believer that everything always works for the best, and I'm thrilled and thankful to work for Bonneville for the last nearly 15 years and to grow into this position."

Most influential individual: "Lee Simonson, who gave me my first job. He made me a sales manager and really mentored me and was a good friend and available through all the years."

Advice for broadcasters: "Take some risks. Be creative and innovative. Don't keep doing the same mundane things over and over because if we do we won't have any hope of growing and being successful. The world is changing and we need to change with it. Radio is a vibrant, exciting business. Most importantly, we have to give back. We've got to help people. We've got to keep bringing in new talent. We have an obligation to our business to help keep it vibrant. I don't buy that radio is for C students. Maybe it was 30 years ago but today if you're going to succeed you better be an A student." **R&R**



'My goal is to help develop great people that understand the Bonneville culture, as we grow and take on multiple stations in new markets.'

—Drew Horowitz

Liaer Notes

Profile: Drew Horowitz

Title: Bonneville

International executive VP

Favorite radio format:

Triple A

Favorite TV channels:

History Channel,

Discovery Channel, CNBC

Favorite song:

"Sympathy for the Devil" by the Rolling Stones

Favorite movie:

"Braveheart"

Favorite book:

"Winning"

Favorite restaurant:

Sparks Steakhouse in New York

Beverage of choice:

"Anything 15 years or older in the family of scotch."

Hobbies: "Travel and

golf. My goal is to see

the seven man-made

wonders of the world

and I am almost there. I

have seen six. I haven't

been to the Taj Mahal in

India yet. Traveling is a

passion and I love

going to interesting and

fun places."

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drew@wtm.com

Happy Holidays From Your Friends At R&R

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Mike Boyle
Molly Brown
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WTKG

#1 Charleston
WOSC

*Number One represents top show on that station 12+ AQH. Summer '06 Book.

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