

**SPOTLIGHT**

**JONATHAN BUTLER:  
SON OF THE SOIL**

Poverty, Apartheid Mark Tragic  
Early Years, But Talent, Opportunity  
Garner Fame for Acclaimed  
Guitarist/Singer/Songwriter pp.12-20

**ARBITRON'S  
SATELLITE RATINGS**

Audience Estimates For  
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Than Answers p.10

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**— David Gleason, Univision Radio-SIP**

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# News Focus

## MOVER Bender To Lead Greater Media Interactive

Greater Media/Detroit market manager Tom Bender is promoted to the newly created position of senior VP/GM of Greater Media Interactive. Bender will tackle the company's interactive initiatives and



Bender

coordinate and consult interactive efforts for individual stations companywide. Greater Media president/CEO Peter Smyth says Bender's "vast knowledge of both the radio industry and today's technology will allow him to take our company to the next level in the interactive arena." Bender has been Greater Media's Detroit market manager since 1986, overseeing active rock WRIF, classic rock WCSX and AC WMGC. —Mike Boyle

## SHAKER Localism Proponent Lott To Leave Senate

Trent Lott, the Republican from Mississippi who joined North Dakota Democrat Byron Dorgan in leading a charge against media consolidation in the name of localism, announced Nov. 26 that he will exit at year's end. He is the sixth Republican to announce his planned departure from office since the 2006 election, which gave Democrats a slight edge in the Senate. Republican Gov. Haley Barbour will select a temporary replacement for Lott until a special election can be held next November.

—Jeffrey Yorke

## Report: Digital Will Not Offset Physical Slide

According to a new report from Jupiter Research, digital music sales will not offset falling CD sales anytime soon. Jupiter Research analysts say that while digital spending will increase to \$3.4 billion during the next five years, CD sales will continue to fall. "That means digital music sales will not compensate for lost CD sales in five years," Jupiter Research VP/research director David Card said in a statement. "Nor will they return the overall industry to growth. But digital's where the growth is." Music subscription services like Rhapsody and Napster aren't expected to play a significant role in that time frame either.

—Antony Bruno, *Billboard*

## Arbitron Puts Brakes On Further PPM Rollout

Arbitron announced Nov. 26 that it will delay the commercialization of its Portable People Meter radio ratings service in nine markets: New York, Nassau-Suffolk and Middlesex will be delayed by nine months; Los Angeles, Riverside and Chicago by six months; and San Francisco, San Jose and Dallas by three months.

The radical decision follows a barrage of criticism from broadcasters and other groups over the PPM service, culminating in a recent ultimatum from Clear Channel, Cox Radio, Cumulus Media and Radio One that Arbitron fix the PPM's low samples among young demographics in Philadelphia—"or else."

Adding to the pressure, Arbitron has yet to obtain Media Rating Council accreditation for Philadelphia, which uses a different technique to recruit participants than Houston.

The company said it will extend the use of the diary system in the delayed markets and "continue to work with customers, the Media Rating Council, other industry organizations and community groups on the research and business issues related to the PPM."

Arbitron chairman/president/CEO Steve Morris expressed confidence in audience estimates produced by the PPM. "However, over the past three weeks, feedback from our customers, the Media Rating Council and other constituencies has led us to conclude that the radio industry would be better served if we were to delay further commercialization of the PPM in order to address their issues," he said.



Morris

Reaction came swiftly. Arbitron Radio Advisory Council chairman and Cox Radio/Greenville, S.C., VP/GM Steve Sinicropi called the decision "the right response to customer concerns about sample size, performance and compliance. Electronic measurement will be good for radio, but getting it right is more important than getting it now."

The PPM's most vocal critic, Cox Radio president/CEO Bob Neil, tells R&R, "There are a lot of questions raised by their announcement. Personally, I don't think it makes sense to announce any timetable. What should drive this is getting the data right and getting MRC accreditation."

Not all the responses were skeptical. Horizon Media senior VP and director of research Brad Adgate says, "It's unfortunate, but not surprising. Everyone agrees diaries are outmoded. Arbitron is trying to make this as bulletproof as they can... I think it's a smart move."

During Arbitron's Nov. 27 conference call, analysts were wondering if the disgruntled radio broadcasters could ever be happy with the PPM. "All we can do is address the overall needs of the market," Morris said. "If we can address the concerns, I'm confident the industry will be anxious to move forward." —Mike Boyle, Katy Bachman, Julie Gidlow & Paul Heine



Sinicropi

## ON THE WEB Cook, Johnson To Exit Cumulus

In an e-mail obtained by R&R, Cumulus VP of country programming Charlie Cook informed programmers he has decided to leave the company at the end of the year "to do



Cook

some other things in the radio business." A 37-year radio veteran, Cook joined Cumulus in January 2006 after a nine-year run as executive VP of programming at Westwood One. Cook previously spent 12 years with McVay Media. His programming background includes stints at WHN/New York, KHJ and KLAC/Los Angeles and WGBS/Miami.

In addition, Cumulus VP of urban programming Ken Johnson announced his departure, also at year's end. There are 25 urban, urban AC and gospel stations under his purview. Before joining Cumulus, Johnson worked at urban AC WHUR/Washington and urban WILD/Boston. Earlier this month he was honored by the Living Legends Foundation for his career accomplishments.

—R.J. Curtis, Susan Visakowitz & Darnella Dunham

## McDowell Says 'No' To More Ownership Research

There has been plenty considered and said about media cross-ownership regulations—at least in the eyes of FCC commissioner Robert McDowell. "In my 17 years of being in and around the FCC, I can't think of any issue that has been examined more thoroughly," McDowell told a Media Institute luncheon Nov. 19. McDowell, discussing the latest proposals by chairman Kevin Martin to loosen the cross-ownership rules, added, "I can't remember any proceeding where the commission has solicited as much comment and given the American people as much opportunity to be heard."

The five-member panel was scheduled to begin hashing out diversity in media goals and low-power FM regulation changes Nov. 27. —Jeffrey Yorke

### NUMBER CRUNCH

<b>1M</b>	<b>80</b>	<b>28M</b>
The number of digital deliveries of music tracks by the U.S. record industry via Yangaroo's Digital Media Distribution System as of the end of October. The service has distributed more than 10,000 songs to radio stations representing some 35 U.S. broadcast chains, according to the company.	The number of markets covered by Clear Channel Radio's Total Traffic Network when the company adds 10 new markets Dec. 1. New markets include Baton Rouge; Colorado Springs; Des Moines; Fort Pierce, Fla.; Greenville, S.C.; Harrisburg; Huntsville, Ala.; Lexington, Ky.; Madison; and Tulsa.	The number of 12+ persons reached by Corporation for Public Broadcasting-supported stations in spring 2007, an all-time high, according to the Radio Research Consortium. AQH persons for CPB stations have grown 3% since spring 2006, after three years of declines. CPB stations account for 5% of national listening.

NEWS UPDATES AROUND THE CLOCK:  
[www.RadioandRecords.com](http://www.RadioandRecords.com)

## Wilson Joins Warner Bros.

Ending months of rumors, Ken Wilson took over as senior VP of urban promotion of Warner Bros. Records Nov. 26. He replaces Cynthia Johnson, who vacated the post in July, along with several other urban staffers.



Wilson

Wilson last worked in a similar capacity at J Records for seven years. He also held urban promotion positions at Columbia Records and Arista Records and served as president of black music for MCA Records. —*Daniella Dunham*

## Imus Readies New Show

With his return to the airwaves imminent, details about Don Imus' new WABC/New York-based show are shaping up. From 6 a.m.-9 a.m., the show will be simulcast on RFDTV cable TV and originate from the Fuse TV studios across the street from WABC's New York studios. Imus then moves to WABC for the 9 a.m. hour. While affiliate Greater Media talk WTKK/Boston will carry only the 6 a.m.-9 a.m. portion, all four hours are available in syndication. Imus' Dec. 3 debut show will be broadcast live from the 1,500-seat Town Hall. Tickets for \$100 will benefit his Cattle Ranch for Kids With Cancer. —*Mike Stern*

## XM Targets Inactive Radios

XM Satellite Radio is taking advantage of the holiday buying season to make former subscribers an offer it hopes they can't refuse.

Through Dec. 31, the satcaster is offering what amounts to a 33% subscription discount. If former customers elect to re-establish their inactive radios for a six-month period, they will receive an additional three months of service free. —*Mike Boyle*

## musicFIRST Returns NAB's 'Favor'

Lobbying group musicFIRST, which represents performers, background singers and session musicians, wants to return the "favor" the NAB says its members do for artists by playing their music on the air and has begun issuing bogus "coupons" for free merchandise from the NAB store.

The "coupons," valid "when turkeys talk," state, "According to the NAB, playing a song on the AM and FM dials is more than enough compensation for the hard work and talent of the performers who bring music to life."

The playful jab is aimed at highlighting the NAB's refusal to discuss a schedule of performance royalties for terrestrial radio.

—*Jeffrey Yorke*

# Authenticity Of NAB-Led E-Mail Campaign Against Merger Questioned

A vigorous pop-up advertising campaign by the NAB in August and September on such consumer-oriented Web sites as CarMax.com, Staples.com and PriceGrabber.com inspired some 8,500 e-mails to the FCC protesting the proposed Sirius-XM merger. But a spot check of the alleged senders by the Washington Post suggests that a good portion of the e-mails may be phony.

The newspaper reports checking 60 people whose names were attached to identical, anti-merger e-mails and says the check "produced mostly unanswered phone calls and recordings saying the phones were disconnected. Of the 10 people reached, nine said they never sent anything to the FCC, and only one said she remembered filling out something about Sirius but did not recall taking a position on a merger," the Post reports.

NAB spokesman Dennis Wharton told the Post that his group has the name, date, postal address and numerical Internet address of the e-mailers, including those contacted by the Post. "I have a high degree of confidence in this," he said.

The discovery put into question the entire practice of Web lobbying techniques, a popular device in Washington. Kelly Sullivan, a spokeswoman for Sirius and XM, told the Post that the timing and pattern of the comments are "highly unusual and suspicious." She added, "The letters lack any apparent common tie or indication of the source of the effort, all of which calls into question the legitimacy of the filings." —*Jeffrey Yorke*

## Report: Termini In Trouble

Raymond Termini, president/CEO of Nashville-based independent Category 5 Records, is in hot water with officials because of alleged mismanagement of Haven Healthcare, a Connecticut nursing home chain. Termini is president/CEO. Haven has been fined at least 45 times in the past three years for serious health-care violations and has been mired in debt, with heat and electricity bills going unpaid and nurses complaining of a shortage of supplies, according to the Hartford (Conn.) Courant. Meanwhile, a former business partner claimed in court documents that Termini funneled Haven assets into the label, which he launched in 2005. Category 5 is home to country star Travis Tritt, among others. —*Ken Tucker*



Termini

## Roadrunner, Lipsky Partner For Joint Label

Roadrunner Records has teamed with music industry vet Tom Lipsky to launch a joint label venture. The as-yet-unnamed label will focus on new recordings by established classic rock artists. Worldwide physical and digital distribution, marketing and licensing will be funneled through Roadrunner and Lipsky will work closely on all aspects. He was most recently president/CEO of Sanctuary Records Group North America. Prior to Sanctuary, Lipsky was a founder and president of Raleigh, N.C.-based CMC International Records. He will continue to be based in Raleigh.

—*Chris M. Walsh*

## MOVERS

**West Palm Beach vet** Lee Strasser exits the market manager post for CBS Radio's cluster there. He had been overseeing AC WEAT, country WIRK, rhythmic WMBX, urban AC WNEW and alternative WPBZ . . . **Future of Music Coalition founder/executive director** Jenny Toomey is named program officer for media and cultural policy at the Ford Foundation, an independent, nonprofit grant-making organization. She exits the coalition Jan. 14, but will be involved in the transition of new leadership. In the interim, coalition deputy/education director Kristin Thomson will serve as executive director. To support the transition, coalition co-founder/board member Michael Bracy will assume chairmanship of the board of directors.

## SHAKERS

**Lisa Padron** rises to VP/director of sales at Interep's CBS Radio Sales division. She was promoted to VP of sales in 2005 . . . **Mike Kraski** will exit as president of Equity Music Group, but will remain on its board of directors and maintain ownership in the company. Former Equity senior VP Derek Simon assumes the role of GM/interim president . . . **Music industry veteran** Joe Arnold joins A&R Worldwide



Arnold

as Los Angeles-based senior director of broadcast media and marketing. He began his career at WJET/Erie, Pa., where he rose to APD . . . **VP of programming** David Bernstein exits Air America to return to his radio consulting business. According to Air America president Mark Green, the departure is related to a new focus on building the network's Web presence.

# Business Briefing

By Jeffrey Yorke

## Arbitron Revises 2008 Guidance

Arbitron's Portable People Meter troubles will affect the company's 2008 financial performance. On Nov. 26, Arbitron issued revised 2008 guidance and said the delay of further implementation of the PPM service will have some negative impact. Earnings per share (diluted) for 2007 are estimated to be between \$1.30 and \$1.35 as compared to its previously issued guidance of \$1.35-\$1.45.

In addition, Arbitron said the PPM hurdles will require it to continue measuring audiences by using diaries for longer than expected, thus reducing 2008 earnings by 22 cents to 33 cents per share (diluted).

## FCC Clears Entercom's CBS/Rochester, N.Y., Deal

More than a year after the deal was announced, the FCC has tossed aside Ed Stolz's petition to block Entercom's acquisition of CBS' four stations in Rochester, N.Y., part of a greater 15-station, \$262 million deal announced in August 2006.

Stolz's Royce International Broadcasting filed several petitions with the FCC's Media Bureau earlier this year alleging Entercom was overleveraged, involved in payola and had general character problems, citing Entercom's involvement with the now-infamous KJNN/Sacramento water contest-related death of a listener.

The FCC determined that the petition had no merit and that Entercom is a qualified broadcaster, clearing the way for the deal to close.

## Analyst Says October Trends Could Be Better Than Feared

While it appears that revenue for large radio markets fell 1% year to year in October, that's better than the 4% decline Bane of America Securities analyst Jonathan Jacoby predicted. In a Nov. 19 note to investors, Jacoby attributed the better-than-expected revenue to stronger nontraditional revenue gains.

"Our checks also indicate nonspot sales [led by online ads] were strong in October: up by 20%-25% year-to-year in the large markets," Jacoby wrote.

Jacoby is raising his October industry estimate to negative 3%, up from a decline of 4%, and his fourth-quarter industry revenue growth estimate from a decline of 3% to a decline of 2%.



"APOLOGIZE" BY TIMBLAND FEATURING ONEREPUBLIC SETS THE CHR/TOP 40 WEEKLY PLAYS RECORD FOR THE SECOND CONSECUTIVE ISSUE, RECORDING 10,394 SPINS (UP 153) AND NOTCHING A FOURTH WEEK AT NO. 1.

# R&R NO.1

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WITH THREE TRIPLE A CHART-TOPPERS THIS DECADE, INCLUDING HIS LATEST, "YOU'RE THE WORLD TO ME," DAVID GRAY TRAILS ONLY JACK JOHNSON AND JOHN MAYER, WITH FIVE NO. 1s APIECE, AMONG MALE ARTISTS IN THAT SPAN.



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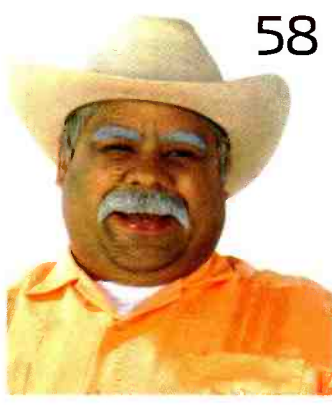
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 Deeply concerned about the Dolphins' winless season, WPOW (Power 96)/Miami shows its support—not to mention some serious skin.

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 R&R columnist Mike Stern spends a whirlwind 100 hours in the nation's No. 1 radio market, gathering viewpoints from more than a dozen N/T/S pundits.

**24 BIG SHOTS**  
 CBS Radio oldies WODS/Boston kicked off its fifth year of playing holiday favorites with Andy Williams' "It's the Most Wonderful Time of the Year." Santa and Mrs. Claus were conveniently in the area to commemorate the occasion.



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'The typical American is exposed to so many messages every day, how can we stand out in that din? People are filtering the good stuff from the bad. Our content has to not be lumped in with the crap.' p.22



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# What's New This Week Online

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## W

Dec. 5  
 November Portable People Meter ratings are issued for Philadelphia and Houston.  
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## T

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## F

Dec. 7  
 Check out the R&R Country Callout.  
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President & Publisher Erica Farber  
 EFarber@RadioandRecords.com  
 (323) 954-3422

## MARKET SNAPSHOT:



## Eating Quick In Kansas

In Wichita, country listeners like to get in and get out when it comes to chowing down. Country radio fans in the market are 11% more likely than all other metro-area listeners to have eaten six or more times at a fast-food establishment in the past 30 days.

Comparing the fast-food preferences of the average Wichita adult with those of the city's country enthusiasts, the first chart below lists the top 10 fast-food joints visited in the past month among all Wichita adults. McDonald's takes the top spot, with 57% of area adults having visited the House of Ronald in that time frame.

The second chart focuses specifically on country listeners. It ranks the fast-food restaurants these listeners visited—not by overall popularity, but by the difference between their popularity among country fans versus all area adults, which is exhibited in the Index column. For instance, Wichita's country fans are 16% more likely to have visited a Dairy Queen in the past month than all Wichita listeners and 14% more likely to have visited a Subway.

Find out what fast-food brands your format listeners prefer and target your clients accordingly. —Susan Visakowitz

Wichita mayor Carl Brewer was recently elected to the board of directors of the National League of Cities, which represents municipal governments throughout the United States and aims to strengthen and promote cities as centers of opportunity, leadership and governance.

**POPULATION:** 466,700

**RADIO MARKET RANK:** 98

### DEMOGRAPHICS:\*

	TOTAL 91-MARKET POPULATION %	WICHITA ARBITRON METRO %	INDEX
AGE 18-24	13%	14%	109
AGE 25-34	18%	18%	97
AGE 35-44	20%	19%	95
AGE 45-54	19%	20%	103
AGE 55-64	14%	14%	97
MALE	48%	49%	102
WHITE	81%	89%	111
AFRICAN AMERICAN	13%	7%	56
VISITED STATION WEB SITE (PAST 30 DAYS)	6%	6%	101

**NO. OF RADIO STATIONS:** 20

### RADIO OWNERSHIP:

OWNER	NO. OF STATIONS	RATINGS SHARE**
JOURNAL	1 AM, 5 FM (6)	28.5%
ENTERCOM	1 AM, 4 FM (5)	22.9%
CLEAR CHANNEL	4 FM	19.6%

**FORMATS:** 2 country, 2 classic rock, 2 N/T, 1 AC, 1 rhythmic, 1 oldies, 1 adult hits, 1 hot AC, 10 other

### RATINGS LEADERS:\*\*

STATION	FORMAT	AQH SHARE 12-PLUS
KFDI-FM	COUNTRY	12.0
KRBB-FM	AC	6.1
KZSN-FM	COUNTRY	5.6
KDGS-FM	RHYTHMIC	5.2
KEYN-FM	OLDIES	5.2
KFXJ-FM	CLASSIC ROCK	5.2

### INTERESTING FACT:\*\*\*

Wichita's classic rock listeners are 9% more likely than all other metro-area adults to have shopped SuperTarget for groceries in the past seven days.

\* Source: Scarborough Multi-Market Study, Release 1 2007  
 \*\*Source: Arbitron Summer 2007 Report  
 \*\*\*Source: Scarborough Metro Local Market Study 2007, Release 2

### Fast-Food Restaurants Used—All Listeners (Past 30 Days)

	TOTAL %
MCDONALD'S	57
WENDY'S	39
PIZZA HUT	35
SONIC	34
ARBY'S	32
TACO BELL	30
SPANGLE'S	28
SUBWAY	28
KFC	26
BRAUM'S	2

### Fast-Food Restaurants Used—Country Listeners (Past 30 Days)

	TOTAL %	TARGET %	INDEX
DAIRY QUEEN	15	17	116
SUBWAY	28	32	114
SONIC	34	39	113
BURGER KING	20	23	112
BRAUM'S	22	24	111
WENDY'S	39	43	109
ARBY'S	32	35	108
SPANGLE'S	28	30	107
MCDONALD'S	57	61	106
PIZZA HUT	35	37	104

SOURCE: Scarborough Metro Local Market Study 2007 Release 2

## Transactions at a Glance

Radioactive's KXGZ-FM/Frenchtown, Mont., to GAP Broadcasting for \$500,000 . . . Oouglas County Educational Radio Assn.'s construction permit for KFIO-FM/East Wenatchee, Wash., to Educational Media Foundation for \$100,000.

## Deal of the Week

**KDES-FM/Palm Springs, Calif.**

**PRICE:** \$17.5 million **TERMS:** Asset sale

**BUYER:** Liberman Broadcasting, headed by executive VP Lenard Liberman. Phone: 818-729-5300. It owns 22 other stations. This represents its entry into this market.

**SELLER:** R&R Radio headed by GM/director Mike Keane. Phone: 760-325-2582

**FORMAT:** Oldies

**COMMENT:** R&R Radio's KDES-FM/Palm Springs, Calif., to Liberman Broadcasting for \$17.5 million, conditional upon FCC approval of the station's relocation from Palm Springs to Redlands, Calif. (Riverside-San Bernardino market), and the grant of a construction permit for modification of the station facilities to specify operation on channel 284A with a transmitter site co-located with that of KRQB-FM/San Jacinto, Calif.

## 2007 Deals to Date

<b>Dollars to Date:</b>	\$3,158,100,908	(Last Year: \$6,156,565,157)
<b>Dollars This Quarter:</b>	\$280,854,230	(Last Year: \$362,253,984)
<b>Stations Traded This Year:</b>	1,605	(Last Year: 919)
<b>Stations Traded This Quarter:</b>	174	(Last Year: 125)

### EDITORIAL

Associate Publisher/Editorial Director  
 Cyndee Maxwell  
 CMaxwell@RadioandRecords.com  
 (323) 954-3420

Executive Editor Paul Heine  
 PHeine@RadioandRecords.com  
 (646) 654-4669

Senior Editor (News, Rock Editor)  
 Mike Boyle  
 MBoyle@RadioandRecords.com  
 (646) 654-4727

Senior Editor (Features)  
 Chuck Taylor  
 CTaylor@RadioandRecords.com  
 (646) 654-4729

CHR/Top 40 Editor Kevin Carter  
 KCarter@RadioandRecords.com  
 (323) 954-3433

Washington, D.C. Bureau  
 Chief/Business Editor Jeffrey Yorke  
 JYorke@RadioandRecords.com  
 (301) 773-7005

Country Editor R.J. Curtis  
 RCurtis@RadioandRecords.com  
 (323) 954-3444

Radio Editor Ken Tucker  
 KTucker@RadioandRecords.com  
 (615) 321-4286

Latin Formats Editor Jackie Madrigal  
 JMadrigal@RadioandRecords.com  
 (323) 954-3427

Urban/Rhythmic/Gospel Editor  
 Darnella Dunham  
 DDunham@RadioandRecords.com  
 (323) 954-3421

Contributing Urban Editor  
 Hillary Crosley  
 HCrosley@RadioandRecords.com  
 (646) 654-4647

Christian Editor Kevin Peterson  
 KPeterson@RadioandRecords.com  
 (850) 916-9933

Triple A Editor John Schoenberger  
 JSchoenberger@RadioandRecords.com  
 (323) 954-3429

Smooth Jazz Editor Carol Archer  
 CArcher@RadioandRecords.com  
 (323) 954-3419

AC/Hot AC Editor Keith Berman  
 KBerman@RadioandRecords.com  
 (323) 954-3432

News/Talk/Sports Editor Mike Stern  
 MStern@RadioandRecords.com  
 (773) 857-2693

Senior Online Editor Susan Visakowitz  
 SVisakowitz@RadioandRecords.com  
 (646) 654-4730

News Editor Julie Gidlow  
 JGidlow@RadioandRecords.com  
 (323) 954-3417

Online Editor Alexandra Cahill  
 ACahill@RadioandRecords.com  
 (646) 654-4679

Ratings Editor Hurricane Heeran  
 HHeeran@RadioandRecords.com  
 (323) 954-3425

Copy Chief Chris Woods

Copy Editors  
 Wayne Robins, Christa Titus

### CHARTS

Director of Charts Silvio Pietrolungo  
 SPietrolungo@RadioandRecords.com  
 (646) 654-4624

Nashville Director of Operations  
 and Charts Wade Jessen  
 (Country, Christian & Gospel)  
 WJessen@RadioandRecords.com  
 (615) 321-4291

Chart Managers  
 Anthony Colombo  
 (Alternative, Active Rock, Heritage  
 Rock, Triple A)  
 AColombo@RadioandRecords.com  
 (646) 654-4640

Raphael George  
 (Urban, Rhythmic, Rap)  
 RGeorge@RadioandRecords.com  
 (646) 654-4623

Gordon Murray  
 (Smooth Jazz)  
 GMurray@RadioandRecords.com  
 (646) 654-4638

Jose Promis  
 (Latin)  
 JPromis@RadioandRecords.com  
 (323) 525-2287

Gary Trust  
 (Hot AC, AC)  
 GTrust@RadioandRecords.com  
 (646) 654-4659

### Director of Music Operations

Josh Bennett  
 JBennett@RadioandRecords.com  
 (323) 954-3431

Charts & Music Manager  
 Michael Vogel  
 MVogel@RadioandRecords.com  
 (323) 954-3439

Chart Assistant Mary DeCroce  
 (Country, Christian, Gospel)  
 MDeCroce@RadioandRecords.com  
 (615) 321-4293

Chart Production Manager  
 Michael Cusson

Associate Chart Production Manager  
 Alex Vitouls

### ART

Creative Director Josh Klenert

Art Director Ray Carlson

Advertising Artist Ken Diamond

### PRODUCTION

Production Director Terrence Sanders

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Advertising Production Manager  
 Chris Dexter

Director of Digital Products  
 Susan Shankin

Design Albert Escalante,  
 Glorioso Fajardo, Patricia McMahon

### SALES

Director of Sales Henry Mowry  
 HMowry@RadioandRecords.com  
 (323) 954-3424

Sales Manager Kristy Scott  
 KScott@RadioandRecords.com  
 (323) 954-3435

Sales Representatives  
 Melissa Garn  
 MGarn@RadioandRecords.com  
 (615) 321-4283

Brent Gilinsky  
 BGilinsky@RadioandRecords.com  
 (323) 954-3416

Jessica Harrell  
 JHarrell@RadioandRecords.com  
 (615) 497-7299

Meredith Hupp  
 MHupp@RadioandRecords.com  
 (615) 321-4282

Maria Parker  
 MParker@RadioandRecords.com  
 (323) 954-3437

Rob Pierce  
 RPierce@RadioandRecords.com  
 (646) 654-4707

Steve Resnik  
 SResnik@RadioandRecords.com  
 (323) 954-3445

Michelle Rich  
 MRich@RadioandRecords.com  
 (812) 303-7676

Kim Wood  
 KWood@RadioandRecords.com  
 (323) 954-3434

Sales Assistant Jana Rockwell  
 JRockwell@RadioandRecords.com  
 (323) 954-3428

Advertising Coordinator Mirna Gomez  
 MGomez@RadioandRecords.com  
 (646) 654-4695

### ADMINISTRATION

Executive Assistant Lisa Linares  
 LLinares@RadioandRecords.com  
 (323) 954-3436

### SUBSCRIPTIONS

(800) 562-2706 (U.S.);  
 (818) 487-4582 (outside U.S.)  
 radioandrecords@espcorp.com

### REPRINTS

Alisha Hairston  
 Foster Reprints  
 (866) 879-9144  
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The key to winning buyers and upping revenue may be the same device you use at parties to win friends: rapport. A primer on Neuro-Linguistic Programming Techniques

# The Sales Psychology Of NLP

lished by adjusting their voice tone, a technique known as pacing and leading. If there's rapport and customers are comfortable, they will adjust their own tone accordingly. It is an unconscious and hardwired physiological response.

In addition to body language and voice tone, pacing and leading techniques can also affect such physiological responses as breathing patterns. This is helpful when you need to slow a person down to assess what he or she is trying to tell you, or if you are in a time crunch and need a fast resolution.

In face-to-face salesmanship, a combination of voice tone and body language (body positioning, eye contact and gestures) affect rapport. During live interactions, approximately 55% of information is gathered from the other person's body language. If there is incongruence—when someone's body language is inconsistent with their words (e.g., appears angry yet says he or she is fine)—people usually interpret the true meaning of the communication from the body language.

When two people have rapport and are comfortable with one another, their body language often is similar. They will pace and lead each other. When one person leans back, the other will follow. Pacing customers' body language during live interactions (in addition to matching voice tone) quickly establishes rapport. A mismatch that threatens rapport will occur if a customer is relaxed, and leaning back in his or her chair while the salesperson is rigid and leaning forward. Start with the basics: sitting vs. standing, leaning forward or leaning back. You are doing it unconsciously with the people with whom you are already in rapport.

You also need to think about the language you use. We experience life through our senses, and some people have sensory preferences. They utilize some senses more heavily than others. The primary sensory preferences are visual, auditory and kinesthetic (touch). Most people favor their sense of vision and use visual words to describe experiences. They might say something is "not clear" or they "don't see" where you're coming from. A person with an auditory sensory preference might say, "That sounds good," while a person with a kinesthetic preference would say, "This doesn't feel like the right solution for me" or "I don't have a grasp on that yet."

Most people choose language carefully and tend to use specific words to describe their perceptions. When a customer uses a word or phrase, he or she has pictures, sounds and feelings tied to it. Repeating the word gives the customer the sense you understand what that experience is like. You know what he or she saw, heard and felt. But a rep needs to remember he or she is not the customer and was not there. It is critical to ask more questions, and genuinely try to understand the customer's experience. Rapport is a great entry point, but there is more work to be done. **R&R**

*Dianne Durkin is president and Jeff Carlson is senior training consultant for Loyalty Factor, a Portsmouth, N.H.-based training and consulting firm. This column first appeared in Sales & Marketing Management.*

Dianne Durkin and Jeff Carlson

[dmdurkin@loyaltyfactor.com](mailto:dmdurkin@loyaltyfactor.com)  
[jeff@greenlightconsulting.net](mailto:jeff@greenlightconsulting.net)



Durkin



Carlson

**t**o grow any business, you need to strengthen customer relationships and build strategic sales partnerships. If you can do both, you'll create customer satisfaction, loyalty and referrals. The challenge is figuring out how to most effectively accomplish these tasks. When motivational speeches by bleary-eyed consultants have failed, and the year-end bonus isn't enough to inspire profitability, lesser-known methods of boosting sales become intriguing. Among these alternate potential avenues to training success are Neuro-Linguistic Programming techniques. ■ NLP is a behavioral technology created in the 1970s by Richard Brandler—a student of mathematics and Gestalt therapy—and John Grinder, a professor of linguistics at the University of California at Santa Cruz. "Neuro" refers to the nervous system, through which we experience the five senses: visual, auditory, kinesthetic, olfactory and gustatory. "Linguistic" is language and nonverbal communication systems that give our thoughts and emotions meaning. We experience situations and our environment through our senses and then represent that experience through language. "Programming" refers to communication with yourself and others to achieve desired outcomes.

The core of NLP is building rapport, a skill critical to customer service and sales professionals. When you have rapport, you offer commonality, which gives people comfort because they feel understood. Traditionally, customer service representatives built rapport by looking for such common interests as hobbies, geographic location or family interests. They wanted the customer to be consciously aware that they have something in common with their representative. The thing is, some customers don't want to talk about their personal interests. When you apply NLP to the process, the rapport is unconscious, immediate and more effective.

Service reps and salespeople who have rapport with prospects express a genuine interest in their customer's goals. To establish rapport, you must share comfort with the other person on three levels: physical (body language, voice and language patterns), mental (shared interests and understanding of the business situation) and emotional (beliefs, values and goals). When the rep and customer connect at these levels, they are "matched," a term used to define the

moment rapport is achieved. For phone-based reps, voice is the key to making those connections. The rep needs to match his or her volume, pace, pitch and intonation with those of the customer. That way, callers feel their emotional state has been understood and validated.

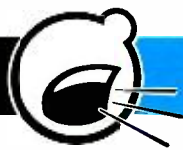
Reps usually are taught that if they stay calm during emotional situations, customers will feel respected. But according to NLP techniques, remaining calm makes the customer think his or her emotional state has not been understood. When reps match a customer's emotional intensity, specifically through voice tone, the caller feels validated and a potential crisis is de-escalated.

At the same time, reps must be careful not to talk louder or faster than the customer. If they do, the caller may feel challenged. It's also critical to remember that matching the sound of the customer's voice does not mean matching their emotional state. If a customer is angry, the intent isn't to be angry in return, but rather to speak as loudly and as fast as they do.

Reps can test whether rapport has been estab-

**'When you apply NLP to the process, the rapport is unconscious, immediate and more effective.'**

—Dianne Durkin and Jeff Carlson



### Egypt Once Was Lost, But Now She's Found

We're confused. The lovely **Egypt**, a member of "The Playhouse" on **KXJM (Jammin' 95.5)/Portland, Ore.**, had been MIA for the past three months. Suddenly, a couple of Mondays ago, she magically reappeared. What's up? "P.K. fired her," PD **Mark Adams** says, relaying the fake excuse used by the ringleader of the Playhouse to cover Egypt's absence. "At least that's what he told their listeners when she mysteriously vanished from the show. Turns out she had actually been in Los Angeles filming season two of 'Bad Girls Club' for the Oxygen network." Egypt, aka **Naveen**, is a reality TV show vet. Remember her appearance on the first—and only—season of "Forever Eden" on Fox? Neither do we.

"She was living in a house with a group of young women while their every move was being filmed. Predictably, shenanigans ensued," Adams says. So, what exactly goes on in the bad girls' house? "I'm not sure what went on down there," he adds. "Naveen has been uncharacteristically silent on the matter. The power of **Oprah**, I suppose. But in the promo running on Oxygen, you can clearly hear her screaming a lengthy, profanity-laced tirade at someone. I'm sure it's all quite intellectual." Season two of "Bad Girls Club" premieres Dec. 4 on Oxygen.

## The Greatest Sports Story Ever!

A few weeks ago, we told you about **WPOW (Power 96)/Miami's** "DJ Laz Morning Pimp Show," which was deeply concerned about the Dolphins' winless season. In a show of support (not to mention some serious skin), cast members **Laz, Nathalia, CC, Big C** and **Ivy** vowed to remove one article of clothing every week until the Dolphins actually win a game and post the pictures on their Web site. We hadn't checked for a few weeks, but now that the Dolphins are a perfect 0-11 en route to a magical 0-16 record (the exact opposite of their perfect 1972 season), we took a little peek—and we're glad we did: As you can see, the girls have mysteriously misplaced most of their underwear.

"I'm starting to think the Dolphins are losing on purpose just to see the girls naked. Perhaps if we told the Dolphins that



if they continue to lose, the girls will get dressed again, maybe they'd win," a giddy OM/PD **Tom Calococci** gushes to ST. As a friendly reminder, the Dolphins kept their streak alive when they were shut out 3-0 by the Pittsburgh Steelers Nov. 26 on "Monday Night Football."

And speaking of Steeltown, there are hopes that a new set of call letters is coming soon to the recently born top 40 **B94**: CBS has applied for **WBZW**, and is awaiting approval. The station used the legendary **WBZZ** calls (now at Regent hot AC **the Buzz 105.7/Albany, N.Y.**) from 1981 until 2004, when it flushed top 40 and flipped to rock as **WRKZ**. In March 2007, the station flipped to FM talk as **the Zone** and changed calls to the current **WTZN**. Stay tuned for the big reveal!

## The Programming Department

■ **Ted Edwards** has changed formats. Mr. Edwards, best-known for his nine years at **KGB/San Diego**, among other fine stations, has signed on as an affiliate consultant for Talk Radio Network, where he will cover the Central U.S. region. Here now, an actual quote from Edwards, in which he heaps praise upon **Mark Masters** and his amazing team: "Coming to Talk Radio Network is wonderful on so many levels, and just one of those is the ability to learn from CEO **Mark Masters** and his amazing team."

■ MD/afternoon dude **Brad Stennett** is upped to PD of Morris rocker **KWHL/Anchorage, Alaska**. Stennett, an eight-year station vet, replaces **Jennifer Shevlin**, who is packing for her big transfer to the far warmer climes of Palm Springs, Calif., to become OM of Morris rock sister **KCLB**, classic

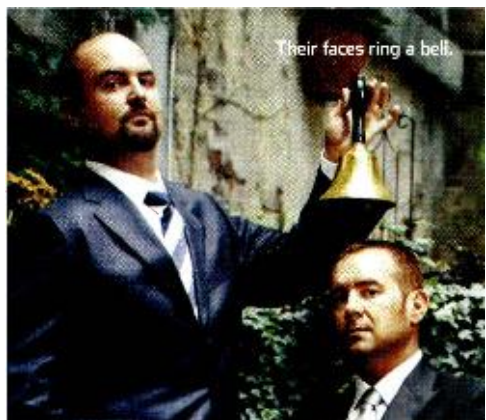
hits **KDGL** and rhythmic **KKUU**. Stennett tells ST he'll move up to middays sometime in early '08.

■ The Party's over in Greenville: PD **Fox Feltman** exits NextMedia rhythmic AC **WQSL** and **WQZL (92.3 and 101.1 the Party)/Greenville, N.C.**, as the station spectacularly detonates into red and green Christmas music shards. We hear a new format will be unwrapped after the holidays. Feltman, who crossed the street in March from Archway's cluster, where he was **WRHT** PD/director of ops and programming, is also beloved for his time as APD/MD of **WYKS/Gainesville**. Reach him at 850-368-0712 or fox1316@aol.com.

■ More festive holiday budget cuts, as the Clear Channel Restructuring Gondola makes its way to

lovely Sarasota, where it stops in front of alternative **WTZB (105.9 the Buzz)** and picks up PD/afternoon driver **Ron Miller** and night guy **Geo**. Reach out to Miller at theawm@verizon.net.

■ **Joshua Fleming** is the newly named station manager/director of programming of Royce International Broadcasting CHR/top 40 **KRCK/Palm Springs, Calif.**, replacing **Dave Skyler**, who exits. Fleming was most recently an account exec/weekend talent at Cumulus **KBBY/Oxnard-Ventura, Calif.** His previous gigs include national sales manager of Visionary Related Entertainment's **KDDB, KPOI, KQMQ** and **KUMU/Honolulu**; PD of **KRAI/Craig, Colo.**; and mornings at **KLLY/Bakersfield**, not to mention a stint at the late trade mag **Hitmakers** in the mid-'90s.



## KNGY Morning Show Out & About

Congrats to **Fernando & Greg**, who wake up San Francisco every weekday morning on Flying Bear dance outlet **KNGY (Energy 92.7)**, on their inclusion in Out magazine's exclusive Out 100, the magazine's annual list of the most influential, controversial and/or buzzworthy people in the gay, lesbian, bisexual and transgender communities. This year, they join such luminaries as designer **Tim Gunn**, "Weeds" star **Mary Louise Parker**, gossip blogger **Perez Hilton** and a bunch of others. Upon hearing of this honor, their boss, PD **John Peake**, told ST, "No one was more shocked and surprised than I was when I accidentally found out they were gay."



# Executive Baby Poop

Belated congrats to Universal Republic president **Monte Lipman** and his wife, **Angelina**, who celebrated the arrival of daughter **Juliet Angelina Lipman**. Miss Juliet was born at 8:40 p.m. Nov. 12 and weighed in at a tasteful 6 lbs., 5 oz., measuring 19 inches long. Everyone involved in this project is doing great. Lipman Family Fun Fact: Juliet and big brother **Remington** were born on the same day, two years apart.

## Quick Hits

■ It was an announcement that surprised, well, no one really. **Kidd Chris** is the new morning personality on CBS rocker **WYSP/Philadelphia**. Have you recovered yet?

The shift has been sporting a "For Rent" sign since the syndicated **Opie & Anthony** show was dropped Oct. 23. The news is just the latest piece of the 'YSP upgrade initiative spearheaded by PD **John Cook**, who recently confirmed to ST that WYSP fave **Spike** (aka **Brett Eskin**), who started as an intern there, will return as APD/mid-day jock Dec. 17. Most recently, Spike was APD of **WKQX (Q101.1)/Chicago**. Still to be revealed: the identity of Kidd Chris' afternoon replacement. Market speculation centers on a former station "cousin" making a return.

■ A couple of weeks ago, we told you **WLAN/Lancaster, Penn.**, PD/morning dude **Dennis Mitchell** was crossing the street to Hall Communications' **AC WROZ (101 the Rose)** for a post TBA. Now we know he'll be doing mornings, where he'll be joined by **Michelle Cruz**, who is beloved for her time at **WIOQ (Q102)/Philadelphia** and **WQXA/Harrisburg**. "The Rose Breakfast Club With Dennis Mitchell and Michelle Cruz," which probably won't fit on a bumper sticker, debuts Dec. 3 and replaces **Tom Shannon** and **Val Baldwin**. Shannon exits, and Baldwin is now doing middays across the street on country **WIOV**.

■ Afternoon personality **Doc Reno** has left Clear Channel classic rock **WBGC (Big**

**105.9)/Miami**, replaced by **Jen Wyld**, who is awarded the sweet upgrade from nights. PD **Brie Miller** has not yet named a night replacement.

■ Clear Channel classic rock **WEGR (Rock 103)/Memphis** performed some major on-air alterations: **Ric Chetter** and **Luca** move from afternoons to join **Bad Dog McCormack** in mornings. OM/PD **Tim Spencer** shifts from mornings to middays, while **Jennifer Reed** returns to do 4 p.m.-10 p.m. Reed used to do mid-days at **WEGR** for six years before leaving for a few years for **KDBN/Dallas** and **WKLS/Atlanta**.

■ We can all breathe a little easier, now that we know where **Rexx & Smitty** are headed. Whew! The guys, aka **Jeremy "Rexx" Loper** and **Bryan "Smitty" Smith**, deeply beloved for their epic stint (July-November) in afternoons at **WFLY/Albany, N.Y.**, have managed to escape just before the frigid winter hits to take over mornings on CBS alternative **WPBZ (the Buzz 103.1)/West Palm Beach**. The lucky bastards fill the void created by the departure of **Opie & Anthony**. It's a homecoming for both guys, who started at the Buzz as interns: Loper worked his way up to overnights, while Smith was assigned to the morning show, where he was nicknamed "Whisker Biscuit" by morning talent **Mark Summers**. In 2005, Loper and Smith left the nest and teamed up in mornings at Great Scott active rock **WZBH/Ocean City, Md.**, as **Rexx & Smitty**.

## Condolences

We were saddened by the unexpected passing of programmer **Ray Kalusa**, who died Nov. 21 while driving from Los Angeles to spend Thanksgiving with family in Las Vegas. While the official cause of death has not yet been released, unconfirmed reports say Kalusa, 49, was involved in an accident in the heavy traffic and died of an apparent heart attack at the scene. His most recent radio gig was programming **KSPN (ESPN 710)/Los Angeles** from 2003 to 2006. Ironically, Kalusa was "so physically fit," according to KSPN GM **Bob Koontz**. "He was a marathon runner. He ran in dozens of them, like New York, Los Angeles, Boston and Chicago." Before his L.A. stint, Kalusa spent several years in Oklahoma City, programming **KYIS. WWLS (the Sports Animal)** and news/talk **WKY-AM**. He also programmed **KWNZ/Reno, Nev.**, and logged time in San Diego as APD/MD at the late **KKLQ (Q106)**, as well as at **KIOZ** as APD/MD. Memorial services are still pending. Thanks to **Don Barrett** of LARadio.com for his invaluable help.



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# Arbitron's satellite ratings evoke more questions than answers

## What Do They Mean?

By R.J. Curtis ■ Illustration By Dave Ember

What if someone threw a ratings party and nobody came? It seems inconceivable, but since Arbitron made audience estimates for satellite radio public for the first time in October, there seems to be little if any buzz, with hardly so much as a few discouraging words. ■ Ratings for individual channels on XM Satellite Radio and Sirius Satellite Radio were based on 466,000 persons 12+ in 300 markets during the 2007 spring book. The findings did not include data from any markets where the Portable People Meter (PPM) is the ratings currency.

A quick overview shows XM's weekly cume at 10,332,900 persons, while Sirius checks in with 6,595,000. The channel that led the way for both satellite providers was no real shocker: Howard Stern's Howard 100 has a weekly cume of slightly more than 1.2 million. XM's Top 20 on 20 channel also tops 1 million (see sidebar).

What's apparent when looking at the numbers is that whether it's music or talk, mainstream formats are the preferred choice even among satellite listeners.

Mark Ramsey, president of Mercury Radio Research and Hear 2.0, an audio entertainment strategy company, says the proportions feel right. "It makes sense that a top 40 station would be the most popular or that Stern would be one of the most popular channels," he says.

Jacobs Media founder Fred Jacobs agrees. The results are interesting, he says, "because when you think about satellite radio you think about more

niche tastes," but it's the more mainstream channels that do well, "so the hits are the hits are the hits."

And while XM executive VP of programming Eric Logan says the ratings information is nothing that would surprise a programmer, he does believe that the focus of a channel such as '60s on 6, which has a weekly cume of 619,600, comes into play. "It tells you the strength of what we have to offer, which is content that's not readily available on terrestrial radio," he says.

(Sirius declined R&R's request to comment for this story.)

### 'Gross Inconsistencies'

But Logan doesn't completely buy into Arbitron's measurement of satellite listening. There are, he says, "gross inconsistencies in relativity of channels between what we see in our surveys and what Arbitron does." As an exam-

ple, Logan cites ratings for baseball play-by-play, which, according to Arbitron's results, are "almost nonexistent."

XM surveys show baseball is "a very big, popular, highly listened-to piece of content on our network," Logan says. XM spokesman Nathaniel Brown told New York's Daily News in October that Arbitron measurement had the listenership for XM's Major League Baseball channels at less than 400,000 per week, while XM's own figures indicated that in July it was about 2.3 million.

Part of the reason for the disparity may be the methodology, some of which is unique to measuring satellite radio. As outlined by Arbitron, "In instances where it is not clear if a diarykeeper was attempting to record listening to a terrestrial station, or to a satellite radio channel, Arbitron's diary edit procedures presume that the diarykeeper was attempting to record listening to an AM or FM radio station."

That doesn't sit well with Logan. "If you're driving around in Los Angeles and you write down, 'Dodger game,' and you happen to be listening to the Dodgers on XM, the local station is going to get the credit if it's not clearly [attributed] to the satellite radio provider."

It's not just an issue with baseball, Logan says, because there's also shared content among XM, Sirius and terrestrial radio. For example, both satcasters and terrestrial radio carry Sean Hannity. "The same phenomenon happens there," Logan says, maintaining that satellite listening isn't always credited.

The diary methodology appears to be the big disconnect for most of those who have scoured the satellite ratings data so far. "When you get a diary from Arbitron that has columns that say 'AM' and 'FM' and no column that says 'Internet' or 'satellite,' are you to conclude that kind of listening is wrong, at least for the purposes of this exercise?" Ramsey asks.

Logan adds, "The diary is the same diary that's been in use for many years. It's not set up to capture the [satellite] services."

Beginning with the fall 2006 survey, Arbitron modified the instruction page on the inside of the diary cover to include the following language: "If you listen over the Internet or to a satellite radio service, please include the station name or channel number." References to "Internet" and "satellite" were added to the checklist and sample appearing on the inside cover of the diary.

### The Top Five Cuming Music And Talk Channels For XM And Sirius

#### XM Talk

1. **Fox News**, 485,400
2. **XM Comedy**, 422,200
3. **ESPN Radio**, 262,600
4. **The Virus** (Opie & Anthony), 216,800
5. **CNN**, 211,800

#### Sirius Talk

1. **Howard 100**, 1,225,100
2. **Howard 101**, 502,000
3. **Blue Collar Comedy**, 311,200
4. **NASCAR**, 177,600
5. **Raw Dog** (comedy), 171,600

#### XM Music

1. **Top 20 on 20**, 1,055,300
2. **Flight 26** (AC), 713,700
3. **'70s on 7**, 654,100
4. **'80s on 8**, 648,900
5. **'60s on 6**, 619,600

#### Sirius Music

1. **Sirius Hits**, 653,200
2. **New Country**, 455,900
3. **Big 80s**, 450,000
4. **The Pulse** ('90s), 405,000
5. **Octane** (hard rock), 357,600

SOURCE: Arbitron

## What Does It All Mean To Terrestrial Broadcasters?

A few terrestrial broadcasters that R&R polled say they haven't given the recently released Arbitron satellite ratings a second thought.

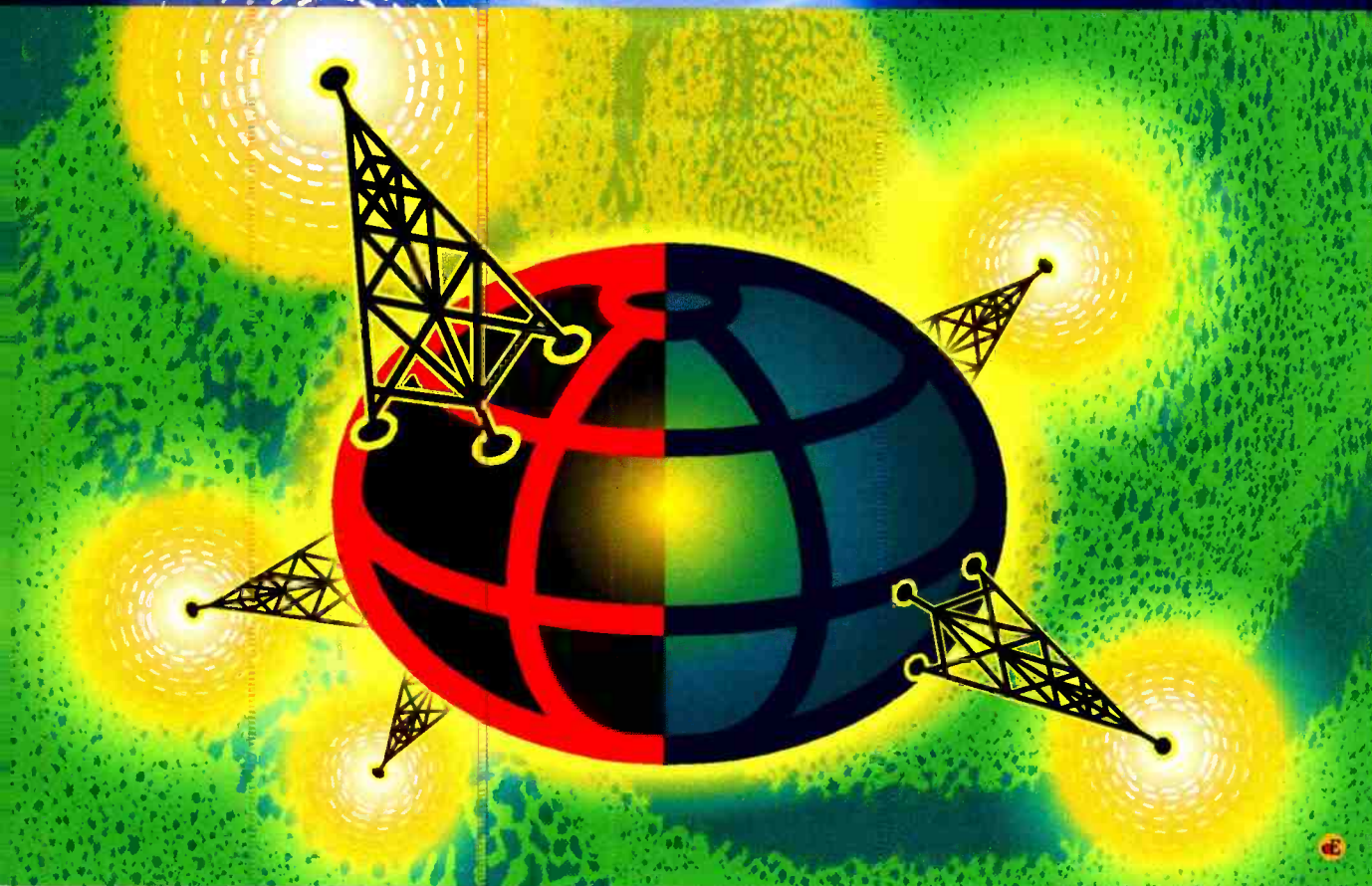
"I can't really remember the last time satellite radio came up in a serious strategic planning discussion, but it's been a long time," Emmis Radio president Rick Cummings says. "We're far more concerned with the digital generation's on-demand and

interactive expectations. That's what we spend our time on."

Lincoln Financial's KYGO/Denver PD Joel Burke says the biggest threat to terrestrial radio is terrestrial radio. "We have become our own worst enemy. It really doesn't matter what others do if we don't deliver emotional, cut-through content between the music."

On the other hand, CBS Radio VP of country program-

ming and KILT/Houston PD Jeff Garrison is keeping his head on a swivel. "With broadband expanding its bandwidth in the coming months [which will improve the Internet radio listening experience], along with satellite's obvious growth, everyone in terrestrial radio [should be] even more focused on providing the best and most relevant local content in our markets." —RJC



actionable information,” Logan says. “I am concerned about programming a network that goes to North America. I really need a national view of what’s happening.”

XM uses a service called OTX to measure listening levels among paid subscribers. It also polls them on likes, dislikes and preferences. “We do a very good job of measuring that,” Logan says, “and feel very confident about the information we have for our network.”

Logan chose OTX for a variety of reasons, he says. The methodology that it uses is one reason, while “more accurate, actionable and timely” information is another. Arbitron was a good partner for XM, Logan says, and while he’s seeing similar results from OTX in terms of listening levels and channel performance, “I don’t need a lot more information, I just need more people to buy the service,” he says.

### Don’t Fire Martha Stewart

Not everyone is completely dismissing Arbitron’s ratings for satellite radio. Jacobs says that while the numbers aren’t perfect, “you don’t want to necessarily fire Martha Stewart.” Stewart’s Sirius channel had a 35,700 weekly come, while XM’s Oprah channel also failed to attract a large audience.

But Jacobs says that while many of the niche channels that satcasters provide “don’t generate tons of listeners, when you add them up, they do account for an awful lot of satellite radio listening.” It would behoove terrestrial programmers to analyze the Arbitron data, Jacobs believes, because it might provide insight into what kinds of niche programming might work on HD side channels. “If you look inside some of these numbers, you get some clues as to how some of these specialty channels perform,” he says.

Ramsey says the Arbitron report is “a by-product of the work they do for radio.” While emphasizing that none of the information from Arbitron is “devious or deceptive on their part,” Ramsey asks rhetorically, “Does it rise to their typical standards? Not by any stretch of the imagination, and they know it.”

Albright’s assessment is a bit stronger. “The real story is you’ll never see this report from Arbitron ever again,” she says, claiming, “No one wanted it.”

But Mocarsky says, “We should be able to continue producing this report.”

Jacobs believes that “Arbitron has the desire to measure more than broadcast radio.” That belief is based on a focus group project Arbitron did a few years ago. He says the study was done to determine how people are entertaining themselves with all kinds of different audio. “Their desire is to measure the full spectrum of audio people come in contact with.”

XM’s Logan says that while he was aware Arbitron was compiling this information, “we didn’t ask them for it. We don’t pay for Arbitron; they made it public. I looked at it, found it interesting, then kind of put it in a drawer.”

Which is not to say the information wasn’t valuable. “Programmers are curious about what happens over here and a lot of people are looking at what we do,” he says. “That’s part of the reason people got excited about the data.” **R&R**

Consultant Jaye Albright of Albright & O’Malley says the instructions are confusing. “I looked at the diary and if it’s telling me to write down listening on satellite or Internet, it’s a very well-hidden instruction,” she says. “It’s there, but very well-camouflaged.”

Even if someone were to dutifully follow the written instructions Arbitron provides, Ramsey believes that in order to correctly identify a satellite station, more information is needed than is required for terrestrial radio. “It’s more work to complete a response,” he wrote in a recent *Hear 2.0* blog, “and when it’s more work to do something, fewer folks will do it.”

And Albright says that while she believed in the process of trying to demonstrate listening levels for satellite, “the race was kind of set up against it.”

### No-Hassle Checking

Ramsey doesn’t think the diary will ever include a separate column for recording satellite or Internet

listening. Arbitron, he believes, is “genuinely trying to provide a service that stations are willing to pay for.” He gives it high marks for understanding who its customers are, adding that Arbitron is “sensitive to the needs of their paying audience, as they should be.” Arbitron senior VP of press and investor relations Thom Mocarsky says there are no immediate plans to add columns for satellite or Internet radio. “We tested one version of the diary and may test another in ’08, but there is no set schedule.”

Albright believes that Arbitron “doesn’t want their customers thinking they’re promoting satellite radio or Internet radio, which will drive down persons using radio.” Adding a column would create aided recall for satellite or Internet radio listening at the expense of terrestrial radio, she believes.

XM terminated its agreement with Arbitron 18 months ago, according to Logan. Furthermore, the satellite network is not encoded for the PPM and does not plan to be. “Understanding how we do in one market doesn’t really give me a lot of

**‘The real story is you’ll never see this report from Arbitron ever again.’**

—Jaye Albright



# Jonathan Butler: Son Of The Soil

Poverty, apartheid mark tragic early years—but talent and opportunity garner fame for acclaimed guitarist/singer/songwriter

## Suffer The Little Children

By Carol Archer

Few Westerners can imagine the extreme destitution endured by untold millions of slum dwellers in Asia, Latin America and Africa. ■ Jonathan Butler has been there. Born Oct. 17, 1961, in a “colored” (or mixed race, like Butler) ghetto in a township in Cape Town, South Africa, he was the youngest of 12 children. Along with his parents, siblings, uncles and an assortment of nieces and nephews by the older children, they all lived together—20 or more—under the same roof.

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Much like shantytowns and favelas across the Third World, Butler describes the family’s house as a shack with cardboard walls—a corrugated iron roof traced with a filigree of holes, a dirt floor and an outhouse, which he remembers they were responsible for cleaning out and scrubbing.

“The English say life is made of five seasons in a day,” he says. “For my family, in one day there could be no food and there could be violence. You carried buckets and buckets of water from the bedroom because it was raining and you were two feet high in water. Our lives were just chaos,” he recalls.

Born under the crushing yokes of apartheid and such grinding poverty, guitarist/singer/songwriter Butler, in time, rose above tragedy, guided by his inherent talent and verve, and by opportunities that showed him an entirely dif-

ferent world. Eventually, he became the first non-white artist played on South African radio and to appear on national TV. Now living in the United States, he has earned two Grammy Award nominations and sold more than 1 million records. In all, he is one of the most successful smooth jazz and world music artists of the day. Beginning in the ‘90s, he also established a meteoric career in gospel.

Admired as an incandescent live performer, Butler—or JB, as he is commonly known—observes a rigorous touring schedule. In November, following an extensive national tour with Jazz Attack, he sailed aboard Jazz Cruises’ third annual Dave Koz & Friends at Sea cruise; then segued to the Dave Koz & Friends Smooth Jazz Christmas 10th anniversary tour; and will return to the tropics for the Smooth Jazz Cruise with Wayman Tisdale Jan. 20–27.

Rendezvous Entertainment recently released “Jonathan Butler: Live in South Africa,” his first live recording, on which he comes full circle with a full-concert performance CD. A bonus DVD features behind-the-scenes footage and two documentaries: “A Journey Home” depicts Butler’s emotional return to Cape Town and reunions with family and old friends; while “Robben Island” documents his visit to the prison in which Nelson Mandela was incarcerated for 27 years. Butler’s guide, Ahmed Kathrada, the anti-apartheid activist also sentenced to life with Mandela, credits Butler’s music as a source of

inspiration to the dissidents during their long imprisonment and acknowledges his contribution to the struggle to free South Africa.

At the close of Butler’s homecoming concert, he tells the audience, “I am one of yours and you are in me, South Africa. So peace and love from the son of the soil, Jonathan.”

### Survival

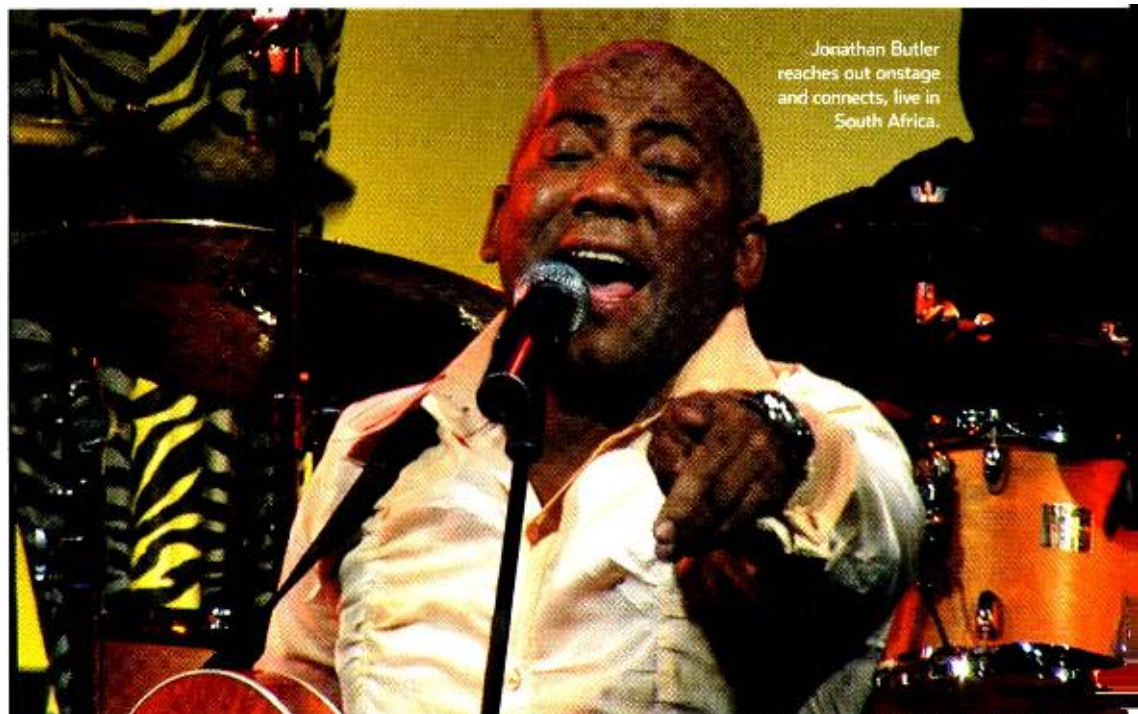
When he was a child, Butler recounts, sheep heads would be hacked into pieces with a cleaver and boiled for the family’s Monday night meal. Some days they ate lung; on others, tripe, kidneys, pig’s feet or chicken feet. “Plates were stacked this high,” he says, holding his hand in the air, two feet above a countertop.

The family was so poor, he adds, that his mother Elizabeth sold liquor illegally in order for the family to survive. Sometimes the police came and confiscated the liquor, leaving the family penniless.

None of the Butler children did very well in school, nor did any graduate from high school. As a youngster, Butler went to kindergarten, then standard one (equivalent to first grade). He recalls that he drank wine as a tyke.

“I was happy and sad at the same time: sad when we didn’t eat or my mom didn’t have 10 cents so I could go to a movie,” he recalls. “Poverty is a spiral and when it takes hold, it paralyzes you mentally, emotionally and physically, like dyslexia or ADD.”

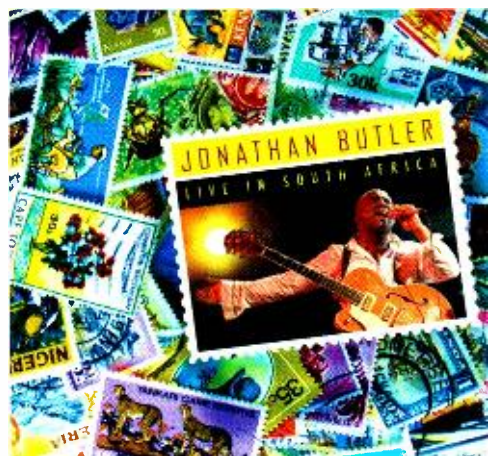
*Continued on page 14*



Jonathan Butler reaches out onstage and connects, live in South Africa.

**‘I didn’t want to go back, unless I could perform before all races together.’**

—Jonathan Butler



**Jonathan Butler,**

*Congratulations on an honor well deserved. You have been entertaining audiences for over 25 years, and we are privileged to be a part of your world.*



*Your friends and management, Dan, Sohayla and Kevin.*

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associated talent management



# Jonathan Butler: Son Of The Soil



14

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**'I want people in America to sense that others—someone like me—have something joyful that's given sincerely, honestly and is eternal. But I don't want it to be in a museum.'**

—Jonathan Butler

Continued from page 12

## This Little Light Of Mine

The early and mid-'60s were a fertile era in music that foreshadowed the explosion of rock and soul that would soon mirror political and social upheaval in the United States and Europe. Late at night, Cape Town radio broadcasted American and British pop and R&B. Butler says he "worshipped" Tom Jones and Shirley Bassey as well as soul singers, "those guys like Wilson Pickett and Otis Redding." And he still "absolutely loves" Aretha Franklin. "That woman has a tone," he says.

But it was Stevie Wonder's albums, especially, that captured Butler's imagination. "He left a piece of himself on every one, and if you can hear that, you keep it," he says. "I want people in America to sense that others—someone like me—have something joyful that's given sincerely, honestly and that's eternal. But I don't want it to

be in a museum."

He remembers his father, Abraham, as a fine man who played banjo and sang, but who had bronchial asthma and emphysema and never worked. Many nights, as their dad struggled for breath, the kids fetched a local doctor, but there wasn't any money for medicine to treat him. Elizabeth, the breadwinner, worked and was a church organist with "a lovely voice," he says. Butler's father and brother lent their singing voices to the Lenten carnival festival, where he eventually joined them. All his siblings sang in a show; elder sister Victoria was "the catalyst, why we were onstage." Brother Danny now lives in Holland, traveling with a theater company. Butler says the family was popular in their community: "We had a lot of talent in the house, and music was the glue that changed chaos to order."

## Music Changed Everything

"Poverty held my family captive," Butler says, but despair planted the seeds of his salvation. Families gathered around fires blazing in steel drums to pass the evenings singing. "It was where we auditioned," Butler remembers. He says that on one fateful night, when he about 6 years old, he didn't feel shy, "so I threw my voice in," to everyone's delight. "They said I could make it," he says. His parents encouraged him.

Word spread. Butler joined the junior divisions of a number of local Malay choirs and won numerous trophies in city-wide choir competitions. The promoters put him in the show that starred his siblings.

He recalls first setting foot onstage at age 6. "I had black pants, a gold jacket, white shirt and a bow tie. I sang 'Delilah' because I loved Tom Jones. People threw money on the stage. Imagine!" He says the feeling was overwhelming: "From that day on, music changed everything."

Butler's early memories include his first time away from home, on tour in coastal Durban, where his arrangements included staying with strangers, which provided a litany of first-time experiences. "I had my own room. Someone turned the lights off when it was time for bed and I couldn't sleep. Breakfast was prepared for me, and people spoke English. It was a whole other world," he says.

By the time he was 12, Butler says he was famous, like the Michael Jackson of South Africa. His 1975 single "Please Stay" was the vehicle that

distinguished Butler as the first non-white artist to break the color barrier on South African radio and national TV.

South Africa's apartheid laws condemned non-whites to servitude, humiliation and abuse under a system of institutionalized racial discrimination, which classified individuals as black (Africans) or "colored." They were prohibited from associating with whites and required, at age 16, to carry "passbooks" containing photo, fingerprints, race and perhaps approved access to non-white areas, and the jobs they were permitted to hold.

Apartheid denied non-whites all rights of citizenship, including the right to vote. The government later declared stringent states of emergency and increased penalties for protesting against or supporting repeal of a law. Punishments included fines, imprisonment and whipping. Anyone could be detained without a hearing for up to six months. Thousands died in custody, often following grotesque forms of torture.

Against this horrific backdrop, Butler played gigs for white audiences in venues where he was not permitted to enter through the front door or use the bathroom. He also played gigs in "colored" neighborhoods, including Cape Town's storied Gold Finger Lounge, where he was discovered at age 13 and promptly signed by Jive Records co-founder Clive Calder.

In 1985, Butler immigrated to England with his wife, Barenese Beaton. Now married for 25 years, the couple has since moved near Los Angeles. After leaving South Africa, he purposely didn't return for almost a decade, until the African National Congress came to power and when Mandela was elected president of South Africa in 1994.

"I didn't want to go back unless I could perform before all races together," Butler says. His annual visits are always emotional, but he says he is particularly thrilled about his homecoming live concert CD/DVD, because he wants people to understand where he came from and what his country means to him. "It made me who I am today," he says.

"For so many kids in South Africa, my life is their dream: just to be heard, for their voices to cry out and for their gifts to be celebrated. The people are looking to see me bring the change that I know, because it's so important to bring Africa into the realm of excellence and be a catalyst to bring that spirit to the nation. This is how we represent the best of who we are." **R&R**



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# JONATHAN BUTLER LIVE IN SOUTH AFRICA



Jonathan's first-ever live album — a special deluxe CD and DVD featuring a live performance and candid behind-the-scenes footage of Jonathan's emotional reunion with family and country.

See Jonathan Butler on the

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11/26 Baltimore, MD	Hippodrome
11/28 West Reading, PA	Scottish Rite Cathedral Performing Arts Center
11/29 Sewell, NJ	Commerce Bank Arts Center
11/30 Morristown, NJ	Community Theater
12/1 Melbourne, FL	King Center For Performing Arts
12/2 Naples, FL	Philharmonic Center For The Arts
12/3 Clearwater, FL	Ruth Eckerd Hall
12/4 Ft. Lauderdale, FL	AuRene Theater Broward Center For The Performing Arts
12/5 Sarasota, FL	Van Wezel Performing Arts Center

12/7 New York, NY	Beacon Theater
12/8 Columbus, OH	Palace Theater
12/9 Chicago, IL	Chicago Theater
12/11 Cleveland, OH	Playhouse Square Center
12/12 Detroit, MI	Music Hall
12/13 Temecula, CA	Pechanga Resort & Casino
12/14 San Diego, CA	Copley Symphony Hall
12/15 Oakland, CA	Paramount Theater
12/16 Tacoma, WA	Temple Theater
12/19 Mesa, AZ	Mesa Arts Center/Ikeda Theater
12/21 & 22 Carritos, CA	Cerritos Center For The Performing Arts



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# Jonathan Butler: Son Of The Soil

Spiritual guidance changes the focus of a life, as Butler dedicates his work and music to God

## A Sacred Hunger

By Carol Archer

After nearly 30 years under apartheid rule, South Africa in the mid-'70s was a seething cauldron of political unrest, divided by fear, hatred and violence, as the country's non-white majority population suffered an onslaught of injustices. ■ At that time, Jonathan Butler was already a star, signed to Clive Calder's Jive Records at age 13 and a role model for South Africa's youth. ■ But he was also adrift, without direction or hope for the future. He admits that he was running with the wrong crowd, getting high with drug dealers and "walking a fine line" toward suicide with all the drugs he was doing. Although he made appearances and performed regularly, Butler began a perilous decline from fame to "losing almost everything," he says.

how Jesus died for his sins. Butler remembers feeling great resistance. "There were so many dying in the street every day. Why would I entertain this conversation?" he says. But every example he advanced to counter Beaton's "began to appear irrelevant." He decided to follow Beaton's train of thought.

Though Butler's family rarely attended church, except on Easter, he says he always knew that God existed, that "you'd better not blaspheme" and that "everything comes from the source of life." He recognized that Beaton was only trying to love him and show him that true love is unconditional.

This was also at a time when Butler was affiliated with a radical political movement, the United Democratic Front, known for advocating change by killing people. As though struck by a lightning bolt from the blue, he says he got it: "Blessed are the peacemakers, for they are the sons of God."

No one had ever sat with him long enough to have that sort of conversation before. Beaton was the instrument through whom Butler says that God was revealed to him. Butler attended a meeting where he committed his life to God. "I realized that I had been blinded, and my eyes were

opened completely by love," he says. "I didn't find it in a church or with a pastor in a robe." Reborn, he returned to Cape Town. "I knew I couldn't walk those dark paths again," he says.

Beaton was also instrumental in Butler's life in another profound way, when he introduced him to his younger sister, Barenese. When the two married about a year later, Butler found the loving attention and care he craved. He says, "The Beaton family gave me a sense of meaning."

### The Calling To Gospel

Butler recalls standing before 2,000 people with a friend who was a pastor and the minister of a large congregation in Johannesburg. The minister testified that God intended to use Butler to declare his word. This, he says, confirmed his path as a priest and prophet who serves within the church and outside of the church, too. "I'm called to the latter, and it has never phased me to preach, as God reveals himself through the music." When he is "up there" singing, Butler says that he is completely in God's hands. "I ask God, 'What do

*Continued on page 18*

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Butler could not have foreseen that a single event—meeting a fan—would soon transform his life. The Butlers' house didn't have a telephone, so he took the fateful call across the street, at a neighbor's home. The caller introduced himself as Anton Beaton. "I believe you're coming to my city," he said. "May I take you to dinner?"

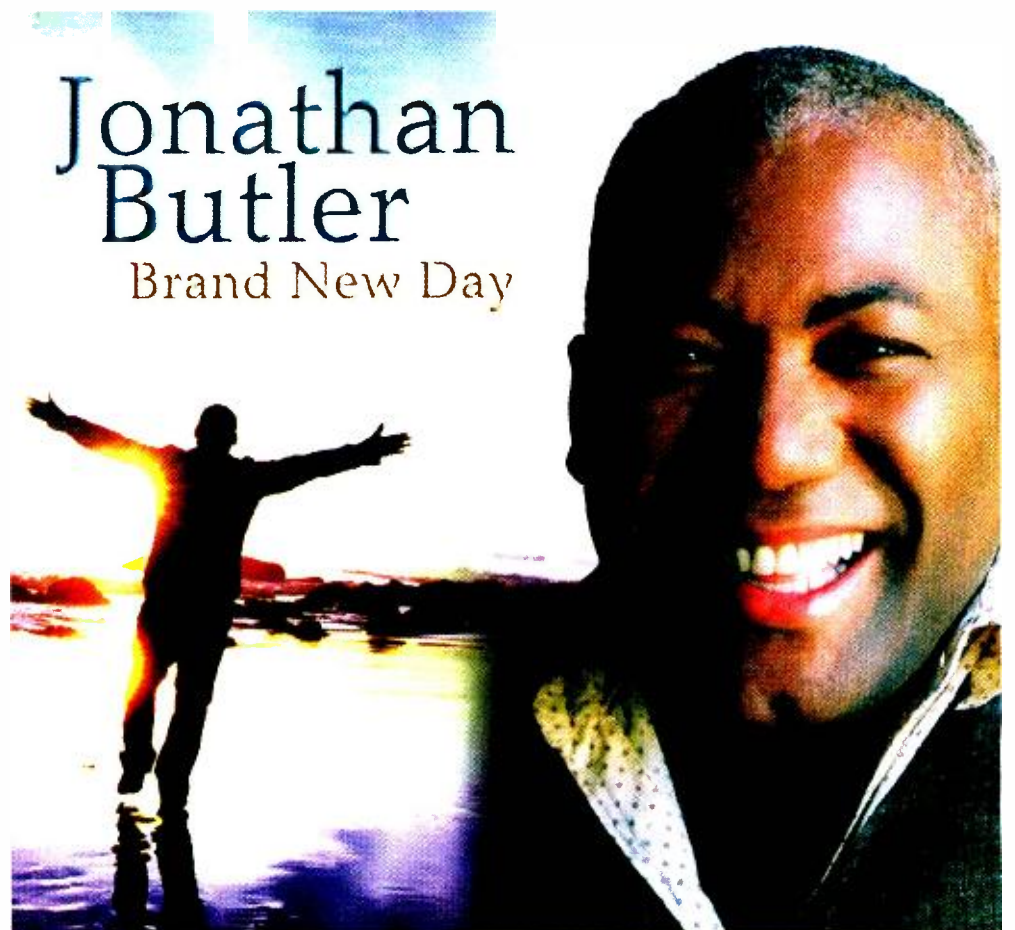
Butler was reluctant to commit, as he had "a different purpose": to get high. He was thinking more about connecting with a drug dealer than going to dinner with a fan. But Beaton persisted and was there to meet Butler's plane. Looking back, he refers to the encounter as his "Damascus Road experience," like the biblical Paul, who set out for Damascus as an anti-Semite, but after receiving a divine revelation, converted to Judaism.

### Blessed Are The Peacekeepers

Tracing his spiritual awakening, Beaton spoke to Butler of God's love, the Crucifixion, Golgotha and

**'I realized that I had been blinded, and my eyes were opened completely by love. I knew I couldn't walk those dark paths again.'**

—Jonathan Butler



Jonathan Butler  
Brand New Day



# Jonathan,

Thank you for embracing us as part of your life.  
You have truly blessed us with your music, family and friendship!



Love,  
Gerri



Leonard  
Business  
Management



# Jonathan Butler: Son Of The Soil

Continued from page 16

you want me to say?"

His paths as a secular and gospel artist are parallel. There are times, he says, when he wishes he were a preacher, others when he wishes to reach sheep who are untouched in God's flock. One way or another, music will always be part of it. "This is a sacred hunger," he says.

Butler sought to gratify his yearning to express and deliver his message when, during a trip to the Bahamas, he prayed, "Lord, if you give me the songs, I will sing them and I won't be scared." Songs poured from his heart, but he didn't have a gospel record deal, so he made the record "on faith." While he was signed to Warner Bros., he could not gain entry to its Christian label, Word.

Butler and saxophonist Kirk Whalum co-wrote and recorded the mega-hit "Falling in Love With Jesus," and soon, the doors opened to gospel label Maranatha, where, on his first project, Butler paired his voice with Juanita Bynum's on their collaborative 2006 release "Gospel Goes Classical," which remained on the gospel chart for 59 weeks. The project has sold 80,000 units, according to Nielsen Christian SoundScan. More recently, the title track from Butler's solo project, also on Maranatha, "Brand New Day," went to No. 5 on R&R's Gospel chart, with sales of 21,000.

## Count It All Joy

Butler says, "I can sing a million songs, but I write most of my gospel material. I don't discriminate how music should sound, gospel or secular. The essence of who I am is still what I do, and every gospel song is like a word, something you can feed on for a week, like my song 'He Said He Would,' which I wrote when a lot of issues came up all at once. When I feel the pressures of life, I usually steal away to worship, pray and sing to God."

He continues, "That day, what came from my heart was that God said he would take care of me, no matter what. The key for me is to come to a place of peace and not let chaos take hold. I'll go to the Book of James, chapter 1, verses 2-4: 'Count it all joy when you face trials of any kind,' because the trying of your faith will work patience."

In the 25 years since Butler's Damascus Road conversion, he has had countless experiences that have served to only deepen his faith. He says he is about God's business, which is his calling, "not a pity party about how my life was, although I share that every day of my life. I adore what God has given me, but I'm not attached to it. I feel that I'm the keeper of his garden."

Another significant event that stirred his heart began when he was at home in Cape Town and received a call from Nobel Peace Prize winner Archbishop Desmond Tutu. He asked Butler to march with him, Dr. Christian Barnhard (who performed the world's first open-heart surgery) and other leading figures to signify the beginning of South Africa's extraordinary "truth and reconciliation" movement, the success of which averted wholesale bloodshed and which many consider one of the greatest political achievements of the 20th century.



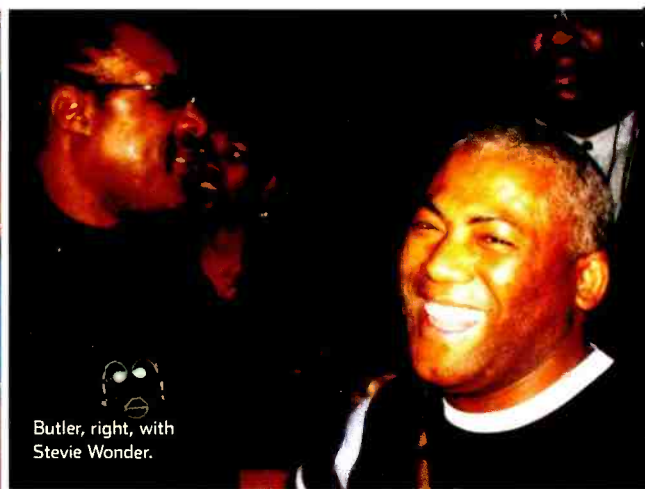
Butler, left, with Jesse Jackson.

**'When I feel the pressures of life, I usually steal away to worship, pray and sing to God. The key for me is to come to a place of peace and not let chaos take hold.'**

—Jonathan Butler

"From that day, I fell in love with Desmond Tutu, because he's a man who sees beyond the colors and levels of law about freedom in the sense of spirituality, with such love, joy and grace," Butler says. He pored over a photo archive of murder victims and other atrocities, as bushmen of the Khoisan tribe served them tea, and Tutu leaned close and whispered in Afrikaans a request for a song. Butler sang "Amazing Grace" a cappella, which he recalls was "an awesome experience."

Another especially powerful moment is captured on Butler's "Live in South Africa" bonus DVD: a visit to the Robben Island Museum, a memorial to the prison where Nelson Mandela served for 27 years, before his release in 1991 and subsequent election to president of South Africa in 1994. Mandela's comrade Ahmed Kathrada, who was imprisoned at age 24 and released when he was 60, tells Butler, "Through your music and



Butler, right, with Stevie Wonder.

singing, you kept the flag flying. The struggle was not won by political people alone. The struggle was won by all sorts of people: politicians, churches, teachers, students, ordinary workers, everybody who was isolated abroad and those who remained at home who wrote struggle songs. We are proud and grateful for what you and your colleagues did."

Today Butler performs regularly in churches, from small congregations to mega-churches, and he appears frequently on Christian TV.

"This is my season. I wrote 'Brand New Day' feeling a serious African beat. The words just came: 'Forget all your troubles, God will make a way, it's a brand new day,'" he says. "That was what I needed, and when I sing it onstage, I hope it translates to people."

He was reminded of the harrowing circumstances of his youth during a recent trip to Uganda. In the countryside, away from his five-star hotel, Butler says that he was touched by the incredible hardship of village life. "It's another world," he says.

His next stop was the source of the Nile. He says, "It's so powerful to feel that there is a God who brings forth all life." R&R

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## Butler's Legacy

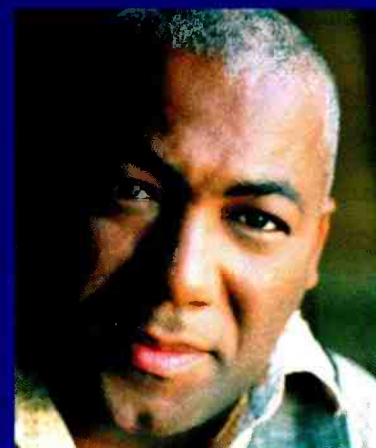
### BILLBOARD TOP CONTEMPORARY JAZZ ALBUMS

PEAK DATE	PEAK POSITION	TITLE	IMPRINT/LABEL	UNITS SOLD	
8/2/86	9	Introducing Jonathan Butler	Jive/RCA	8,000	Jazz Chart (released pre-SoundScan)
8/1/87	12	Jonathan Butler	Jive/RCA	73,000	(released pre-SoundScan)/RIAA certified gold
4/29/89	10	More Than Friends	Jive/RCA	25,000	(released pre-SoundScan)
8/4/90	5	Deliverance	Jive/RCA	19,000	(released pre-SoundScan)
9/27/97	3	Do You Love Me?	N-Coded/N2K Encoded	158,000	
9/25/99	6	Story Of Life	N-Coded/Warlock	42,000	
10/28/00	11	The Source	N-Coded/Warlock	35,000	
7/27/02	9	Surrender	Warner Bros.	43,000	
6/4/05	5	Jonathan	Rendezvous	30,000	

### BILLBOARD TOP GOSPEL ALBUMS

PEAK DATE	PEAK POSITION	TITLE	IMPRINT/LABEL	UNITS SOLD
10/16/04	16	The Worship Project	Maranatha/Corinthian/Provident-Integrity	45,000
6/4/05	10	Jonathan	Rendezvous	30,000
10/14/06	2	Gospel Goes Classical	Flow/Maranatha	125,000
6/23/07	6	Brand New Day	Maranatha	22,000

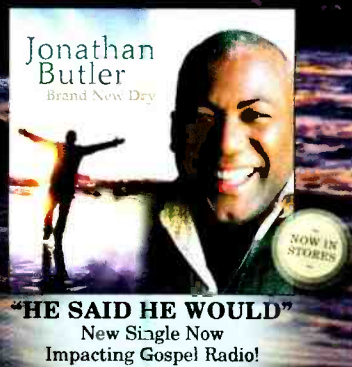
Units sold based on Nielsen SoundScan data from 1991 to Nov. 4, 2007.



Jonathan,

Congratulations! May your future be full of even more unforgettable 'brand new days' ahead!

- Your Maranatha! Music Family  
and your Mighty Dominion Entertainment Family



# Congratulations Jonathan on a well deserved tribute!

From your friends at the  
**Four Seasons Hotel Washington, DC**



**FOUR SEASONS HOTEL**  
*Washington, DC*



The R&R Q&A With Jonathan Butler

## Butler's Spirit Of Light

By Carol Archer

Jonathan Butler recently sat down for an intimate conversation in the garden outside his home in Bell Canyon, near Los Angeles, which he shares with his wife of 25 years, Barenese, and their three children. He spoke about music, radio and especially the deep feelings he has about his homeland, South Africa.

crazy, but you know what? He transcended his own ability and became a bigger spirit because of it. Queen Latifah is a lot like that, too. I'm looking forward to that in smooth jazz, where musicians begin to transform. Friends, cats of great ability and great chops, need to take the airwaves. When you find your higher calling, you're in a great stride in life and you walk with purpose and destiny. You're at peace and have a sense of great joy, doing what you do, whether you sell 10 records or millions. We live and breathe music. It will be essential to life long after we're gone.

your stomach. Our people loaned their land to Europeans and imagined sharing it; then one day, there's an apartheid law. Our African countries are rich, but it's not enough to have democracy. We must continue to challenge these forces to bring about more awareness and further change.

My vision for South Africa is that there won't be a term for "colored" anymore, just people—South Africans. Ten years ago, I had to carry a passbook with an ID number. Now we have a document that gives me freedom by law, but if I'm in South Africa today, do I live next to whites? Is my mother still a maid to their children? Is there still a Soweto, a township, where it's OK to build a mansion on top of your [shanty] "charter house"? That doesn't sit well with me.

**How did you become involved with the South African non-profit organization that cares for children with AIDS and those orphaned by AIDS, Acres of Love?**

Although AIDS is global and has no color, the plight in South Africa touches me in the deepest place. If I'm going to be involved in something, I pray about it to find peace over it, and talk it over with my wife. She said, "JB, I think this is right. Do what's right." I will give my all to Acres of Love, because children's hearts are good. It's wonderful work, rescuing abandoned babies.

**Can you imagine a time when racial equality will exist in South Africa?**

I look at this world from a different place, because I was once not free. I was a slave to many things, not only apartheid, but my own pain. When I was saved, I got the freedom that no one could give me.

**Your DVD shows how deeply you connect with audiences. You have the ability to convey universal emotions through your music.**

Thank God. Children come into life in purity, sincerity and honesty and when I'm onstage, that child in me, who shows up every time, loves to portray the love of God and the idea that there is so much joy here. And you came to participate with me in this fun, loving experience. **R&R**

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**'You live what you write, you speak what you do, you do what you say. It all comes with age.'**

—Jonathan Butler

**Do you record to tour or tour to record?**

You usually think, "Man, if I can make a record that's a hit, I'll be touring; if not, I won't," but you cultivate the live performance over the years. Some people make great records, but I don't want to see them live. Others are so awesome live that it doesn't matter what they put out, I'll always go to see them. Music is entertainment—show business. I'm blessed to do both.

**Which aspect of your career affords the greatest pleasure and sense of fulfillment?**

Touring. The live thing is my ultimate love, along with watching the creation of a good song, which is the most amazing thing. When I've collaborated, to see someone pencil a good lyric just blows my mind.

**How do you take the kernel of a musical idea and fashion a complete song?**

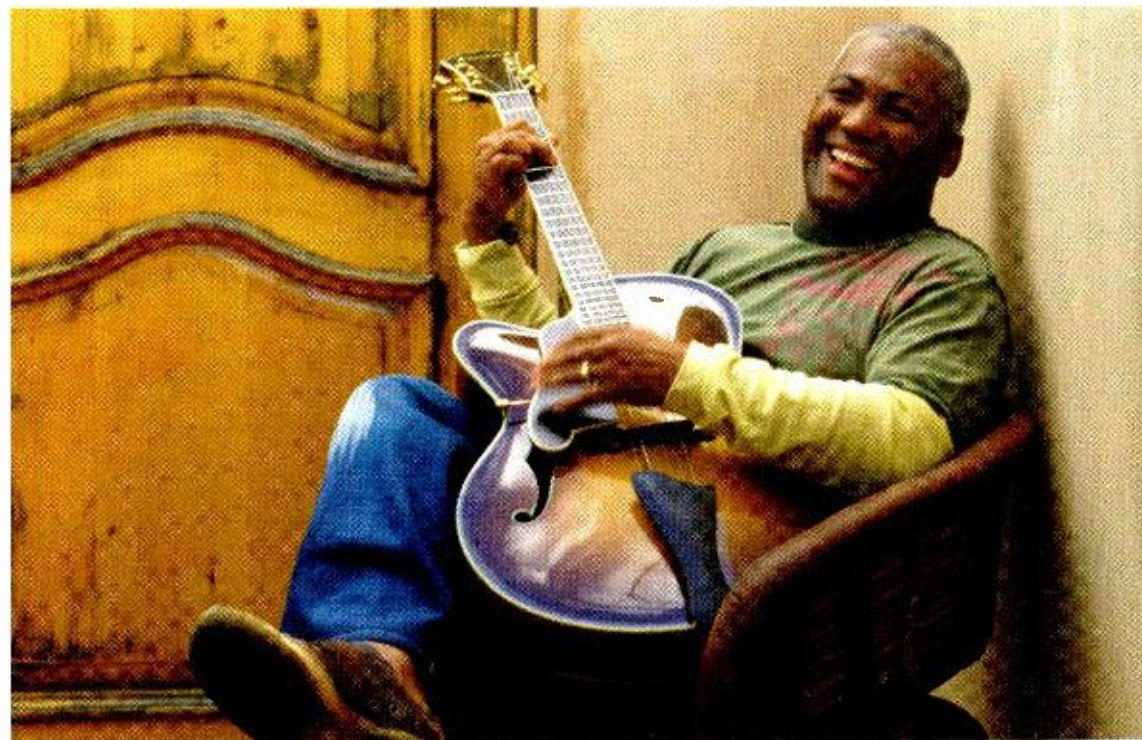
When the creative juices flow, it has to come out. I'll hear a little melody that sparks my interest and sit here in the garden with my guitar, just playing, or in my studio at the piano. You live what you write, you speak what you do, you do what you say. It all comes with age.

**What's your take on the state of smooth jazz radio?**

Artists are spirits of light through the airwaves who should never lose their strength and power, but radio has forced many to conform. I struggle with it every day, because when you make a record, you put your heart and soul into it. You're stripped naked, vulnerable to rejection. Artistry has been lost for want of airplay. Artists evolve, like Madonna, who started a Queen's girl [a non-derogatory South African term for a female entertainer with a large gay following], and set trends and became a person of great stature and dignity, who holds it up for herself, above everything she's done. I have such respect for an artist like Sting, who went from the Police and rock to doing a jazz record. Everyone thought he was

**Your country faces challenges that are unimaginable to most Westerners.**

AIDS aside, what South Africa needs is to become educated and have a vision for a better-informed country. "My people perish for lack of knowledge," the Bible says. But if you are impoverished, before you think of apartheid, segregation, freedom and social justice, your concern is



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# Big Pimpin' Up In NYC

Mike Stern

MStern@RadioandRecords.com

22

**O**n a recent trip to New York, I was able to pick the brains of some of news/talk/sports radio's brightest minds. During the span of slightly more than 100 hours, I met with Phil Boyce, Walter Sabo, John McConnell, Mark Chernoff and nine other New York-based industry leaders on a whirlwind tour of market No. 1. While I knew I would learn what some of the leading people in N/T/S are thinking, I never expected the topics would include Eleanor Roosevelt, chrome cassettes, Madison Square Garden architecture and homemade peanut butter. ■ Here's my journal:

**Day One, 1 p.m.**

**Great Sandwiches And Great Content**

I meet Westwood One senior VP of affiliate sales Dennis Green for lunch at the Stage Deli. After my corned beef sandwich and his tuna melt arrive, we discuss the future of talk radio.

Green says he would like to see "more of a leap of faith from broadcasters with FM talk. People should try traditional talk on the FM band." He

also believes people in the industry need "to wave the flag and say: 'Radio is a damn good medium.'"

**Day One, 4 p.m.**

**The Mind Is A Parachute, Effective When Open**

When I meet Jones Radio Networks VP of news/talk affiliate sales Jessica Sherman, I discover she's pregnant, which kills my afternoon beer plan. But even without adult beverages,

**'People are filtering the good stuff from the bad. Our content has to stand out and not be lumped in with the crap.'**

—Andy Denmark

Sherman is animated as she discusses the challenges that face a smaller syndication company.

"I wish people were more open-minded," Sherman says. With Jones' diverse lineup of shows, Sherman challenges programmers to expand their horizons. "We need to view new ideas with a fresh perspective and an open mind, but we don't," she adds, admitting that it's a challenge for her, too. "It's something I'm trying to improve at."

**Day Two, 9:12 a.m.**

**The Power Is At The Tower**

It's raining, I'm lost, and I'm late to meet Mark Chernoff, OM/VP of programming at CBS Radio sports WFAN (the Fan). I arrive soaking wet and ridiculously late. He still graciously meets with me.

It's a challenge integrating radio with new technologies, Chernoff says. "We're learning to put all the elements together. The tough part is creating programming that's compelling on multiple levels, so that listeners see something on the Internet that makes it more interesting to listen [to the station] and vice versa."

Chernoff firmly believes that the terrestrial signal is the brand. "We have this great radio signal we want people to hear," he says. "That needs to be the power base everything else emanates from."

**Day Two, 11:30 a.m.**

**A Positive Environment Positively Helps**

The Bloomberg News headquarters resemble a Michael Bay movie set: wall-size plasma screens flash news headlines, every floor has open space with desks but no offices, doors or walls. The layout is so futuristic I expect to see James Bond foil a plot for world domination at any given moment.

Al Mayers, who oversees Bloomberg News, shows me the amazing facility. It exemplifies how a positive environment affects employees. If stations emulated the Bloomberg offices, radio might regain some swagger. Not every station can have a free, fully stocked employee commissary with homemade peanut butter, but it would help.



Boyce



Chernoff

**70%** of Americans say they are following the '08 Presidential Election closely\*  
\*ABC News/Washington Post poll, 7/21/07

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President Franklin D. Roosevelt addresses the public at the opening ceremonies of the George Washington Bridge as covered by WOR/New York on Oct. 25, 1931.

**Day Two, 3:30 p.m.**

**Find Your Audience**

As Buckley talk WOR director of marketing and public relations Paul Siebold gives me a tour of the station, I see a photo captioned, "President Franklin D. Roosevelt addresses the public at the opening ceremonies of the George Washington Bridge as covered by WOR Radio 710." It's dated Oct. 25, 1931, and his wife, Eleanor, is behind him. But great heritage doesn't mean WOR can live in the past. Siebold says he continually searches for new ways to reach potential listeners.

"The station books very diverse guests," Siebold says, adding that he maximizes those opportunities with "very focused public relations and marketing for people who otherwise might not tune in." A recent interview with the cast of the Broadway musical "Jersey Boys" was covered on Theatermania.com, a site for theater fans. "Hopefully that created some tune-ins," Siebold says.

**Day Three, 9 a.m.**

**Stand Out From The Pack**

United Stations Radio Networks executive VP of programming Andy Denemark has a poster of Bob Marley's "Legend" album in his office. Originally from a record store, the poster reads, "Available on chrome cassette." The industry has vastly changed since those days. "The main difference is the explosion of entertainment choices for consumers," Denemark says. "The typical American is exposed to so many messages every day, how can we stand out in that din?"

"People are filtering the good stuff from the bad," he continues. "Our content has to stand out and not be lumped in with the crap."

**Day Three, Noon**

**Time To Shine Up Our Image**

While walking to lunch with Phil Boyce, VP of news/talk programming for ABC Radio Networks and PD for flag-

ship WABC, he points out that Madison Square Garden is actually round. Boyce sees similar irony in radio reaching millions of listeners but being constantly criticized. Radio has an image problem, he says. "We haven't lost listeners, but there is a belief that radio has lost its luster."

But Boyce predicts a bright future for N/T stations. "We're in such a great place with the election coming up. The format will do really well. We just have to turn radio's image around somehow."

**Day Three, 3 p.m.**

**Helping Stations Help Their Listeners**

The people at Fox News Radio say they're having fun, a rarity in radio lately. As senior VP of radio Robert Finnerty shows me around the building, he explains his priorities, which are "talking to our affiliates" and "getting feedback on our products." Doing those things enables him to provide the best service possible while "radio figures out how to compete in a media environment with so many choices," he says.

**Day Four, 9 a.m.**

**Value The Product, It's Worth it**

Peter Thiele, OM for Salem talk WMCA and WWJ, is based in New Jersey, not Manhattan, and his office doubles as a storage closet. This probably explains his even-keeled perspective.

Thiele believes radio's image problem affects sales. "We need to tell advertisers what a fantastic product we have," he says. "We undervalue our work. Radio advertising is the best buy out there, but we never give ourselves the credit we deserve for helping advertisers increase their business."

**Day Four, 11 a.m.**

**Believe In Traditional Media**

Howard Eisen and Basil Murrain are, respectively, executive VP of sales and VP of marketing and promotions at American Urban Radio Networks. Even as Murrain shows me ambitious new Web projects, Eisen is concerned about buyers overlooking radio. "They are spending on mobile platforms and the Internet to the exclusion of traditional media like radio," he says.

While the new media is important, Eisen worries about investing in media that he feels have not proved themselves.

**Day Four, 1:30 p.m.**

**Stop Saying 'We Have Problems'**

When Sabo Media president Walter Sabo arrives for lunch at Michael's restaurant, the staff warmly greets him by name. He gets the same affectionate response in the halls of Sirius Satellite Radio, a client he's consulted for years.

The warm receptions may stem from his infectious and positive outlook. "Radio is the most successful medium in history," he says. "It has great distribution and usage better than any other mass medium ever. [Radio] is the second switch; you turn on the shower, you turn on the radio. You turn on your car, you turn on the radio. There is nothing wrong with radio."

**Day Five, 9 a.m.**

**Find Younger Listeners By Any Means Necessary**

Wall Street Journal Radio Network executive director Nancy Abramson has been given a glimpse into the future through her two teenage sons, and she's concerned.

"Young people aren't listening to the radio," Abramson says, "and therefore aren't transitioning to news/talk." That her sons "never listen to the radio, period" worries her. "We've got to get them listening, or at least listening to our programs through a different means of distribution," she says. "It's important for broadcasters to get young people interested in our content."

**Day Five, 4 p.m.**

**Perception Is Reality; That's A Problem**

John McConnell, executive VP of network programming for ABC Radio Networks, has been sick all week with his first cold of the season. He fights through one last meeting on Friday afternoon to share his opinions about radio.

"Our problem is perception," he says. "This is the most dynamic medium in the world. There is no better or more exciting medium for creativity than ours." But the problem, McConnell adds, is that "we have not done an effective job of communicating the value and excitement that surrounds our medium."

Radio people in New York see challenges ahead and are preparing to meet them head on. If we all do that, we will remain one of the strongest mediums in the world. **R&R**

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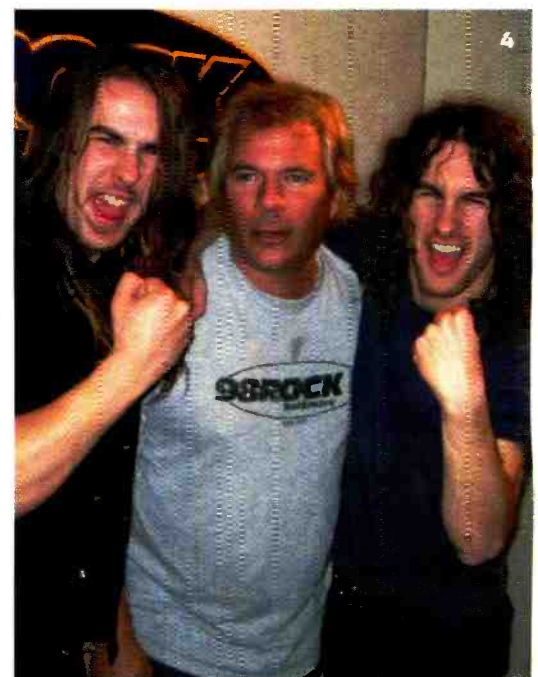


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# BIG SHOTS

Compiled by Alexandra Cahill  
ACahill@RadioandRecords.com



## Hour Of Power

**1.** Capitol Records Nashville artist Eric Church performed for fans and Clear Channel country KCCY (Y96.9)/Colorado Springs staffers at an acoustic happy hour at hot spot SoDo. In the back, from left, are PD Jesse Garcia, business manager Kelly Golden, morning personality Willie Fisher and engineer Daren McMullin. In the front, from left, are MD Chris Brooks; promotions staffer Alan Ryden; assistant promotion director Cara Vecchiarelli; Church; Fisher's companion, Heather Jones; sales staffer Tennille Walter; morning personality Val Hart; sales staffer Sean Rhoads; and promotion director Robert Vargas.

Hey, big shot! E-mail high-resolution photos from your promotions, appearances, promo tours and other radio and record industry events to [ACahill@RadioandRecords.com](mailto:ACahill@RadioandRecords.com).

**2. Holiday Treat** CBS Radio oldies WODS (Oldies 103.3)/Boston kicked off its fifth year of playing Christmas oldies and holiday favorites with Andy Williams' "It's the Most Wonderful Time of the Year." Santa, and his wife, Mrs. Claus, were on hand to spread some cheer with WODS midday personality Paula Street, center.

**3. Ready To Rock** Epic Records act Chevelle spent quality time with Results Radio active rock KRQR (Z-Rock) PD/midday jock Randall during a tour stop in Chico, Calif. From left are vocalist/guitarist Pete Dinklage, drummer Sam Loeffler, Randall and bassist Dean Bernardini.

**4. Sibling Revelry** Airbourne drummer Ryan O'Keeffe, left, and his brother, vocalist Joel, right, expressed their unbridled enthusiasm for Baltimore and Hearst active rock WIYY (98Rock) personality Stash. Roadrunner Records will release the Australian quartet's second album, "Runnin' Wild," in January.

**5. Family Business** Galaxy Communications president/CEO Ed Levine, left, and his daughter, Lauren Levine, who is a DJ on Syracuse University's WJPZ, caught up with Little Steven Van Zandt before a performance with Bruce Springsteen & the E Street Band in Albany, N.Y. Galaxy, which acquired WOUR/Utica, N.Y., recently added nationally syndicated program "Little Steven's Underground Garage" to its lineup.

**6. The Beat Goes On** Sony Columbia artists Bow Wow and Omarion appeared on Radio One urban WPHI (100.3 the Beat)/Philadelphia's series "Behind the Beats" to meet with listeners and promote their new collaboration, "Face Off." In the back, from left, are Bow Wow, new night show host Pooch and PD/afternoon drive host Colby Colb. In the front, from left, are Omarion and midday personality Laiya.

**7. Runaway Train** Train vocalist Pat Monahan, right, and Jones Radio Networks hot AC assistant OM Chad Blake chatted before the singer/songwriter's performance at Ogden Theatre in Denver. Monahan is touring the United States in support of his solo debut, "The Last of Seven."

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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** YEARS AGO CHUM Limited promotes executive VP of radio Paul Ski to president of its CHUM Radio division. ■ Tommy Chuck is selected to become PD at WFLZ/Tampa. ■ Sam Easley joins WSM-AM/Nashville as the venerable country station's new OM.

**5** YEARS AGO Mike McGann is appointed OM at WJAS and WPTT/Pittsburgh. ■ Audium Records selects Jack Purcell to head its promotion efforts. ■ Richard Mecham becomes GM of KQMB, KRSP and KSFI/Salt Lake City, as well as senior regional VP of Bonneville's new Intermountain Radio Group.

**10** YEARS AGO Amy Doyle joins WQRS/Detroit as PD as the station flips from classical to alternative. ■ KEEY/Minneapolis ups Gregg Swedberg to OM for KEEY, KFAN-AM and WTCJ-AM. ■ Etoile Zisselman joins Arista as director of AC promotion.



Zisselman

**15** YEARS AGO Dick Rakovan becomes GM at WWRC and WGAY/Washington. ■ John Mondis is promoted to PD at KKBT/Los Angeles. ■ KHKS/Houston taps J.J. McKay for programming duties.

**20** YEARS AGO Peg Kelly rises to VP/GM at WNBC/New York. ■ WXCI and WWWW/Detroit promotes Barry Mardit to director of programming operations. ■ Marianne Johnson becomes station manager and Sue Wilson is named PD at WDOK/Cleveland.



Mardit

**25** YEARS AGO Viacom Radio elevates Jim Haviland to VP. ■ John Mackin Aze joins KLVU/Dallas as VP/GM. ■ KCNN/San Diego names John Mainelli to the PD post.



Mainelli

**30** YEARS AGO KROQ/Los Angeles OM Kevin McKeown is elevated to GM. ■ Charlie Van Dyke takes over as OM at KLIF/Dallas. ■ KMJC/San Diego welcomes Roger W. Morgan as its new PD.

## THE SPIN

### Brown's 'Kiss' Tops Urban List

Chris Brown earns his first Urban No. 1 as a lead artist while featured guest T-Pain lands his fourth chart-topper of 2007, as "Kiss Kiss" (Zomba) rises 2-1. With seven top 10s since his debut in 2005, Brown's only other appearance at No. 1 came last December as a featured vocalist with Johna Austin on Bow Wow's "Shortie Like Mine." T-Pain, who also debuted the same year as Brown, kicked off his list of career No. 1s on R. Kelly's "I'm a Flirt" and scored his first as a lead artist with "Buy U a Drank (Shawty Snappin')." He returned to the summit again for one week in August with Plies on "Shawty."



### Dulfer Shines Bright With 'L.A. Lights'

Candy Dulfer rises to the top of Smooth Jazz with "L.A. City Lights," scoring Most Increased Plays (up 36) as it steps 3-1. "Lights" is the lead single from "Candy Store," her first studio album since 2003 and debut release on Heads Up. The album peaked at No. 2 on Billboard's Top Contemporary Jazz Albums in October and is the Dutch-born saxophonist's best-charting set since "For the Love of You" also reached the runner-up slot in 1998. Dulfer becomes just the second female artist to reach the top spot this year, joining Mindi Abair, whose "Bloom" led for two weeks beginning in February.

### Daughtry 'Crashes' Rock Top 10

Daughtry earns its third straight Rock top 10 as "Crashed" (RMG) vaults 14-9 with a 33-spin increase, the format's second-largest gain. The quintet, fronted by 2006 "American Idol" finalist Chris Daughtry, becomes the first act to reach the chart's top 10 with its first three appearances in three years. The group peaked at No. 2 in both of its previous tries, spending four weeks in the runner-up slot with "It's Not Over" in April and two weeks with "What I Want" in August.

The last act to score a trio of top 10s on its first three tries was Velvet Revolver, which turned the trick with "Set Me Free," "Slither" and "Fall to Pieces" in 2003-04. The band added a fourth to that tally with "Dirty Little Thing" a year later. The longest current string of top 10 tracks from the start of a career is the seven amassed by Shinedown beginning in 2003, while the best overall start belongs to 3 Doors Down with nine.

### 'One' For All

Alicia Keys claims Most Increased Plays for a fourth consecutive week on the CHR/Top 40 chart as "No One" (RMC) gains 1,339 spins and surges 9-6. The lead track from Keys' "As I Am," which debuted atop last week's Billboard 200 chart, is only the second song of 2007 to string together such a streak, matching the run of Sean Kingston's "Beautiful Girls." "No One" also reigns at Urban AC for a fifth week, pushes closer to the top at Rhythmic (2-2, up 220 plays) and begins at Hot AC at No. 34.

### Groban Leads Record-Setting Chart Cheer

With more than three-quarters of the AC panel (81 of 107 reporters) playing all-holiday music at press time, three titles, all seasonal songs, debut in the chart's top 20 for the first time in the Nielsen BDS era. Josh Groban charges in at No. 15 with "I'll Be Home for Christmas" (Reprise), a new studio version from album "Noel." Last year he took a live recording of the song to No. 4. At No. 17, Jim Brickman begins with "Coming Home for Christmas" (SLG), featuring vocals from former Lonestar frontman Richie McDonald. Wynonna completes the holiday trifecta at No. 19 with "Winter Wonderland" (Curb/Reprise). Two carols that debuted last week also soar like Santa's sleigh: Kimberley Locke's "Frosty the Snowman" (Curb/Reprise), up 22-10 with Most Increased Plays, and Carrie Underwood's "Do You Hear What I Hear" (Arista Nashville), which races 29-13. Underwood's track is also one of three yuletide debuts on the Country chart (where she reigns for a second week with "So Small"), entering at No. 53. Taylor Swift scores the Hot Shot Debut at No. 48 with "Last Christmas" (Big Machine), the first cover of Wham's '80s classic to appear on a Nielsen BDS-based R&R chart. A notch below, Kellie Pickler arrives with her rendition of "Santa Baby" (BNA).





WFLZ/Tampa's MJ Kelli and crew take Hannah mania to new heights, literally

# Hannah Monstrosity Larger Than Montana

Kevin Carter

KCarter@RadioandRecords.com

26

**Y**ou'd have to be living under a Disney-created, simulated rock not to know that America is in the grips of Hannah Montana fever—and there's no cure. Sadly there are also no affordable tickets available to her sold-out concert tour, thanks to ticket brokers who drove prices into the stratosphere and put them out of reach for the average parent. ■ But it's not a problem, merely a promotional challenge to stations lucky enough to score a pair or two. Many gave them away by dressing up a bunch of dads in women's clothing and makeup or making them race each other while tottering on mom's high heels. Hilarious? Sure. Original? Well . . .

Cut to Tampa, where the syndicated "MJ Morning Show," based at Clear Channel's WFLZ, came into possession of four Montana tickets and meet-and-greet passes. The mission: put a unique spin on this high-profile giveaway for maximum exposure. "This is the biggest tour of the last decade and we didn't want to do something that everyone else was going to do," WFLZ PD Tommy Chuck says.

Ideas were tossed around, but nothing stuck. Until, that is, "MJ [Kelli] came running into my office, scared the hell out of me, and yelled, 'I got it. I want to build a massive statue of Hannah Montana in the parking lot and have people put their hands on it to win,'" recalls Chuck, who says his gut reaction at the time was, "This is going to be a mess."

For WFLZ promotion director Kim Cusmano, the challenge was immediate. "MJ had a great idea, but he didn't even give us a chance to decide how we were going to do it before he went on the air with it, which always makes things a little more exciting," she says. "It was like, 'Oh, crap, now we really do have to make this happen.'"

## Expensive Proposition

After making a half-dozen calls, Cusmano found Treadway Industries in Leesburg, Fla., which had built items for Universal Studios and Disney. There was just one problem. "The price they quoted us was about \$1,000 per linear foot,"

Chuck says. Do the math on a proposed 12-foot statue, not to mention the additional costs of building the staging in the parking lot, etc. "We told Clear Channel we had this great idea, and they were very generous," Cusmano says.

The station decided to qualify 20 people to hang on to the giant statue for as long as possible to score the tickets and meet-and-greet passes. To sweeten the pot, WFLZ threw in a \$5,000 cash prize. "Our goal was to get on national TV," Chuck says. To maximize the promotional opportunities, the contest was opened to all of Kelli's affiliates: KSLZ/St. Louis, as well as Florida stations WFKS/Jacksonville, WBVD/Melbourne, WSYR/Port St. Lucie and WBCG/Port Charlotte. Interested listeners registered at mjmorningshow.com and told the powers that be how much they loved their children and what they were willing to do to win. Contestants were selected from each of the show's affiliate markets.

With Montana's Tampa concert scheduled for Nov. 19, the clock was ticking. When craftsmen delivered the 12-foot statue, lovingly dubbed "Hannah Monstrosity," and stood her up in the parking lot, unsuspecting passers-by were frightened.

Shortly thereafter, the 20 players were in position and the game began. According to Chuck and Cusmano, the key to success was for the audience to bond with the contestants online via 24/7 streaming video—and not that crappy webcam-in-the-studio stuff that buffers

every minute. "We tied in with Tampa Digital Studios and they did an awesome job," Chuck says. "It was like watching TV on the Internet. During the morning show they had a director and three cameras in operation, so while MJ was outside, we were broadcasting what amounted to a reality TV show on the Web site."

The sales department sold sponsorships to cover the cost of the bandwidth required. To augment the online coverage, Chuck and Jabberjav from the morning show hosted an online Q&A session each day. "We fielded e-mails from all over the world and relayed the questions to the players," Chuck says. Each contestant also had his or her own blog and Web page built into the station's social network. "Listeners could leave comments, and really get inside the players' heads," Chuck says. "Honestly, I really don't know what we missed. Our team did an unbelievable job and covered all the bases."

And that base-covering extended to going the extra mile to protect the health and safety of the players. "Anytime you do something that involves people living outside for a week, you want to make sure everyone is well taken care of," Chuck says. "Everyone received three meals a day, and we had [emergency medical technicians] check out each contestant once a day." Each person was allowed one 12-minute break every three hours. As far as sleeping with one hand on a giant statue, well . . . "They could sleep anytime they wanted," Chuck says. "The risk they took was to move in their sleep and accidentally take their hand off; we lost about half the players that way."

So what was the realistic expectation about how long this type of contest could last? "We had done similar contests in the past and they usually lasted six days," Cusmano says. And it was just after 4 p.m. on the sixth day, with the contest down to the final two, when fate caught up with one of the contestants. "She was taking her sweatshirt off and momentarily took her hand off the statue," Cusmano says. Game over.

Chalk it up to those mental missteps that occur because of, say, sleep deprivation. "Well, they had been outside for a week," Cusmano says. "Plus, they had been awake most of the night before because we were blasting Hannah Montana's 'Best of Both Worlds' on repeat from 11 p.m. to 6 a.m.," For Jody Powell, a father from Port Charlotte, the win was especially sweet; he gave the tickets to his 7-year-old daughter, also named Hannah.

## Mission Accomplished

Hannah Monstrosity generated national headlines and was also featured on every local TV station and in newspapers for a solid week, according to Chuck. "This is the kind of coverage money can't buy," he says. "More than anything, this is a type of promotion that not many radio stations can pull off, and we're very blessed to have the staff and resources to do it."

"I can't say enough about Kim, who threw this whole thing together from scratch in less than three weeks," Chuck says. "It was completely buttoned-up; nothing was overlooked. She did one heck of a job, and I'm certainly proud to be on her team." **R&R**



ABOVE: Hannah Monstrosity towers over MJ Kelli (shown actual size).

BELOW: Winner Jody Powell clutches his hard-won tickets.



Chuck



Cusmano



# CHR/TOP 40

▶ IN ITS 16TH WEEK ON THE CHART, **MATCHBOX TWENTY'S** "HOW FAR WE'VE COME" CONTINUES TO CLIMB (17-14), GIVING THE BAND ITS BEST SHOWING ON THE LIST SINCE "UNWELL" PEAKED AT NO. 3 IN 2003.



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WEEKS ON CHART	LAST WEEK	TITLE	ARTIST	NIelsen EDS CERTIFICATIONS	HITPREDICTOR STATUS	PLAYS TW	AUDIENCE MILLIONS	RANK	
1	1	11	<b>APOLOGIZE</b> TIMBALAND FEATURING ONE REPUBLIC	NQ. 1 (4 WKS) MOSLEY/BLACKGROUND/INTERSCOPE	11 ☆	10394	+153	70.43E	1
2	2	11	<b>BUBBLEY</b> COLBIE PAULAT		11 ☆	9267	-80	55.35E	2
3	3	12	<b>HATE THAT I LOVE YOU</b> RIHANNA FEATURING NE-YO		11 ☆	7573	+380	48.36E	4
4	5	17	<b>OVER YOU</b> DAUGHTRY		11 ☆	6479	-183	30.27E	11
5	7	14	<b>PARALYZER</b> FINGER ELEVEN		11 2	6393	+277	32.72E	9
6	9	5	<b>NO ONE</b> ALICIA KEYS	<b>MOST INCREASED PLAYS</b>	11	6335	+1339	49.86E	3
7	4	18	<b>STRONGER</b> KANYE WEST		11 2	6139	-767	37.31E	8
8	6	24	<b>THE WAY I ARE</b> TIMBALAND FEATURING KERI HILLSON		11 3	6117	-300	41.58E	6
9	8	8	<b>CLUMSY</b> FERGIE		11	5799	+743	38.41E	7
10	11	6	<b>KISS KISS</b> CHRIS BROWN FEATURING T-PAIN		11 ☆	5569	+771	42.05E	5
11	12	10	<b>CYCLONE</b> BABY BASH FEATURING T-PAIN		11	5036	+309	27.69E	12
12	13	9	<b>TATTOO</b> JORDIN SPARKS		11	4902	+329	32.08E	10
13	10	22	<b>WHO KNEW</b> PINK		11 2	4414	-459	22.35E	15
14	17	16	<b>HOW FAR WE'VE COME</b> MATCHBOX TWENTY		11 ☆	4248	+151	20.29E	18
15	18	7	<b>LOVE LIKE THIS</b> NATASHA BEDINGFIELD FEATURING SEAN KINGSTON		11	4079	+307	21.95E	16
16	15	18	<b>WAKE UP CALL</b> MARDONIS		11	4005	-350	19.77E	21
17	14	13	<b>AYO TECHNOLOGY</b> 50 CENT FEAT. JUSTIN TIMBERLAKE & TIMBALAND		11	3812	-606	26.89E	13
18	19	12	<b>I DON'T WANNA BE IN LOVE (DANCE FLOOR ANTHEM)</b> GOOD CHARLOTTE		11	3756	+240	21.45E	17
19	16	13	<b>CRANK THAT (SOULJA BOY)</b> SOULJA BOY TELL'EM		11 2	3710	-476	19.86E	20
20	20	7	<b>GOOD LIFE</b> KANYE WEST FEATURING T-PAIN	<b>AIRPOWER</b>	11	3284	+176	22.43E	14
21	21	8	<b>BED</b> J. HOLIDAY		11	2989	-25	16.09E	23
22	23	5	<b>MISERY BUSINESS</b> PARAMORE		11	2836	+385	19.87E	19
23	27	3	<b>LOW</b> FLO RIDA FEATURING T-PAIN		11	2553	+717	16.73E	22
24	24	8	<b>S.O.S.</b> JONAS BROTHERS		11	2454	+95	10.31E	27
25	31	3	<b>TEARDROPS ON MY GUITAR</b> TAYLOR SWIFT	<b>MOST ADDED</b>	11 ☆	2110	+692	11.19E	26
26	29	4	<b>TAKE YOU THERE</b> SEAN KINGSTON		11	2029	+388	12.44E	24
27	28	5	<b>SWEETEST GIRL (DOLLAR BILL)</b> WYCLEF JEAN FEATURING AKON, LIL WAYNE & NIA		11	1798	+142	7.41E	31
28	25	8	<b>I'M LIKE A LAWYER... (ME &amp; YOU)</b> FALL OUT BOY		11	1746	-463	9.37E	29
29	30	5	<b>INTO THE NIGHT</b> SANTANA FEATURING CHAD KROEGER		11	1661	+230	5.73E	33
30	33	4	<b>NEVER TOO LATE</b> THREE DAYS GRACE		11 ☆	1371	+94	4.35E	39
31	35	3	<b>SHADOW OF THE DAY</b> LINKIN PARK		11	1328	+258	5.57E	36
32	26	7	<b>UNTIL THE END OF TIME</b> JUSTIN TIMBERLAKE DUET WITH BEYONCE		11 ☆	1300	-544	4.87E	38
33	34	20	<b>BARTENDER</b> T-PAIN FEATURING AKON		11 2	1001	-227	5.80E	32
34	36	3	<b>BABY DON'T GO</b> FABOLOUS FEATURING JERMAINE DUPRI		11	985	+33	8.43E	30
35	38	2	<b>HERO/HEROINE</b> BOYS LIKE GIRLS		11	906	+74	5.02E	37
36	NEW		<b>PIECE OF ME</b> BRITNEY SPEARS		11	879	+320	9.57E	28
37	32	11	<b>PICTURES OF YOU</b> THE LAST GOODNIGHT		11	864	-532	2.49E	-
38	37	12	<b>GIMME MORE</b> BRITNEY SPEARS		11	858	+19	11.51E	25
39	40	2	<b>SORRY</b> BUCKCHERRY		11	844	+240	2.21E	-
40	39	2	<b>SHAWTY IS A 10</b> THE DREAM		11	728	+79	2.69E	-

## MOST ADDED

TITLE	ARTIST / LABEL	NEW STATIONS
<b>TEARDROPS ON MY GUITAR</b> 19	Taylor Swift (Big Machine/Universal Republic)	19
<b>LOW</b> 18	Flo Rida Feat. T-Pain (Poe Boy/Atlantic)	18
<b>STOP AND STARE</b> 16	OneRepublic (Mosley/Interscope)	16
<b>WON'T GO HOME WITHOUT YOU</b> 15	Maroon 5 (A&M/Octone/Interscope)	15
<b>GET BACK IN HERE</b> 9	DJ Felli Fel Feat. Diddy, Akon, Ludacris & Lil Jon (Island Urban/DJMG)	9
<b>NO ONE</b> 8	Alicia Keys (MBK/J/RMG)	8
<b>PIECE OF ME</b> 8	Britney Spears (Jive/Zomba)	8
<b>SOULJA GIRL</b> 8	Soulja Boy Tell'Em Feat. I-15 (Collipark/Interscope)	8
<b>INTO THE NIGHT</b> 7	Santana Feat. Chad Kroeger (Arista/RMG)	7
<b>TAKE YOU THERE</b> 6	Sean Kingston (Beluga Heights/Epic)	6

**ADDED AT... WYOY**  
Jackson, MS  
PD: Johnny O  
APD/MD: Nate West  
Flo Rida Feat. T-Pain, Low, 2  
Ashley Tisdale, He Said, She Said, 0  
Lifehouse, Whatever It Takes, 0  
Maroon 5, Won't Go Home Without You, 0  
**FOR REPORTING STATIONS PLAYLISTS GO TO:**  
[www.RadioandRecords.com](http://www.RadioandRecords.com)

TITLE	ARTIST / LABEL	PLAYS /GAIN	TITLE	ARTIST / LABEL	PLAYS /GAIN
<b>WON'T GO HOME WITHOUT YOU</b>	Maroon 5 (A&M/Octone/Interscope)	652/203	<b>CALABRIA 2008</b>	Enur Feat. Natasja (Ultra)	402/87
<b>HE SAID SHE SAID</b> ☆	Ashley Tisdale (Warner Bros.)	566/82	<b>HOT</b>	Avril Lavigne (Arista/RMG)	400/34
<b>SHE SAID, I SAID (TIME WE LET GO)</b>	NLT (T.U.G./Geffen)	524/95	<b>SOULJA GIRL</b>	Soulja Boy Tell'Em Feat. I-15 (Collipark/Interscope)	379/33
<b>ONE WORD</b> ☆	Elliott Yamin (Hickory/Red)	440/14	<b>WHATEVER IT TAKES</b>	Lifehouse (Geffen)	377/123
<b>CALLING YOU</b>	Blue October (Universal Motown)	414/49	<b>WHEN I'M GONE</b>	Simple Plan (Atlantic/Lava)	355/98

## MOST INCREASED PLAYS

+1339	<b>NO ONE</b> Alicia Keys (MBK/J/RMG)
+771	☆ <b>KISS KISS</b> Chris Brown Feat. T-Pain (Jive/Zomba)
+743	☆ <b>CLUMSY</b> Fergie (will.i.am/A&M/Interscope)
+717	<b>LOW</b> Flo Rida Feat. T-Pain (Poe Boy/Atlantic)
+692	☆ <b>TEARDROPS ON MY GUITAR</b> Taylor Swift (Big Machine/Universal Republic)

FOR WEEK ENDING NOVEMBER 25, 2007  
**LEGEND:** See legend to charts in charts section for rules and symbol explanations.  
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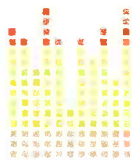
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Source: Arbitron Spring 2007 Women 18-34



# CHR/TOP 40

## CHR/TOP 40 INDICATOR REPORTERS

<b>KQID/Alexandria, LA</b> PD: Squirrel MD: Jessica	<b>WDAY/Fargo, ND</b> PD: Troy Dayton MD: Special Ed	<b>WQGN/New London, CT</b> PD: Kevin Palana
<b>KGOT/Anchorage, AK</b> OM: Mark Murphy PD/MD: Bill Stewart	<b>KMXF/Fayetteville, AR</b> OM: Dave Ashcraft PD/MD: Jay Steele	<b>WSPK/Newburgh, NY</b> PD: Scotty Mac APD: Sky Walker MD: Danny Valentino
<b>WVBX/Bangor, ME</b> PD: Jonny Shields	<b>WMSR/Florence, AL</b> OM: Brian Landrum PD: Jon "Fatguy" Marte	<b>KCRS/Odessa, TX</b> PD/MD: Nate Rodriguez
<b>KRSQ/Billings, MT</b> OM/PD: Kyle McCoy	<b>WJMX/Florence, SC</b> OM: Randy "Mudflap" Wilcox PD/MD: Scotty G.	<b>WILN/Panama City, FL</b> PD: Chris Alan MD: Spoon
<b>WWYL/Binghamton, NY</b> PD: Matt Johnson	<b>KISR/Ft. Smith, AR</b> OM/PD: "Big Dog" Rick Hayes APD/MD: Mike "Mike at Night" Oldham	<b>WPIA/Peoria, IL</b> OM: Gabe Reynolds PD/MD: Don "Big D" Black
<b>WBNQ/Bloomington, IL</b> OM: Dan Westhoff PD: Dave Adams APD: Chad Fasig MD: Mason Schreder	<b>KKXL/Grand Forks, ND</b> OM: Rick Acker PD/MD: Trevor D APD: Dave Andrews	<b>KIXY/San Angelo, TX</b> OM: Jay Michaels PD/MD: David Carr
<b>KNDE/Bryan, TX</b> OM/PD: Lesley Henton	<b>WQPO/Harrisonburg, VA</b> PD: Bobby Mason MD: Ryan O'Bryan	<b>WXER/Sheboygan, WI</b> OM: Patrick Pendergast PD/MD: Ron Simonet
<b>WRZE/Cape Cod, MA</b> OM: Steve McVie PD: David Duran	<b>KLAZ/Hot Springs, AR</b> OM/PD: Keith Michaels APD/MD: Aaron Garrett	<b>WNDV/South Bend, IN</b> PD: Karen Rite MD: Scotty Wyde
<b>KTRS/Casper, WY</b> OM/PD: Donovan Short	<b>WKKE/Huntington, WV</b> PD: Jim Davis APD/MD: Gary Miller	<b>KCLD/St. Cloud, MN</b> OM: Matt Senne PD: JJ Holiday APD: Wayne D. MD: Timmy Daniels
<b>KZIA/Cedar Rapids, IA</b> OM: Rob Norton PD: Greg Runyon MD: Ric Swann	<b>KSYN/Joplin, MO</b> OM: Chad Elliot PD: Steve Kraus MD: Chris Cortez	<b>WHTF/Tallahassee, FL</b> PD/MD: Brian O'Conner
<b>WQQB/Champaign, IL</b> PD: Joe McIntyre	<b>KFRX/Lincoln, NE</b> OM: Lester St. James PD: Matt McKay APD/MD: JJ Ryan	<b>WMGI/Terre Haute, IN</b> PD/MD: Jamie Dawson
<b>WHTE/Charlottesville, VA</b> OM: Vinnie Kice PD/MD: PJ Styles	<b>KZII/Lubbock, TX</b> OM: Wes Nessimann PD: Jacqui Neal	<b>WKHQ/Traverse City, MI</b> OM/PD: Luke Spencer
<b>WJYY/Concord (Lakes Region), NH</b> PD/MD: AJ Dukette	<b>WCIL/Marion, IL</b> PD: Jon E. Quest MD: Ivy	<b>WVKZ/Tupelo, MS</b> OM/PD: Rick Stevens
<b>WKMV/Dothan, AL</b> PD: Chris Alan	<b>KIFS/Medford, OR</b> PD/MD: Geminey Meyers	<b>WIFC/Wausau, WI</b> PD: John Jost MD: Belky
<b>WWAX/Duluth, MN</b> OM: Bill Jones PD/MD: Tony Hart	<b>WJDQ/Meridian, MS</b> OM: Bob O'Dell PD: Carson Case	<b>WAZO/Wilmington, NC</b> OM/PD: Jerry Mac
<b>WBIZ/Eau Claire, WI</b> OM: Mike Cushman PD/MD: Jare E. Jordan	<b>KNOE/Monroe, LA</b> OM/PD: Bobby Richards MD: Mike Austin	<b>KFFM/Yakima, WA</b> OM: Ron Harris PD/MD: Steve Rocha
<b>WNKI/Elmira, NY</b> OM/PD: Scott Free MD: Eric McKay	<b>WVAQ/Morgantown, WV</b> OM: Hoppy Kercheval PD: Lacy Neff	
<b>WRTS/Erie, PA</b> PD: Jessica Curry APD: Danial Baxter	<b>WXXM/Myrtle Beach, SC</b> OM: Jimmy Fueger PD: AJ Seliga MD: Larry Knight	
<b>WDKS/Evansville, IN</b> PD: Keith Curry		
<b>WSTO/Evansville, IN</b> OM: Tim Huel sing PD: Jason Addams		



▶ "TATTOO," THE DEBUT SINGLE FROM "AMERICAN IDOL" WINNER **JORDIN SPARKS**, JUMPS EIGHT SPOTS TO NO. 30 ON THE CANADA CHR/TOP 40 CHART.

POWERED BY

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BDS

THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE ARTIST	IMPRINT / PROMOTION LABEL	PLAYS TW +/-
1	1	11	<b>APOLOGIZE</b> TIMBALAND FEAT. ONEREPUBLIC	MOSLEY/BLACKGROUND/INTERSCOPE	3568 +103
2	2	12	<b>BUBBLY</b> COLBIE CAILLAT	UNIVERSAL REPUBLIC	3462 +103
3	3	13	<b>HATE THAT I LOVE YOU</b> RIHANNA FEAT. NE-YO	SRP/DEF JAM/DJMG	2948 +67
4	6	18	<b>PARALYZER</b> FINGER ELEVEN	WIND-UP	2767 +270
5	5	17	<b>OVER YOU</b> DAUGHTRY	RCA/RMG	2716 +44
6	4	18	<b>STRONGER</b> KANYE WEST	ROC-A-FELLA/DEF JAM/DJMG	2569 -277
7	8	8	<b>CLUMSY</b> FERGIE	WILL.I.AM/A&M/INTERSCOPE	2328 +197
8	12	5	<b>NO ONE</b> ALICIA KEYS	MBK/J/SONY BMG	2245 +401
9	13	6	<b>KISS KISS</b> CHRIS BROWN FEAT. T-PAIN	JIVE/ZOMBA	2140 +369
10	11	9	<b>TATTOO</b> JORDIN SPARKS	19/JIVE/ZOMBA	2030 +133
11	8	25	<b>THE WAY I ARE</b> TIMBALAND FEAT. KERI HILSON	MOSLEY/BLACKGROUND/INTERSCOPE	1984 -140
12	16	6	<b>LOVE LIKE THIS</b> NATASHA BEDINGFIELD FEAT. SEAN KINGSTON	PHONOGENIC/EPIC	1893 +294
13	14	11	<b>CYCLONE</b> BABY BASH FEAT. T-PAIN	ARISTA/RMG	1762 +35
14	9	27	<b>WHO KNEW</b> PINK	LAFACE/ZOMBA	1740 -320
15	17	11	<b>I DON'T WANNA BE IN LOVE (DANCE FLOOR ANTHEM)</b> GOOD CHARLOTTE	DAYLIGHT/EPIC	1695 +115
16	18	17	<b>HOW FAR WE'VE COME</b> MATCHBOX TWENTY	MELISMA/ATLANTIC	1632 +59
17	10	18	<b>WAKE UP CALL</b> MAROON 5	A&M/OCTONE/INTERSCOPE	1596 -321
18	19	15	<b>AYO TECHNOLOGY</b> 50 CENT FEAT. JUSTIN TIMBERLAKE & TIMBALAND	SHADY/AFTERMATH/INTERSCOPE	1540 -3
19	20	8	<b>GOOD LIFE</b> KANYE WEST FEAT. T-PAIN	ROC-A-FELLA/DEF JAM/DJMG	1517 +36
20	15	20	<b>CRANK THAT (SOULJA BOY)</b> SOULJA BOY TELL'EM	COLLIPARK/INTERSCOPE	1476 -158
21	25	7	<b>MISERY BUSINESS</b> PARAMORE	FUELED BY RAMEN/ATLANTIC/LAVA	1158 +160
22	22	7	<b>S.O.S.</b> JONAS BROTHERS	HOLLYWOOD	1143 +84
23	23	10	<b>BED</b> J. HOLIDAY	MUSIC LINE/CAPITOL	1063 +51
24	24	9	<b>I'M LIKE A LAWYER...(ME &amp; YOU)</b> FALL OUT BOY	FUELED BY RAMEN/ISLAND/DJMG	953 -54
25	27	6	<b>INTO THE NIGHT</b> SANTANA FEAT. CHAD KROEGER	ARISTA/RMG	832 +135
26	26	7	<b>UNTIL THE END OF TIME</b> JUSTIN TIMBERLAKE DUET WITH BEYONCE	JIVE/ZOMBA	799 -50
27	33	3	<b>LOW</b> FLO RIDA FEAT. T-PAIN	POE BOY/ATLANTIC	702 +231
28	39	2	<b>TEARDROPS ON MY GUITAR</b> TAYLOR SWIFT	BIG MACHINE/UNIVERSAL REPUBLIC	694 +354
29	30	3	<b>TAKE YOU THERE</b> SEAN KINGSTON	BELUGA HEIGHTS/EPIC	608 +79
30	31	4	<b>SWEETEST GIRL (DOLLAR BILL)</b> WYCLEF JEAN FEAT. AKON, LIL WAYNE & NIIA	COLUMBIA	593 +78
31	35	4	<b>SHADOW OF THE DAY</b> LINKIN PARK	WARNER BROS.	545 +101
32	29	4	<b>PICTURES OF YOU</b> THE LAST GOODNIGHT	VIRGIN	533 -27
33	34	5	<b>SORRY</b> BUCKCHERRY	ELEVEN SEVEN/ATLANTIC/LAVA	461 0
34	37	2	<b>NEVER TOO LATE</b> THREE DAYS GRACE	JIVE/ZOMBA	401 +15
35	38	3	<b>GOODBYE</b> SALLY ANTHONY	CRACIE	366 -5
36	40	2	<b>YOU WOULDN'T KNOW HOW</b> SARAH ATERETH	BECUILE	355 +30
37	NEW	12	<b>SHAWTY IS A 10</b> THE DREAM	DEF JAM/DJMG	337 +57
38	32	12	<b>GIMME MORE</b> BRITNEY SPEARS	JIVE/ZOMBA	325 -151
39	NEW	7	<b>HERO/HEROINE</b> BOYS LIKE GIRLS	COLUMBIA	320 +74
40	36	17	<b>ME LOVE</b> SEAN KINGSTON	BELUGA HEIGHTS/EPIC	301 -88

THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE ARTIST	IMPRINT / PROMOTION LABEL	PLAYS TW +/-
1	1	11	<b>APOLOGIZE</b> TIMBALAND FEATURING ONEREPUBLIC	MOSLEY/BLACKGROUND/INTERSCOPE/UNIVERSAL	706 +21
2	3	12	<b>HATE THAT I LOVE YOU</b> RIHANNA FEATURING NE-YO	SRP/DEF JAM/UNIVERSAL	535 -1
3	4	12	<b>DON'T STOP THE MUSIC</b> RIHANNA	SRP/DEF JAM/UNIVERSAL	533 +32
4	11	5	<b>NO ONE</b> ALICIA KEYS	MBK/J/SONY BMG	521 +130
5	5	9	<b>HOT</b> AVRIL LAVIGNE	ARISTA/SONY BMG	514 +16
6	2	19	<b>STRONGER</b> KANYE WEST	ROC-A-FELLA/DEF JAM/UNIVERSAL	493 -70
7	6	10	<b>INTO THE NIGHT</b> SANTANA FEATURING CHAD KROEGER	ARISTA/SONY BMG	466 +10
8	9	8	<b>CLUMSY</b> FERGIE	WILL.I.AM/A&M/INTERSCOPE/UNIVERSAL	458 +49
9	7	8	<b>BUBBLY</b> COLBIE CAILLAT	UNIVERSAL REPUBLIC/UNIVERSAL	420 -13
10	10	14	<b>AYO TECHNOLOGY</b> 50 CENT FEAT. JUSTIN TIMBERLAKE & TIMBALAND	SHADY/AFTERMATH/INTERSCOPE/UNIVERSAL	374 -30
11	13	7	<b>GOOD LIFE</b> KANYE WEST FEATURING T-PAIN	ROC-A-FELLA/DEF JAM/UNIVERSAL	360 +13
12	17	5	<b>FOR THE NIGHTS I CAN'T REMEMBER</b> HEDLEY	UNIVERSAL	357 +51
13	8	29	<b>THE WAY I ARE</b> TIMBALAND FEAT. KERI HILSON	MOSLEY/BLACKGROUND/INTERSCOPE/UNIVERSAL	340 -91
14	14	15	<b>OVER YOU</b> DAUGHTRY	RCA/SONY BMG	337 -9
15	20	3	<b>KISS KISS</b> CHRIS BROWN FEATURING T-PAIN	JIVE/SONY BMG	331 +62
16	15	19	<b>MONEY HONEY</b> STATE OF SHOCK	CORDOVA BAY	310 -26
17	22	3	<b>WHEN I'M GONE</b> SIMPLE PLAN	ATLANTIC/LAVA/WARNER	306 +44
18	18	20	<b>DO IT</b> NELLY FURTADO	MOSLEY/GEFFEN/UNIVERSAL	289 -17
19	12	12	<b>GIMME MORE</b> BRITNEY SPEARS	JIVE/SONY BMG	269 -92
20	27	4	<b>LOVE LIKE THIS</b> NATASHA BEDINGFIELD FEATURING SEAN KINGSTON	PHONOGENIC/EPIC/SONY BMG	256 +54
21	24	5	<b>I DON'T WANNA BE IN LOVE (DANCE FLOOR ANTHEM)</b> GOOD CHARLOTTE	DAYLIGHT/EPIC/SONY BMG	251 -4
22	23	9	<b>CRANK THAT (SOULJA BOY)</b> SOULJA BOY TELL'EM	COLLIPARK/INTERSCOPE/UNIVERSAL	251 -5
23	19	18	<b>TONGUE TIED</b> FABER DRIVE	UNIVERSAL REPUBLIC/UNIVERSAL	251 -40
24	25	6	<b>BED</b> J. HOLIDAY	MUSIC LINE/CAPITOL/EMI	242 +4
25	21	20	<b>LOVESTONED</b> JUSTIN TIMBERLAKE	JIVE/SONY BMG	238 -29
26	29	5	<b>SWEETEST GIRL (DOLLAR BILL)</b> WYCLEF JEAN FEAT. AKON, LIL WAYNE & NIIA	COLUMBIA/SONY BMG	232 +37
27	26	8	<b>ALL I EVER WANTED</b> BRIAN MELO	SONY BMG	232 +9
28	39	2	<b>PIECE OF ME</b> BRITNEY SPEARS	JIVE/SONY BMG	218 +66
29	16	16	<b>WAKE UP CALL</b> MAROON 5	A&M/OCTONE/UNIVERSAL	210 -102
30	38	3	<b>TATTOO</b> JORDIN SPARKS	JIVE/SONY BMG	206 +50

♦ indicates CanCon



Hot 97's 'Miss Jones in the Morning' enters syndication

## A Jones For Syndication

Darnella Dunham

[DDunham@RadioandRecords.com](mailto:DDunham@RadioandRecords.com)

**m**iss Jones has a commanding on-air presence that has brought her consistently high ratings and even higher drama during her 15 years in radio. The morning host, whose full name is Tarsha Nicole Jones and is also known as Jonesy, has spent the bulk of her career at Emmis' WQHT (Hot 97)/New York, where she ranked third among 38 stations in persons 18-34 (second among English-language morning shows) in the summer 2007 Arbitron. On Nov. 26 she returned to the only other station she's ever worked at: Radio One hip-hop WPHI (100.3 the Beat)/Philadelphia.

The Beat is the first affiliate of the newly syndicated "Miss Jones in the Morning" show. Co-hosts DJ Envy and former WPHI night host Michael Shawn remain onboard. The move into Philly is also noteworthy because it pits two of Emmis' brightest superstars and their respective crews head to head in morning drive: Jonesy on the Beat and KPWR (Power 106)/Los Angeles' Big Boy—now syndicated by ABC Radio Networks—on Clear Channel urban WUSL (Power 99). No matter, Jones says, "I

am extremely excited to be returning to the place I once called home. Philly has always remained in my heart and holds the fondest memories of my career."

During Jones' tenure at WPHI, she had well-documented differences with PD/afternoon personality Colby Colb, which she discloses in her 2007 Random House book, "Have You Met Miss Jones?: The Life and Loves of Radio's Most Controversial Diva" (see story, this page). Despite their past problems, Colb says he's excited to have Jones back and

**'Once we all realized our strengths, we did not have to be as offensive and over the top—we were funny and good at what we did just being ourselves.'**



Miss Jones

**'For the past six months, we had already begun taking the show more national—listeners weren't able to feel a difference.'**

calls her "an impact player."

Radio One/Philadelphia OM Eroy Smith adds, "It doesn't get any better than this for Philadelphia radio, having Miss Jones as a part of the rebuilding of 100.3 the Beat."

Jones isn't the same personality that she was during her first stint in Philly. She's more mature and wiser but still funny and entertaining. One of the events that stimulated her evolution as a personality was 2005's infamous "Tsunami Song" that made light of the natural disaster that killed more than 150,000 in Southeast Asia and was deemed racist by Asian protesters.

About her shift away from being controversial, Jones says, "It was a gradual progression as we grew. Once we all realized our strengths, we did not have to be as offensive and over the top—we were funny and good at what we did just being ourselves."

So far change has been a good thing. "It feels better," Jones says. "It was a different time then—a lot of things in radio have transpired as a result of certain personalities going too far and, myself included, being reprimanded. There was a time when that was acceptable and actually appreciated higher up. But as we all know times change, and those of us that are able to change with the times are able to stick around."

As "Miss Jones in the Morning" makes its move to a national radio audience, Jones is prepping to do the same on TV. She is in the process of filming a reality show for VH1, and going from having to be "on" just for her morning show to doing so for lengthy hours of filming has taken some getting used to. "It hasn't been uncomfortable but it has been very hard," Jones says. "You're tense because you have to watch the things you say. Of course you want to expose things, but everything shouldn't be for everybody and there's more than me. There's my husband, there's my household situation with the nanny, then my co-workers."

While the reality show is something new for Jones, the radio program will remain the same as it expands across the country. Even astute listeners in New York aren't likely to notice the show's move into syndication unless it's specifically mentioned. Subtlety is the key, according to Miss Jones. "For the past six months, we had already begun taking the show more national—listeners weren't able to feel a difference. We're concentrating more on national topics and news, but we continue to put our edge and our funny bits to that."

When it comes to interviewing celebrities, Jones, Envy and Shawn have developed a reputation for being fearless and unpredictable by asking the questions that listeners really want to know. Cultivating those two characteristics has taken time. "It's something I'm still developing each and every day, especially with the artists that I actually respect and appreciate. I like them, but my paycheck is courtesy of the listeners, and I also have a job to deliver."

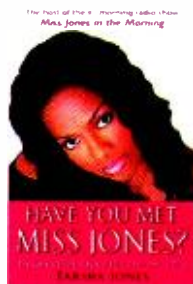
Now that "Miss Jones in the Morning" has found its rhythm and can entertain without controversy as a benchmark, Jones and her crew are ready for the world. "I think now the rest of the world is going to get a chance to see that we're more comfortable with ourselves and the show is a direct reflection of who we are."

**R&R**

### Put It On Paper

On July 10, Miss Jones released her autobiography, "Have You Met Miss Jones?: The Life and Loves of Radio's Most Controversial Diva" (Random House). Jones openly discusses her feuds with former Hot 97 morning hosts Star & Buc Wild, syndicated Hot 97 afternoon personality Wendy Williams, WPHI/Philadelphia PD Colby Colb, Christina Milian and Beyoncé's mother, Tina Knowles. She also discloses her relationships with Busta Rhymes and Doug E. Fresh.

"I didn't have to sensationalize the subject matter in the book," Jones says. "I didn't have to lie—I didn't have to go out of my way to put other people's business out there. I only told



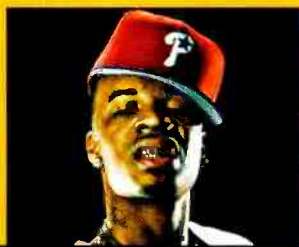
stories where I shared equally as much of my own personal experience, and it felt good to be able to shed that skin and also to be able to reach people that may also have experienced some of the things in the book that didn't have a platform to express it and free themselves."

Why be so candid about her personal and professional life? "If I was

going to be chastised and judged based on [the] tsunami [song], what did I have to lose by showing them all the other sides of me and where I came from? Let them judge me completely on everything else there is to know about Tarsha and not judge what Emmis or the press or Philadelphia wanted them to see, because that was not fair." —DD

# RHYTHMIC

▶ "HYPNOTIZED" BY PLIES LEAPS 8-5, CASTING A SPELL ON THE TOP-FIVE, AS EVERY SONG HAS LOGGED AN EQUAL 11 WEEKS ON THE LIST.



# R&R

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THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE ARTIST	NIELSEN BDS CERTIFICATIONS	HITPREDICTOR STATUS	PLAYS		AUDIENCE	
						TW	+/-	MILLIONS	RANK
1	1	11	<b>KISS KISS</b> CHRIS BROWN FEATURING T-PAIN	<b>NO. 1 (4 WKS)</b>	<b>11</b> ☆	5973	+61	49.251	1
2	11		<b>NO ONE</b> ALICIA KEYS		<b>11</b> ☆	5658	+220	47.305	2
3	4	11	<b>LOW</b> FLO RIDA FEATURING T-PAIN	<b>MOST INCREASED PLAYS</b>	<b>11</b> ☆	4701	+744	31.482	4
3	11		<b>GOOD LIFE</b> KANYE WEST FEATURING T-PAIN		<b>11</b> ☆	4669	-167	37.848	3
8	11		<b>HYPNOTIZED</b> PLIES FEATURING AKON		<b>11</b> ☆	3777	+427	26.794	6
6	9	8	<b>APOLOGIZE</b> TIMBALAND FEATURING ONE REPUBLIC		<b>11</b> ☆	3682	+368	23.582	11
5	16		<b>BABY DON'T GO</b> FABOLOUS FEATURING JERMAINE DUPRI		<b>11</b> ☆	3529	-177	28.454	5
6	19		<b>CRANK THAT (SOULJA BOY)</b> SOULJA BOY TELL'EM		<b>11</b> ☆	3434	-234	25.816	8
7	23		<b>CYCLONE</b> BABY BASH FEATURING T-PAIN		<b>11</b> ☆	3354	-45	26.787	7
10	15		<b>BED</b> J. HOLIDAY		<b>11</b> ☆	3167	-143	23.077	12
11	14		<b>HATE THAT I LOVE YOU</b> RIHANNA FEATURING NE-YO		<b>11</b> ☆	3015	-45	20.679	13
12	18		<b>SHAWTY IS A 10</b> THE-DREAM		<b>11</b> ☆	2852	-143	23.978	9
13	7		<b>SOULJA GIRL</b> SOULJA BOY TELL'EM FEATURING I-15		<b>11</b> ☆	2838	+147	16.892	14
14	16	8	<b>DUFFLE BAG BOY</b> PLAYAZ CIRCLE FEATURING LIL WAYNE		<b>11</b> ☆	2837	+520	23.589	10
15	19	6	<b>GIRLFRIEND</b> BOW WOW & OMARION		<b>11</b> ☆	2054	+214	10.919	23
16	14	11	<b>UNTIL THE END OF TIME</b> JUSTIN TIMBERLAKE DUET WITH BEYONCÉ		<b>11</b> ☆	2037	-469	10.925	22
17	15	21	<b>STRONGER</b> KANYE WEST		<b>11</b> ☆	1994	-405	16.707	15
21	15		<b>GET BUCK IN HERE</b> DJ FELLI FEL FEATURING DIDDY, AKON, LUDACRIS & LIL JON		<b>11</b> ☆	1862	+60	14.641	17
19	17	14	<b>SWEETEST GIRL (DOLLAR BILL)</b> WYCLEF JEAN FEATURING AKON, LIL WAYNE & NIA		<b>11</b> ☆	1785	-209	9.709	25
18	24		<b>THE WAY I ARE</b> TIMBALAND FEATURING KERI HILSON		<b>11</b> ☆	1647	-243	12.712	20
21	22	16	<b>HOOD FIGGA</b> CORI LA ZOE		<b>11</b> ☆	1590	-145	13.345	18
22	23	4	<b>WHAT IS IT</b> BABY BASH FEATURING SEAN KINGSTON		<b>11</b> ☆	1547	+254	9.344	26
23	25	4	<b>ROC BOYS (AND THE WINNER IS)...</b> JAY-Z		<b>11</b> ☆	1434	+179	13.321	19
24	24	12	<b>FREAKY GURL</b> GUCCI MANE		<b>11</b> ☆	1427	+134	10.047	24
25	26	9	<b>MY DRINK N' MY 2 STEP</b> CASSIDY FEATURING SWIZZ BEATZ		<b>11</b> ☆	1368	+142	12.233	21
26	28	5	<b>CAN'T HELP BUT WAIT</b> TREY SONGZ		<b>11</b> ☆	1323	+241	14.962	16
27	27	6	<b>TAKE YOU THERE</b> SEAN KINGSTON		<b>11</b> ☆	1289	+101	7.603	29
28	29	10	<b>SECRET ADMIRER</b> PITBULL FEATURING LILOYD		<b>11</b> ☆	1067	+73	5.931	33
29	31	5	<b>I'M SO HOOD</b> DJ KHALED FEATURING T-PAIN, TRICK DADDY, RICK ROSS & PLIES		<b>11</b> ☆	1043	+93	9.045	27
33	4		<b>CLUMSY</b> FERGIE		<b>11</b> ☆	960	+152	9.015	28
31	30	18	<b>AYO TECHNOLOGY</b> 50 CENT FEATURING JUSTIN TIMBERLAKE & TIMBALANDSHADY/AFTERMATH/INTERSCOPE		<b>11</b> ☆	806	-153	7.100	30
32	34	4	<b>SHOULDA LET YOU GO</b> KEYSHIA COLE INTRODUCING AMINA		<b>11</b> ☆	796	+50	5.742	35
33	<b>NEW</b>		<b>FLASHING LIGHTS</b> KANYE WEST FEATURING DWELE		<b>11</b> ☆	684	+462	6.876	31
34	40	2	<b>SUFFOCATE</b> J. HOLIDAY		<b>11</b> ☆	676	+175	2.431	-
35	35	6	<b>GET IT BIG</b> TRAP STARZ CLIK		<b>11</b> ☆	664	-12	2.856	-
36	37	2	<b>STILL WILL</b> 50 CENT FEATURING AKON		<b>11</b> ☆	626	+69	5.731	36
37	<b>NEW</b>		<b>THE ANTHEM</b> PITBULL FEATURING LIL JON		<b>11</b> ☆	614	+199	6.293	32
38	<b>NEW</b>		<b>FLY LIKE ME</b> CHINGY FEATURING AMERIE		<b>11</b> ☆	606	+164	2.124	-
39	32	9	<b>THE HAND CLAP</b> HURRICANE CHRIS FEATURING BIG POPPA		<b>11</b> ☆	582	-227	5.074	38
40	<b>NEW</b>		<b>HEY BABY (AFTER THE CLUB)</b> ASHANTI FEATURING CHANNEL 7		<b>11</b> ☆	576	+91	2.758	-

## MOST ADDED

TITLE ARTIST / LABEL	NEW STATIONS
<b>LIKE YOU'LL NEVER SEE ME AGAIN</b> Alicia Keys (MBK//RMG)	21
<b>FALSETTO</b> The-Dream (DEF JAM/IDJMG)	20
<b>SENSUAL SEDUCTION</b> Snoop Dogg (DOGGYSTYLE/GEFFEN)	17
<b>FLASHING LIGHTS</b> Kanye West Feat. Dwele (ROC-A-FELLA/DEF JAM/IDJMG)	12
<b>SELFISH</b> Asia Cruise (JIVE/ZOMBA)	7
<b>FLY LIKE ME</b> Chingy Feat. Amerie (DTP/DEF JAM/IDJMG)	5
<b>DUFFLE BAG BOY</b> Playaz Circle Feat. Lil Wayne (DTP/DEF JAM/IDJMG)	4
<b>CAN'T HELP BUT WAIT</b> Trey Songz (SONGBOOK/ATLANTIC)	4
<b>EMOTIONAL</b> Casely (DIAZ BROTHERS)	4
<b>WHAT IS IT</b> Baby Bash Feat. Sean Kingston (ARISTA/RMG)	3

**ADDED AT... WKHT**  
Knoxville, TN  
MO: Joey Tack  
DJ Felli Fel Feat. Diddy, Akon, Ludacris & Lil Jon, Get Buck In Here, O  
Kanye West Feat. Dwele, Flashing Lights, O

FOR REPORTING STATIONS PLAYLISTS GO TO:  
[www.RadioandRecords.com](http://www.RadioandRecords.com)

TITLE ARTIST / LABEL	PLAYS /GAIN	TITLE ARTIST / LABEL	PLAYS /GAIN
<b>LIKE YOU'LL NEVER SEE ME AGAIN</b> Alicia Keys (MBK//RMG)	574/249	<b>BABY LOVE</b> Nicole Scherzinger Feat. will.i.am (INTERSCOPE)	378/114
<b>SENSUAL SEDUCTION</b> Snoop Dogg (DOGGYSTYLE/GEFFEN/INTERSCOPE)	549/233	<b>MOVE SHAKE DROP</b> DJ Laz (DIAZ BROTHERS/TVT)	366/28
<b>CALABRIA 2008</b> Enur Feat. Natasja (ULTRA)	494/78	<b>BOYFRIEND GIRLFRIEND</b> C-Side (1720/PTMG)	353/0
<b>CERTIFIED</b> Glasses Malone Feat. Akon (CASH MONEY/UNIVERSAL MOTOWN)	443/113	<b>THICKA THAN A SNICKA</b> Meech (EPIIC)	318/2
<b>INDEPENDENT</b> Webbie, Lil' Phat & Lil' Boosie (TRILL/ASYLUM)	393/86	<b>TATTOO</b> Jordin Sparks (19/JIVE/ZOMBA)	295/1
<b>TOTAL STATIONS:</b>	<b>27</b>	<b>TOTAL STATIONS:</b>	<b>29</b>
<b>TOTAL STATIONS:</b>	<b>55</b>	<b>TOTAL STATIONS:</b>	<b>18</b>
<b>TOTAL STATIONS:</b>	<b>22</b>	<b>TOTAL STATIONS:</b>	<b>18</b>
<b>TOTAL STATIONS:</b>	<b>39</b>	<b>TOTAL STATIONS:</b>	<b>32</b>
<b>TOTAL STATIONS:</b>	<b>33</b>	<b>TOTAL STATIONS:</b>	<b>13</b>

## MOST INCREASED PLAYS

<b>+744</b>	<b>LOW</b> Flo Rida Feat. T-Pain (Poe Boy/Atlantic)
<b>+520</b>	<b>DUFFLE BAG BOY</b> Playaz Circle Feat. Lil Wayne (DTP/DEF JAM/IDJMG)
<b>+462</b>	<b>FLASHING LIGHTS</b> Kanye West Feat. Dwele (ROC-A-Fella/Def Jam/IDJMG)
<b>+427</b>	<b>HYPNOTIZED</b> Plies Feat. Akon (Big Gates/Slip-N-Slide/Atlantic)
<b>+368</b>	<b>APOLOGIZE</b> Timbaland Feat. OneRepublic (Mosley/Blackground/Interscope)

FOR WEEK ENDING NOVEMBER 25, 2007  
**LEGEND:** See legend to charts in charts section for rules and symbol explanations.  
75 rhythmic stations are electronically monitored by Nielsen Broadcast Data Systems 24 hours a day, 7 days a week. © 2007 Nielsen Business Media, Inc. All rights reserved.

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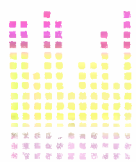
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How Eileen Collier successfully adapted Tom Joyner's Sky Show live broadcast model to WHAL/Memphis

## Gospel Programmer Thinks Big

Darnella Dunham

DDunham@RadioandRecords.com

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**W**hile listening to a Friday Sky Show broadcast of the syndicated "Tom Joyner Morning Show" is always an enjoyable experience, attending one of these live broadcasts in one of Joyner's affiliate cities is all the better. In front of a live audience, the host presents a bill of relevant artists who perform for two groups of listeners—the locals who came out to see the show and those listening on the radio in distant cities. The party continues during commercial breaks. The event is always a huge promotion for the hosting affiliate and typically a win for its programming, promotions and sales departments.

As PD of Joyner's Memphis affiliate, Clear Channel urban AC KJMS (V101.1), Eileen Collier is well-acquainted with the Sky Show. On Nov. 9, she adapted the concept for the morning show on the other Memphis outlet she programs, top-rated gospel WHAL (Hallelujah 95.7). "Hallelujah: The Live Experience With Michael Adrian Davis & the Early Morning Praise Party" aired not only on WHAL but the three regional affiliates that carry the show via voice-tracking: KATZ/St. Louis, KHJR/Little Rock and WHLH/Jackson, Miss.

Coordinating and executing an event of this magnitude was a huge endeavor, especially for Collier, who, in addition to programming two stations, co-hosts "Michael Adrian Davis & the Early Morning Praise Party." Collier says, "I had no hesitation because I want to always think out of the box and do something different. For the gospel community, the only things usually afforded them here are concerts at night."

Collier secured a date for the broadcast that would accommodate an assortment of big-name gospel artists already in town on Nov. 5-12 for the 100th annual Holy Convocation of the Church of God in Christ. Planning started five months in advance. One of the first steps was getting other departments at the station involved. "I got with my general sales manager and then local sales manager and my promotions director and the two folks that are on the show with me [Davis and Dewayne Benton]."

Collier says. "I told them my idea, the concept and what I wanted to do, and they were all for it and got hyped about it. My sales manager went back to the sales team, sold them on it, and it was almost like a no-brainer."

The collective enthusiasm translated into revenue. "We had three major title sponsors here locally and then we had some smaller sponsors," Collier says.

The live broadcast featured performances from Myron Butler & Levi, Vanessa Bell Armstrong, Maurette Brown-Clark, Marvin Sapp, Angela Spivey, Judith Christie McAllister and the West Angeles Church Choir. Listeners were also treated to entertainment from comedians Small Fire and Irina Johnson and local gospel groups Perfection and Billy Rivers & Angelic Voices of Faith.

Despite the impressive lineup, there was a major marketing challenge. "In Memphis, no one has ever done something like this in the gospel community," Collier says. "So when you hear that artists are going to be performing live, you just automatically assume this is going to be at night. We had to keep pounding it in their head: 'Come and see what Mike, Dewayne and Eileen do every day—watch them do it live. We're going to broadcast the show live.'"

More than 1,000 listeners showed up for "Hallelujah: The Live Experience," taking in the morning show's regular benchmark fea-

tures in person, along with the performances and additional entertainment off the air. "From Tom Joyner, I learned that you got to



Among the performers at "Hallelujah: The Live Experience With Michael Adrian Davis & the Early Morning Praise Party" were Judith Christie McAllister and the West Angeles Church Choir. Morning show member Dewayne Benton is pictured with McAllister—one of his personal favorites.

do something during the breaks. So we had singing contests and folks were making up songs. It was crazy," Collier says.

As the No. 1 station in Memphis with 12+ listeners, it wasn't surprising that listeners of all age groups attended WHAL's event. Collier recalls, "We even had some parents that knew that they had to take their kids to school that got up and came with their kids, stayed until about 7

or 7:30 and then left. So they were able to get a little bit of the show in."

With the first broadcast of this magnitude under its belt, WHAL has a better idea of what to expect next time and will do some things differently, Collier says. "We learned that we probably need to send a lot of that stuff earlier, and let [affiliates] promote it a little bit farther out. We saw some things that we should have done and didn't; we saw some things that we probably will not do. There were a lot of lessons learned."

Gospel stations have a tendency to be promotionally passive in comparison to their secular counterparts. Yet their listeners respond to big promotions just like those of other formats. Collier believes that a heavy reliance on established church events is one reason why there seems to be a mild-mannered approach to marketing and promotions from programmers.

"Everything has always been church contained, and if the churches do it, then pretty much it's going to be within the church for the members of that church," Collier says.

Collier's approach to promotions and marketing for WHAL is the antithesis of passive.

"We're like every other person that lives and breathes, we just happen to enjoy gospel music," she says. "It doesn't mean that because you like gospel music and like inspirational songs that you're stale. We like to laugh and go and do things just like everybody else." **R&R**



Collier



Davis











Highlights from the 2007 Christian Summit

## Two Days Of Music And Learning

Kevin Peterson

KPeterson@RadioandRecords.com

The 2007 R&R Christian Summit may have been only two days this year (Nov. 15-16), but there was no shortage of learning opportunities, keynotes and performances from some of the biggest names in Christian music. It all went down at the Marriott at Vanderbilt University in Nashville. ■ The first learning session of the summit, "Facing the Facts About New Media," covered everything from Internet radio to adding unique content to your Web site that can't be used on your station to utilizing your site to sell music to social networking. The session also addressed the use of mobile phones and even coined a new phrase, "co-design," a process that gives consumers an opportunity to customize their listening experience and the station they listen to.

With all the new media options available, Sony BMG chairman Joe Galante told the audience that the toughest part is trying to figure out which technology to use. He asked, "What's the measurement of success? I feel very much like I'm in a new country exploring, and I'm not sure whether I'm staying because I'm not really sure which community I want to be part of. You can become overwhelmed by everything that we go through, so what is it worth at the end of the day when we spend all this time on MySpace? Somebody will come in and say we have half a million friends. And my answer is, 'Then why aren't we selling these CDs?'" Galante went on to say that the music industry shouldn't attempt to embrace every media, just the ones that are working.

Arbitron VP of programming services and

development Gary Marinice and account manager Chris Meinhardt covered everything from ratings basics for new programmers, to the latest information on its Portable People Meter service, including ratings results from Christian radio's first station to be affected by the new methodology, KSBJ Educational Foundation's KSBJ/Houston.

Gospel Music Assn. president John Styll moderated the lively "Radio and Records: Group Therapy" session. The proposed performance royalties that terrestrial stations would have to pay to artists and labels generated much discussion, even though some panel and audience members weren't exactly sure what the costs would be. The Christian Music Broadcasters code of conduct was briefly discussed, though not everyone had seen it yet. Other topics included radio's role in breaking new artists, sell-



Michaels



Nasser

**'Tell the truth, make it matter and never be boring.'**

—Valerie Geller



Grant

The R&R Christian Industry Achievement Awards closed out the summit, with 11 awards handed out. For a complete list of award winners, go the "Conventions" page at [radioandrecords.com](http://radioandrecords.com).

ing digital music on station Web sites and the sound quality of new music.

"Engaging Gen X & Gen Y" was hosted by EMF Broadcasting researchers Alan Mason and Jenni Isaac. Mason covered Generation X and Isaac Generation Y, discussing who they are, what they wanted and some ideas on how radio can better serve them. Since many of today's programmers are baby boomers, Mason said to be careful not to use boomer thinking when building a Gen-X station. "Build a village or community through social networking," he said. "Build trust and transparency, and be where their technology is. Make sure you're using e-mail, texting, blogs, Web sites, streams and social networks."

In a classic example of saving the best for last, the summit's final learning session featured international talent/programming consultant Valerie Geller, who gave attendees a simple formula guaranteed to get, keep and grow your audience. "Tell the truth, make it matter and never be boring," she said. The second part of her formula is made up of four points. The first is focus. "What do you want to say?" Next up is engaging the listener. "What's in it for them?" The third is to form an opinion position. "What do you think about this?" The last is storytelling. "That's what makes powerful radio," Geller said.

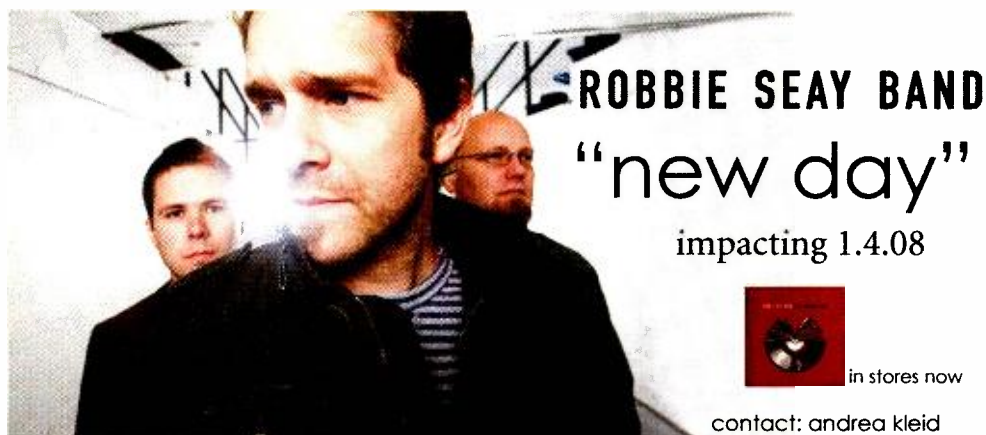
Sanctus Real's "Whatever You're Doing" was the highest-rated unreleased song in this year's Rate-a-Record session, which also included songs from Mikeschair, P.O.D., Jaime Jangochian, needtobreath and Pillar.

Emmy Award-winning TV sports producer/author/speaker Dave Burchett opened the summit by sharing his life's journey through his unique brand of humor, wit and sarcasm. He used sports analogies; the story of his wife's breast cancer diagnosis, treatment and survival; and Paul's letter to the church at Philippi to demonstrate God's intention for us to live in community.

On Friday morning, Christian author/speaker David Nasser delivered what turned out to be one part keynote address, one part stand-up comedy routine and one part sermon. He spoke of his journey from his childhood in Iran, to his family's escape to the United States, to what propelled him to convert from Islam to Christianity.

This year's musical lineup offered performances from such chart-toppers as MercyMe, Michael W. Smith, Skillet, Natalie Grant and Mark Schultz, along with new artists and everyone in between.

R&R



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SCORES THE TOP SPOT
ON CHRISTIAN ROCK,
AS "STARING AT THE
LIGHT" RISES 4-1.



R&R

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CHRISTIAN CHR

Table with columns: THIS WEEK, LAST WEEK, WEEKS ON CHART, TITLE, ARTIST, IMPRINT / PROMOTION LABEL, PLAYS TW +/-

CHRISTIAN ROCK

Table with columns: THIS WEEK, LAST WEEK, WEEKS ON CHART, TITLE, ARTIST, IMPRINT / PROMOTION LABEL, PLAYS TW +/-

FOR WEEK ENDING NOVEMBER 25, 2007

Table with columns: THIS WEEK, LAST WEEK, WEEKS ON CHART, TITLE, ARTIST, IMPRINT / PROMOTION LABEL, PLAYS TW +/-

INSPO

Table with columns: THIS WEEK, LAST WEEK, WEEKS ON CHART, TITLE, ARTIST, IMPRINT / PROMOTION LABEL, PLAYS TW +/-

CHRISTIAN ROCK REPORTERS

- List of Christian Rock Reporters including station names, locations, and PD/MD names.

\* Monitored Reporters





Country radio gets warm and fuzzy

## Gift-Giving Ideas

R.J. Curtis

RCurtis@RadioandRecords.com

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Everyone gets warm and fuzzy this time of year, but country radio, which already enjoys a great reputation for helping others, is perhaps best-equipped to take advantage of opportunities to assist the less fortunate during the holidays. ■ Two weeks ago when we brought up “The Christmas Conundrum” (R&R, Nov. 16), several programmers talked about gearing station holiday events as a possible way to combat an all-Christmas music attack from an AC in the market. Wilks’ KBEQ/Kansas City PD Mike Kennedy said holiday-specific events at his station “keep it wired into the Christmas fabric of the city.”

With Christmas a few weeks away—and the exact same holiday reportedly scheduled for 2008—you still have time to utilize (in other words, copy) some of the following ideas programmers recently shared with R&R.

### Let’s Hear It For The Toys

Gap Broadcasting’s KEAN/Abilene, Texas, holds a “M.A.S.H.” party at a local nightclub. While Texas musicians perform at the event for free, the price of admission is a new, unwrapped toy that goes to the U.S. Marine Corps’ Toys for Tots program. “Everyone dresses in camo gear, just like the old TV show,” PD Rudy Fernandez says. But in this case, Fernandez says, “M.A.S.H.” stands for “Make a Smile Happen.” KEAN also accepts nonperishable food items for a local food bank.

At Clear Channel’s WFRE/Frederick, Md., the station spends three weeks doing its WFRE Toys for Tots Tour. Every day a different sponsor location is chosen for a station visit. Locally stationed Marines attend, and listeners are encouraged to drop by with a new toy. Sponsors dress up as Santa or one of his elves and provide giveaways and refreshments. The tally at the conclusion of the campaign, according to PD Lisa Allen, is nearly 10,000 toys.

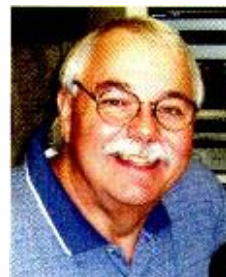
Citadel’s WKHX (Kicks 101.5)/Atlanta plans several charitable events. First up is a partnership

with WXIA-TV’s Can-a-thon, an event now in its 25th year. Personalities from Kicks and the TV station will broadcast live Nov. 30 from a local mall to help the Salvation Army stock its shelves. The station will undertake a first-time event in 2007—a radiothon benefiting Children’s Healthcare of Atlanta will help pay for new medical equipment. As with KEAN, admission to Kicks’ 14th annual holiday concert—which this year will feature Georgia native Luke Bryan—is an unwrapped toy.

### Getting An Early Start

PD Bob Richards and his staff at Cumulus WFMS/Indianapolis have already completed one of that station’s annual holiday fund-raisers. During a six-hour period on Nov. 1, WFMS conducted its sixth annual Wheeler Mission Auction. The 112-year-old mission serves homeless men, women and families. “What originally attracted me to this organization is that it is entirely local; a lot of people drive by it every day,” Richards says. The fund-raiser is held in early November, he says, so the mission has the proceeds in time for Thanksgiving and holiday programs.

Also off to a fast start this holiday season is Max Media of Hampton Roads’ WGH (97.3 the Eagle)/Virginia Beach. On Nov. 16, the station and hot AC sister WVBW (92.9 the Wave)



‘The Salvation Army looks forward to our help since we do remotes from the locations we’re ringing at, and it brings in a lot of extra cash. It always amazes me that the people that give the most look like they can’t afford it.’

-Barry Kent



Jacobson

teamed up for the fourth annual Feed the Hungry all-day radiothon. The \$45,618 raised will help serve more than 23,000 meals during the holiday season.

Additionally, Eagle morning hosts Jimmy Ray & Jen have been selecting “Disney kids” during a 10-week promotion that culminates in the lucky winners going to Disney World. On Dec. 9, the kids and their families will gather at the local Great Wolf Lodge, where they’re presented with personalized mouse ears and \$100 to spend. WGH provides airfare and hotel for each Disney kid and a parent for six days and five nights. The morning team will broadcast from Disney/MGM studios in Orlando Dec. 13 with all the kids, who can then say hello to family and friends back home.

### Change Is Good

Ennis WTHI/Terre Haute, Ind., has pitched in on the Salvation Army’s “red kettle” campaign for several years. “The first year I suggested it, the jocks thought I was crazy, but once we did it they all felt great about it and look forward to it each year,” PD Barry Kent says of asking his airstaff to stand out in freezing weather to ring the bell. “The Salvation Army looks forward to our help since we do remotes from the locations we’re ringing at,” Kent says, “and it brings in a lot of extra cash. It always amazes me that the people that give the most look like they can’t afford it.”

WTHI also participates in the local Bikes for Tykes program. “Our goal is to raise enough money for 400 bikes,” Kent says. “There’s a bike factory in the metro where we can get new bikes for an average price of \$45. Students at a local engineering college assemble the bikes.”

For the 10th consecutive year Regent’s WGNA/Albany, N.Y., will conduct its Pennies From Heaven campaign. The station hopes to raise \$60,000 this year, according to PD Tom Jacobson. Listeners are asked to drop off loose change at one of 30 area locations. A Nov. 25 concert featuring Jason Michael Carroll, Bucky Covington and Cole Deggs & the Lonesome also raised money. “Two dollars from every ticket will go to Pennies From Heaven,” Jacobson says. The proceeds will be split among 11 local children’s charities and programs in the market.

West Coast’s KJUG/Visalia-Tulare-Hanford, Calif., operates in a community with a high rate of unemployment, and seasonal workers often struggle through the holiday season, according to PD Dave Daniels. For the 15th consecutive year, KJUG will grant Christmas wishes. The station solicits letters from people who would like to grant a wish to a needy family or child. KJUG receives nearly 500 letters every year, Daniels wrote in an e-mail, adding that “over the years we have helped people complete school and have reunited family from afar.”

“It is impossible to write in a couple of sentences about how successful this has been,” Daniels wrote. “It goes deeper than any other promotion we do all year and truly shows we are our brother’s keeper.”

R&R









Singer/songwriter roars out of the gate to conquer multiple formats

## Colbie Caillat: A Friend To Everyone

Keith Berman

[KBerman@RadioandRecords.com](mailto:KBerman@RadioandRecords.com)

Unless you've been living in a hut alongside the Bering Strait, there's a pretty good chance that you at least recognize the name Colbie Caillat. When I told R&R rhythmic/urban/gospel editor Darnella Dunham I was planning on writing a column about her, she responded, "Really? She's kind of a big deal right now. She's way outside of my formats, but even I know who she is." ■ The fact that just about everyone knows about Caillat is due in part to her amazing launch via MySpace, where she uploaded a few tracks, became the site's No. 1 unsigned artist for four straight months with a server-shattering 10 million plays and now has just shy of 290,000 friends there.

Universal Republic picked her up, and thanks to the efforts of David Nathan and his promo team, her single "Bubbly" is spending its sixth week atop the Hot AC chart and is No. 3 at AC, poised to potentially climb to the peak there, too. The song already enjoyed a three-week No. 1 stretch at Triple A and is No. 2 at CHR/Top 40.

I caught up with the 22-year-old native Southern Californian while she was in Germany and asked her about life, her music and her amazing, top five debut album, "Coco," which takes its name from the nickname Caillat's mom gave her when she was a baby.

"I guess the nickname just kind of rolled off the tongue easily, and then, as I grew up, my friends began calling me that, and now my producer and my dentist and everyone calls me that," she says. It's not the only thing that started at a young age for Caillat: Music runs in her family. Her father, Ken, co-produced four Fleetwood Mac albums, including "Rumours" and "Tusk," and also ran his own label.

At the tender age of 11, Colbie heard Lauryn Hill sing the Fugees' cover of Roberta Flack's "Killing Me Softly," and a love affair with singing was born. "That year, for my sixth grade talent show, I sang 'Killing Me Softly.' Everyone kept telling me I should sing, and I loved the feeling when I sang, so I just kept doing it," she says. "I get my inspiration for songs from everyday life and everything that's going on around me, emo-

tions I'm feeling or holding in—I let stuff build up inside of me and, over a period of time, it has to come out somehow, and I usually express it in a song."

Caillat's success still hasn't sunk into her active consciousness yet. She calls the entire experience "definitely really odd" and says it hasn't hit her fully. "The fact that my song is on the radio and my video is on MTV and VHI, it's just so bizarre because I used to watch those channels and listen to new singers on the radio," she says. "I don't know if it ever will hit me . . . even when I was on Carson Daly last February and shooting my music video, it never hit me. Now being on tour, there's just too much stuff going on to let it hit me."

Despite that, Caillat appreciates the fact that her career is giving other people jobs as well, and she's fairly excited that she now has her own tour bus and band. Describing her band as a second family, she says touring is "a really fun process, and I'm friends with all of the people who are involved in this with me."

Touring is giving her a chance to meet a ton of new people, and Caillat is especially grateful for the opportunity to learn a little bit about each country, its language and its culture. "I'm learning a little bit about each different language—I haven't learned a lot, but I know some words in each of the languages in the countries I've been in," she says.



**'I let stuff build up inside of me and, over a period of time, it has to come out somehow, and I usually express it in a song.'**

—Colbie Caillat

cloudy and not as glamorous as many people believe. "Even if it's cold and rainy, it's not as cold and rainy as anywhere else I'm going to be this winter."

However, a month off doesn't mean a month of doing nothing. One of Caillat's favorite places to be is in the studio, and she anticipates being there every day while she's at home. Outside of that, she is also a big fan of water sports. "When I was in school, I was on the swim team, the dive team and the water polo team," she says. "When I go away with my family, we go waterskiing and jetskiing on the ocean."

An avid photographer, Caillat says she has a ton of pictures stored on her computer taken while on tour, but, sadly, doesn't have time to edit them and "make them look all pretty," as she puts it. She snapped some of her favorite pictures as a result of a college photography class assignment a couple of years ago.

"The project was to take pictures of random people, so I went down to Santa Monica and Venice and took pictures of the bums on the sidewalk and random people riding their bikes and people painting," she says. "I got some really cool in-the-moment shots."

It's abundantly clear that this incredible young artist has depth beyond the success of "Bubbly" and her unique rise via MySpace, and, from the comments posted on her Web site and MySpace profile, she has obviously made a lot of favorable impressions on her fans as well. Quite simply, she's someone to enjoy now and keep an eye on for even more success later.

Thankfully, she's getting a nice snapshot of the different places where she's touring. That said, Caillat isn't one to play tourist while away from home.

"Whenever I'd go to Hawaii, I'd never do anything touristy over there," she says. "My parents and sister and I would live the local lifestyle. Being able to do that in other countries is really cool because I get to see how the people there live and what they do."

The allure of foreign lifestyles notwithstanding, Caillat is still looking forward to coming home to Southern California at the beginning of 2008 to soak up the area. "I miss it too much—I miss the sunny weather," she says, despite that winter in Los Angeles tends to be

▶ **THOUGH DOWN IN PLAYS AS AC RADIO MAKES ITS MERRY SWITCH TO HOLIDAY PROGRAMMING, "WAKE UP CALL" BECOMES MAROON 5'S FIFTH CHART HIT AT NO. 28.**



THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE ARTIST	NIelsen BDS CERTIFICATIONS	HITPREICTOR STATUS IMPRINT / PROMOTION LABEL	PLAYS TW	PLAYS +/-	AUDIENCE MILLIONS	RANK
1	1	22	<b>BIG GIRLS DON'T CRY</b> FERGIE	NO. 1 (6 WKS)	114 ☆ WILL.I.AM/AS&M/INTERSCOPE	850	-914	7.690	1
2	2	29	<b>HOME</b> DALCHTRY		113 ☆ RCA/ARM	815	-861	7.390	3
3	3	17	<b>BUBBLY</b> COLBIE CAILLAT		11 UNIVERSAL REPUBLIC	784	-899	7.471	2
4	4	20	<b>HEY THERE DELILAH</b> PLAIN WHITE T'S		113 ☆ FEARLESS/HOLLYWOOD	602	-784	5.961	4
5	5	21	<b>WAIT FOR YOU</b> ELLIOTT YAMIN		112 ☆ HICKORY/RED	570	-611	3.655	9
6	6	32	<b>THE SWEET ESCAPE</b> GWEN STEFANI FEATURING AKON		114 ☆ INTERSCOPE	529	-626	4.403	8
7	7	24	<b>(YOU WANT TO) MAKE A MEMORY</b> BON JOVI		11 ☆ MERCURY/ISLAND/IDJMG	486	-576	4.918	6
8	8	32	<b>BEFORE HE CHEATS</b> CARRIE UNDERWOOD		115 ☆ ARISTA/ARISTA NASHVILLE/RMG	466	-577	5.632	5
9	9	35	<b>EVERYTHING</b> MICHAEL BUBLE		11 ☆ 143/REPRISE	436	-549	3.333	10
10	22	2	<b>FROSTY THE SNOWMAN</b> KIMBERLEY LOCKE	AIRPOWER/MOST INCREASED PLAYS/MOST ADDED	CURB/REPRISE	417	+288	1.676	17
11	10	14	<b>HOW LONG</b> EAGLES		☆ ERC	402	-419	2.285	12
12	12	16	<b>WHO KNEW</b> PINK		112 ☆ LAFACE/ZOMBA	386	-509	4.609	7
13	29	2	<b>DO YOU HEAR WHAT I HEAR</b> CARRIE UNDERWOOD	AIRPOWER	BNA/ARISTA NASHVILLE	362	+268	1.941	16
14	11	10	<b>TAKING CHANCES</b> CELINE DION		☆ COLUMBIA	355	-437	2.593	11
15	NEW		<b>I'LL BE HOME FOR CHRISTMAS</b> JOSH GROBAN	AIRPOWER	143/REPRISE	311	+219	1.986	15
16	13	15	<b>BAND OF GOLD</b> KIMBERLEY LOCKE		☆ CURB/REPRISE	266	-300	0.705	24
17	NEW		<b>COMING HOME FOR CHRISTMAS</b> JIM BRICKMAN WITH RICHIE McDONALD	AIRPOWER	SLG	208	+159	1.007	20
18	14	14	<b>FIRE AND RAIN</b> KENNY "BABY FACE" EDMONDS		MERCURY/IDJMG	178	-210	0.896	22
19	NEW		<b>WINTER WONDERLAND</b> WYNONNA		CURB/REPRISE	171	+144	0.473	27
20	18	6	<b>DREAMING WITH A BROKEN HEART</b> JOHN MAYER		☆ AWARE/COLUMBIA	165	-153	0.870	23
21	4	4	<b>APOLOGIZE</b> TIMBALAND FEATURING ONEREPUBLIC		11 ☆ MOSLEY/BLACKGROUND/INTERSCOPE	164	-58	2.185	13
22	15	9	<b>LOST</b> FAITH HILL		☆ WARNER BROS. (NASHVILLE)/WARNER BROS.	163	-200	2.046	14
23	17	11	<b>SOMEBODY'S ME</b> ENRIQUE IGLESIAS		☆ INTERSCOPE	137	-140	0.468	28
24	19	10	<b>NOTHIN' BETTER TO DO</b> LEFANN RIMES		☆ CURB/REPRISE	120	-95	0.217	-
25	16	17	<b>LOST IN THIS MOMENT</b> BIG & RICH		11 ☆ WARNER BROS. (NASHVILLE)/WARNER BROS.	109	-203	0.378	-
26	20	8	<b>DREAM ON</b> KELLY SWEET		☆ RAZOR & TIE	84	-103	0.123	-
27	27	5	<b>INTO THE NIGHT</b> SANTANA FEATURING CHAD KROEGER		ARISTA/RMG	77	-98	0.656	25
28	NEW		<b>WAKE UP CALL</b> MAROON 5		11 A&M/OCTONE/INTERSCOPE	69	-106	1.143	19
29	25	2	<b>THE TRACKS OF MY TEARS</b> BOYZ II MEN		DECCA	60	-45	0.073	-
30	23	7	<b>ALMOST LOVER</b> A FINE FRENZY		☆ VIRGIN	59	-72	0.132	-

## + MOST ADDED

TITLE ARTIST / LABEL	NEW STATIONS
<b>FROSTY THE SNOWMAN</b> Kimberley Locke (Curb/Reprise) KESZ, KMGL, KMXZ, KRNO, KTSM, WDEF, WEZF, WFMK, WHUD, WJBR, WLTJ, WMGS, WNIC, WOOD, WRAL, WRSA, WTSS	17
<b>I'LL BE HOME FOR CHRISTMAS</b> Josh Groban (143/Reprise) KESZ, KMXZ, KRNO, KTSM, WDEF, WEZF, WGSY, WHOM, WHUD, WKJY, WLTJ, WMGS, WOOD, WRVF, WTSS, WYYY	16
<b>HAVE YOURSELF A MERRY LITTLE CHRISTMAS</b> Barry Manilow (Hallmark) KTSM, KWAV, WDEF, WFMK, WHLG, WJBR, WJXB, WKJY, WLTJ, WMGS, WRSA, WTFM, WZID	13
<b>WINTER WONDERLAND</b> Wynonna (Curb/Reprise) KMXZ, KRNO, KTSM, WARM, WDEF, WFMK, WFPG, WLTJ, WNIC, WRAL, WRSA	11
<b>COMING HOME FOR CHRISTMAS</b> Jim Brickman With Richie McDonald (SLG) KTSM, WARM, WDEF, WHLG, WHUD, WJBR, WMGS, WRAL, WRSA	9
<b>DO YOU HEAR WHAT I HEAR</b> Carrie Underwood (BNA/Arista Nashville) KMXZ, KTSM, WKJY, WLTQ, WNIC, WOOD, WRAL, WYYY	8
<b>WINTER WONDERLAND</b> Kelly King (Calello) KRNO, WDEF, WLTJ, WRSA, WTFM	5

## NEW AND ACTIVE

TITLE ARTIST / LABEL	PLAYS /GAIN	TITLE ARTIST / LABEL	PLAYS /GAIN
<b>NOT MY PROBLEM</b> Dana Parish (Combustion) TOTAL STATIONS: 15	58/-24	<b>CAROL OF THE BELLS</b> Emmy Rossum (Geffen) TOTAL STATIONS: 7	36/24
<b>CHRISTMAS DAY</b> Michael W. Smith Feat. Mandisa (Reunion/PLG) TOTAL STATIONS: 19	57/43	<b>SOMETHING YOU DO</b> Lacy Younger (Big Deal/Big Pond) TOTAL STATIONS: 10	36/-13
<b>WHITE CHRISTMAS</b> Dave Koz Feat. Kelly Sweet (Capitol) TOTAL STATIONS: 15	55/38	<b>THE FIRST NOEL</b> Josh Groban Duet With Faith Hill (143/Reprise) TOTAL STATIONS: 10	35/32
<b>MISTLETOE</b> Colbie Caillat (Universal Republic) TOTAL STATIONS: 11	51/50	<b>SILENT NIGHT</b> Josh Groban (143/Reprise) TOTAL STATIONS: 7	33/16
<b>HAVE YOURSELF A MERRY LITTLE CHRISTMAS</b> Kelly Sweet (Razor & Tie) TOTAL STATIONS: 9	43/39	<b>LITTLE DRUMMER BOY</b> Josh Groban Feat. Andy McKee (143/Reprise) TOTAL STATIONS: 9	29/8

## ↑ MOST INCREASED PLAYS

+288	<b>FROSTY THE SNOWMAN</b> Kimberley Locke (Curb/Reprise) WLHT +12, WMJY +12, WYYY +11, WMXL +11, WLEV +11, WMGV +11, KGBY +11, WCRZ +10, KMXZ +8, KSNE +8
+268	<b>DO YOU HEAR WHAT I HEAR</b> Carrie Underwood (BNA/Arista Nashville) KGBY +17, WYYY +15, WGSY +14, WSNE +14, WHYN +13, KTSM +13, KESZ +12, WSR5 +12, WAJI +11, WMGF +11
+219	<b>I'LL BE HOME FOR CHRISTMAS</b> Josh Groban (143/Reprise) WRCH +17, WTSS +16, KSNE +13, WGSY +12, WHYN +12, WYYY +11, WRVF +10, WSNE +10, WSR5 +10, KKMY +9
+159	<b>COMING HOME FOR CHRISTMAS</b> Jim Brickman With Richie McDonald (SLG) WRCH +18, WMXS +14, WAJI +11, WMJY +8, WCRZ +6, WRAL +5, KEZK +5, WARM +5, WCDV +4, WFPG +4
+144	<b>WINTER WONDERLAND</b> Wynonna (Curb/Reprise) WLEV +11, WLHT +11, WMJY +10, WCRZ +8, WRVF +7, WMGV +6, WRAL +5, KMXZ +5, KSOF +5, KRNO +4

### ADDED AT ...

## WTFM

Johnson City, TN  
PD/MD: Mark Baker

Barry Manilow, Have Yourself A Merry Little Christmas, O  
Daryl Hall John Oates, Take Christmas Back, O  
Kelly King, Winter Wonderland, O

FOR REPORTING STATIONS PLAYLISTS GO TO:  
[www.RadioandRecords.com](http://www.RadioandRecords.com)

### RECURRENTS

THIS WEEK	TITLE ARTIST / IMPRINT / PROMOTION LABEL	NIelsen BDS CERTIFICATIONS	PLAYS TW	LW	THIS WEEK	TITLE ARTIST / IMPRINT / PROMOTION LABEL	NIelsen BDS CERTIFICATIONS	PLAYS TW	LW
1	<b>ROCKIN' AROUND THE CHRISTMAS TREE</b> BRENDA LEE (MCA/UMe)	11	1879	582	6	<b>HAPPY X-MAS (WAR IS OVER)</b> JOHN LENNON & YOKO ONO (CAPITOL)	11	1749	564
2	<b>ALL I WANT FOR CHRISTMAS IS YOU</b> MARIAH CAREY (COLUMBIA)	11	1798	577	7	<b>WHITE CHRISTMAS</b> BING CROSBY (MCA/UMe)	11	1723	524
3	<b>A HOLLY JOLLY CHRISTMAS</b> BURL IVES (MCA SPECIAL PRODUCTS/UMe)	11	1793	600	8	<b>JINGLE BELL ROCK</b> BOBBY HELMS (DECCA/MCA/UMe)	11	1717	623
4	<b>THE CHRISTMAS SONG (MERRY CHRISTMAS TO YOU)</b> NAT KING COLE (CAPITOL)	11	1786	597	9	<b>IT'S THE MOST WONDERFUL TIME OF THE YEAR</b> ANDY WILLIAMS (COLUMBIA/LEGACY)	11	1684	581
5	<b>PLEASE COME HOME FOR CHRISTMAS</b> EAGLES (ASYLUM/ELEKTRA)	11	1771	533	10	<b>FELIZ NAVIDAD</b> JOSE FELICIANO (RCA/SOBY BMG)	11	1578	445

FOR WEEK ENDING NOVEMBER 25, 2007  
LEGEND: See legend to charts in charts section for rules and symbol explanations.  
107 AC, 27 Canada AC and 24 Canada Hot AC stations are electronically monitored by Nielsen Broadcast Data Systems 24 hours a day, 7 days a week. © 2007 Nielsen Business Media, Inc. All rights reserved.



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THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE ARTIST	NIelsen BDS CERTIFICATIONS	HITPREDICTOR STATUS	PLAYS TW +/-	AUDIENCE MILLIONS	RANK
1	1	21	<b>BUBBLY</b> COLBIE CAELAT	NO. 1 (6 WKS)	11 ☆	2935 +22	15.668	1
2	2	23	<b>WHO KNEW</b> PINK		11 <sup>2</sup> ☆	2664 -34	14.541	2
3	3	17	<b>OVER YOU</b> DAUGHTRY		11 ☆	2521 +25	14.487	3
4	4	19	<b>HOW FAR WE'VE COME</b> MATCHBOX 20		11 ☆	2543 -21	13.552	5
5	5	17	<b>WAKE UP CALL</b> MARDONIS		11	2493 -34	13.924	4
6	6	8	<b>APOLOGIZE</b> TIMBALAND FEAT. ONEREPUBLIC		11 ☆	2225 +161	12.535	6
7	7	11	<b>INTO THE NIGHT</b> SANTANA FEAT. CHAD KROEGER		11 ☆	2008 +32	9.879	8
8	10	18	<b>PARALYZER</b> FINGERELVEN		11 <sup>2</sup>	1932 +103	8.512	11
9	11	18	<b>PICTURES OF YOU</b> THE LAST GOODNIGHT		11	1906 +112	8.860	10
10	8	25	<b>BIG GIRLS DON'T CRY</b> FERGIE		11 <sup>6</sup> ☆	1793 -139	10.434	7
11	9	30	<b>FIRST TIME</b> LIFEHOUSE		11 ☆	1751 -111	9.785	9
12	13	17	<b>HER EYES</b> PAT MONAHAN		11	1507 -144	6.950	12
13	12	19	<b>DREAMING WITH A BROKEN HEART</b> JOHN MAYER		11	1485 -189	6.516	13
14	15	14	<b>LOVE SONG</b> SARA BAREILLES		11	1320 +44	5.710	16
15	14	30	<b>HEY THERE DELILAH</b> PLAIN WHITE T'S		11 <sup>3</sup> ☆	1254 -86	6.429	14
16	16	10	<b>LOST HIGHWAY</b> BON JOVI		11	1140 +44	5.974	15
17	19	7	<b>SORRY</b> BLICK 182		11	1009 +130	4.209	17
18	20	5	<b>SHADOW OF THE DAY</b> LINKIN PARK		11	997 +131	3.488	19
19	17	18	<b>CALLING YOU</b> BLUF OCTOBER		11	926 +2	2.917	21
20	18	10	<b>BREATHE IN BREATHE OUT</b> MAT KEARNEY		11	901 -3	2.967	20
21	21	12	<b>THE GREAT ESCAPE</b> BOYS LIKE GIRLS		11 ☆	714 -24	2.632	23
22	22	3	<b>WHATEVER IT TAKES</b> LIFEHOUSE		11 ☆	669 +166	2.588	24
23	23	4	<b>THE WAY I AM</b> INGRID MICHAELSON		11	591 +108	3.506	18
24	26	3	<b>TATTOO</b> JORDIN SPARKS		11	567 +140	2.886	22
25	27	4	<b>I DON'T WANNA BE IN LOVE (DANCE FLOOR ANTHEM)</b> GOOD CHARLOTTE		11	470 +72	1.328	32
26	25	6	<b>FALLING DOWN</b> DURAN DULAN		11	459 +24	2.137	27
27	36	2	<b>TEARDROPS ON MY GUITAR</b> TAYLOR SWIFT		11 ☆	425 +155	1.634	30
28	35	2	<b>I'LL BE WAITING</b> LENNY KRAVITZ		11	406 +114	1.871	29
29	24	11	<b>SEVEN DAYS OF LONELY</b> IN NINE		11	393 -86	0.861	33
30	30	4	<b>LOVE LIKE THIS</b> NATASHA BEEHONEY		11	384 +35	1.993	28
31	31	9	<b>THE WAY I ARE</b> TIMBALAND FEAT. KERI HILSON		11 <sup>3</sup> ☆	343 +20	1.499	31
32	32	6	<b>LIGHT UP THE SKY</b> YELLOWCARD		11	323 +1	0.563	-
33	29	10	<b>STRAIGHT LINES</b> SILVERCHAIR		11	314 -68	0.583	-
34	NEW		<b>NO ONE</b> ALICIA KEYS		11 ☆	292 +97	2.433	25
35	39	2	<b>CLUMSY</b> FERGIE		11	281 +43	2.193	26
36	37	2	<b>BEST DAYS (THE REST OF OUR LIVES)</b> GRAHAM COLTON		11	281 +14	0.325	-
37	28	20	<b>HOLLYWOOD</b> COLLECTIVE SOUL		11	246 -132	0.685	39
38	NEW		<b>CAR CRASH</b> MATT NATHANSON		11	239 +41	0.474	-
39	34	6	<b>1234</b> FEIST		11	234 -72	0.518	-
40	38	4	<b>HATE THAT I LOVE YOU</b> RIHANNA FEAT. NE-YO		11	229 -23	0.799	35

## MOST ADDED

TITLE ARTIST / LABEL	NEW STATIONS
<b>I WISH THE BEST FOR YOU</b> Emerson Hart (MANHATTAN/CAPITOL)	13
<b>TEARDROPS ON MY GUITAR</b> Taylor Swift (BIG MACHINE/UNIVERSAL REPUBLIC)	10
<b>TATTOO</b> Jordin Sparks (19/JIVE/ZOMBA)	9
<b>WHATEVER IT TAKES</b> Lifehouse (Geffen)	6
<b>I DON'T WANNA BE IN LOVE (DANCE FLOOR ANTHEM)</b> Good Charlotte (DAYLIGHT/EPIC)	6
<b>THE WAY I AM</b> Ingrid Michaelson (CABIN 24/ORIGINAL SIGNAL/RED)	5
<b>NO ONE</b> Alicia Keys (MBK/J/RMG)	5
<b>NEVER TOO LATE</b> Three Days Grace (JIVE/ZOMBA)	4
<b>HELPLESS WHEN SHE SMILES</b> Backstreet Boys (JIVE/ZOMBA)	3
<b>LOVE SONG</b> Sara Bareilles (EPIC)	2

**ADDED AT...**  
**KCDU**  
Monterey, CA  
OM/PD: Kenny Allen  
Alicia Keys, No One, 1  
Celine Dion, Taking Chances, 0  
Emerson Hart, I Wish The Best For You, 0  
Taylor Swift, Teardrops On My Guitar, 0

FOR REPORTING STATIONS PLAYLISTS GO TO:  
[www.RadioandRecords.com](http://www.RadioandRecords.com)

### NEW AND ACTIVE

TITLE ARTIST / LABEL	PLAYS /GAIN	TITLE ARTIST / LABEL	PLAYS /GAIN
<b>OUR TIME NOW</b> Plain White T's (HOLLYWOOD)	205/13	<b>HOT</b> Avril Lavigne (ARISTA/RMG)	148/16
TOTAL STATIONS:	16	TOTAL STATIONS:	13
<b>SHE MOVES IN HER OWN WAY</b> The Kooks (ASTRALWERKS/CAPITOL)	201/6	<b>I'M LIKE A LAWYER... (ME &amp; YOU)</b> Fall Out Boy (FUELED BY RAMEN/ISLAND/IDJMG)	142/8
TOTAL STATIONS:	17	TOTAL STATIONS:	8
<b>S.O.S.</b> Jonas Brothers (HOLLYWOOD)	174/1	<b>I WISH THE BEST FOR YOU</b> Emerson Hart (MANHATTAN/CAPITOL)	126/60
TOTAL STATIONS:	11	TOTAL STATIONS:	8
<b>TAKING CHANCES</b> Celine Dion (COLUMBIA)	157/25	<b>NEVER TOO LATE</b> Three Days Grace (JIVE/ZOMBA)	104/26
TOTAL STATIONS:	14	TOTAL STATIONS:	8
<b>MISERY BUSINESS</b> Paramore (FUELED BY RAMEN/ATLANTIC/LAVA)	154/1	<b>SAME MISTAKE</b> James Blunt (CUSTARD/ATLANTIC)	103/10
TOTAL STATIONS:	7	TOTAL STATIONS:	13

### MOST INCREASED PLAYS

+166	☆	<b>WHATEVER IT TAKES</b> Lifehouse (Geffen) WKRQ +23, WRQX +18, XFZ6 +17, KRUIZ +16, KJMY +16, KEZR +15, KCDU +12, KZZU +10, KALC +10, WNNK +8
+161	☆	<b>APOLOGIZE</b> Timbaland Feat. OneRepublic (Mosley/Blackground/Interscope) KZZU +29, KIOI +21, KHMV +16, KCIX +16, WWMX +11, KPLZ +11, KSTZ +11, WJLK +10, WPLJ +9, WNNK +7
+155	☆	<b>TEARDROPS ON MY GUITAR</b> Taylor Swift (Big Machine/Universal Republic) WKRQ +28, WTIC +19, WBNB +17, WNNK +13, KAMX +12, KZZO +11, WINK +11, WWWW +11, WKTJ +7, WWMX +7
+140	☆	<b>TATTOO</b> Jordin Sparks (19/Jive/Zomba) WRMF +22, WJLK +18, WTIC +18, WINK +17, WPLJ +12, SIPL +11, WKDD +10, WBMX +9, KLZR +8, KCDU +7
	☆	<b>SHADOW OF THE DAY</b> Linkin Park (Warner Bros.) KLCA +22, KSTZ +13, WLNK +12, WTMX +12, KPEK +11, KALC +9, WTIC +8, KJMY +6, KOSO +6, KCDA +5

FOR WEEK ENDING NOVEMBER 25, 2007  
**LEGEND:** See legend to charts in charts section for rules and symbol explanations.  
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# SMOOTH JAZZ



Peaceful coexistence of smooth sounds with straight-ahead jazz

## Noncomm WVAS: 'Back To Jazz'

Carol Archer

CArcher@RadioandRecords.com

**P**op quiz: Name the city where Rosa Parks was arrested in 1955 for not yielding her bus seat to a white man; in which Dr. Martin Luther King Jr. led a 1965 civil rights march of 25,000 protesters; and that which was named in the title of a John Prine song, circa 1971. It's also the city of license for noncommercial R&R Smooth Jazz Indicator station WVAS. If you said Montgomery, Ala., you're an instant winner.

One of three public radio stations in the Montgomery market, WVAS is unique in its programming. It airs, on average, 16 hours of jazz during the week. On the weekend, it's a culturally diverse assortment of mostly syndicated specialty shows—lots of blues, tons of straight-ahead jazz and an immensely popular five-hour Sunday morning gospel show (see story, this page).

WVAS' 80,000-watt blowtorch blankets 17 counties with music that runs the gamut of contemporary jazz—from straight-ahead to the smooth tip. From Adderly to Whalum and everything in between, it's an approach that defies conventional wisdom and is appropriately positioned as "Back to Jazz."

While WVAS incorporates NPR, Public Radio International and locally produced newscasts, MD/personality Jay Holcey insists that jazz is what sets WVAS apart and defines the station's identity.

### Hungry For Jazz, Yearning For More

Light years beyond 31 flavors, WVAS attracts loyal, mainstream listeners with jazz. "We play music that most other radio stations rarely touch, not only in Montgomery, but in other markets or on satellite radio, too," Holcey says of the station's approach to programming.

WVAS' primary goal is to motivate music lovers to support new and up-and-coming artists as well as veteran acts. "We play the sounds of days gone by to stimulate new sounds," Holcey says. "We stay focused on not only making the music entertaining, but doing it in a way that keeps our listeners hungry and yearning for more."

"We stay true to the genre by blending smooth jazz with mainstream and straight-ahead jazz to keep a grip on our core 45+ audience, which is diverse and relies on us to be creative and entertaining," Holcey says. His own show embodies WVAS' sound—you might hear a mellow Coltrane vibe into Rick Braun.

Vocals blend well with syncopated, rhythmic sounds to create a flow that makes the days pass smoothly. "Don't be surprised to hear something like Corinne Bailey Rae segue into Four80East," Holcey says.

### Angel From Montgomery

Jazz, like fine wine, must be cellared and preserved, says Holcey, whose mission is stewardship of jazz. Never a fan of the term "smooth jazz"—he prefers "contemporary jazz"—Holcey is even less in favor of a movement toward identifying the format as "smooth AC." "Jazz is being diminished, and it's an insult to the genre," he says.

"You can't play an urban AC artist and a hot AC artist all day and call it jazz," he continues. "Educating the public on what jazz music is all about, and keeping the



► **MATT MARSHAK** LANDS AT NO. 28 WITH "SPACE COASTIN,'" FROM HIS FORTHCOMING ALBUM "ON THE ROCKS."

THIS WEEK	LAST WEEK	WEEKS ON CHART	SMOOTH JAZZ INDICATOR			PLAYS	
			TITLE ARTIST	IMPRINT / PROMOTION LABEL	TW	+/-	
1	2	10	L.A. CITY LIGHTS CANDY DULFER	HEADS UP	182	+6	
2	1	17	AIN'T NO WOMAN (LIKE THE ONE I GOT) JEFF GOLUB FEAT. RICHARD ELLIOT	NARADA JAZZ/BLC	179	-4	
3	3	13	BLUE WATER ERIC MARIENTHAL	PEAK/CMG	153	-2	
4	4	16	COME WHAT MAY NAJEE	HEADS UP	149	1	
5	7	17	WHAT CHA GONNA DO? BRIAN SIMPSON	RENDEZVOUS	138	+2	
6	5	13	LET IT GO BONEY JAMES	CONCORD/CMG	138	-6	
7	6	22	R N R RICK BRAUN & RICHARD ELLIOT	ARTIZEN	129	-8	
8	9	9	HAPPY HOUR JIMMY SOMMERS	GEMINI	126	0	
9	6	5	OLD SCHOOL EVERETTE HARP	SHANACHIE	124	+14	
10	8	24	REMEMBER ME MARION MEADOWS	HEADS UP	124	-4	
11	10	10	VENICE CHRIS BOTTI	COLUMBIA	123	+5	
12	14	3	LUCKY STAR PAUL HARDCASTLE	TRIPPIN' N RHYTHM	115	+3	
13	12	8	YOU BELONG TO ME CHAKA KHAN FEAT. MICHAEL McDONALD	BURGUNDY/COLUMBIA	113	0	
14	13	16	BUMPIN' ON THE WES SIDE BLAKE AARON	INNERVISION	109	-4	
15	11	17	COMING RIGHT AT YA MICHAEL MANSON	MUGROOVE	107	-11	
16	17	8	GIVE IT TO ME BABY DAVE SERENY	MUGROOVE	93	-1	
17	19	17	SMOOTH AS SILK MIKE CATALANO	CATMAN	92	+2	
18	18	6	POETRY MAN QUEEN LATIFAH	FLAVOR UNIT/VERVE	92	0	
19	21	5	RED BEANS AND RICE HIROSHIMA	HEADS UP	89	+5	
20	20	2	BREAKIN' OUT DARREN RAHN	MUGROOVE	86	-1	
21	22	17	SMOOTH VEGAS SOUL BALLET	ARTIZEN	84	+1	
22	28	3	BUCKTOWN LAKE EFFECT	MUGROOVE	79	+4	
23	24	8	BOSSA AWHILE RONNY SMITH	K&A	79	0	
24	23	4	KEEPIN' IT COOL NICK COLIONNE	NARADA JAZZ/BLC	78	-1	
25	29	3	TROPICA WILL DONATO	INNERVISION	77	+3	
26	25	5	AIN'T NO SUNSHINE DWAYNE KERR FEAT. ERYKAH BADU	DMANN'S	77	0	
27	RE-ENTRY		CHAMELEON BRIAN BROMBERG	ARTISTRY	76	+4	
28	NEW		SPACE COASTIN' MATT MARSHAK	NUANCE	72	+8	
29	NEW		WHY NOT YOU WALTER BEASLEY	HEADS UP	72	0	
30	26	12	FIRE AND RAIN KENNY "BABYFACE" EDMONDS	MERCURY/DJMG	72	-5	

\*FOR WEEK ENDING NOVEMBER 25, 2007



Holcey

names and the music associated with those names alive, is absolutely a key in what makes our music programming so critical and important."

Larger-market stations "are out to murder the image of jazz by filtering in certain material and identifying it as jazz music when it really isn't," Holcey says. "Jazz is all about improvisation, which we stress to the fullest and that's why we emphasize the slogan 'Back to Jazz.' We wanted to get back to what the genre is all about and concentrate on its core essence." **R&R**

## A Diverse Program Guide

Alabama State University-owned WVAS/Montgomery's unique jazz mix suffuses the market during four locally programmed weekday shows. PD Mel Marshall's "Early Morning" runs 6 a.m.-8 a.m., MD Jay Holcey's "Jazzcapades" airs 9 a.m.-noon, "Jazz Oasis" is on from noon to 3 p.m. and "Drive Time Jazz" airs 3 p.m.-6 p.m. The last show features an amalgam of contemporary and smooth jazz. Monday through Thursday evenings, "Jazz at Nite," which emphasizes straight-ahead and mainstream jazz instrumentals and vocals, runs 8 p.m.-midnight.

Syndicated specialty shows round out WVAS' weeknight fare. "Jazzset With DeeDee Bridgewater," "Jazz at Lincoln Center," "Listen Here!" and "Marian McPartland's Piano Jazz" rotate in the 7 p.m. hour. Jazz Satellite Networks' venerable "Jazz With Bob

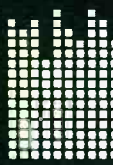
Parlocha" airs overnight.

An array of specialty shows rules WVAS' weekend air. There's blues; straight-ahead jazz; roadhouse, juke-joint jazz; gospel; and more.

"The WVAS Top 20 Countdown," based on R&R's Smooth Jazz Indicator chart, will soon will be distributed through the Public Radio Exchange to noncommercial stations.

Gospel, the station's strongest suit, begins airing in the early hours of Sunday morning with "Gospel Countdown." An iconic figure among Montgomery's gospel community, Angier Johnson, aka "the Gospel Messenger," follows. MD Holcey calls it "hands down, the station's most popular show." The five-hour program blends contemporary and traditional gospel, plus vintage gospel recordings virtually unheard anywhere on commercial radio.

To check out WVAS online, go to [wvasfm.org](http://wvasfm.org). —CA



# SMOOTH JAZZ

▶ AFTER MOVING UP ONE PLACE IN EACH OF THE LAST FOUR WEEKS, **ERIC MARIENTHAL** SAILS UP THREE NOTCHES, AND INTO THE TOP 10, WITH "BLUE WATER" (13-10).



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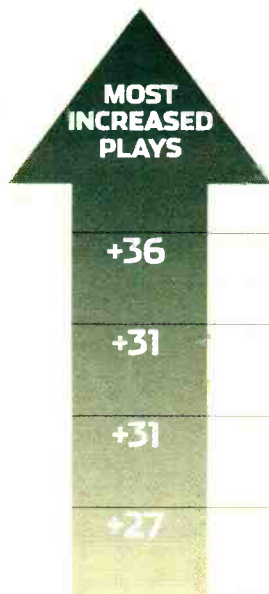
THIS WEEK	LAST WEEK	TITLE ARTIST	WEEKS ON CHART	1) NIELSEN BDS CERTIFICATIONS IMPRINT / PROMOTION LABEL	PLAYS TW +/-	AUDIENCE MILLIONS RANK
1	3	<b>L.A. CITY LIGHTS NO. 1/MOST INCREASED PLAYS (1 WK)</b> CANDY DULFER	12	HEADS UP	491 +36	6.838 1
2	1	<b>AIN'T NO WOMAN (LIKE THE ONE I GOT)</b> JEFF GOLUB FEATURING RICHARD ELLIOT	18	NARADA JAZZ/BLG	454 -20	4.219 6
3	4	<b>SLAMMIN</b> JAY SOTO	28	NUGROOVE	432 -20	3.550 11
4	6	<b>LET IT GO</b> BONEY JAMES	12	MOST ADDED CONCORD/CMG	394 -5	5.079 2
5	5	<b>NOODLE SOUP</b> FOUR80EAST	32	NATIVE LANGUAGE	394 -23	4.939 3
6	2	<b>R N R</b> RICK BRAUN & RICHARD ELLIOT	23	ARTIZEN	392 -75	3.786 7
7	7	<b>POETRY MAN</b> QUEEN LATIFAH	8	FLAVOR UNIT/VERVE	346 -36	3.601 10
8	8	<b>BLACK RIVER</b> KEIKO MATSUI	32	SHOUT! FACTORY	316 -52	2.476 15
9	9	<b>LADIES' CHOICE</b> PAUL TAYLOR	28	PEAK/CMG	300 -51	4.235 5
10	13	<b>BLUE WATER</b> ERIC MARIENTHAL	10	PEAK/CMG	299 +9	4.330 4
11	10	<b>VENICE</b> CHRIS BOTTI	9	COLUMBIA	291 -27	3.644 9
12	11	<b>FIRE AND RAIN</b> KENNY "BABYFACE" EDMONDS	15	MERCURY/IDJMG	272 -45	2.636 14
13	12	<b>REMEMBER ME</b> MARION MEADOWS	22	HEADS UP	262 -33	1.680 21
14	16	<b>LUCKY STAR</b> PAUL HARDCASTLE	3	TRIPPIN' N' RHYTHM	261 +26	3.781 8
15	14	<b>PARKSIDE SHUFFLE</b> DOWN TO THE BONE	22	NARADA JAZZ/BLG	257 -26	1.875 17
16	17	<b>WHAT CHA GONNA DO?</b> BRIAN SIMPSON	15	RENDEZVOUS	225 -5	3.175 12
17	18	<b>COME WHAT MAY</b> NAJEE	13	HEADS UP	195 -17	2.190 16
18	19	<b>NO ONE</b> ALICIA KEYS	5	MBKJ/IMG	171 -18	2.699 13
19	20	<b>YOU BELONG TO ME</b> CHAKA KHAN FEATURING MICHAEL McDONALD	10	BURGUNDY	153 -18	1.698 20
20	22	<b>HAPPY HOUR</b> JIMMY SOMMERS	12	GEMINI	145 -1	1.219 28
21	23	<b>OLD SCHOOL</b> EVERETTE HARP	4	SHANACHIE	135 +16	1.476 24
22	21	<b>BETWEEN US</b> NYEE MOSES	4	NYEE MOSES	135 -9	1.645 23
23	24	<b>HI-LO SPLIT</b> MARC ANTOINE	14	PEAK/CMG	112 +4	1.676 22
24	28	<b>WHY NOT YOU</b> WALTER BEASLEY	2	HEADS UP	105 +15	0.818 -
25	25	<b>COMING RIGHT AT YA</b> MICHAEL MANSON	6	NUGROOVE	102 0	1.476 25
26	26	<b>FEELIN' GOOD</b> THE PUSSYCAT DOLLS	8	A&M/INTERSCOPE	88 -14	1.444 26
27	30	<b>I'VE GOT TO USE MY IMAGINATION</b> JOAN OSBORNE	2	WOMANLY HIPS/TIME LIFE	87 +6	1.148 29
28	RE-ENTRY	<b>BUMPIN' ON THE WES SIDE</b> BLAKE AARON		INNERVISION	85 +12	0.653 -
29	29	<b>LET'S DO IT AGAIN</b> WAYMAN TISDALE	4	RENDEZVOUS	84 -6	1.798 18
30	27	<b>THE WAVE (2007)</b> KIRK WHALUM	15	RENDEZVOUS	82 -17	1.084 30

## MOST ADDED

TITLE ARTIST / LABEL	NEW STATIONS
<b>LET IT GO</b> Boney James (CONCORD/CMG) KHJZ, KOAS	2
<b>LUCKY STAR</b> Paul Hardcastle (TRIPPIN' N' RHYTHM) WDSJ, WNUA	2
<b>BETWEEN US</b> Nyeer Moses (NYEE MOSES) KYOT, WDSJ	2
<b>WINDOW OF THE SOUL</b> Chuck Loeb (HEADS UP) KSSJ, WVMV	2
<b>L.A. CITY LIGHTS</b> Candy Dulfer (HEADS UP) Jones Radio Networks	1
<b>BLUE WATER</b> Eric Marienthal (PEAK/CMG) WDSJ	1
<b>REMEMBER ME</b> Marion Meadows (HEADS UP) KHJZ	1
<b>PARKSIDE SHUFFLE</b> Down To The Bone (NARADA JAZZ/BLG) KYOT	1
<b>WHAT CHA GONNA DO?</b> Brian Simpson (RENDEZVOUS) WNUA	1

**ADDED AT...**  
**WNUA**  
Chicago, IL  
OM/PD: Darren Davis  
MD: Rick O'Dell  
Paul Hardcastle, Lucky Star, 17  
Brian Simpson, What Cha Gonna Do?, 14  
Najee, Come What May, 13  
FOR REPORTING STATIONS PLAYLISTS GO TO:  
[www.RadioandRecords.com](http://www.RadioandRecords.com)

NEW AND ACTIVE			
TITLE ARTIST / LABEL	PLAYS /GAIN	TITLE ARTIST / LABEL	PLAYS /GAIN
<b>WINDOW OF THE SOUL</b> Chuck Loeb (HEADS UP) TOTAL STATIONS:	<b>78/16</b> 11	<b>OL' SKOOLIN'</b> Paul Brown (PEAK/CMG) TOTAL STATIONS:	<b>61/4</b> 6
<b>DREAM ON</b> Kelly Sweet (RAZOR & TIE) TOTAL STATIONS:	<b>76/31</b> 8	<b>CAN U BELIEVE</b> Robin Thicke (STAR TRAK/INTERSCOPE) TOTAL STATIONS:	<b>60/14</b> 5
<b>COOL OF THE NIGHT</b> Joyce Cooling (NARADA JAZZ/BLG) TOTAL STATIONS:	<b>74/11</b> 16	<b>STAY</b> Simply Red (SIMPLYRED.COM) TOTAL STATIONS:	<b>58/3</b> 8



<b>+36</b>	<b>L.A. CITY LIGHTS</b> Candy Dulfer (Heads Up) WQCD +6, WJZZ +6, KRVR +3, KJZY +8, JSJ +3, KTWW +2, WNUA +2, KJZS +2, XWRC +2, WJZZ +2
<b>+31</b>	<b>DREAM ON</b> Kelly Sweet (Razor & Tie) KRVR +12, KSSJ +1, KBZB +8, WNNW +6, KJZS +5, WLOQ +1
<b>+31</b>	<b>WHITE CHRISTMAS</b> Dave Koz Featuring Kelly Sweet (Capitol) WJZZ +5, WJZZ +5, WSMJ +5, KHJZ +3, WLVE +3, WNUA -3, KOAS +2, WNNW +1, KBZB +1, KJZS +1
<b>+27</b>	<b>SKATING</b> Boney James (Concord/CMG) WVMV +6, XWRC +5, WDSJ +4, WJZZ +4, KHJZ +2, KFM +2, KJZS +1, KJZY +1, KWJZ +1, WNUA -1
	<b>LUCKY STAR</b> Paul Hardcastle (Trippin' N' Rhythm) WJZZ +15, KTWW +1, KBZB +6, WNUA +6, KJCD +4, KJZS +2, WLOQ +1, XWRC +1, WDSJ +1, WLVE +1

FOR WEEK ENDING NOVEMBER 25, 2007  
**LEGEND:** See legend to charts in charts section for rules and symbol explanations. 30 smooth jazz stations are electronically monitored by Nielsen Broadcast Data Systems 24 hours a day, 7 days a week. Indicator chart comprised of 16 reporters.  
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## RECURRENTS

THIS WEEK	TITLE ARTIST / IMPRINT / PROMOTION LABEL	1) NIELSEN BDS CERTIFICATIONS	PLAYS TW LW
1	<b>BORN 2 GROOVE</b> EUG: GROOVE (NARADA JAZZ/BLG)		266 261
2	<b>STREET LIFE</b> U-NAM (TRIPPIN' N' RHYTHM)		236 262
3	<b>CATNAP</b> NILS (BAJA/TSR)		210 227
4	<b>CANTALOUPE ISLAND</b> BRIAN BROMBERG (ARTISTRY)		193 199
5	<b>TROUBLE SLEEPING</b> CORINNE BAILEY RAE (CAPITOL)		161 171

THIS WEEK	TITLE ARTIST / IMPRINT / PROMOTION LABEL	1) NIELSEN BDS CERTIFICATIONS	PLAYS TW LW
6	<b>GOT TO GIVE IT UP</b> KIM WATERS (SHANACHIE)		147 146
7	<b>LET'S TAKE A RIDE</b> NORMAN BROWN (PEAK/CMG)		146 164
8	<b>THE RHYTHM METHOD</b> PAUL BROWN (PEAK/CMG)		139 137
9	<b>FELINITY</b> WARREN BERNHARDT (DMP)		136 111
10	<b>MOMENTS IN LOVE</b> THE ART OF NOISE (ZTT/ISLAND/UMJ)		117 125

## CHART LEGEND

Charts are ranked by plays (except for Country chart, which is based on audience impressions, computed by cross-referencing exact times of airplay with Arbitron listener data).

**+** Songs showing an increase in plays (audience for Country) over the previous week, regardless of chart movement. A song will also receive a bullet if its percentage loss in plays (audience for Country) does not exceed the percentage of monitored station downtime for the format. Exempting the Country chart, a song that has been on the chart for more than 20 weeks will generally not

receive a bullet, even if it registers an increase in plays. Country titles that decline in audience but increase in plays will also receive a bullet if the total audience erosion for the week does not exceed 3%. A song in its first week at No. 1 will always receive a bullet, even if it has lost plays (audience for Country).

**AUDIENCE TOTALS:** Derived, in part, using certain Arbitron Inc. copyrighted Persons 12+ audience estimates, under license.

**AIRPOWER:** Awarded to songs appearing in the top 20 on both the Airplay and Audience charts for the first time with increases in both plays and audience.

**BREAKER:** Awarded solely on the Country chart to songs that receive airplay on 60% of the panel for the first time.

**HOT SHOT DEBUT:** Awarded solely on the Country chart to the highest-ranking new entry.

**MOST INCREASED PLAYS:** Awarded to the five songs with the largest increases in plays (audience for Country). Title with the top increase will also be highlighted if on chart. If two or more songs have an equal increase, the song ranked higher on chart will be listed first.

**MOST ADDED:** A listing of songs with the total number

of new adds either reported by each station or by automatic add thresholds. Title with top most added totals will also be highlighted if on chart.

**NEW AND ACTIVE:** Current songs below the chart threshold that are showing an increase in plays.

**TIES ON CHART:** A song with the best plays differential (audience for Country) over the previous week is ranked first if tied with another song on the chart. If the songs are still tied at this point, the title that is being played on the most stations at that format will be ranked first.

**RECURRENT RULE:** Songs below the top 20 (top 15 for

Urban AC, Hot AC, Christian AC, Christian CHR, Inspo, Christian Rock, Gospel, Rock, Triple A and Smooth Jazz) become recurrents and are removed from the chart after 20 weeks. In addition, songs that have been on the chart for more than 52 weeks and rank below No. 10 become recurrents and are removed from the chart. Descending Country titles move to recurrent after 20 weeks if they rank below No. 10 in either audience or plays. Descending AC titles move to recurrent after 52 weeks if they rank below No. 5, after 26 weeks if they rank below No. 10, or after 20 weeks if they rank below No. 15. Songs on Latin charts move to recurrent after 20 weeks if they rank below No. 20

in both audience and plays.  
**n** Nielsen BDS certification for airplay of 100,000 plays on all monitored stations, including satellite and national networks, across the United States and Canada. Numeral following symbol indicates multiple level of 100,000 plays.

**☆** Indicates title earned HitPredictor status in research data provided by Promosquad. Songs are tested online by Promosquad using multiple listens and a nationwide sample of carefully profiled music consumers.

**☁** Indicated solely on the Canadian charts for songs meeting Canadian content requirements.





# ALTERNATIVE/ACTIVE/ROCK



Label promotion execs discuss their biggest challenges

## Connecting The Dots

Mike Boyle

MBoyle@RadioandRecords.com

**T**hroughout 2007, this column has explored the trials, tribulations, opportunities and success of alternative, active rock and rock stations from coast to coast. This week, I turn the tables to explore the biggest day-to-day challenges of radio's brethren across the isle: label promotion executives, who are an essential part of any current music station's endeavors to offer compelling content on their airwaves.

### More To Do, Less Time To Do It In

Closing in on nine years as senior VP of promotion for Q Prime/Volcano, Warren Christensen lines up with most radio and label executives in saying that one of his biggest challenges is doing more with less time.

Time constraints placed on programmers have reduced the amount of time they're available to speak with label reps, Christensen says. "The benefit from that, though, is that when you do get on the phone with radio and talk about your records and together do a little brainstorming, it allows us to connect the marketing dots with the programming dots and with their listening audience."

However, Christensen says, fallout from that process has become his biggest single challenge right now.

"It's now taking records 300 spins before they are even coming up familiar enough to get a gauge on them. There's a lot of problems that we can blame it on: distractions like the Internet, people being busier than ever, etc. But we used to do a better job at things, such as promotions, and stations would have features to market bands. There are clearly a lot of things we all can do to connect the dots, but the problem is we're not

communicating as much as we used to. The record people have had just as much added to their plates as the radio people, and this requires a lot of work together to want to do it."

Hollywood Records VP of rock and alternative promotion Joey Scoleri agrees and offers a solution.

"We have to be sensitive to what's going on in the world of programmers in terms of fragmentation through media and time sensitivity because of all of the hats they are wearing today. So, if you can provide them with compelling content, that will go a long way for us breaking our artists. You have to show them that what you are bringing to the table is benefiting them, whether it's an established artist or a new artist."



Christensen



Burrs



Valentine

### Old-Time Communication

It's not the Internet or any other emerging technological gadget that label execs are leaning on to get to radio these days. Alexander Graham Bell's invention remains their main communication mode, although that has its challenges too.

"The No. 1 challenge is getting a return phone call," RCA Records VP of rock music Bill Burrs says. "I think a lot of people like



**'We have to come up with ways that are going to help the radio station give their audience compelling content.'**

—Joey Scoleri



**'Maybe they are not always able to program a particular project I'm working, but they can talk music and are real fans. It's great to be able to share that with other people.'**

—Tyson Haller

to hide. Doing my job, I'm not afraid to hear the word 'no,' because I've grown accustomed to it over the years, but the hardest thing for me is breaking down the old lines of communication. Programmers are tired of hearing from record people because there just aren't as many open slots these days for new music."

Scoleri—voted R&R's 2007 rock and active rock promotion executive of the year—agrees that label promotion execs have to be much more resilient to radio telling them no, but also says that without daily phone work, he couldn't effectively get his job done.

"My biggest challenge is to make sure I'm speaking to as many people as I possibly can and not making them say, 'Hey, this guy hasn't called me in months,' " Scoleri says. "I'm lucky to have as many longstanding relationships in this business as I do. Also, you have to work at getting to know the new people coming into the business in an effort to get them to trust you and [understand that] what you're doing is in their best interest."

East West/ILG national director of promotion Tyson Haller also uses his precious phone time wisely.

"As a promotion person, our job is still to get our records played on the radio. But you have to be smarter with your counterpart when you're on the phone, because PDs have more on their plates than they used to have.

"In the end," Haller adds, "I think it's about me doing my job, but also respecting the job that programmers have and that music is just a small fraction of what their daily workload is."

### Effects Of Consolidation

Reprise Records VP of rock promotion Cheryl Valentine lays today's communications issues between radio and records professionals squarely at the feet of consolidation.

"As stations are forced to consolidate their work forces even more, people are taking on more responsibilities. That's leading to a lot less communication between radio and records, which makes my job more difficult. If we're not talking as much, I can't enhance or combat how a station is feeling about an artist and their song. It's tougher to get answers about market visits where we're trying to connect an artist to their audience face to face. We always want our artists to be successful for radio, but the time constraints stemming from consolidation have hindered us from doing that with as much radio as we'd like."

Phone time with programmers shouldn't be categorized as a weekly root canal for label promotion execs, as most actually have a great attitude about their jobs.

"I enjoy talking music with music people," Haller says. "I'm fortunate in that my attitude seems to be prevalent throughout the rock formats with music fans on the other end of the phone too. Maybe they are not always able to program a particular project I'm working, but they can talk music and are real fans. It's great to be able to share that with other people." **R&R**



# ALTERNATIVE

► **SAY ANYTHING** SCORES ITS SECOND APPEARANCE ON THE CHART AS "BABY GIRL, I'M A BLUR" OPENS AT NO. 37.



POWERED BY nelsen BDS

THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE ARTIST	1) NIelsen BDS CERTIFICATIONS	HITPREDICTOR STATUS IMPRINT / PROMOTION LABEL	PLAYS TW +/-	AUDIENCE MILLIONS RANK	1
1	1	17	<b>THE PRETENDER</b> FOO FIGHTERS	<b>NO. 1 (15 WKS)</b>	☆ ROSWELL/RCA/RMG	1966 -254	9.457	1
2	2	13	<b>FAKE IT</b> SEETHER		☆ WIND-UP	1670 -86	6.246	2
3	4	11	<b>EMPTY WALLS</b> SERJ TANKIAN		SERJICAL STRIKE/REPRISE	1394 -73	5.322	4
4	3	13	<b>BIG CASINO</b> JIMMY EAT WORLD		☆ TINY EVIL/INTERSCOPE	1357 -174	4.753	6
5	5	24	<b>BLEED IT OUT</b> LINKIN PARK		☆ WARNER BROS.	1221 -133	5.628	3
5	8	41	<b>PARALYZER</b> FINGER ELEVEN		1) ☆ WIND-UP	1164 -32	4.719	7
7	6	27	<b>NEVER TOO LATE</b> THREE DAYS GRACE		1) ☆ JIVE/ZOMBA	1137 -157	4.824	5
3	7	19	<b>I GET IT</b> CHEVELLE		☆ EPIC	1128 -65	3.126	11
3	10	8	<b>SHADOW OF THE DAY</b> LINKIN PARK		☆ WARNER BROS.	1085 -9	3.951	8
10	9	14	<b>YOU DON'T KNOW WHAT LOVE IS (YOU JUST DO AS YOU'RE TOLD)</b> THE WHITE STRIPES		☆ THIRD MAN/WARNER BROS.	104C -105	3.275	10
11	18		<b>WELL THOUGHT OUT TWINKLES</b> SILVERSUN PICKUPS		DANCERBIRD	919 -105	2.910	12
2	13	12	<b>EVERYTHING'S MAGIC</b> ANGELS AND AIRWAVES		☆ SURETONE/GEFFEN	885 -79	2.523	16
3	12	21	<b>MISERY BUSINESS</b> PARAMORE		☆ FUELED BY RAMEN/ATLANTIC/LAVA	808 -182	3.319	9
4	14	7	<b>HARD SUN</b> EDDIE VEDDER		MONKEY WRENCH/J/RMG	803 -104	2.842	13
5	18	8	<b>ALMOST EASY</b> AVENGED SEVENFOLD		HOPELESS/WARNER BROS.	785 -19	2.115	18
6	16	15	<b>BECOMING THE BULL</b> ATREYU		HOLLYWOOD	763 -61	2.065	20
7	19	8	<b>BELIEVE</b> THE BRAVERY		ISLAND/DJMG	739 +3	2.672	15
8	15	25	<b>ALL AROUND ME</b> FLYLEAF		☆ A&M/OCTONE/INTERSCOPE	735 -139	2.104	19
9	17	18	<b>THRASH UNREAL</b> AGAINST ME!		SIRE/REPRISE	690 -131	2.004	21
20	20	9	<b>THE RUNNING FREE</b> COHEED AND CAMBRIA		COLUMBIA	675 -28	1.654	23
21	23	5	<b>LONG ROAD TO RUIN</b> FOO FIGHTERS	<b>MOST ADDED</b>	☆ ROSWELL/RCA/RMG	565 +39	2.267	17
22	22	6	<b>SHADOWPLAY</b> THE KILLERS		☆ ISLAND/DJMG	518 -40	1.654	22
24	24	22	<b>THE GOOD LEFT UNDONE</b> RISE AGAINST		☆ GEFFEN	508 +2	2.730	14
24	21	19	<b>ISLAND (FLOAT AWAY)</b> THE STARTING LINE		VIRGIN	506 -114	1.234	26
25	25	10	<b>3'S &amp; 7'S</b> QUEENS OF THE STONE AGE		REKORDS REKORDS/INTERSCOPE	454 -26	3.842	35
26	26	6	<b>QUEEN B</b> PUSCIFER		PUSCIFER/RED	422 -54	1.032	30
27	34	2	<b>CRUSHCRUSHCRUSH</b> PARAMORE	<b>MOST INCREASED PLAYS</b>	☆ FUELED BY RAMEN/ATLANTIC/LAVA	418 +84	1.496	24
28	33	4	<b>PSYCHO</b> PUDDLE OF MUDD		FLAWLESS/GEFFEN	398 +36	1.372	25
29	31	5	<b>BODYSNATCHERS</b> RADIOHEAD		SIDE ONE/ATO	392 -12	1.000	32
30	30	7	<b>OUR TIME NOW</b> PLAIN WHITE T'S		HOLLYWOOD	378 -31	0.821	37
31	27	17	<b>TIME IS RUNNING OUT</b> PAPA ROACH		EL TONAL/GEFFEN	366 -81	1.182	27
32	29	6	<b>GOOD TIMES BAD TIMES</b> GODSMACK		UNIVERSAL REPUBLIC	361 -50	1.013	31
33	32	5	<b>RISE TODAY</b> ALTERBRIDGE		UNIVERSAL REPUBLIC	354 -36	1.050	29
34	28	10	<b>THE UNDERDOG</b> SPOON		☆ MERGE	354 -69	1.078	28
35	36	3	<b>RAINY MONDAY</b> SHINY TOY GUNS		UNIVERSAL MOTOWN	312 -6	0.643	40
36	38	5	<b>TICK TICK BOOM</b> THE HIVES		A&M/OCTONE/INTERSCOPE	266 -24	0.485	-
37			<b>BABY GIRL, I'M A BLUR</b> SAY ANYTHING	<b>NEW</b>	☆ DOGHOUSE/J/RMG	264 +12	0.418	-
38	39	3	<b>TEN TON BRICK</b> HURT		CAPITOL	260 -27	0.455	-
39			<b>FALLING ON</b> FINGER ELEVEN	<b>NEW</b>	☆ WIND-UP	244 +5	0.825	36
40	35	7	<b>1234</b> FEIST		CHERRYTREE/POLYDOR/INTERSCOPE	242 -85	0.892	34

## MOST ADDED

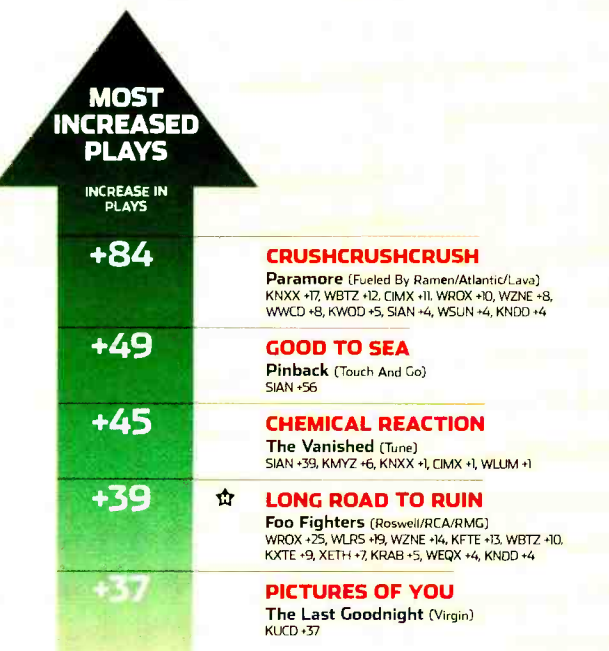
TITLE ARTIST / LABEL	NEW STATIONS
<b>LONG ROAD TO RUIN</b> Foo Fighters (ROSWELL/RCA/RMG) KNXX, KTCL, WARQ, WGRD, WHTG, WLR5, WTZR, WZJQ, WZNE	9
<b>IF I HAD EYES</b> Jack Johnson (BRUSHFIRE/UNIVERSAL REPUBLIC) KJEE, KNDD, KRZB, KWOD, WEQX, WFNX, XETRA	7
<b>CRUSHCRUSHCRUSH</b> Paramore (FUELED BY RAMEN/ATLANTIC/LAVA) KXRX, WBRU, WFNX, WHTG, WZNE	5
<b>AMEN</b> Kid Rock (TOP DOG/ATLANTIC) KFTE, WEND, WHRL, WTZR, WZJO	5
<b>ALWAYS BE</b> Jimmy Eat World (TINY EVIL/INTERSCOPE) KNDD, KRZB, WBRU, WROX, XM Ethel	5
<b>BODYSNATCHERS</b> Radiohead (SIDE ONE/ATO) WARQ, WEND, WLUM	3
<b>YOU DON'T KNOW WHAT LOVE IS (YOU JUST DO AS YOU'RE TOLD)</b> The White Stripes (THIRD MAN/WARNER BROS.) KROQ, WEND	2
<b>EVERYTHING'S MAGIC</b> Angels And Airwaves (SURETONE/GEFFEN) KRZQ, WOCL	2
<b>BABY GIRL, I'M A BLUR</b> Say Anything (DOGHOUSE/J/RMG) KFTE, KPNT	2
<b>PSYCHO</b> Puddle Of Mudd (FLAWLESS/GEFFEN) WHRL, WRXL	2

ADDED AT... **WFNX**  
Boston, MA  
PD: Keith Dakin  
MD: Paul Driscoll  
Jack Johnson, If I Had Eyes, 0  
Paramore, Crushcrushcrush, 0

FOR REPORTING STATIONS PLAYLISTS GO TO:  
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## NEW AND ACTIVE

TITLE ARTIST / LABEL	PLAYS /GAIN	TITLE ARTIST / LABEL	PLAYS /GAIN
<b>MY WORLD</b> Sick Puppies (RMR/VIRGIN) TOTAL STATIONS: 22	223/2	<b>MARCH OF WAR</b> Nonpoint (BIELER BROS.) TOTAL STATIONS: 15	109/14
<b>AMEN</b> Kid Rock (TOP DOG/ATLANTIC) TOTAL STATIONS: 23	203/17	<b>SORRY</b> Buckcherry (ELEVEN SEVEN/ATLANTIC/LAVA) TOTAL STATIONS: 7	106/4
<b>LIVING IS A PROBLEM BECAUSE EVERYTHING DIES</b> Biffy Clyro (ROADRUNNER) TOTAL STATIONS: 22	203/6	<b>KINGDOM</b> Dave Gahan (MUTE/VIRGIN) TOTAL STATIONS: 8	105/5
<b>HOLD ON</b> Korn (VIRGIN) TOTAL STATIONS: 17	154/9	<b>ALL OVER YOU</b> The Spill Canvas (ONE ELEVEN/SIRE/REPRISE) TOTAL STATIONS: 13	101/26
<b>CHEMICAL REACTION</b> The Vanished (TUNE) TOTAL STATIONS: 8	126/45	<b>IT'S FAR BETTER TO LEARN</b> Saosin (CAPITOL) TOTAL STATIONS: 11	98/1



FOR WEEK ENDING NOVEMBER 25, 2007  
LEGEND: See legend to charts in charts section for rules and symbol explanations.  
71 alternative and 26 Canada rock stations are electronically monitored by Nielsen Broadcast Data Systems 24 hours a day, 7 days a week. © 2007 Nielsen Business Media, Inc.  
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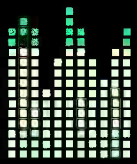
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# ACTIVE ROCK

► AUSSIE QUARTET AIRBOURNE HITS THE CHART FOR THE FIRST TIME, DEBUTING AT NO. 37 WITH "TOO MUCH, TOO YOUNG, TOO FAST."



# R&R

POWERED BY  
nielsen  
BDS

THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE ARTIST	NIelsen BDS CERTIFICATIONS TV-PRINT / PROMOTION LABEL	PLAYS TW	+/-	AUDIENCE MILLIONS	RANK
1	1	14	<b>FAKE IT</b> SEETHER	NO. 1 (4 WKS)	1867	+8	7.195	1
2	2	17	<b>THE PRETENDER</b> FOO FIGHTERS	ROSWELL/RCA/RMG	1521	-66	6.792	2
3	3	20	<b>LIFE IS BEAUTIFUL</b> SIXX: A.M.	ELEVEN SEVEN	1597	-12	5.584	3
4	4	17	<b>RISE TODAY</b> ALTER BRIDGE	UNIVERSAL REPUBLIC	1428	+10	4.672	4
5	5	19	<b>BECOMING THE BULL</b> ATREYU	HOLLYWOOD	1338	-38	3.469	7
6	6	11	<b>EMPTY WALLS</b> SERJ TANKIAN	SERJICAL STRIKE/REPRISE	1330	+53	4.077	5
7	7	10	<b>ALMOST EASY</b> AVENGED SEVENFOLD	HOPELESS/WARNER BROS.	1226	+37	3.713	6
8	8	8	<b>GOOD TIMES BAD TIMES</b> GODSMACK	UNIVERSAL REPUBLIC	1030	+48	3.294	9
9	9	8	<b>PSYCHO</b> PUDDLE-HEAD MUDD	FLAWLESS/GEFFEN	998	+50	2.996	10
12	12	12	<b>HOLY DIVER</b> KILL SWITCH PINGPONG	ROADRUNNER	902	+41	2.834	13
10	13	13	<b>BROKEN AGAIN</b> ANOTHER ANIMAL	UNIVERSAL REPUBLIC	894	+14	2.550	14
13	15	15	<b>TEN TON BRICK</b> HURT	CAPITOL	841	0	2.027	18
15	9	9	<b>HOLD ON</b> KORN	VIRGIN	840	+34	2.189	17
14	16	31	<b>NEVER TOO LATE</b> THREE DAYS GRACE	JIVE/ZOMBA	792	+2	2.898	11
11	22	22	<b>BLEED IT OUT</b> LINKIN PARK	WARNER BROS.	785	-93	2.869	12
17	45	45	<b>PARALYZER</b> FINGER ELEVEN	WIND-UP	744	+12	3.399	8
14	20	20	<b>ALCOHAULIN' ASS</b> HELLYEAH	EPIC	686	-132	2.423	16
19	7	7	<b>DULL BOY</b> MUDVAYNE	EPIC	676	+30	1.324	24
21	19	19	<b>THE BLEEDING</b> FIVE FINGER DEATH PUNCH	FIRM	648	+36	1.455	22
20	25	25	<b>I GET IT</b> CHEVELLE	EPIC	644	-81	2.423	15
23	7	7	<b>UNTIL THE END</b> BREAKING BENJAMIN	HOLLYWOOD	590	+92	1.861	20
24	6	6	<b>SHADOW OF THE DAY</b> LINKIN PARK	WARNER BROS.	542	+47	1.932	19
22	9	9	<b>LET GO</b> RED	ESSENTIAL/RED	515	-11	0.780	31
25	14	14	<b>FALLING ON</b> FINGER ELEVEN	WIND-UP	475	+12	1.076	26
26	8	8	<b>NOTHING TO LOSE</b> OPERATOR	ATLANTIC	454	+10	0.935	29
26	20	20	<b>SO HOT</b> KID ROCK	TOP DOG/ATLANTIC	451	-178	1.138	25
32	2	2	<b>AMEN</b> KID ROCK	TOP DOG/ATLANTIC	426	+118	1.671	21
27	10	10	<b>CRASH-ED</b> DAUGHTRY	RCA/RMG	424	+26	1.404	23
29	6	6	<b>ZZYZX RD.</b> STONE SOUR	ROADRUNNER	352	+18	1.000	28
30	3	3	<b>BRING IT ON</b> LENNY KRAVITZ	VIRGIN	342	+27	1.061	27
33	10	10	<b>SO MANY PEOPLE</b> NEUROSONIC	BODOG	310	+8	0.405	-
36	5	5	<b>RIOT</b> THREE DAYS GRACE	JIVE/ZOMBA	305	+28	0.853	30
34	4	4	<b>MARCH OF WAR</b> NONPOINT	BIELER BROS.	301	+9	0.346	-
35	9	9	<b>YOU DON'T KNOW WHAT LOVE IS (YOU JUST DO AS YOU'RE TOLD)</b> THE WHITE STRIPES	THIRD MAN/WARNER BROS.	292	0	0.705	33
35	38	3	<b>I WANNA BE YOUR MAN</b> FINDEVERAFTER	RAZOR & TIE	268	+28	0.458	39
36	<b>NEW</b>		<b>BLACK RAIN</b> OZZY OSBOURNE	EPIC	243	+141	0.687	35
37	<b>NEW</b>		<b>TOO MUCH, TOO YOUNG, TOO FAST</b> AIRBOURNE	ROADRUNNER	238	+53	0.637	36
38	37	5	<b>THE RUNNING FREE</b> COHEED AND CAMBRIA	COLUMBIA	225	-28	0.329	-
39	28	19	<b>NOT GOING AWAY</b> OZZY OSBOURNE	EPIC	221	-135	0.778	32
40	40	3	<b>ANGER CAGE</b> COURSE OF NATURE	SILENT MAJORITY/ILG	211	+9	0.372	-

## MOST ADDED

TITLE ARTIST / LABEL	NEW STATIONS
<b>LONG ROAD TO RUIN</b> Foo Fighters (ROSWELL/RCA/RMG) KFRQ, KILQ, KQRC, KUPD, KXFX, KZBD, WAAF, WCPB, WILL, WRIF, WRTT, WRXW, WRZK, WXQR, WZOR	15
<b>BLACK RAIN</b> Ozzy Osbourne (EPIC) KDOT, KHTB, KISW, KRZR, Sirius Octane, WBZX, WQXA, WRAT	8
<b>AMEN</b> Kid Rock (TOP DOG/ATLANTIC) KICT, KZBD, WRAT, WRTT, WRXR, WXZZ, WYBB	7
<b>TOO MUCH, TOO YOUNG, TOO FAST</b> Airbourne (ROADRUNNER) KFRQ, KHTQ, WCCC, WRTT	4
<b>ENEMY</b> Drowning Pool (ELEVEN SEVEN) KILQ, WBYR, WJJO, XM Squiz	4
<b>SHADOW OF THE DAY</b> Linkin Park (WARNER BROS.) KICT, KNCN, WWBN	3
<b>BREATHE TODAY</b> Flyleaf (A&M/Octone/Interscope) WBSX, WCCC, WXQR	3
<b>NOTHING TO LOSE</b> Operator (ATLANTIC) KLAQ, WTFX	2
<b>THRASH UNREAL</b> Against Me! (SIRE/REPRISE) KHTQ, WTFX	2
<b>FAKE IT</b> Seether (WIND-UP) KFRQ	1

**ADDED AT... WYBB**  
Charleston, SC  
PD: Mike Allen  
MD: Amy Hutto  
Bobaflex, Home, 12  
Kid Rock, Amen, 11

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## NEW AND ACTIVE

TITLE ARTIST / LABEL	PLAYS /GAIN	TITLE ARTIST / LABEL	PLAYS /GAIN
<b>OUT TO GET YOU</b> Bloodsimple (REPRISE) TOTAL STATIONS: 19	183/18	<b>HOME</b> Bobaflex (TVT) TOTAL STATIONS: 13	146/13
<b>YOU MAKE ME SICK</b> Egypt Central (FAT LADY/ILG) TOTAL STATIONS: 19	177/23	<b>BIG CASINO</b> Jimmy Eat World (TIMY EVIL/INTERSCOPE) TOTAL STATIONS: 10	142/21
<b>THRASH UNREAL</b> Against Me! (SIRE/REPRISE) TOTAL STATIONS: 13	163/9	<b>BREED</b> Otep (KOCH) TOTAL STATIONS: 29	140/29
<b>LONG ROAD TO RUIN</b> Foo Fighters (ROSWELL/RCA/RMG) TOTAL STATIONS: 19	161/25	<b>HARD SUN</b> Eddie Vedder (MONKEY WRENCH/RMG) TOTAL STATIONS: 15	127/19
<b>TALL TALES TASTE LIKE SOUR GRAPES</b> Fair To Midland (SERJICAL STRIKE/UNIVERSAL REPUBLIC) TOTAL STATIONS: 20	155/5	<b>ENEMY</b> Drowning Pool (ELEVEN SEVEN) TOTAL STATIONS: 14	118/42



<b>BLACK RAIN</b> Ozzy Osbourne (Epic) WKQZ +23, KZBQ +17, WXQR +14, KOMP +12, KRZR +11, KHTB +10, KZED +10, WCHZ +8, WIL +8, WJJO +8
<b>AMEN</b> Kid Rock (Top Dog/Atlantic) WRXR +22, WXQR +11, WYBB +11, WYYY +10, KRZQ +9, WJJO +8, WRZK +7, WRXW +6, KOMP +6, WWIZ +6
<b>UNTIL THE END</b> Breaking Benjamin (Hollywood) WXQR +18, WMMR +18, KHTB +9, KILQ +9, KXXR +7, KXFX +7, WRXW +5, WBUZ +5, KNCN +4, WEDG +4
<b>BREATHE TODAY</b> Flyleaf (A&M/Octone/Interscope) WBSX +32, KZBD +15, WBZX +5, WLZX +5, KHTQ +3, WRAT +2, WWBN +2, KATT +1, KHTB +1, KICT +1
<b>EMPTY WALLS</b> Serj Tankian (Serjical Strike/Reprise) KOMP +21, WAAF +14, KRXQ +10, WTFX +9, WTPPT +7, WKLQ +6, WYBB +6, WZOR +4, WRXW +4, WRXR +4

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FOR WEEK ENDING NOVEMBER 25, 2007  
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# ROCK

▶ **ALTER BRIDGE** CRACKS THE TOP FIVE FOR THE SECOND TIME AS "RISE TODAY" MOVES 6-5 AND GAINS 24 PLAYS.



# 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	1	13	<b>FAKE IT</b> SEETHER	<b>NO. 1 (2 WKS)</b> WIND-UP	427 +26	1.564 1
2	2	16	<b>THE PRETENDER</b> FOO FIGHTERS	ROSWELL/RCA/RMG	409 +18	1.451 2
3	3	21	<b>LIFE IS BEAUTIFUL</b> SIXX A.M.	ELEVEN SEVEN	326 +6	0.870 5
4	4	29	<b>NEVER TOO LATE</b> THREE DAYS GRACE	JIVE/ZOMBA	289 -2	0.855 6
5	6	15	<b>RISE TODAY</b> ALTER BRIDGE	UNIVERSAL REPUBLIC	281 +24	0.734 7
6	5	43	<b>PARALYZER</b> FINGER ELEVEN	WIND-UP	276 -5	1.053 3
7	7	15	<b>SO HOT</b> KID ROCK	TOP DOC/ATLANTIC	230 -22	0.654 8
8	8	33	<b>I DON'T WANNA STOP</b> OZZY OSBOURNE	EPIC	225 -21	0.957 4
9	14	9	<b>CRASHED</b> DAUGHTRY	RCA/RMG	172 +33	0.604 10
10	9	19	<b>ALCOHAULIN' ASS</b> HELLYEAH	EPIC	170 -6	0.549 12
11	10	7	<b>GOOD TIMES BAD TIMES</b> GODSMACK	UNIVERSAL REPUBLIC	167 -6	0.335 17
12	12	34	<b>WHAT I'VE DONE</b> LINKIN PARK	WARNER BROS.	166 +16	0.402 14
13	11	44	<b>FOREVER</b> PAPA ROACH	EL TONAL/GEFFEN	144 -11	0.593 11
14	17	18	<b>BLEED IT OUT</b> LINKIN PARK	WARNER BROS.	142 +17	0.612 9
15	15	16	<b>HUMANITY</b> SCORPIONS	NEW DOOR/UME	112 -20	0.429 13
16	18	8	<b>BROKEN AGAIN</b> ANOTHER ANIMAL	UNIVERSAL REPUBLIC	103 -6	0.172 25
17	22	5	<b>PSYCHO</b> PUDDLE OF MUDD	<b>AIRPOWER</b> FLAWLESS/GEFFEN	102 +18	0.323 18
18	20	3	<b>AMEN</b> KID ROCK	TOP DOC/ATLANTIC	100 +13	0.221 21
19	24	3	<b>BRING IT ON</b> LENNY KRAVITZ	VIRGIN	97 +23	0.201 22
20	21	6	<b>ALMOST EASY</b> AVENGED SEVENFOLD	HOPELESS/WARNER BROS.	94 +9	0.162 27
21	16	15	<b>NOT GOING AWAY</b> OZZY OSBOURNE	EPIC	93 -34	0.175 24
22	19	11	<b>EMPTY WALLS</b> SERJ TANKIAN	SERJICAL STRIKE/REPRISE	91 +3	0.198 23
23	25	9	<b>BECOMING THE BULL</b> ATREYU	HOLLYWOOD	75 +3	0.117 -
24	23	12	<b>THE LAST FIGHT</b> VELVET REVOLVER	RCA/RMG	74 -1	0.250 20
25	26	12	<b>RADIO NOWHERE</b> BRUCE SPRINGSTEEN	COLUMBIA	73 +3	0.389 16
26	27	14	<b>I'VE GOT A FEELING</b> TESLA	TESLA ELECTRIC CO.	69 +3	0.399 15
27	RE-ENTRY		<b>HARD SUN</b> EDDIE VEDDER	MONKEY WRENCH/J/RMG	55 +16	0.276 19
28	28	2	<b>SHADOW OF THE DAY</b> LINKIN PARK	WARNER BROS.	50 +1	0.157 28
29	NEW		<b>TOO MUCH, TOO YOUNG, TOO FAST</b> AIRBOURNE	ROADRUNNER	49 +36	0.147 29
30	30	3	<b>NOTHING TO LOSE</b> OPERATOR	ATLANTIC	43 +3	0.052 -

## MOST ADDED

TITLE ARTIST / LABEL	NEW STATIONS
<b>LONG ROAD TO RUIN</b> Foo Fighters (ROSWELL/RCA/RMG) KBER, WKLC, WNOR	3
<b>PSYCHO</b> Puddle Of Mudd (FLAWLESS/GEFFEN) WKLC, WXMM	2
<b>TOO MUCH, TOO YOUNG, TOO FAST</b> Airbourne (ROADRUNNER) KMOD, KZRR	2
<b>LIFE IS BEAUTIFUL</b> Sixx: A.M. (ELEVEN SEVEN) WMMS	1
<b>FAKE IT</b> Seether (WIND-UP) WMMS	1
<b>GOOD TIMES BAD TIMES</b> Godsmack (UNIVERSAL REPUBLIC) WMMS	1
<b>ALCOHAULIN' ASS</b> HellYeah (EPIIC) WMMS	1
<b>CRASHED</b> Daughtry (RCA/RMG) KTUX	1
<b>ALMOST EASY</b> Averged Sevenfold (HOPELESS/WARNER BROS.) WXMM	1

ADDED AT...  
**WNOR**  
Norfolk, VA  
PD: Harvey Kojan  
MD: Sonja Morrell  
Foo Fighters: Long Road To Ruin, O  
HellYeah: Thank You, O

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## NEW AND ACTIVE

TITLE ARTIST / LABEL	PLAYS /GAIN	TITLE ARTIST / LABEL	PLAYS /GAIN
<b>HOLD ON</b> Korn (VIRGIN) TOTAL STATIONS: 4	36/3	<b>I WANNA BE YOUR MAN</b> Endeverafter (RAZOR & TIE) TOTAL STATIONS: 5	31/11
<b>THE BLEEDING</b> Five Finger Death Punch (FIRM) TOTAL STATIONS: 5	35/4	<b>FALLING ON</b> Finger Eleven (WIND-UP) TOTAL STATIONS: 4	23/3
<b>UNTIL THE END</b> Breaking Benjamin (HOLLYWOOD) TOTAL STATIONS: 4	32/6	<b>INTO THE NIGHT</b> Santana Feat. Chad Kroeger (ARISTA/RMG) TOTAL STATIONS: 2	22/6

## MOST INCREASED PLAYS

<b>+36</b>	<b>TOO MUCH, TOO YOUNG, TOO FAST</b> Airbourne (Roadrunner) WNOR +17, KZRR +12, KMOD +2, KIOC +2, WKLC +1, KBER +1, KSHE +1
<b>+33</b>	<b>CRASHED</b> Daughtry (RCA/RMG) WXMM +10, KSHE +7, WNOR +6, KBER +4, WVRK +4, WONE +3, WJXQ +3, KTUX +3, KMOD +1
<b>+26</b>	<b>FAKE IT</b> Seether (Wind-up) WZZO +10, KUFO +7, KIOC +5, WNOR +4, WHJY +4, KMOD +3, WJXQ +3, WONE +3, KTUX +1, KUFO +1
<b>+24</b>	<b>RISE TODAY</b> Alter Bridge (Universal Republic) KSHE +10, KUFO +7, KIOC +5, KBER +3, WVRK +3, WJXQ +3, WRKQ +2, WXMM +1, WONE +1, WHJY +1
<b>+23</b>	<b>BRING IT ON</b> Lenny Kravitz (Virgin) KBER +16, WONE +4, WJXQ +3, WZZO +2, KIOC +2, WHJY +1, WAQX +1

FOR WEEK ENDING NOVEMBER 25, 2007  
**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	NIELSEN BDS CERTIFICATIONS	PLAYS TW LW
1	<b>BREATH</b> BREAKING BENJAMIN (HOLLYWOOD)		128 127
2	<b>THE ENEMY</b> GODSMACK (UNIVERSAL REPUBLIC)		117 125
3	<b>BACK IN BLACK</b> AC/DC (LEGACY/EPIC)		115 110
4	<b>WHAT I WANT</b> DAUGHTRY FEATURING SLASH (RCA/RMG)		114 121
5	<b>SWEET CHILD O' MINE</b> GUNS N' ROSES (GEFFEN)		113 98

THIS WEEK	TITLE ARTIST / IMPRINT / PROMOTION LABEL	NIELSEN BDS CERTIFICATIONS	PLAYS TW LW
6	<b>FAMOUS</b> PUDDLE OF MUDD (FLAWLESS/GEFFEN)		111 140
7	<b>ROCKSTAR</b> NICKELBACK (ROADRUNNER)		110 96
8	<b>ANOTHER BRICK IN THE WALL (PART II)</b> PINK FLOYD (COLUMBIA)		105 110
9	<b>FOR THOSE ABOUT TO ROCK (WE SALUTE YOU)</b> AC/DC (ATLANTIC)		104 82
10	<b>SWEET EMOTION</b> AEROSMITH (COLUMBIA)		104 92

## ROCK REPORTERS

**WONE/Akron, OH\***  
OM: Chuck Collins  
FC: T.K. O'Grady  
AFC/MD: Tim Daugherty

**KIOC/Beaumont, TX\***  
OM: Trey Poston  
PD: Joey Armstrong

**WEBN/Cincinnati, OH\***  
OM/PD: Scott Reinhart  
MD: Dave Fritz

**WRVC/Huntington, WV**  
PD: Peeves Kirtner  
APD: Stephen Perry

**WXMM/Norfolk, VA\***  
OM/PD: John Shomby  
APD/MD: Zak Tyler

**WXR/Rockford, IL**  
PD: Jim Stone  
MD: Jon Schulz

**WAQX/Syracuse, NY\***  
OM: Tom Mitchell  
PD: Alexis  
APD/MD: Don Kelley

**FZPP/Albuquerque, NM\***  
OM: Eili May  
FC: Phil Mahoney  
MD: Rob B. others

**WPTQ/Bowling Green, KY**  
OM/PD: Alex "Axe" Parocai  
APD/MD: Monty Foster

**WMMS/Cleveland, OH\***  
PD: Bo Matthews

**WJXQ/Lansing, MI\***  
OM: Paul Cashin  
PD: Sheri Vegas

**KCLB/Palm Springs, CA**  
OM/PD: Jen Shevlin  
MD: Jenn Brewski

**KBER/Salt Lake City, UT\***  
APD: Kelly Hammer  
MD: Darby Wilcox

**KMOD/Tulsa, OK\***  
OM/PD: Don Cristi

**WZZO/Alentown, PA\***  
PC: Tori Thomas  
MD: Keith Moyer

**WRQK/Canton, OH\***  
PD: Keith Hamilton

**WVRK/Columbus, GA\***  
OM: Brian Waters  
PD: Chris Chaos

**WGIR/Manchester, NH\***  
APD: Becky Pohotsky

**KUFO/Portland, OR\***  
PD: Chris Patyk  
APD/MD: Dan Bozyk

**KZOO/San Luis Obispo, CA**  
OM: Pepper Daniels  
PD/MD: Dusty Rhoads

**WMZK/Wausau, WI**  
PD: Jeff Cecil

**KWHL/Aurora, AK**  
PL/MD: Brad Stennett

**WPXC/Cape Cod, MA**  
PD/MD: Suzanne Tonaire

**KAZR/Des Moines, IA\***  
OM: Jim Schaefer  
PD: Ryan Patrick  
MD: Andy Hall

**WAFX/Montgomery, AL\***  
FD: Rick Hendrick

**WHJY/Providence, RI\***  
PD: Scott Laudani  
MD: Mike Brangiforte

**KTUX/Shreveport, LA\***  
OM/PD: Gary McCoy  
MD: Flynn Stone

**KBZS/Wichita Falls, TX**  
PD: Liz Ryan

**WTOS/Augusta, ME**  
OM/PD: Steve Smith  
APD: Chris Rush

**WKLC/Charleston, WV\***  
OM/PD: Jay Nunley  
APD: Brian Thompson  
MD: Dawn Cox

**WQCM/Hagerstown, MD**  
OM: Rick Alexander  
PD/MD: Mike Holder

**WDHA/Morrisstown, NJ\***  
PD: Tony Paige  
APD: Curtis Kay

**KCAL/Riverside, CA\***  
PD: Steve Hoffman  
APD/MD: Daryl Naisell

**KSHE/St. Louis, MO\***  
OM: Rick Balis  
APD: Katy Kruze  
MD: Guy Favazza

**WNOR/Norfolk, VA\***  
PD: Harvey Kojan  
APD/MD: Sonja Morrell

\* Monitored Reporters



# TRIPLE A



Big Head Todd & the Monsters try something different with their latest release

## Radio As Music Distribution Partner

John Schoenberger  
JSchoenberger@RadioandRecords.com

Several acts have recently taken new approaches to their careers and in the process pushed the boundaries of the standard record-release model. Among them are Big Head Todd & the Monsters, who are trying out a new concept, while making an extra effort to ensure that radio is part of the plan. The band is using its new David Bianco-produced studio recording, "All the Love You Need," as a direct-mail promotional tool by giving it away via special campaigns with stations.

The strategy involves customizing CD artwork with the participating station's call letters along with the imprint of a corporate sponsor, and giving it away via direct mail using each station's listener database. Thousands of copies will be provided to each participating station. The sponsor helps defray the cost of producing the customized CDs, and the station picks up the mailing costs.

According to band manager Bill Rusch, the group wanted to try something innovative. "With a band like Big Head Todd & the Monsters, the real source of income

### In Their Own Words

Four stations have signed on for the Big Head Todd & the Monsters promotion. Here's why:

**KBCO/Denver PD Scott Arbough:** "Because the band is from here, it was a no-brainer to make the connection with our listeners on this level. The band was just honored for the charity work they have done for Columbine High School—the guys all went to school there—so there is renewed excitement about them locally. Who wouldn't appreciate a free CD in the mail from a band that I am sure most KBCO listeners know well?"

**KGSR/Austin director of programming Chris Edge:** "This sort of thing might very well be the future of music distribution. Give away the music, build a bigger fan base [and] generate revenue through live shows, merchandising and other platforms. I get to deliver a customized direct-mail piece, and the band benefits from the 'stamp of approval' from my radio station."

**KTBG/Kansas City PD Jon Hart:** "To increase station loyalty, we'll be sending the CD to current financial supporters, and to build cume, we're servicing an additional 10,000 households chosen to match shared characteristics of membership and the Big Head Todd fan base. We stand a much better chance of breaking through to a potential new listener if we're reaching out to them with a great new Big Head Todd CD."

**KPRI/San Diego co-owner Bob Hughes:** "It's all about relationships. We know our listeners appreciate it when we are able to give them an extra-special experience. The opportunity to gift them with new music from a major band like Big Head Todd starts out in a very good direction. In our case, having Todd and the band come here and perform live so we can record it adds an extra layer of uniqueness to the promotion." —JS



► GRACE POTTER & THE NOCTURNALS EARN A SECOND STRAIGHT TOP FIVE AS "AIN'T NO TIME" LEAPS 9-5 IN ITS EIGHTH WEEK ON THE CHART.

THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE ARTIST	IMPRINT / PROMOTION LABEL	TRIPLE A INDICATOR	
					PLAYS TW	+/-
1	1	11	GONE, GONE, GONE (DONE MOVED ON) ROBERT PLANT & ALISON KRAUSS	ROUNDER	476	-7
2	2	11	HARD SUN EDDIE VEDDER	MONKEYWRENCH/JJ/RMG	454	-11
3	3	8	YOU'RE THE WORLD TO ME DAVID GRAY	ATO/RED	445	+27
4	4	6	EVERYBODY KNOWS RYAN ADAMS	LOST HIGHWAY	418	+24
5	9	8	AIN'T NO TIME GRACE POTTER AND THE NOCTURNALS	HOLLYWOOD	347	+20
6	11	4	SHINE OVER BABYLON SHERYL CROW	A&M/INTERSCOPE	344	+26
7	5	12	RADIO NOWHERE BRUCE SPRINGSTEEN	COLUMBIA	314	-49
8	8	19	HOLD ON KT TUNSTALL	RELENTLESS/VIRGIN	309	-30
9	6	13	PUNISH THE MONKEY MARK KNOPFLER	WARNER BROS.	305	-43
10	10	10	CITY OF IMMIGRANTS STEVE EARLE	NEW WEST	302	-17
11	7	15	LOVE ME LIKE THE WORLD IS ENDING BEN LEE	NEW WEST	299	-42
12	13	8	LISTENING TO LEVON MARC COHN	DECCA	270	-12
13	26	2	27 JENNIFERS MIKE DOUGHTY	ATO/RED	263	+80
14	14	8	SILVER LINING RILD KILEY	WARNER BROS.	262	8
15	22	3	FRECKLE SONG CHUCK PROPHET	YEP/ROC	252	+48
16	20	3	UP ALL NIGHT WIDESPREAD PANIC	WIDESPREAD	250	+38
17	18	4	THE WAY I AM INGRID MICHAELSON	CABIN 24/ORIGINAL SIGNAL/RED	250	+9
18	15	11	DON'T YOU WISH IT WAS TRUE JOHN FOGERTY	FANTASY/CMG	246	-23
19	16	13	HOW LONG EAGLES	ERC/MERCURY/LOST HIGHWAY	244	-17
20	17	16	LOVE SONG SARA BAREILLES	EPIC	228	-14
21	19	5	DO THE 45 RYAN SHAW	ONE HAVEN/RAZOR & TIE/RED	222	-8
22	NEW		GIRLS IN THEIR SUMMER CLOTHES BRUCE SPRINGSTEEN	COLUMBIA	199	+86
23	23	7	MY MOON MY MAN FE ST	CHERRYTREE/POLYDOR/INTERSCOPE	193	-4
24	21	4	BOY WITH A COIN RON & WINE	SUB POP	190	-16
25	NEW		CRY DAN WILSON	AMERICAN/COLUMBIA	188	+52
26	27	6	STRAPPED FOR CASH FOUNTAINS OF WAYNE	VIRGIN	184	+4
27	29	2	JENNY DON'T BE HASTY PAOLO NUTINI	ATLANTIC	183	+19
28	28	3	FOUNTAIN OF YOUTH SUBDUDES	BACK PORCH/BLG	177	+8
29	RE-ENTRY		COME HOME BACK DOOR SLAM	BLIX STREET	171	+15
30	24	15	GOOO EXCUSE JOHN BUTLER TRIO	JARRAH/ATLANTIC/LAVA	169	-26

FOR WEEK ENDING NOVEMBER 25, 2007



and continued success is our live show," he says. "We felt that in this stage of the band's career, we would try using the recorded music as a marketing and promotional tool to drive that.

"It was also a way for us to get radio onboard as a partner on a deeper level than just asking them for airplay," Rusch continues. "This campaign will hopefully be a win-win for us and for the stations and ensure a relationship we can count on for the future."

Four stations have taken the band up on its offer: Clear Channel's KBCO/Denver, Compass Media's KPRI/San Diego, Emmis' KGSR/Austin and Central Missouri State University's KTBG/Kansas City (see story, this page). The mailings in Kansas City, Denver and Austin will be tied in with a special holiday gift campaign, while San Diego will participate in late January. In addition to the new studio disk, KPRI plans to mail out a special live CD that the band will record in San Diego.

Rusch says the band expects to add other markets in the first quarter, expanding the campaign around its touring schedule. "Taking the idea even further, the group has extended an invitation to everyone on its fan list. "We basically said that if you give us your address, we will send you a cool Christmas gift, which will be the CD," Rusch says. "We already have over 25,000 addresses."

The band has posted similar offers on other Web sites with whom it has a relationship. And tickets for January/February tour dates will include information on how to download the entire CD for free.

Because the band writes its own material, it didn't have to ask songwriters or publishers to forgo their normal royalty rates.

The endgame is to distribute the CD to hundreds of thousands of existing and potentially new fans in the hope that many of them will support the live show. "I am not sure yet how it will all really shake out for us; we probably won't really know for a year or so," Rusch says. "It will either have been a brilliant idea or a major blunder. It just seems like a natural next step for us, and we feel we are in a position where this will provide a strategic advantage."

R&R

**'It will either have been a brilliant idea or a major blunder. It just seems like a natural next step for us.'**

—Bill Rusch

# Radio and Records' 29 Member News Team



**Carol Archer**  
Smooth Jazz Editor  
323-954-3419  
carcher@radioandrecords.com



**Keith Berman**  
AC/HotAC Editor/  
Street Talk Daily Evil Minion  
323-954-3432  
kberman@radioandrecords.com



**Mike Boyle**  
Senior Editor; News, Alternative/Active/Rock Editor  
646-654-4727  
mboyle@radioandrecords.com



**Alexandra Cahill**  
Online Editor  
646-654-4679  
acahill@radioandrecords.com



**Kevin Carter**  
CHR/Top 40 Editor & Street Talk Daily  
323-954-3433  
kcarter@radioandrecords.com



**Anthony Colombo**  
Alternative, Active Rock, Heritage Rock, Triple A  
646-654-4640  
acolombo@radioandrecords.com



**Hillary Crosley**  
Contributing Urban Editor  
646-654-4647  
hcrosley@radioandrecords.com



**RJ Curtis**  
Country Editor  
323-954-3444  
rcurtis@radioandrecords.com



**Darnella Dunham**  
Urban/Rhythmic/Gospel Editor  
323-954-3421  
ddunham@radioandrecords.com



**Erica Farber**  
President & Publisher  
323-954-3422  
efarber@radioandrecords.com



**Raphael George**  
Chart Manager; Urban, Rhythmic, Rap  
646-654-4623  
rgeorge@radioandrecords.com



**Julie Gidlow**  
News Editor  
323-954-3417  
jgidlow@radioandrecords.com



**Hurricane Heeran**  
Ratings Editor  
323-954-3425  
hheeran@radioandrecords.com



**Paul Heine**  
Executive Editor  
646-654-4669  
pheine@radioandrecords.com



**Wade Jessen**  
Director of Charts & Operations, Nashville  
615-321-4291  
wjessen@radioandrecords.com



**Jackie Madrigal**  
Latin Formats Editor  
323-954-3427  
JMadrigal@radioandrecords.com



**Cyndee Maxwell**  
Editorial Director & Associate Publisher  
323-954-3420  
cmaxwell@radioandrecords.com



**Gordon Murray**  
Chart Manager; Smooth Jazz  
646-654-4638  
gmurray@radioandrecords.com



**Kevin Peterson**  
Christian Editor  
850-916-9933  
kpeterson@radioandrecords.com



**Silvio Pietroluongo**  
Director of Charts  
646-654-4624  
spietroluongo@radioandrecords.com



**Jose Promis**  
Chart Manager; Latin  
323-954-2287  
jpromis@radioandrecords.com



**John Schoenberger**  
Triple A/Americana Editor  
323-954-3429  
jschoenberger@radioandrecords.com



**Mike Stern**  
News/Talk/Sports Editor  
mstern@radioandrecords.com



**Chuck Taylor**  
Senior Editor/Features  
646-654-4729  
ctaylor@radioandrecords.com



**Gary Trust**  
Chart Manager; Hot AC/AC  
646-654-4659  
gtrust@radioandrecords.com



**Ken Tucker**  
Radio Editor  
615-321-4286  
ktucker@radioandrecords.com



**Heidi Van Alstyne**  
Assistant Urban/Rhythmic/Gospel Editor  
323-954-3450  
hvanalstyne@radioandrecords.com



**Susan Visakowitz**  
Senior Online Editor  
646-654-4730  
svisakowitz@radioandrecords.com



**Jeffrey Yorke**  
Washington DC Bureau Chief/Business Editor  
301-773-7005  
jyorke@radioandrecords.com



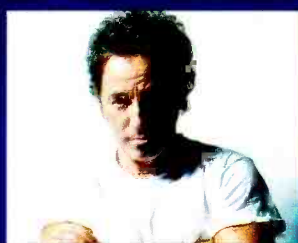
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TRIPLE A

► **BRUCE SPRINGSTEEN** WINS THE MOST INCREASED PLAYS TROPHY AS "GIRLS IN THEIR SUMMER CLOTHES" POSTS A 51-SPIN GAIN AND ENTERS AT NO. 25.



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BDS

THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE ARTIST	NIELSEN BDS CERTIFICATIONS IMPRINT / PROMOTION LABEL	PLAYS		AUDIENCE MILLIONS	RANK
					TW	+/-		
1	1	9	<b>YOU'RE THE WORLD TO ME</b> DAVID GRAY	NO. 1 (2 WKS) ATO/RED	438	-24	1.772	2
2	4	12	<b>GONE, GONE, GONE (DONE MOVED ON)</b> ROBERT PLANT / ALISON KRAUSS	ROUNDER	446	+32	1.453	3
3	2	23	<b>SHUT YOUR EYES</b> SNOW PATROL	POLYDOR/A&M/INTERSCOPE	444	-29	1.863	1
4	3	19	<b>HOLD ON</b> KT TUNSTALL	RELENTLESS/VIRGIN	434	-68	1.428	5
5	7	5	<b>SHINE OVER BABYLON</b> SHERYL CROW	A&M/INTERSCOPE	335	+38	1.430	4
6	9	12	<b>HARD SUN</b> EDDIE VEDDER	MONKEY WRENCH/JRMG	355	+30	1.296	6
7	6	18	<b>THE UNDERDOG</b> SPOON	MERGE	341	-36	1.241	8
8	8	21	<b>IN THE COLORS</b> BEN HARPER & THE INNOCENT CRIMINALS	VIRGIN	311	-25	1.292	7
9	5	13	<b>RADIO NOWHERE</b> BRUCE SPRINGSTEEN	COLUMBIA	232	-92	1.085	10
10	11	18	<b>HOW FAR WE'VE COME</b> MATCHBOX TWENTY	MELISMA/ATLANTIC	234	-8	1.012	12
11	10	14	<b>LOVE SONG</b> SARA BAREILLE	EPIC	256	-32	0.698	19
12	13	28	<b>1234</b> FEIST	CHERRYTREE/POLYDOR/INTERSCOPE	258	+2	1.091	9
13	15	17	<b>CAR CRASH</b> MATT NATHANSON	VANGUARD	254	+1	0.730	16
14	19	5	<b>EVERYBODY KNOWS</b> RYAN ADAMS	LOST HIGHWAY	244	+32	0.614	22
15	12	18	<b>FIRST TIME</b> LIFEHOUSE	CEFFEN	243	-14	1.032	11
16	14	9	<b>BREATHE IN BREATHE OUT</b> MAT KEARNEY	HOLLYWOOD/AWARE/COLUMBIA	237	-16	0.716	17
17	16	17	<b>1973</b> JAMES BLUNT	CUSTARD/ATLANTIC	236	-9	0.682	20
18	20	4	<b>JENNY DON'T BE HASTY</b> PAOLO NUTINI	ATLANTIC	228	+36	0.446	30
19	18	20	<b>SHE MOVES IN HER OWN WAY</b> THE KOOKS	ASTRALWERKS/CAPITOL	224	+10	0.767	15
20	17	12	<b>PUNISH THE MONKEY</b> MARK KNOPFLER	WARNER BRDS.	205	-39	0.714	18
21	5	5	<b>ALMOST LOVER</b> A FINE FRENZY	VIRGIN	199	+21	0.579	25
22	25	3	<b>THE WAY I AM</b> INGRID MICHAELSON	CABIN 24/ORIGINAL SIGNAL/RED	194	+45	0.981	13
23	8	8	<b>MY MOON MY MAN</b> FEIST	CHERRYTREE/POLYDOR/INTERSCOPE	172	+13	0.865	14
24	6	6	<b>LISTENING TO LEVON</b> MARC COHN	DECCA	165	-15	0.364	-
25	<b>NEW</b>		<b>GIRLS IN THEIR SUMMER CLOTHES</b> BRUCE SPRINGSTEEN	MOST INCREASED PLAYS COLUMBIA	151	+51	0.550	26
26	29	5	<b>TURPENTINE</b> BRANDI CARLILE	COLUMBIA	158	+19	0.617	21
27	6	6	<b>INTO THE NIGHT</b> SANTANA FEATURING CHAD KROEGER	ARISTA/RMG	150	+3	0.579	24
28	22	12	<b>STRAIGHT LINES</b> SILVERCHAIR	ELEVEN/ILG/ATLANTIC/LAVA	150	-17	0.381	-
29	26	3	<b>REALIZE</b> COLBIE CAILLAT	UNIVERSAL REPUBLIC	149	+2	0.398	-
30	28	3	<b>I'LL BE WAITING</b> LENNY KRAVITZ	VIRGIN	148	+3	0.548	27

56



**MOST ADDED**

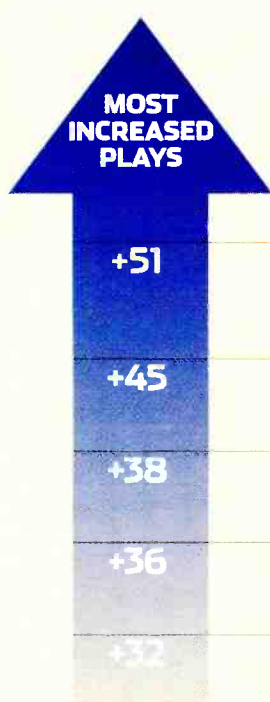
TITLE ARTIST / LABEL	NEW STATIONS
<b>JIGSAW FALLING INTO PLACE</b> Radiohead (SIDE ONE/ATO) KENZ, KCSR, Sirius Spectrum	3
<b>EVERYBODY KNOWS</b> Ryan Adams (LOST HIGHWAY) WMMM, WRNX	2
<b>MY MOON MY MAN</b> Feist (CHERRYTREE/POLYDOR/INTERSCOPE) KBCO, WZEW	2
<b>THE WAY I AM</b> Ingrid Michaelson (CABIN 24/ORIGINAL SIGNAL/RED) WCLZ, WMMM	2
<b>REALIZE</b> Colbie Caillat (UNIVERSAL REPUBLIC) WMMM, WZEW	2
<b>DON'T YOU EVAH</b> Spoon (MERGE) WCLZ, WZEW	2
<b>SAVING MY FACE</b> KT Tunstall (RELENTLESS/VIRGIN) KBCO, Sirius Spectrum	2
<b>LONG ROAD TO RUIN</b> Foo Fighters (ROSWELL/RCA/RMG) WNCS, WXRT	2
<b>FIGHT OUTTA YOU</b> Ben Harper And The Innocent Criminals (VIRGIN) WNCS, WRNR	2

ADDED AT...  
**WZEW**  
Mobile, AL  
PD: Gene Murrell  
MD: Lee Ann Konik-Camp  
Spoon, Don't You Evah, 2  
Colbie Caillat, Realize, O  
Feist, My Moon My Man, O

FOR REPORTING STATIONS PLAYLISTS GO TO:  
[www.RadioandRecords.com](http://www.RadioandRecords.com)

**NEW AND ACTIVE**

TITLE ARTIST / LABEL	PLAYS /GAIN	TITLE ARTIST / LABEL	PLAYS /GAIN
<b>27 JENNIFERS</b> Mike Doughty (ATO/RED)	135/15	<b>SAVING MY FACE</b> KT Tunstall (RELENTLESS/VIRGIN)	82/2
TOTAL STATIONS:	16	TOTAL STATIONS:	9
<b>AIN'T NO TIME</b> Grace Potter And The Nocturnals (HOLLYWOOD)	123/11	<b>DON'T YOU EVAH</b> Spoon (MERGE)	76/13
TOTAL STATIONS:	13	TOTAL STATIONS:	10
<b>SILVER LINING</b> Rilo Kiley (WARNER BRDS.)	120/12	<b>UNBOUND</b> Suzanne Vega (BLUF NOTE/BLG)	60/5
TOTAL STATIONS:	10	TOTAL STATIONS:	6
<b>DREAMING WITH A BROKEN HEART</b> John Mayer (AWARE/COLUMBIA)	94/2	<b>SPIRIT ROAD</b> Neil Young (REPRISE)	59/17
TOTAL STATIONS:	6	TOTAL STATIONS:	9
<b>COME HOME</b> Back Door Slam (BLIX STREET)	86/10	<b>SHADOWPLAY</b> The Killers (ISLAND/IDJMG)	57/15
TOTAL STATIONS:	11	TOTAL STATIONS:	4



**MOST INCREASED PLAYS**

+51	<b>GIRLS IN THEIR SUMMER CLOTHES</b> Bruce Springsteen (Columbia) WCLZ +16, WTTT +13, SISP +8, KTHX +8, KFOG +3, KBCO +2, KRVB +2, WNCS +1, WBOS +1, KMMT +1
+45	<b>THE WAY I AM</b> Ingrid Michaelson (Cabin 24/Original Signal/RED) WCOO +13, WZEW +13, KPPL +9, KMTT +8, KTHX +6, WBOS +2, KRVB +1
+38	<b>SHINE OVER BABYLON</b> Sheryl Crow (A&M/Interscope) WNCS +11, WZEW +8, WCLZ +8, KPRI +7, SISP +6, KRVB +5, KINK +3, KTHX +3, KBCO +2, KTCZ +2
+36	<b>JENNY DON'T BE HASTY</b> Paolo Nutini (Atlantic) WBOS +10, KRVB +8, KXLY +8, WCOO +5, KPRI +4, WRLT +4, SISP +2, WCLZ +2, KTHX +2, WNCS +1
+32	<b>GONE, GONE, GONE (DONE MOVED ON)</b> Robert Plant / Alison Krauss (Rounder) WXRT +18, WRLT +5, KBCO +4, WRNX +3, KXLY +3, WMMM +3, KTHX +3, KPRI +2, KRVB +2, WNCS +2

FOR WEEK ENDING NOVEMBER 25, 2007  
**LEGEND:** See legend to charts in charts section for rules and symbol explanations.  
30 triple A stations are electronically monitored by Nielsen Broadcast Data Systems 24 hours a day, 7 days a week. Indicator chart comprised of 47 reporters.  
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**RECURRENTS**

THIS WEEK	TITLE ARTIST / IMPRINT / PROMOTION LABEL	NIELSEN BDS CERTIFICATIONS	PLAYS		THIS WEEK	TITLE ARTIST / IMPRINT / PROMOTION LABEL	NIELSEN BDS CERTIFICATIONS	PLAYS	
			TW	LW				TW	LW
1	<b>BLEBBY</b> COLBIE CAILLAT (UNIVERSAL REPUBLIC)		224	268	6	<b>SEE THE WORLD</b> GOMEZ (ATO/RED)		139	146
2	<b>LAST REQUEST</b> PAOLO NUTINI (ATLANTIC)		166	147	7	<b>YOU KNOW I'M NO GOOD</b> AMY WINEHOUSE (UNIVERSAL REPUBLIC)		138	138
3	<b>MISSED THE BOAT</b> MOMENT MOUSE (EPIC)		152	206	8	<b>THE STORY</b> BRANDI CARLILE (COLUMBIA)		135	126
4	<b>HEY THERE DELILAH</b> PLAN WHITES (FEARLESS/HOLLYWOOD)		148	148	9	<b>NEW SHOES</b> PAOLO NUTINI (ATLANTIC)		121	127
5	<b>READ MY MIND</b> THE KILLERS (ISLAND/IDJMG)		147	144	10	<b>HOLLYWOOD</b> COLLECTIVE SOUL (E1)		117	151

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# AMERICANA

THIS WEEK	LAST WEEK	TITLE ARTIST	IMPRINT / PROMOTION LABEL	PLAYS		
				TW	W-	CUMULATIVE
1	2	<b>RAISING SAND</b> ROBERT PLANT & ALISON KRAUSS	RDUNDER	656	+45	4672
2	1	<b>WASHINGTON SQUARE SERENADE</b> STEVE EARLE	NEW WEST	631	-15	7084
3	4	<b>DIRT FARMER</b> LEVON HELM	DIRT FARMER/VANGUARD	489	+23	2181
4	3	<b>REVIVAL</b> JOHN FOGERTY	FANTASY/CONCORD	455	-3	4439
5	6	<b>GOIN' HOME: A TRIBUTE TO FATS DOMINO</b> VARIOUS ARTISTS	VANGUARD	404	+3	2541
6	5	<b>DWIGHT SINGS BUCK</b> DWIGHT YOAKAM	NEW WEST	402	-12	2735
9	9	<b>THE WOLF</b> SHOOTER JENNINGS	UNIVERSAL SOUTH	374	+23	1663
8	8	<b>KANE WELCH KAPLIN</b> KANE WELCH KAPLIN	COMPASS	317	-25	4835
9	7	<b>IT'S NOT BIG IT'S LARGE</b> LYLE LOVETT AND HIS LARGE BAND	LOST HIGHWAY	316	-27	5548
10	11	<b>MESCALITC</b> RYAN BINGHAM	LOST HIGHWAY	313	-1	2063
1	10	<b>SONGBIRD: RARE TRACKS AND FORGOTTEN GEMS</b> EMMYLOU HARRIS	RHINO	304	-18	2793
12	12	<b>BETWEEN DAYLIGHT AND DARK</b> MARY CAUTHIER	LOST HIGHWAY	274	-3	2509
13	13	<b>MAGIC</b> BRUCE SPRINGSTEEN AND THE E STREET BAND	COLUMBIA	263	-7	2144
14	20	<b>A LONG DAY FOR THE WEATHERVANE</b> THE GOUGERS	THE WEATHERVANE	246	+25	1464
15	15	<b>EASY TIGER</b> RYAN ADAMS	LOST HIGHWAY	244	-4	10072
16	22	<b>LIVE FROM THE RUHR TRIENNALE</b> CHIP TAYLOR & CARRIE RODRIGUEZ	TRAIN WRECK	240	+29	1258
17	14	<b>STREET SYMPHONY</b> THE SUBDUDES	BACK PORCH/MANHATTAN/BLG	239	-20	7268
18	28	<b>LONG ROAD OUT OF EDEN</b> EAGLES	ERC/MERCURY/LOST HIGHWAY	236	+50	2106
19	16	<b>THE BLUEGRASS SESSIONS</b> MERLE HAGGART	MCCOURY	232	-5	1782
20	17	<b>MADE IN THE SHADE</b> RED STICK RAMBLERS	SUGAR HILL	225	-2	2292
21	30	<b>DRAW THE CURTAINS</b> WILL HOGE	RYKODISC	221	+33	953
22	19	<b>EP</b> WILL KIMBROUGH	DAPHNE	219	-1	1236
23	18	<b>TRANSLATED FROM LOVE</b> KELLY WILLIS	RYKODISC	208	-9	9326
24	24	<b>NEVER LOCK BACK</b> TOM GILLAM	TREE HOUSE	208	-4	2129
25	25	<b>DIAMONDS IN THE SUN</b> WALT WILKINS AND THE MYSTIQUEOS	PALO DURO	198	-1	4939
26	27	<b>CHROME DREAMS II</b> NEIL YOUNG	REPRISE	195	0	725
27	23	<b>THE SPIRITUAL KIND</b> TERRI HENDRIX	WILORY	192	-8	4680
28	21	<b>THE BLUEGRASS DIARIES</b> JIM LAUDERDALE	YEP ROC	190	-24	1909
29	25	<b>SMALL MIRACLES</b> BLUE RODEO	TELESOUL	188	-4	911
30	26	<b>YARN</b> YARN	YARN	188	+27	1316

## + MOST ADDED

**TROUBADOUR 8**  
Robert Hazard (RYKODISC)

**ARCHIVES VOLUME ONE 7**  
Gram Parsons (AMOEBA)

**RADIO SONGS 6**  
Robin & Linda Williams (RED HOUSE)

**I'M NOT THERE (SOUNDTRACK) 8**  
Various Artists (SONY)

**SON OF SKIP JAMES 6**  
Dion (VERVE FORECAST/VERVE)

**NOTES FROM ELSEWHERE 5**  
Peter Mulvey (SIGNATURE SOUNDS)

**HOLDIN' OUR OWN 5**  
Jesse Clayton & Brenner Leigh (STAG)

**THE WOLF 5**  
Shooter Jennings (UNIVERSAL SOUTH)

FOR WEEK ENDING NOVEMBER 25, 2007

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](http://www.americanamusic.org). © 2007 Americana Music Association.

# TRIPLE A

## TRIPLE A REPORTERS

- WAPS/Akron, OH**  
OM: Andrew James  
PD: Bill Gruber  
MD: Cornelius Gould
- KNBA/Anchorage, AK**  
OM/PD: Loren Dixon  
MD: Danny Preston
- KSPN/Aspen, CO**  
PD: Sam Scholl
- KGSR/Austin, TX\***  
OM: Chase  
PD: Chris Edge  
APD: Jody Denberg  
MD: Susan Castle
- KUT/Austin, TX**  
PD: Hawk Mendenhall  
MD: Jeff McCord
- WRNR/Baltimore, MD\***  
OM/PD: Bob Waugh  
APD/MD: Alex Cortright
- WTMD/Baltimore, MD**  
PD/MD: Mike "Matthews" Vasilikos
- KLRR/Bend, OR**  
OM/PD: Doug Donoho  
APD: David Miller
- KRVB/Boise, ID\***  
OM/PD: Dan McColly  
MD: Tim Johnstone
- WBOS/Boston, MA\***  
PD/MD: Dana Marshall
- WXRV/Boston, MA\***  
OM/PD: Ron Bowen  
APD/MD: Katie Wilber
- KMMS/Bozeman, MT**  
OM/PD: Michelle Wolfe
- KYSL/Breckenridge, CO**  
PD: Tom Fricke  
MD: TJ Sanders
- WNCS/Burlington, VT\***  
PD: Zeb Norris  
APD/MD: Jamie Canfield
- WMVY/Cape Cod, MA**  
PD/MD: PJ Finn
- WCOO/Charleston, SC\***  
OM/PD: Mike Allen  
MD: Joel Frank
- WCNR/Charlottesville, VA**  
OM: Rick Daniels  
PD: Brad Savage  
APD: Tad Abbey  
MD: Jeff Sweatman
- WRNR/Charlottesville, VA**  
OM: Tim Davis  
PD: Michael Friend  
MD: Ronda Chollock
- WDDO/Chattanooga, TN\***  
OM/PD: Danny Howard  
MD: Brad Steiner
- WXRT/Chicago, IL\***  
OM/MD: John Farneda  
PD: Norm Winer
- WCBE/Columbus, OH**  
OM: Tammy Allen  
PD: Dan Mushalko  
MD: Maggie Brennan
- WMWV/Conway, NH**  
PD/MD: Mark Johnson  
APD: Roy Prescott
- KBCO/Denver, CO\***  
PD: Scott Arbough  
MD: Mark Abuzzahab
- KCUV/Denver, CO\***  
PD: Doug Clifton  
MD: Benji McPhail
- KPTL/Des Moines, IA\***  
PD: Deeya McClurkin
- CIDR/Detroit, MI\***  
PD: Matt Franklin
- KHUM/Eureka, CA**  
OM: Cliff Berkowitz  
PD/MD: Mike Drinkers  
APD: Larry Trank
- WFIV/Farragut, TN**  
OM/PD: Brian Tatum
- KOZT/Ft. Bragg, CA**  
PD: Tom Yates  
APD/MD: Kate Hayes
- WEHM/Hampton, NY**  
PD: Lauren Stone  
MD: Harry Wareing
- KSUT/Ignacio, CO**  
PD: Steve Rauworth  
MD: Stasia Lanier
- WTTS/Indianapolis, IN\***  
PD: Brad Holtz  
APD/MD: Laura Duncan
- KMTN/Jackson, WY**  
PD/MD: Mark "Fish" Fishman
- KTBC/Kansas City, MO**  
PD: Jon Hart  
MD: Byron Johnson
- WEBK/Killington, VT**  
PD: Dave "Uncle Dave" Tibbs  
APD/MD: James Emmons
- KOHO/Leavenworth, WA**  
PD/MD: Elliott Salmon
- KROK/Leesville, LA**  
OM: Rick Barnickel  
PD/MD: Sandy Blackwell
- WFPK/Louisville, KY**  
OM: Brian Conn  
PD: Stacy Owen  
APD: Laura Shine
- WMMM/Madison, WI\***  
OM: David Moore  
PD: Pat Gallagher  
MD: Gabby Parsons
- KTCZ/Minneapolis, MN\***  
PD: Lauren MacLeash  
MD: Thorn
- WZEW/Mobile, AL\***  
OM: Tim Camp  
PD: Gene Murrell  
MD: Lee Ann Konik-Camp
- WBJB/Monmouth, NJ**  
OM: Tom Brennan  
PD: Rich Robinson  
APD: Leo Zaccari  
MD: Jeff Raspe
- KPIG/Monterey, CA**  
OM: Frank Caprista  
APD: Aileen MacNeary
- WRLT/Nashville, TN\***  
OM/PD: David Hall  
APD/MD: Rev. Keith Coes
- WFUV/New York, NY**  
OM: Ralph Jennings  
PD: Chuck Singleton  
APD: Tara Anderson  
MD: Rita Houston
- WRSI/Northampton, MA**  
PD: Sean O'Mealy  
MD: Chris "Monte" Belmonte
- KDBB/Park Hills, MO**  
PD: Glenn Berry  
MD: Kenny Carrow
- WXPN/Philadelphia, PA**  
OM/MD: Dan Reed  
PD: Bruce Warren
- WYEP/Pittsburgh, PA**  
PD: Kyle Smith  
MD: Mike Sauter
- WCLZ/Portland, ME\***  
OM: Chris McGorill  
PD/MD: Ethan Minton
- KINK/Portland, OR\***  
PD: Dennis Constantine  
APD/MD: Dean Kattari
- WDST/Poughkeepsie, NY**  
OM: Greg Cattine  
PD: Jimmy Buff  
MD: Dave Doud
- KTHX/Reno, NV\***  
PD: Mark Keefe  
APD/MD: Dave Herold
- WOCM/Salisbury, MD**  
OM: David Rothner  
PD/MD: Skip Dixon
- KENZ/Salt Lake City, UT\***  
PD: Mike Peer
- KPRI/San Diego, CA\***  
OM/PD: Bob Burch  
APD: Sean Smith
- KFOG/San Francisco, CA\***  
PD: David Benson  
MD: Kelly Ransford
- KPNB/Sandpoint, ID**  
OM: Dylan Benefield  
PD: Jonny Knight  
APD/MD: Diane Michaels
- KBAC/Santa Fe, NM**  
PD/MD: Ira Gordon
- KRSH/Santa Rosa, CA\***  
PD/MD: Nate Campbell
- DMX Folk Rock/Satellite**  
OM: Leanne Flask  
MD: Dave Sloan
- Music Choice Adult Alternative/Satellite**  
PD: Justin Prager  
MD: Tiffany Sinder
- Sirius Spectrum/Satellite\***  
OM: Gregg Steele  
PD: Gary Schoenwetter  
MD: Sean Mascoll
- XM Cafe/Satellite**  
PD: Bill Evans  
MD: Brian Chamberlain
- KMTT/Seattle, WA\***  
PD: Kevin Welch  
APD/MD: Shawn Stewart
- WKZE/Sharon, CT**  
OM/APD: Pete Nugent  
PD: Will Stanley  
MD: Will Baylies
- WNCW/Spindale, NC**  
OM/MD: Dan Reed  
PD: Bruce Warren
- KXLY/Spokane, WA\***  
PD: Ken Richards  
MD: Marie McCallister
- WRNX/Springfield, MA\***  
APD: Kevin Johnson
- KCLC/St. Louis, MO**  
PD: Rich Reighard  
MD: Will Baker
- KFMU/Steamboat Springs, CO**  
OM: Julia Arrotti  
PD/MD: John Johnston
- KTAO/Taos, NM**  
OM: Dave Noll  
PD/MD: Brad Hockmeyer
- KWMT/Tucson, AZ\***  
OM: Tim Richards  
PD: Blake Rogers  
MD: Jennie Grabel
- WVOD/Wanchese, NC**  
PD: Matt Cooper  
MD: Jeff White
- WXPK/White Plains, NY**  
PD: Chris Herrmann  
APD/MD: Rob Lipshutz
- WTYD/Williamsburg, VA**  
PD/MD: Amy Miller
- WUIN/Wilmington, NC**  
PD: Beau Gunn  
MD: Michelle Daniel

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'El Show de Don Cheto' surges in the Los Angeles market

# Grandpa Personality Takes On L.A.

Jackie Madrigal  
JMadrigal@RadioandRecords.com

**t**here's a power shift taking place among Los Angeles morning shows. While Univision Radio's "Piolin por la Mañana" on KSCA (La Nueva) remains No. 1 in 12+ in the Latin market and overall, among Hispanic morning shows, "El Show de Don Cheto" on Liberman Broadcasting's KBUE/KBUA (Que Buena) has quickly gained ground.

Hosted by 27-year-old Juan Carlos Razo, the morning show debuted on Que Buena at the end of January. Prior to that, Razo hosted the station's afternoon show for several months, where his Don Cheto character played a minor role. Eventually, Don Cheto took over, and Razo became the voice behind the famous character.

Don Cheto—a 65-year-old, white-haired paternal figure from Saucedo, Michoacán, who speaks with a small-town accent and is not afraid to tell it like he sees it—is climbing to new ratings heights. Prior to his arrival in mornings, KBUE had a 12+ share of 2.3 in morning drive. Fast forward three books to the summer '07 survey, and "El Show de Don Cheto" has nearly doubled the station's morning audience to a 4.5 share. It's a similar story in the 18-34 demo (3.8-8.6) and in 25-54 (2.9-5.7) during the same period.

Razo believes the show—which airs 5 a.m.-11 a.m. Monday-Saturday—is so popular because his character is straight with the public. Imagine your father or grandfather lecturing you, yet he's so funny you don't mind and actually pay attention. The audience likes Don Cheto's "honesty, the way he says things and the many subjects we touch on," Razo says.

Listeners easily identify with the character, because he and everyone else on the show come from pueblos or small towns in Mexico and have lived the same kind of lives as much of the audience, Razo says. "We know what it's like not having enough to pay the rent, to have to ask for a ride and things like that. And our audience relates to that."

Jocks in the Latin market are like superstars, and Razo understands the weight of responsibility that hangs on his shoulders. A fan tattooed a picture of Don Cheto on his hand and called in to tell him about it. Razo says the listener said he did it because the personality understands him. "I say things on the air without an agenda, and now I realize how much everything I say has an impact. That's a huge responsibility."

That sense of responsibility pertains especially to children, he adds, because many young ones are fans of the show. "We have to be careful what we say on the air, not only watching out to not say curse words but also the kind of message we're giving."

Razo admits that, for some time, he didn't want to touch one of the market's hottest subjects: immigration. "We just didn't believe much was going to change," he says. "Look at what happened with the driver's licenses proposal that never happened." But the audience wouldn't have it. "They called in asking why we weren't speaking out and supporting these types of issues."

Where some communities have other public figures—be they politicians, preachers or celebrities—to speak out on their behalf, jocks are often expected to take on that role in the Latin market. Don Cheto has been there and done that. Razo recalls how touched he was by the audience's reaction when he showed up at a march in support of giving illegal immigrants driver's licenses. Que Buena was the only station to encourage listeners to attend the rally, he says. "When Don Cheto showed up, the audience response made me cry, because they kept screaming his name. It was as if he was going to give them the driver's licenses." It was at that moment, Razo says, that he realized



▶ **MANU CHAO'S "ME LLAMAN CALLE,"** THE SECOND RELEASE FROM "LA RADIOLINA," RACES 14-6 ON THE LATIN ROCK/ALTERNATIVE CHART WHILE PREVIOUS HIT "RAININ' IN PARADIZE" HANGS ON AT NO. 7.

THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE ARTIST	IMPRINT / PROMOTION LABEL
1	10	10	<b>VOLVER A COMENZAR</b> CAFE TACUBA	UNIVERSAL LATINO
2	4	3	<b>YOFO</b> MOLOTOV	UNIVERSAL LATINO
3	6	15	<b>BAILA MI CORAZON</b> BELANOVÁ	UNIVERSAL LATINO
4	2	9	<b>ANTES DEL FIN</b> CIRCO	SONY BMG NORTE
5	3	11	<b>ME ENAMORA</b> JUANES	UNIVERSAL LATINO
6	14	2	<b>ME LLAMAN CALLE</b> MANU CHAO	BECAUSE/NACIONAL
7	7	24	<b>RAININ' IN PARADIZE</b> MANU CHAO	BECAUSE/NACIONAL
8	9	16	<b>EL MICROFONO</b> MEXICAN INSTITUTE OF SOUND	NACIONAL
9	8	12	<b>EL INFAME "ESTAR Y NO ESTAR"</b> PANDA	WARNER LATINA
10	5	5	<b>SOY SOLO UN SECRETO</b> ALEJANDRA GUZMAN	EMI TELEVISIA
11	2	2	<b>HISTORIAS DE DANZON Y ARRABAL</b> ALEKS SYNTEK	EMI TELEVISIA
12	5	8	<b>COLORES</b> PASTILLA	SONY BMG NORTE
13	13	2	<b>FUERZA DE GRAVEDAD</b> JUMBO	NOISELAB
14	15	2	<b>PA'L NORTE</b> CALLE 13 FEAT. DRISHAS	SONY BMG NORTE
15	12	3	<b>PERFECTA</b> MIRANDA	EMI TELEVISIA
16	20	2	<b>POLITIK KILLS</b> MANU CHAO	BECAUSE/NACIONAL
17	19	3	<b>EL OUTSIDER</b> CAFE TACUBA	UNIVERSAL LATINO
18	16	5	<b>A TALONEAR</b> EL TRI	FONDISA
19	NEW	NEW	<b>OFF KILTER</b> BIRDS OF TOKYO	MGM
20	NEW	NEW	<b>SHINE</b> DJ BITMAN	NACIONAL

THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE ARTIST	IMPRINT / PROMOTION LABEL
1	1	6	<b>CUESTA ABAJO</b> JERRY RIVERA	EMI TELEVISIA
2	4	11	<b>DEJALO AHI</b> FULANITO FEAT. LA BANDA GORDA	CUTTING
3	11	4	<b>SEXY MOVIMIENTO</b> WISIN Y YANDEL	MACHETE
4	3	6	<b>AGUANILE</b> MARC ANTHONY	SONY BMG NORTE
5	9	7	<b>PA' LA TUMBA</b> HECTOR "EL FATHER"	VII MACHETE
6	2	10	<b>SI NOS DUELE</b> VICTOR MANUELLE	SONY BMG NORTE
7	6	7	<b>SENTIMIENTO</b> IVY QUEEN	UNIVISION
8	14	2	<b>CONTEO REGRESIVO</b> GILBERTO SANTA ROSA	SONY BMG NORTE
9	12	5	<b>SOLO DIME QUE SI</b> TITO "EL BAMBINO"	EMI TELEVISIA
10	7	10	<b>DESEOS DE AMARTE</b> DOMÉNIC MARTE	M.P./JVN/J&N
11	5	10	<b>LOS QUE LUCHAMOS</b> KINTO SOL	UNIVISION
12	10	15	<b>DAMELA SI</b> ANAMOR	M.P./JVN/J&N
13	8	12	<b>ANTES DE QUE TE VAYAS</b> TITO ROJAS	M.P./JVN/J&N
14	16	4	<b>BAILA MI CORAZON</b> BELANOVÁ	UNIVERSAL LATINO
15	19	3	<b>ME ODDIO</b> GLORIA ESTEFAN	BURGUNDY/SONY BMG NORTE
16	13	8	<b>LICUADORA</b> CROOKED STILO	MELODY/FONDISA
17	15	3	<b>MI CHULI CHULI</b> ANTHONY CRUZ	M.P./JVN/J&N
18	NEW	NEW	<b>ESA MUJER</b> PUERTO RICAN POWER	M.P./JVN/J&N
19	NEW	NEW	<b>FUE TAN FACIL</b> TITO GOMEZ	CODISCOS/TROPISOUNDS
20	18	3	<b>TE VEO NENA</b> EL GRAN COMBO DE PUERTO RICO	SONY BMG NORTE

FOR WEEK ENDING NOVEMBER 25, 2007



Don Cheto

how much people care about issues like this and how important it is that Don Cheto supports them.

As for the competition, Razo says he knows all the morning show hosts and appreciates what they do, but admits he doesn't listen to any other morning show, nor does he believe they listen to him. Ratings matter, "but I'm not tied to them," he says, adding that his bosses keep him informed on how the show is doing.

Having one of the most listened-to morning shows in the nation's largest Latin market hasn't discouraged Razo from supporting young up-and-coming talent. Que Buena offers internship opportunities, and he launched his own career there by helping out for free and working his way up, he says, offering kudos to jocks he worked with earlier in his career, whom he considers friends. Among them are La Peligrosa (on KSCA) and El Mandril (on Spanish Broadcasting System's KLAX/Los Angeles).

Razo's—or Don Cheto's—career continues moving forward. "El Show de Don Cheto" is syndicated on Liberman's regional Mexican KNOR (La Raza)/Dallas, KEYH (La Ranchera)/Houston and KRQB (Que Buena)/Riverside. Razo says he's excited that his show has expanded into other markets. "I've heard other markets want the show, and I hope it happens."

R&R

# REGIONAL MEXICAN

► BETO Y SUS CANARIOS LEAD FOUR DEBUTS ONTO THE LIST AS THEY ENTER AT NO. 34 AS MOST ADDED WITH "SI TU TE VAS" (UP 49).



# R&R

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BDS

THIS WEEK	WEEKS ON CHART	TITLE ARTIST	NIelsen BDS CERTIFICATIONS IMPRINT / PROMOTION LABEL	PLAYS TW	+/-	AUDIENCE MILLIONS	RANK
1	14	ESTOS CELOS VICENTE FERNANDEZ	NO. 1 (9 WKS) SONY BMG NORTE	1364	-21	10.437	1
2	6	SOBRE MIS PIES LA ARROLLADORA BANDA EL LIMON	DISA/EDIMONSA	1106	+37	8.203	3
3	26	LAGRIMAS DEL CORAZON GRUPO MONTEZ DE DURANCO	DISA	1094	+14	8.633	2
4	14	SIN QUE LO SEPAS TU LOS TEMERARIOS	FONOVisA	1051	+5	5.024	14
5	7	VOLE MUY ALTO LOS HURACANES DEL NORTE	UNIVISION	1010	+38	7.387	6
6	7	QUE BO NITO BANDA EL ESCUDO	FONOVisA	999	+51	5.783	11
7	27	A TI SI PUEDO DECIRTE EL CHAPO D. SINALOA	DISA	943	-98	7.617	5
8	18	TE PIDO QUE TE QUEDES LOS CREADORES DEL PASITO DURAGUENSE DE ALFREDO RAMIREZ	DISA/EDIMONSA	898	+32	5.999	9
9	18	PAZ EN ESTE AMOR FIDEL RUEDA	MACHETE	896	-23	7.375	7
10	10	NO PUEJO OLVIDARLA MARCO ANTONIO SOLIS	FONOVisA	876	+37	4.240	19
11	20	BASTO INTOCABLE	EMI TELEVisA	845	+13	5.966	10
12	26	CHUY Y MAURICIO EL POTRO D. SINALOA	MACHETE	831	-5	8.200	4
13	14	COMO OLVIDARTE LINDEROS DEL NORTE	AIRPOWER A.R.C.	810	+17	4.037	20
14	8	AHORA QUE ESTUVISTE LEJOS JENNI RIVERA	FONOVisA	799	+72	5.096	13
15	5	UN BUEN PERDEDOR K-PAZ WITH FRANCO DE VITA	DISA/EDIMONSA	794	+75	4.498	16
16	30	POR AMARTE ASI ALACRANES MUSICAL	UNIVISION	599	-34	6.053	8
17	23	OLVIDAME TU DUELO	UNIVISION	596	+34	4.346	18
18	6	VEN Y DIME LOS RIELEROS DEL NORTE	FONOVisA	580	+85	3.687	21
19	34	DE TI EXCLUSIVO LA ARROLLADORA BANDA EL LIMON	DISA/EDIMONSA	569	-32	5.412	12
20	7	EL AMOR QUE NUNCA FUE CONJUNTO Y RIMAVERA	FONOVisA	567	+49	2.958	25
21	8	SOLO CONTIGO DUELO	UNIVISION	541	+91	3.535	23
22	20	Y TU TE VAS LOS PRIMOS DE DURANCO	MAR INTERNACIONAL	538	+1	2.818	26
23	30	CUANDO REGRESAS PATRULLA B1	DISA	538	-54	4.428	17
24	32	BASTA YA CONJUNTO Y RIMAVERA	FONOVisA	534	-74	4.547	15
25	12	CON LOS OJOS CERRADOS ALIADOS DE LA SIERRA	ASL	505	+61	3.225	24
26	13	PERDONAME CUISILLOS	MUSART/BALBOA	439	-27	2.376	30
27	3	CUANDO TE LAVAS LA CARA SERGIO VEGA	SONY BMG NORTE	386	+65	2.645	29
28	4	SIN TU AMOR ALACRANES MUSICAL	UNIVISION	384	+35	1.762	37
29	6	EL BATE GACHO GRACIELA BILTRAN	UNIVISION	374	+26	2.178	31
30	3	NUNCA ME FUI GRUPO INNOVACION	GARMEX	340	+26	0.742	-
31	9	QUISIERA SER EL PUMA DE SINALOA	ASL	327	-24	1.681	40
32	15	LAS PARRANDAS LOS INQUIETOS DEL NORTE	EAGLE MUSIC	325	-27	1.184	-
33	9	ANDO BUSCANDO AMOR BRAZeros MUSICAL DE DURANCO	DISA	321	-12	0.974	-
34	NEW	SI TU TE VAS BETO Y SUS CANARIOS	MOST ADDED ASL	310	+49	1.890	36
35	16	MUEVELO CRUZ MARTINEZ PRESENTA LOS SUPER REYES	WARNER LATINA	309	+20	2.711	27
36	6	GRACIAS POR TU AMOR PESADO	WARNER LATINA	308	+25	2.141	32
37	NEW	EL VASCO DERRAMA EL POTRO D. SINALOA	MACHETE	289	+58	2.068	34
38	NEW	SE FUE EL TRONO DE MEXICO	UNIVERSAL LATINO	289	+29	3.629	22
39	4	EL AVION DE LAS 3 AK-7	UNIVISION	285	+10	1.900	35
40	NEW	TOTAL YA SE FUE JULIO CHAVEZ	ASL	278	+30	0.767	-

## MOST ADDED

TITLE ARTIST / LABEL	NEW STATIONS
SI TU TE VAS Beto Y Sus Canarios (ASL) KESS, KHOT, KRZZ, KWEI, WEDJ, WYMY	6
TE QUIERO MUCHO Patrulla B1 (DISA) KBNO, KIVI, KKPS, WBZY, WLEY, XHTY	6
NO VOY A LLORAR Los Buitres De Culiacan Sinaloa (LADISCOMUSIC/UNIVERSAL LATINO) KSTN, KXLM, KXSB, WEDJ, WLCC	5
AL MISMO NIVEL Chalinito (DISA) KCMT, KLBN, KOND, KWEI, XHTY	5
LA HUELLA DEL ALACRAN Los Tigres Del Norte (FONOVisA) KSTN, KXLM, KXSB, WOJO, XHTY	5
BREBAJE Tono Y Freddy (DISA/EDIMONSA) KDUT, KRAY, KSKD, KSTN, WOJO	5
VIDA VIVIDA Los Morros Del Norte (MACHETE) KBUE, KLBN, KSTN, KTTA, KWEI	5
VEN Y DIME Los Rieleros Del Norte (FONOVisA) KESS, KLNW, KSCA, WYMY	4
CUANDO TE LAVAS LA CARA Sergio Vega (SONY BMG NORTE) KMYX, KOND, KXPK, WLEY	4
ENTRE LA VIDA Lalo Mora (DISA/EDIMONSA) KESS, KHHL, KXPK, WYMY	4

## ADDED AT... WYMY

Raleigh, NC  
PD: Julie Garza  
Lalo Mora, Entre La Vida, 14  
LMT, Se Te Acabo La Tonta, 13  
Don Omar, Ayer La Vi, 9  
Los Rieleros Del Norte, Ven Y Dime, 9

FOR REPORTING STATIONS PLAYLISTS GO TO:  
[www.RadioandRecords.com](http://www.RadioandRecords.com)

## NEW AND ACTIVE

TITLE ARTIST / LABEL	PLAYS /GAIN	TITLE ARTIST / LABEL	PLAYS /GAIN
TE QUIERO MUCHO Patrulla B1 (DISA)	258/125	NO VOY A LLORAR Los Buitres De Culiacan Sinaloa (LADISCOMUSIC/UNIVERSAL LATINO)	220/63
TOTAL STATIONS:	21	TOTAL STATIONS:	16
ENTRE LA VIDA Lalo Mora (DISA/EDIMONSA)	258/26	SE TE ACABO LA TONTA LMT (DISA/EDIMONSA)	220/16
TOTAL STATIONS:	19	TOTAL STATIONS:	11
AL MISMO NIVEL El Chalinito (DISA)	247/98	ADICTO A TI Grupo Exterminador (FONOVisA)	214/11
TOTAL STATIONS:	16	TOTAL STATIONS:	15
Y SI TE ROBO El Coyote Y Su Banda Tierra Santa (UNIVISION)	237/45	LA HUELLA DEL ALACRAN Los Tigres Del Norte (FONOVisA)	207/65
TOTAL STATIONS:	14	TOTAL STATIONS:	13
SI TE AGARRAN LAS GANAS El Chapo (DISA)	225/103	TU JUGUETE Los Angeles Azules (MUSART/BALBOA)	207/24
TOTAL STATIONS:	16	TOTAL STATIONS:	10

## MOST INCREASED PLAYS

+125	TE QUIERO MUCHO Patrulla B1 (DISA) KWEI +18, KIVI +15, KBNO +14, WBZY +13, KTTA +12, KKPS +11, XHTY +11, KSTN +8, WLEY +7, KHOT +6
+103	SI TE AGARRAN LAS GANAS El Chapo De Sinaloa (DISA) KTTA +28, KWEI +17, XHTY +15, KRZZ +13, KBUE +12, KBNO +4, KHHL +3, KLAY +2, KESS +2, WLEY +2
+98	AL MISMO NIVEL El Chalinito (DISA) KOND +22, KLBN +18, KCMT +17, KWEI +14, XHTY +13, KTTA +11, KBUE +7, KIVI +6, KRAY +1, KHOT +1
+82	BREBAJE Tono Y Freddy (DISA/Edimonsa) KDUT +17, KSTN +17, KTTA +16, KBUE +12, KWEI +9, WOJO +8, KSKD +7, KRAY +7, KBNO +4
+51	SOLO CONTIGO Duelo (Univision) KGBT +16, KLTN +12, KDXX +11, KROM +11, WEDJ +11, KLHB +10, KXLM +8, KLEY +7, WLCC +6, KXSB +6

FOR WEEK ENDING NOVEMBER 25, 2007  
LEGEND: See legend to charts in charts section for rules and symbol explanations.  
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## REGIONAL MEXICAN MONITORED REPORTERS

KJFZ/Albuquerque, NM  
PD: Antonio Carravrias

KLVO/Albuquerque, NM  
PD: Ferie Leon

WEZ/Atlanta, GA  
OM: Zachary Hunt  
PD: Felicia Ramirez  
APD: Adam Young

KH-L/Austin, TX  
PD: Jose Jimenez Martinez

KIWA/Bakersfield, CA  
PD: Paul Evangelista

KMCA/Bakersfield, CA  
OM: Lore Escobedo  
PD: Yessica De Luna  
APD: Vito Martinez

KMYX/Bakersfield, CA  
OM: Robert Chavez  
PD: Cesar Chavez

KWEI/Boise, ID  
OM: Steve Ramirez  
PD: Melvin Albanez

WLEY/Chicago, IL  
PD: Marylu Ramos

WOJO/Chicago, IL  
OM: Cesar Canales  
PD: Rafael Bautista

KLHB/Corpus Christi, TX  
OM: Clayton Allen  
PD/MD: Luis Munoz

KSAB/Corpus Christi, TX  
OM: Paula Newell  
PD/MD: Dan Pena

KDXX/Dallas, TX  
OM: Andy Lockridge  
PD: Chayan Ortuno

KESS/Dallas, TX  
PD: Chayan Ortuno

KBNO/Denver, CO  
PD: Socorro Rios  
MD: Zenon Ferrufino

KXPK/Denver, CO  
PD: Napoleon Sanchez

XHNZ/El Paso, TX  
PD: Francisco Aguirre  
MD: Arturo Buenrostro

KLBN/Fresno, CA  
PD/MD: Jorge Guillen

KOND/Fresno, CA  
PD: Juan Fernando

KOQO/Fresno, CA  
PD: Jorge Guillen

KLTN/Houston, TX  
PD: Raul Brinjis  
MD: Angel Baulto

KQBU/Houston, TX  
PD: Arnulfo Ramirez

KTJM/Houston, TX  
OM/MD: Eddie Leor

WEDJ/Indianapolis, IN  
PD/MD: Manuel Sepulveda

KISF/Las Vegas, NV  
PD: Jose Raon Bravo

KBUE/Los Angeles, CA  
PD: Pepe Garza

KLAX/Los Angeles, CA  
OM: Pio Ferro  
PD: Juan Carlos Hidalgo  
MD: Lupita Del Castillo

KLYY/Los Angeles, CA  
OM/PD: Elias Autran

KSCA/Los Angeles, CA  
PD: Veronica Nava

KGBT/McAllen, TX  
PD: Hugo De La Cruz  
MD: Armando Almazan

KKPS/McAllen, TX  
PD: Mando San Roman  
MD: Robert Montalvo

KSKD/Merced, CA  
OM: Debbie Gomez  
PD: Saul Fiallos

KRAY/Monterey, CA  
PD: Vicente Romero

WQBU/New York, NY  
PD: Gerardo Lopez  
APD: Gabriel Pino

KTUZ/Oklahoma City, OK  
OM: Kevin Christopher  
PD/MD: Sammy Soto

KXLM/Oxnard, CA  
PD/MD: Salvador Prieto

KHOT/Phoenix, AZ  
OM: Eleazar Garcia  
PD: Nelson Oseida

WYMY/Raleigh, NC  
PD: Julie Garza

KXSB/Riverside, CA  
PD/MD: Salvador Prieto

KTTA/Sacramento, CA  
PD: Juan Gonzalez

KDUT/Salt Lake City, UT  
OM: Carlos Martin Valdez  
PD: Cesar Valdiosera

KLEY/San Antonio, TX  
OM: Robin Flores  
PD: Rudy Ramos  
APD/MD: Danny D.

KROM/San Antonio, TX  
PD: Rogelio Leal

KSAH/San Antonio, TX  
OM: Robin Flores  
PD: Alfonso Flores  
APD: Minnie Ochoa  
MD: Juan Martinez

KXTN/San Antonio, TX  
PD: Jon Ramirez  
APD: Pete A. Morales III

KLNW/San Diego, CA  
PD: Gabriel Alvarez

XHTY/San Diego, CA  
PD: Elvis Valle

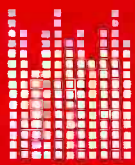
KRZZ/San Francisco, CA  
OM: Olga Rosales  
PD: Jesse Portillo

KSOL/San Francisco, CA  
PD/MD: Jose Luis Gonzalez

KSTN/Stockton, CA  
PD: Kent Rodriguez

WLCC/Tampa, FL  
PD: Luis Briceno

KCMT/Tucson, AZ  
PD/MD: Enrique Mayans



# LATIN POP

► **ALEJANDRO FERNANDEZ** SCOOTS 11-9 WITH "NO SE ME HACE FACIL" (UP 51), HIS 16TH LATIN POP TOP 10.



POWERED BY  
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BDS

THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE ARTIST	11 NIelsen BDS CERTIFICATIONS IMPRINT / PROMOTION LABEL	PLAYS TW +/-	AUDIENCE MILLIONS RANK
1	1	12	<b>ME ENAMORA</b> JUANES	NO. 1 (10 WKS) UNIVERSAL LATINO	1196 -26	14.948 1
2	4	11	<b>ALGUIEN SOY YO</b> ENRIQUE IGLESIAS	INTERSCOPE/UNIVERSAL LATINO	765 +41	8.236 2
3	2	5	<b>INALCANZABLE</b> RBD	EMI TELEVISA	748 +1	6.799 4
4	3	39	<b>TODO CAMBIO</b> CAMILA	SONY BMG NORTE	744 +3	6.626 7
5	5	19	<b>BAILA MI CORAZON</b> BELANOVA	UNIVERSAL LATINO	680 +3	5.538 11
6	6	27	<b>INTOCABLE</b> ALEKS SYNTEK	EMI TELEVISA	662 +34	5.198 13
7	7	27	<b>OJALA PUDIERA BORRARTE</b> MANA	WARNER LATINA	629 +2	6.697 5
8	8	15	<b>SOLO PARA TI</b> CAMILA	SONY BMG NORTE	570 -35	3.276 24
9	11	8	<b>NO SE ME HACE FACIL</b> ALEJANDRO FERNANDEZ	SONY BMG NORTE	555 +51	5.950 9
10	9	32	<b>DIMELO</b> ENRIQUE IGLESIAS	INTERSCOPE/UNIVERSAL LATINO	505 -12	6.341 8
11	10	8	<b>NO ESTAMOS SOLOS</b> EROS RAMAZZOTTI & RICKY MARTIN	SONY BMG NORTE	503 -9	5.898 10
12	13	37	<b>ME DUELE AMARTE</b> REIK	SONY BMG NORTE	460 +29	5.277 12
13	15	40	<b>SI NOS QUEDARA POCO TIEMPO</b> CHAYANNE	SONY BMG NORTE	457 +46	6.691 6
14	12	20	<b>LAS DE LA INTUICION</b> SHAKIRA	EPIC/SONY BMG NORTE	443 -40	3.676 21
15	14	30	<b>TE VOY A PERDER</b> ALEJANDRO FERNANDEZ	SONY BMG NORTE	425 -6	4.238 18
16	22	5	<b>SOY SOLO UN SECRETO</b> ALEJANDRA GUZMAN	AIRPOWER EMI TELEVISA	423 +79	3.689 20
17	19	5	<b>AHORA ENTENDI</b> YURIDIA	SONY BMG NORTE	404 +43	2.688 30
18	25	11	<b>LA TRAVESIA</b> JUAN LUIS GUERRA Y 440	EMI TELEVISA	381 +74	7.805 3
19	17	9	<b>ES DE VERDAD</b> BELINDA	EMI TELEVISA	367 -1	3.103 26
20	18	12	<b>DE QUE SIRVE</b> REIK	SONY BMG NORTE	365 +3	2.710 29
21	16	19	<b>HOY YA ME VOY</b> KANY GARCIA	SONY BMG NORTE	359 -39	1.503 -
22	21	15	<b>PERFECTA</b> MIRANDA	EMI TELEVISA	358 +13	1.136 -
23	27	4	<b>QUIERO</b> RICARDO ARJONA	MOST INCREASED PLAYS SONY BMG NORTE	357 +89	4.909 15
24	20	15	<b>MI CORAZONCITO</b> AVENTURA	PREMIUM LATIN	338 -16	2.769 28
25	26	4	<b>TE QUIERO</b> FLEX	EMI TELEVISA	325 +26	1.513 -
26	23	9	<b>AYER</b> BLACK GUAYABA	MACHETE	294 -40	4.997 14
27	24	11	<b>PSICOFONIA</b> GLORIA TREVI	UNIVISION	275 -33	2.005 35
28	28	6	<b>SEXY MOVIMIENTO</b> WISIN & YANDEL	MACHETE	251 +3	2.104 34
29	30	19	<b>TU Y YO SOMOS UNO MISMO</b> TIMBIRICHE	EMI TELEVISA	231 +8	0.986 -
30	35	2	<b>QUE NOS PASO</b> KANY GARCIA	SONY BMG NORTE	227 +30	3.581 22
31	33	2	<b>VIVE YA</b> ANDREA BOCEL LI FEATURING LAURA PAUSINI	SUGAR/SIENTE	221 +14	4.766 16
32	32	25	<b>POR AMARTE</b> PEPE AGUILAR	EMI TELEVISA	214 -6	4.652 17
33	34	8	<b>NO ME HAGAS SUFRIR</b> MANNY MANUEL	UNIVERSAL LATINO	212 +12	3.253 25
34	29	7	<b>NO PUEDO OLVIDARLA</b> MARCO ANTONIO SOLIS	FONOVISIA	207 -30	3.699 19
35	36	3	<b>EL ALMA AL AIRE</b> ALEJANDRO SANZ	WARNER LATINA	190 +3	1.504 -
36	40	3	<b>HOY QUIERO CONFESARME</b> OLGA TANON	UNIVISION	169 +4	3.388 23
37	39	9	<b>BIG GIRLS DON'T CRY</b> FERGIE	WILLIAMS/AM/INTERSCOPE	169 +1	2.512 31
38	NEW		<b>NO TE MENTIA</b> EDONITA NAZARIO	SONY BMG NORTE	167 +28	2.866 27
39	RE-ENTRY		<b>MUEVELO</b> CRUZ MARTINEZ PRESENTA LOS SUPER REYES	WARNER LATINA	152 +14	1.163 -
40	NEW		<b>SILENCIO</b> DAVID BISBAL	UNIVERSAL LATINO	142 +28	2.117 33

## MOST ADDED

TITLE ARTIST / LABEL	NEW STATIONS
<b>QUE LE ESTARA PASANDO A PUERTO RICO</b> Jose Feliciano (UNIVERSAL LATINO) WFID, WIAC, WIOA	3
<b>QUIERO</b> Ricardo Arjona (SONY BMG NORTE) XAVO, XHFG	2
<b>EL ALMA AL AIRE</b> Alejandro Sanz (WARNER LATINA) WAMR, WRMA	2
<b>ALGUIEN SOY YO</b> Enrique Iglesias (INTERSCOPE/UNIVERSAL LATINO) WKAQ	1
<b>INALCANZABLE</b> RBD (EMI TELEVISA) KLOL	1
<b>SOLO PARA TI</b> Camila (SONY BMG NORTE) KLOL	1
<b>SOY SOLO UN SECRETO</b> Alejandra Guzman (EMI TELEVISA) KVVA	1
<b>AHORA ENTENDI</b> Yuridia (SONY BMG NORTE) WIAC	1
<b>LA TRAVESIA</b> Juan Luis Guerra Y 440 (EMI TELEVISA) WWVA	1
<b>HOY QUIERO CONFESARME</b> Olga Tanon (UNIVISION) WRMA	1

### ADDED AT...

**KVVA**  
Phoenix, AZ  
PD: Edgar Pineda  
Alejandra Guzman, Soy Solo Un Secreto, 31  
La Factoria, Perdoname, 19

FOR REPORTING STATIONS PLAYLISTS GO TO:  
[www.RadioandRecords.com](http://www.RadioandRecords.com)

## NEW AND ACTIVE

TITLE ARTIST / LABEL	PLAYS /GAIN	TITLE ARTIST / LABEL	PLAYS /GAIN
<b>SI ME DEJAS AHORA</b> Ivan (NU LIFE/MACHETE) TOTAL STATIONS: 5	123/3	<b>CONTEO REGRESIVO</b> Gilberto Santa Rosa (SONY BMG NORTE) TOTAL STATIONS: 7	92/22
<b>CON MI SOLEDAD</b> Juan (FONOVISIA) TOTAL STATIONS: 5	119/30	<b>ANTES DEL FIN</b> Circo (SONY BMG NORTE) TOTAL STATIONS: 3	92/8
<b>PERDONAME</b> La Factoria (UNIVERSAL LATINO) TOTAL STATIONS: 6	112/31	<b>COMIENZO DEL FINAL</b> Jeremias (UNIVERSAL LATINO) TOTAL STATIONS: 7	92/4
<b>VOLVER A COMENZAR</b> Cafe Tacuba (UNIVERSAL LATINO) TOTAL STATIONS: 4	103/5	<b>GIMME MORE</b> Britney Spears (JIVE/ZOMBA) TOTAL STATIONS: 5	81/15
<b>ME LOVE</b> Sean Kingston (BELUGA HEIGHTS/EPIC/KOCH) TOTAL STATIONS: 2	100/14	<b>ALGO DE MI</b> Ricardo Montaner (EMI TELEVISA) TOTAL STATIONS: 5	78/15

## MOST INCREASED PLAYS

+89	<b>QUIERO</b> Ricardo Arjona (Sony BMG Norte) XAVO +50, WXYX +23, XHFG +13, WKAQ +7, WIAC +4, KQKQ +3, WRMA +3, KEXA +1, WAMR +1
+79	<b>SOY SOLO UN SECRETO</b> Alejandra Guzman (EMI Televisa) KVVA +31, KLVE +16, KXOB +13, WXYX +8, WFID +5, WRMA +5, WIOA +3, XAVO +2, KQKQ +2, WIAC +2
+74	<b>LA TRAVESIA</b> Juan Luis Guerra Y 440 (EMI Televisa) WMGE +39, WPAT +25, WWVA +12, WXYX +7, WKAQ +5, KQKQ +3
+51	<b>NO SE ME HACE FACIL</b> Alejandro Fernandez (Sony BMG Norte) WIAC +11, XLTN +9, WRMA +9, KSSE +8, KXOB +7, KRIO +6, KXXS +5, XAVO +5, WPAT +5, WFID +5
+33	<b>AHORA ENTENDI</b> Yuridia (Sony BMG Norte) WIAC +26, KBMG +13, WFID +11, XAVO +7, KVVA +3, KSSE +2, KEXA +2

FOR WEEK ENDING NOVEMBER 25, 2007  
**LEGEND:** See legend to charts in charts section for rules and symbol explanations.  
27 Latin pop, 15 tropical and 10 Latin rhythm stations are electronically monitored by Nielsen Broadcast Data Systems 24 hours a day, 7 days a week. © 2007 Nielsen Business Media, Inc. All rights reserved.

## LATIN POP MONITORED REPORTERS

**WWVA/Atlanta, GA**  
OM: Clay Hunicutt  
PD/MD: Pobbie Ramirez

**KXXS/Austin, TX**  
OM/PD: Romeo Herrera  
MD: Juliana Jil

**KPSL/Bakersfield, CA**  
PD: sidre Roman

**KTCY/Dallas, TX**  
PD: Javier Casanova

**XHPX/El Paso, TX**  
PD: David Castillo

**KXOB/Fresno, CA**  
PD: Jorge Guillen

**KLOL/Houston, TX**  
OM/PD: Vince Richards

**KQKQ/Houston, TX**  
PD: Eddie Leon  
MD: Raquenell Villarreal

**KLVE/Los Angeles, CA**  
PD: Fernando Perez

**KSSE/Los Angeles, CA**  
OM: Elias Autran  
PD: Nestor Rocha  
APD: Andrea Becerra

**KWIZ/Los Angeles, CA**  
PD: Eddie Leon

**XAVO/McAllen, TX**  
OM: Jeff Koch  
PD: Juan Facundo

**WAMR/Miami, FL**  
PD: Pedro Javier Gonzalez

**WMGE/Miami, FL**  
OM: Rod Phillips  
PD: Rogelio Alfonso  
MD: Raymond Hernandez

**WRMA/Miami, FL**  
OM/PD: Tony Campos

**KEXA/Monterey, CA**  
PD: Vicente Romero

**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

**KBMG/Salt Lake City, UT**  
OM: Carlos Martin Valdez  
PD: Ana Perez

**KRIO/San Antonio, TX**  
OM: Robin Flores  
PD/MD: Manny Herrera

**XHFG/San Diego, CA**  
PD: Elvis Valle

**XLTN/San Diego, CA**  
PD: Libia Sauza



# LATIN

▶ AVENTURA SPASHES ONTO RHYTHM AND TROPICAL WITH "EL PERDEDOR," ENTERING THE FORMER AT NO. 32 AND THE LATTER WITH MOST INCREASED PLAYS (UP 70) AT NO. 20.



# R&R

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BDS

THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE ARTIST	IMPRINT / PROMOTION LABEL	PLAYS TW +/-	AUDIENCE MILLIONS RANK
1	1	8	<b>CONTEO REGRESIVO</b> GILBERTO SANTA ROSA	NO. 1 (3 WKS) SONY BMG NORTE	398 +41	3.921 1
2	2	16	<b>LA TRAVESEA</b> JUAN LUIS GUERRA Y 440	EMI TELEVISIA	367 +17	3.714 3
3	4	11	<b>ME ENAMORA</b> JUANES	UNIVERSAL LATINO	289 +5	1.796 10
4	3	9	<b>CUESTA ABAJO</b> JERRY RIVERA	EMI TELEVISIA	289 0	2.969 5
5	5	6	<b>SEXY MOVIMIENTO</b> WISIN & YANDEL	MACHETE	250 -30	2.451 9
6	7	23	<b>NO TE VEO</b> CASA DE LEONES	WARNER LATINA	226 +3	3.400 4
7	6	8	<b>AGUAN LE</b> MARC ANTONY	SONY BMG NORTE	214 -10	3.727 2
8	8	44	<b>MI CORAZONCITO</b> AVENTURA	PREMIUM LATIN	209 -3	2.764 6
9	9	14	<b>SI NOS DUELE</b> VICTOR MA JUELLE	SONY BMG NORTE	202 +4	1.556 13
10	12	15	<b>DESEOS DE AMARTE</b> DOMINIC MURTE	AIRPOWER M.P./JUN/J & N	190 +21	0.956 20
11	14	3	<b>SI YA NO ESTAS</b> N'KLABE	NU LIFE/MACHETE	188 +47	2.491 8
12	11	19	<b>AYER LA VI</b> DON OMAR	VI/MACHETE	168 -12	1.280 15
13	10	24	<b>MI GENTE</b> MARC ANTONY	SONY BMG NORTE	161 -21	1.050 16
14	15	21	<b>ELLA ME LEVANTO</b> DADDY Yankee	EL CARTEL/INTERSCOPE	138 -2	0.994 18
15	19	10	<b>LA AMAS COMO YO</b> KARIS FEAT JRING KEN-Y	PINA/UNIVERSAL LATINO	125 +9	0.438 36
16	17	11	<b>LLORE Y LLORE</b> ELVIS CRESPO	MACHETE	120 +1	0.568 29
17	31	2	<b>MI MAYOR SACRIFICIO</b> TITO NIEVE	MOST ADDED LA CALLE/UNIVISION	117 +43	0.702 26
18	24	8	<b>TE VEO NENA</b> EL GRAN COMBO DE PUERTO RICO	SONY BMG NORTE	111 +18	0.756 22
19	20	9	<b>LA CALLE</b> JOSE ALBERTO "EL CANARIO"	212	109 -1	0.563 31
20	NEW		<b>EL PERDEDOR</b> AVENTURA	AIRPOWER/MOST INCREASED PLAYS PREMIUM LATIN	106 +70	1.680 11
21	22	20	<b>NO LLORES</b> GLORIA ESTEFAN	BURGUNDY/SONY BMG NORTE	98 -2	0.449 34
22	NEW		<b>HOY QUIERO CONFESARME</b> OLGA TANON	UNIVISION	97 +47	0.625 27
23	18	6	<b>ALGUIEN SOY YO</b> ENRIQUE IGLESIAS	INTERSCOPE/UNIVERSAL LATINO	97 -21	1.549 14
24	13	11	<b>SOLO DIME QUE SI</b> TITO "EL BAMBINO"	EMI TELEVISIA	97 -66	0.745 23
25	21	13	<b>DEBIL</b> LENY	UNIVERSAL LATINO	91 -17	0.242 -
26	NEW		<b>EL TRA</b> TITO "EL BAMBINO"	EMI TELEVISIA	85 +44	0.118 -
27	30	7	<b>SAZON</b> ORO SOLOID	24K	84 +6	0.404 38
28	25	17	<b>5 LETRAS</b> ALEXIS & FIDO	SONY BMG NORTE	82 -5	0.269 -
29	27	3	<b>AMOR DESPERDIADO</b> FRANK REYES	M.P./JUN/J & N	81 -4	0.364 -
30	NEW		<b>ALO</b> LOS HERMANOS ROSARIO	M.P./JUN/J & N	79 +37	0.118 -
31	29	5	<b>CANCION DE AMOR</b> DON OMAR	VI/MACHETE	79 -3	0.182 -
32	34	5	<b>ME OJO</b> GLORIA ESTEFAN	BURGUNDY/SONY BMG NORTE	77 +10	0.328 -
33	32	9	<b>ES TAN DIFICIL</b> ZACARIAS FERREIRA	M.P./JUN/J & N	74 +1	0.565 30
34	28	3	<b>EL O YC</b> ANDY ANDY	EMI TELEVISIA	74 -9	0.122 -
35	33	14	<b>VIVA LA ESPERANZA</b> SALSA KIDS	BLACK PEARL	71 -2	0.272 -
36	26	16	<b>COMO FUI A ENAMORARME DE TI</b> TITO NIEVE	SGZ/LA CALLE/UNIVISION	70 -17	0.550 32
37	23	4	<b>CALABRIA 2008</b> ENUR FEAT RING NATASJA	ULTRA	69 -28	1.648 12
38	NEW		<b>TE QUIERO</b> FLEX	EMI TELEVISIA	67 +26	0.323 -
39	36	5	<b>PA' L NORTE</b> CALLE 13 FEATURING ORISHAS	SONY BMG NORTE	64 +2	0.967 19
40	35	34	<b>OIME QUE FALTO</b> ZACARIAS FERREIRA	M.P./JUN/J & N	64 +1	2.498 7

THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE ARTIST	IMPRINT / PROMOTION LABEL	PLAYS TW +/-	AUDIENCE MILLIONS RANK
1	1	6	<b>SEXY MOVIMIENTO</b> WISIN & YANDEL	NO. 1 (5 WKS) MACHETE	616 +15	9.921 1
2	3	30	<b>NO TE VEO</b> CASA DE LEONES	WARNER LATINA	442 +9	6.424 3
3	2	11	<b>ME ENAMORA</b> JUANES	UNIVERSAL LATINO	418 -18	5.484 5
4	5	7	<b>QUITARTE TO</b> TEGO CALDERON	WARNER LATINA	367 +6	6.675 2
5	4	27	<b>AYER LA VI</b> DON OMAR	VI/MACHETE	367 -33	5.870 4
6	7	21	<b>ELLA ME LEVANTO</b> DADDY Yankee	EL CARTEL/INTERSCOPE	311 -25	4.088 10
7	6	40	<b>MI CORAZONCITO</b> AVENTURA	PREMIUM LATIN	304 -56	2.885 17
8	16	6	<b>CANCION DE AMOR</b> DON OMAR	VI/MACHETE	288 +82	3.934 12
9	12	4	<b>TE QUIERO</b> FLEX	EMI TELEVISIA	277 +38	3.798 13
10	8	24	<b>ZUN DADA</b> ZION	BABY/CMG/SRC/UNIVERSAL MOTOWN	274 -11	4.705 8
11	9	18	<b>CARITA DE ANGEL</b> INVASION FEATURING ANGEL & KHRIZ	VI/MACHETE	255 -2	4.066 11
12	10	20	<b>TODO CAMBIO</b> CAMILA	SONY BMG NORTE	248 +3	1.797 27
13	14	22	<b>PERDONAME</b> LA FACTORIA	UNIVERSAL LATINO	220 +4	5.392 7
14	19	24	<b>5 LETRAS</b> ALEXIS & FIDO	SONY BMG NORTE	204 +12	5.432 6
15	21	4	<b>EL TRA</b> TITO "EL BAMBINO"	AIRPOWER/MOST ADDED EMI TELEVISIA	203 +49	3.374 14
16	18	8	<b>CALABRIA 2008</b> ENUR FEATURING NATASJA	ULTRA	200 0	2.661 21
17	11	10	<b>PA' L NORTE</b> CALLE 13 FEATURING ORISHAS	SONY BMG NORTE	190 -50	1.866 25
18	13	12	<b>SOLO DIME QUE SI</b> TITO "EL BAMBINO"	EMI TELEVISIA	188 -34	2.708 19
19	15	29	<b>YO TE QUIERO</b> WISIN & YANDEL	WY/MACHETE	182 -31	4.538 9
20	17	9	<b>PA' LA TUMBA</b> HECTOR "EL FATHER"	VI/MACHETE	172 -29	2.675 20
21	NEW		<b>SOY IGUAL QUE TU</b> ALEXIS & FIDO	MOST INCREASED PLAYS SONY BMG NORTE	167 +112	3.275 15
22	24	18	<b>OJALA PUDIERA BorrarTE</b> MANA	WARNER LATINA	131 +4	0.654 -
23	23	3	<b>THE ANTHEM</b> PITBULL FEATURING LIL JON	FAMOUS ARTISTS/TVT	131 -5	2.775 18
24	22	20	<b>MUEVELO</b> CRUZ MARTINEZ PRESENTA LOS SUPER REYES	WARNER LATINA	131 -18	0.756 -
25	NEW		<b>GAS PELA</b> NICKY JAM FEATURING RKM	PINA/UNIVERSAL LATINO	105 +56	1.774 28
26	NEW		<b>PONMELA</b> VOLTIO FEATURING JOWELL Y RANDY	SONY BMG NORTE	104 +71	1.461 38
27	25	7	<b>AMOR DE POBRE</b> ZION FEATURING EDDIE DEE	BABY/CMG/SRC/UNIVERSAL MOTOWN	104 -4	1.571 32
28	29	3	<b>TE VAS</b> ZION	BABY/CMG/SRC/UNIVERSAL MOTOWN	103 +15	1.629 31
29	32	13	<b>QUE TE PICA</b> NOTCH	CINCO POR CINCO/MACHETE	90 +16	1.378 39
30	28	7	<b>MENSAJE DE TEXTO</b> EDDIE DEE	BIG TIME	88 -1	1.360 40
31	27	5	<b>BAILA MI CORAZON</b> BELANOVA	UNIVERSAL LATINO	77 -13	0.641 -
32	NEW		<b>EL PERDEDOR</b> AVENTURA	PREMIUM LATIN	76 +42	1.521 34
33	34	2	<b>LA FRESCURA</b> REMIE FEATURING GETTO & JENNY	ZEEK	75 +3	1.101 -
34	36	6	<b>BESAME SIN MIEDO</b> RBD	EMI TELEVISIA	74 +3	0.444 -
35	NEW		<b>INALCANZABLE</b> RBD	EMI TELEVISIA	73 +23	0.483 -
36	31	4	<b>NO ONE</b> ALICIA KEYS	MBK/JRMG	73 -10	2.158 22
37	RE-ENTRY		<b>HATE THAT I LOVE YOU</b> RIHANNA FEATURING NE-YO	SRP/DEF JAM/DJMG	72 +14	1.815 26
38	38	2	<b>GO GIRL</b> PITBULL FEATURING YOUNG BOSS & TRINA	FAMOUS ARTISTS/TVT	72 +9	2.977 16
39	NEW		<b>ALGUIEN SOY YO</b> ENRIQUE IGLESIAS	INTERSCOPE/UNIVERSAL LATINO	69 +43	1.518 35
40	37	2	<b>ME OUELE AMARTE</b> REIK	SONY BMG NORTE	69 0	0.388 -

## TROPICAL & LATIN RHYTHM MONITORED REPORTERS

<b>TROPICAL</b> WLAT/Hartford, CT PD: Nelson Brudys WXDJ/Miami, FL PD: Gino "Latino" Reyes WSKQ/New York, NY PD: Jorge Mier WNUE/Orlando, FL PD: Rafael Grillon MD: Jose Mart nez	WRUM/Orlando, FL PD: Raymond Torres WEMG/Philadelphia, PA PD: DJ Frankie WUBA/Philadelphia, PA OM: Thea Mitchem PD: Juan Arroyo WKKB/Providence, RI PD: Darvin Garcia WPMZ/Providence, RI PD: Zoilo Garcia MD: Dilson Mendez, Jr.	WPRM/Puerto Rico PD: Jorge Pabon WZNT/Puerto Rico PD: Pedro Arroyo WSPR/Springfield, VA PD: Marcos Rivera WYUU/Tampa, FL OM: Mike Culotta PD: Ricardo Blanco MD: Carlos Jose Peralta WLZL/Washington, DC PD: Aracely Rivera	<b>LATIN RHYTHM</b> WVIV/Chicago, IL OM/PD: Cesar Canales APD: Lucy Herrera MD: Armando Reyes KFZ/Dallas, TX OM: Andy Lockridge PD: Chayan Ortuno APD: Alejandro Covarrubias KLEF/Fresno, CA PD: Al Sanchez MD: Ramon Rivera	WTLQ/Ft. Myers, FL PD: Hector Velazquez KXOL/Los Angeles, CA OM: Pio Ferro PD: Jerry Pulles WCAA/New York, NY OM: Pete Manriquez PD: Tony Santos MD: DJ Kazzanova KVIB/Phoenix, AZ PD: Bobby Ramos APD: Mark Garcia	WODA/Puerto Rico OM: Jose Nelson PD/MD: Roge Gallart WVOZ/Puerto Rico PD: Jamie Ortiz MD: Edgar Diaz KVVZ/San Francisco, CA PD: Bismarck Espinoza
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# NATIONAL AIRPLAY OVERVIEW



The Billboard 200 - based on a national sample of retail store, mass merchant, direct-to-consumer transactions and Internet sales (both physical albums via Internet, as well as downloaded albums from such services as iTunes). Hot Digital Songs - The top 75 paid download songs sold via the Internet.

## Billboard TOP ALBUMS

THIS WEEK	LAST WEEK	WEEKS ON CHART	ARTIST	IMPRINT / NUMBER / DISTRIBUTING LABEL (PRICE)	Title	CERT.	PEAK POSITION
1		1	<b>JOSH GROBAN</b>	NOEL (18 98)	Noel		1
2	1	2	<b>ALICIA KEYS</b>	MBK/J 11513* RMG (18.98)	As I Am		2
3	4	4	<b>VARIOUS ARTISTS</b>	EMI/SONY BMG STRATEGIC MARKETING GROUP/UNIVERSAL ZOMBA 10765/CAPITOL (18.98)	NOW 26		2
4	5	3	<b>GARTH BROOKS</b>	PEARL 213 (25.98 CD/DVD) +	The Ultimate Hits		2
5	6	2	<b>EAGLES</b>	ERC 4500 EX (14.98)	Long Road Out Of Eden		2
6	14	11	<b>SOUNDTRACK</b>	WALT DISNEY 000651 (18.98)	High School Musical 2		2
7	9	5	<b>CARRIE UNDERWOOD</b>	ARISTA/ARISTA NASHVILLE 11221/RMG/SBN (18.98)	Carnival Ride		1
8	3	2	<b>CELINE DION</b>	COLUMBIA 08114/SONY MUSIC (18.98) +	Taking Chances		3
9	10	4	<b>CHRIS BROWN</b>	JIVE 12049/ZOMBA (18.98) +	Exclusive		4
10	10	4	<b>JORDIN SPARKS</b>	JIVE 12049/ZOMBA (18.98) +	Jordin Sparks		10
11	NEW	1	<b>KEITH URBAN</b>	CAPITOL NASHVILLE 07685 (18.98) +	Greatest Hits		11
12	15	20	<b>MILEY CYRUS</b>	WALT DISNEY/HOLLYWOOD 000465 (23.98)	Hannah Montana 2 (Soundtrack)/Meet Miley Cyrus		2
13	16	8	<b>TAYLOR SWIFT</b>	BIG MACHINE 120702 (18.98) +	Taylor Swift		1
14	8	1	<b>JAY-Z</b>	ROC-A-FELLA DEF JAM 010229/IDJMG (13.98)	American Gangster		1
15	NEW	1	<b>MERCYME</b>	INO/COLUMBIA 12573 SONY MUSIC (15.98) +	All That Is Within Me		15
16	7	2	<b>LED ZEPPELIN</b>	SWAN SONG 313148 ATLANTIC (19.98) +	Motherhip		1
17	NEW	1	<b>ONEREPUBLIC</b>	MOSLEY INTERSCOPE 010286 IGA (13.98)	Dreaming Out Loud		1
18	15	19	<b>COLBIE CAILLAT</b>	UNIVERSAL REPUBLIC 009219 UMRG (10.98)	Coco		1
19	18	15	<b>BEYONCE</b>	COLUMBIA 80920*/SONY MUSIC (18.98)	B'Day		3
20	21	17	<b>RASCAL FLATTS</b>	LYRIC STREET 000384 HOLLYWOOD (18.98)	Still Feels Good		1
21	19	28	<b>MANNHEIM STEAMROLLER</b>	AMERICAN GRAMAPHONE 1227 (19.98)	Christmas Song		1
22	11	2	<b>DANE COOK</b>	ROUGH AROUND THE EDGES: LIVE FROM MADISON SQUARE GARDEN (COMEDY CENTRAL 0051 (16.98 CD/DVD) +	Dane Cook		1
23	20	12	<b>REBA MCENTIRE</b>	MCA NASHVILLE 008903/UMGN (13.98)	Reba Duets		1
24	31	32	<b>JONAS BROTHERS</b>	HOLLYWOOD 000282 (18.98) +	Jonas Brothers		1
25	22	13	<b>SUGARLAND</b>	MERCURY (NASHVILLE) 007411/UMGN (13.98)	Enjoy The Ride		4

## VIDEO CHANNELS

**MTV**  
Sr. VP/Music & Talent: Amy Doyle  
VP/Music & Talent: Peter Baron  
Viacom 212-258-8000

TW	LW			
1	1	Timbaland, Apologize	8	11
2	2	Paramore, CrushCrushCrush	8	11
3	3	Alicia Keys, No One	8	11
4	4	Rilo Kiley, Silver Lining	7	0
5	5	Keyshia Cole, Shoulda Let You Go	6	4
6	6	Fergie, Clumsy	6	5
7	7	Wyclef Jean, Sweetest Girl (Dollar Bill)	6	5
8	8	Linkin Park, Shadow Of The Day	6	9
9	9	Jay-Z, Blue Magic	6	10
10	10	Foo Fighters, Long Road To Ruin	6	11
11	11	Flo Rida, Low	4	1
12	12	Lupe Fiasco, Superstar	4	1
13	13	Daughtry, Over You	4	1
14	14	Baby Bash Feat. T-Pain, Cyclone	4	5
15	15	Sen Tanian, Empty Walls	3	0
16	16	T.I. Bring 'Em Out	3	1
17	17	The Colorist, What It Is	3	1
18	18	Regina Spektor, Better	3	1
19	19	Boys Like Girls, Hero/Heroine	3	3
20	20	Common, I Want You	3	3
21	21	Mary J. Blige, Just Fine	3	3
22	22	Good Charlotte, I Don't Wanna Be In Love	3	5
23	23	Playaz Circle Feat. Lil Wayne, Outfit Bag	3	5
24	24	Li Mama, Tour Bus (G Slide)	3	5
25	25	Duran Duran, Falling Down	3	5
26	26	Fall Out Boy, I'm Like A Lawyer (Me & You)	3	9
27	27	Finger Eleven, Paralyzer	2	2
28	28	Ashley Tisdale, He Said, She Said	2	5
29	29	DJ Khaled, I'm So Hood	2	5
30	30	Phish, All Around Me	2	6

**VH1**  
Exec. VP/Talent & Music: Rick Kim  
Sr. VP/Music & Talent: Bruce Gilmer  
VP/Music & Talent: Sandy Alouette  
Viacom 212-258-7800

TW	LW			
1	1	Timbaland, Apologize	24	19
2	2	Alicia Keys, No One	23	21
3	3	Rihanna, Hate That I Love You	20	17
4	4	Fergie, Clumsy	19	19
5	5	Good Charlotte, I Don't Wanna Be In Love	19	16
6	6	Daughtry, Over You	18	21
7	7	Colbie Caillat, Bubbly	18	25
8	8	Pink Feat. Missy Elliott, Dear Mr. President	17	17
9	9	Santana, Into The Night	17	16
10	10	Bon Jovi, Lost Highway	17	17
11	11	Natasha Bedingfield, Love Like This	16	16
12	12	Maroon 5, Wake Up Call	16	21
13	13	Charlotte, I Don't Wanna Be In Love	16	17
14	14	Finger Eleven, Paralyzer	15	17
15	15	Mary J. Blige, Just Fine	14	11
16	16	Feist, 1234	14	12
17	17	Fall Out Boy, I'm Like A Lawyer (Me & You)	12	8
18	18	Regina Spektor, Better	12	8
19	19	Kanye West, Good Life	12	11
20	20	Ingrid Michaelson, The Way I Am	11	12
21	21	Wyclef Jean, Sweetest Girl (Dollar Bill)	11	5
22	22	Joe Jonas Feat. Lil Wayne & Nicki Minaj, Sweetest	10	8
23	23	Foo Fighters, The Painter	10	9
24	24	Kanye West, Same Mistake	10	9
25	25	Maroon 5, Wake Up Call	10	9
26	26	Duran Duran, Falling Down	10	11
27	27	Sara Evans, As If	10	11
28	28	Common, I Want You	9	0
29	29	Bo Bice, Witness	9	7
30	30	Mani, White Lies	8	7
31	31	Christy Michelle, Best Of Me	6	9

## STREAMS

**AOL**  
Song On Demand  
Pete Schaecke  
212-652-6400

TW	LW			
1	1	Alicia Keys, No One	23,441	28,212
2	2	Flo Rida, Low	19,628	15,203
3	3	Alicia Keys, As I Am	17,999	22,467
4	4	Fergie, Clumsy	17,847	20,015
5	5	Britney Spears, Me Against The Music	17,489	16,060
6	6	Sean Kingston, Beautiful Girls	16,302	17,666
7	7	Jordin Sparks, Tattoo	15,795	13,750
8	8	Colbie Caillat, Bubbly	14,558	13,536
9	9	Akon, Sorry, Blame It On Me	14,261	15,676
10	10	Rihanna, Hate That I Love You	13,557	15,229
11	11	Kanye West, Good Life	12,569	14,162
12	12	Chris Brown, Kiss Kiss	12,364	13,728
13	13	Pearl Jam, Better	12,087	6,327
14	14	Taylor Swift, Teardrops On My Guitar	11,939	12,171
15	15	T-Pain, Ruler Pimpin'	11,001	13,075
16	16	Chris Brown, Wall To Wall	10,792	11,836
17	17	Avril Lavigne, Girlfriend	10,504	10,236
18	18	Fall Out Boy, Thanks F.R.I. Mmm	10,109	11,233
19	19	Fall Out Boy, Dance Dance Dance	9,951	12,128
20	20	Silversun Pickups, Lazy Eye	9,554	11,730

**YAHOO! MUSIC**  
Video Streams  
John Lenac  
310-526-4300

TW	LW			
1	1	Bevonce, Crazy In Love	380,974	5,671
2	2	Alicia Keys, No One	280,216	189,794
3	3	Akon, Sorry, Blame It On Me	178,727	176,035
4	4	Rihanna, The Way I Are	178,032	175,762
5	5	Avril Lavigne, Girlfriend	177,392	183,565
6	6	Souja Boy Tell'em, Crank That (Souja Boy)	176,187	139,283
7	7	Rihanna, Beautiful Girls	167,891	174,866
8	8	Space Girls, Headlines	159,566	242,232
9	9	Avril Lavigne, When You're Gone	157,325	154,941
10	10	Fergie, Big Girls Don't Cry	154,671	159,306
11	11	Chris Brown, Kiss Kiss	153,681	137,305
12	12	Sean Kingston, Beautiful Girls	152,677	160,965
13	13	50 Cent, Shut Up	147,798	83,458
14	14	Rihanna, Shut Up And Drive	143,434	185,370
15	15	Bevonce & Shakira, Stronger	138,138	146,616
16	16	Kanye West, Good Life	133,695	130,790
17	17	Ciara Feat. 50 Cent, Can't Leave This Way	132,348	127,647
18	18	Justin Timberlake, LoveStoned	131,181	137,306
19	19	50 Cent, Ayo Technology	123,785	115,989
20	20	J. Holiday, Bed	119,237	101,058

## Billboard HOT DIGITAL SONGS

THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE	ARTIST (IMPRINT / PROMOTION LABEL)
1	1	1	<b>#1 NO ONE</b>	ALICIA KEYS (MBK/J/RMG)
2	2	3	<b>LOW</b>	FLO RIDA FEAT. T-PAIN (P&G/BOY/ATLANTIC)
3	3	4	<b>APOLOGIZE</b>	TIMBALAND FEAT. ONE REPUBLIC (MOSLEY/BLACKGROUND/INTERSCOPE)
4	4	6	<b>KISS KISS</b>	CHRIS BROWN FEAT. T-PAIN (JIVE/ZOMBA)
5	5	20	<b>CRANK THAT (SOULJA BOY)</b>	SOULJA BOY TELL'EM (COLLIPARK/INTERSCOPE)
6	6	6	<b>CLUMSY</b>	FERGIE (WILLIAMS/AM&M/INTERSCOPE)
7	7	39	<b>BUBBLY</b>	COLBIE CAILLAT (UNIVERSAL REPUBLIC)
8	12	9	<b>TATTOO</b>	JORDIN SPARKS (JIVE/ZOMBA)
9	8	20	<b>PARALYZER</b>	FINGER ELEVEN (WIND-UP)
10	9	28	<b>CYCLONE</b>	SEAN KINGSTON FEAT. T-PAIN (ARISTA/RMG)
11	10	12	<b>HOW FAR WE'VE COME</b>	MATCHBOX TWENTY (MELISSA/ATLANTIC)
12	11	18	<b>STRONGER</b>	KANYE WEST (ROC-A-FELLA/DEF JAM/IDJMG)
13	14	33	<b>I DON'T WANNA BE IN LOVE (DANCE FLOOR ANTHEM)</b>	GOOD CHARLOTTE (DAYLIGHT/EPIC)
14	13	6	<b>LOVE LIKE THIS</b>	NATASHA BEDINGFIELD FEAT. SEAN KINGSTON (PHONOGENIC/EPIC)
15	20	11	<b>HATE THAT I LOVE YOU</b>	RIHANNA FEAT. NE-YO (SRP/DEF JAM/IDJMG)
16	23	4	<b>TAKE YOU THERE</b>	SEAN KINGSTON (BELUGA HEIGHTS EPIC)
17	27	14	<b>SWEETEST GIRL (DOLLAR BILL)</b>	WYCLEF JEAN FEAT. AKON, LIL WAYNE & NIA (COLUMBIA)
18	19	11	<b>GOOD LIFE</b>	KANYE WEST FEAT. T-PAIN (ROC-A-FELLA/DEF JAM/IDJMG)
19	17	8	<b>INTO THE NIGHT</b>	SANTANA FEAT. CHAD KROEGER (ARISTA/RMG)
20	22	9	<b>OUR SONG</b>	TAYLOR SWIFT (BIG MACHINE)
21	24	25	<b>THE WAY I ARE</b>	TIMBALAND FEAT. KERI HILSON (MOSLEY/BLACKGROUND/INTERSCOPE)
22	21	8	<b>I'M SO HOOD</b>	DJ KHALED (TERROR SQUAD/KOCH)
23	32	14	<b>OVER YOU</b>	DAUGHTRY (RCR/RMG)
24	33	11	<b>ALL I WANT FOR CHRISTMAS IS YOU</b>	MARIAH CAREY (COLUMBIA)
25	28	35	<b>ROCKSTAR</b>	NICKELBACK (ROADRUNNER/ATLANTIC/LAVA)

THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE	ARTIST (IMPRINT / PROMOTION LABEL)
26	31	32	<b>BIG GIRLS DON'T CRY</b>	FERGIE (WILLIAMS/AM&M/INTERSCOPE)
27	16	9	<b>GIMME MORE</b>	BRITNEY SPEARS (JIVE/ZOMBA)
28	34	6	<b>HYPNOTIZED</b>	PLIES FEAT. AKON (BIG GATES/SLIP-N-SLIDE/ATLANTIC)
29	15	3	<b>WALL TO WALL</b>	CHRIS BROWN (JIVE/ZOMBA)
30	25	3	<b>MUSIC IS MY HOT HOT SEX</b>	CSS (SUB POP)
31	29	7	<b>STAY</b>	SUGARLAND (MERCURY (NASHVILLE))
32	18	3	<b>GET BUCK IN HERE</b>	DI FELLA FEAT. DIDDY, AKON, LUDACRIS & LIL JON (ISLAND URBAN/IDJMG)
33	26	2	<b>TAKING CHANCES</b>	CELINE DION (COLUMBIA)
34	33	15	<b>WAKE UP CALL</b>	MARON 5 (A&M/OCTONE/INTERSCOPE)
35	45	2	<b>JUST FINE</b>	MARY J. BLIGE (MATRIX/ARCH/GEFFEN)
36	35	16	<b>AYO TECHNOLOGY</b>	50 CENT FEAT. JUSTIN TIMBERLAKE & TIMBALAND (SHADY/AFTERMATH/INTERSCOPE)
37	38	20	<b>MISERY BUSINESS</b>	PARAMORE (FUELED BY RAMEN/ATLANTIC/LAVA)
38	50	9	<b>DUFFEL BAG BOY</b>	PLAYAZ CIRCLE FEAT. LIL WAYNE (DTP/DEF JAM/IDJMG)
39	62	16	<b>S.O.S.</b>	JONAS BROTHERS (HOLLYWOOD)
40	36	13	<b>SO SMALL</b>	CARRIE UNDERWOOD (ARISTA/ARISTA NASHVILLE)
41	40	4	<b>PIECE OF ME</b>	BRITNEY SPEARS (JIVE/ZOMBA)
42	1	1	<b>MISTLETOE</b>	COLBIE CAILLAT (UNIVERSAL REPUBLIC)
43	60	2	<b>SHADOW OF THE DAY</b>	LINKIN PARK (WARNER BROS.)
44	54	27	<b>UMBRELLA</b>	RIHANNA FEAT. JAY-Z (SRP/DEF JAM/IDJMG)
45	43	8	<b>SHAWTY IS DA SH! (10)</b>	THE-DREAM (DEF JAM/IDJMG)
46	44	34	<b>HEY THERE DELILAH</b>	PLAIN WHITE T'S (FEARLESS/HOLLYWOOD)
47	55	8	<b>SOULJA GIRL</b>	SOULJA BOY TELL'EM FEAT. T-PAIN (COLLIPARK/INTERSCOPE)
48	61	31	<b>TEARDROPS ON MY GUITAR</b>	TAYLOR SWIFT (BIG MACHINE)
49	37	2	<b>LIKE YOU'LL NEVER SEE ME AGAIN</b>	ALICIA KEYS (MBK/J/RMG)
50	30	2	<b>STAIRWAY TO HEAVEN</b>	LED ZEPPELIN (SWAN SONG/ATLANTIC)

**BET**  
VP/Music Prog: Stephen Hill  
MD: Kelly S  
Viacom 212-975-4055

TW	LW			
1	1	Keyshia Cole, Slay	15	20
2	2	Jay-Z, Roc-A-Fella (And The Winner Is...)	15	20
3	3	Bow Wow & Omarion, Girlfriend	13	10
4	4	Souja Boy Tell'Em, Souja Girl	13	14
5	5	The-Dream, Shady's A 10	13	15
6	6	Alicia Keys, No One	12	18
7	7	Mary J. Blige, Just Fine	12	18
8	8	Pliers, Hypnotized	10	13
9	9	Trey Songz, Can't Help But Want	9	11
10	10	Brickman, Pop Bottles	8	7
11	11	Rihanna, Hate That I Love You	8	7
12	12	Cassidy, My Drink N My 2 Step	7	11
13	13	Chingy, Fly Like Me	5	0
14	14	Alicia Keys, Like A Prayer (Never See Me)	5	7
15	15	Common, I Want You	5	7
16	16	Omarion, Cut Off Time	4	3
17	17	Vicke Winsans, Special Day	4	3
18	18	Kanye West, Good Life	4	3
19	19	Playaz Circle, Duffie Bag Boy	4	5
20	20	Bevonce, Crazy In Love	3	0
21	21	Lupe Fiasco, Superstar	3	1
22	22	Flo Rida Feat. T-Pain, Low	3	1
23	23	J. Holiday, Sufferin'	3	1
24	24	Keith Urban, I Told You So	3	1
25	25	Chris Brown, Kiss Kiss	3	1
26	26	Diddy, Last Night	3	1
27	27	Bevonce, Hows & All	2	0
28	28	Con Funk Shun, Chase Me	2	0
29	29	Johnny Gill & Coco, Fire & Desire	2	0
30	30	Fabulous, Into You	2	0

**Great American Country**  
MD: Tony Trovato  
Scripps 615-321-7525

TW	LW			
1	1	Garth Brooks, More Than A Memory	29	28
2	2	Sara Evans, As If	22	26
3	3	Carrie Underwood, So Small	22	26
4	4	Kenny Chesney, Don't Blink	22	26
5	5			

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## OPPORTUNITIES

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EOE



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## CHR/TOP 40

THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE ARTIST	NIELSEN BDS CERTIFICATIONS	HITPREDICTOR STATUS	IMPRINT / PROMOTION LABEL
1	1	11	11 APOLOGIZE TIMBALAND FEATURING ONEREPUBLIC	NO. 1(4 WKS)	11 ☆	MOSLEY/BLACKGROUND/INTERSCOPE
2	2	11	11 BUBBLY COLBIE CAILLAT	11 ☆	11 ☆	UNIVERSAL REPUBLIC
3	3	12	11 HATE THAT I LOVE YOU RIHANNA FEATURING NE-YO	11 ☆	11 ☆	SRP/DEF JAM/DJMG
4	5	17	11 OVER YOU DAUGHTRY	11 ☆	11 ☆	RCA/RMG
5	7	14	11 PARALYZER FINGER ELEVEN	11 ☆	11 ☆	WIND-UP
6	9	5	11 NO ONE ALICIA KEYS	MOST INCREASED PLAYS	11	MBK/J/RMG
7	4	18	11 STRONGER KANYE WEST	11 ☆	11 ☆	ROC-A-FELLA/DEF JAM/DJMG
8	6	24	11 THE WAY I ARE TIMBALAND FEATURING KERI HILSON	11 ☆	11 ☆	MOSLEY/BLACKGROUND/INTERSCOPE
9	8	8	11 CLUMSY FERGIE	11 ☆	11 ☆	WILL.I.AM/A&M/INTERSCOPE
10	11	6	11 KISS KISS CHRIS BROWN FEATURING T-PAIN	11 ☆	11 ☆	JIVE/ZOMBA

### NO. 1 MOST ADDED

**TEARDROPS ON MY GUITAR** Taylor Swift (BIG MACHINE/UNIVERSAL REPUBLIC)

### NO. 1 MOST INCREASED PLAYS

**NO ONE** Alicia Keys (MBK/J/RMG)

### TOP 5 NEW AND ACTIVE

**WON'T GO HOME WITHOUT YOU** Maroon 5 (A&M/OCTONE/INTERSCOPE)

**HE SAID SHE SAID** Ashley Tisdale (WARNER BROS.)

**SHE SAID, I SAID (TIME WE LET GO)** NLT (T.U.G./Geffen)

**ONE WORD** Elliott Yamin (HICKORY/RED)

**CALLING YOU** Blue October (UNIVERSAL MOTOWN)

COMPLETE CHR/TOP 40 CHART ON PAGE 27

## RHYTHMIC

THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE ARTIST	NIELSEN BDS CERTIFICATIONS	HITPREDICTOR STATUS	IMPRINT / PROMOTION LABEL
1	1	11	11 KISS KISS CHRIS BROWN FEATURING T-PAIN	NO. 1(4 WKS)	11 ☆	JIVE/ZOMBA
2	2	11	11 NO ONE ALICIA KEYS	11 ☆	11 ☆	MBK/J/RMG
3	4	11	11 LOW FLO RIDA FEATURING T-PAIN	MOST INCREASED PLAYS	11	POE BOY/ATLANTIC
4	3	11	11 GOOD LIFE KANYE WEST FEATURING T-PAIN	11 ☆	11 ☆	ROC-A-FELLA/DEF JAM/DJMG
5	8	11	11 HYPNOTIZED PLIES FEATURING AKON	11 ☆	11 ☆	BIG GATES/SLIP-N-SLIDE/ATLANTIC
6	9	8	11 APOLOGIZE TIMBALAND FEATURING ONEREPUBLIC	11 ☆	11 ☆	MOSLEY/BLACKGROUND/INTERSCOPE
7	5	16	11 BABY DON'T GO FABOLOUS FEATURING JERMAINE DUPRI	11 ☆	11 ☆	DESERT STORM/DEF JAM/DJMG
8	6	19	11 CRANK THAT (SOULJA BOY) SOULJA BOY TELL'EM	11 ☆	11 ☆	COLLIPARK/INTERSCOPE
9	7	23	11 CYCLONE BABY BASH FEATURING T-PAIN	11 ☆	11 ☆	ARISTA/RMG
10	10	15	11 BED J. HOLIDAY	11 ☆	11 ☆	MUSIC LINE/CAPITOL

### NO. 1 MOST ADDED

**LIKE YOU'LL NEVER SEE ME AGAIN** Alicia Keys (MBK/J/RMG)

### NO. 1 MOST INCREASED PLAYS

**LOW** Flo Rida Feat. T-Pain (POE BOY/ATLANTIC)

### TOP 5 NEW AND ACTIVE

**LIKE YOU'LL NEVER SEE ME AGAIN** Alicia Keys (MBK/J/RMG)

**SENSUAL SEDUCTION** Snoop Dogg (DOGGYSTYLE/GEFFEN/INTERSCOPE)

**CALABRIA 2008** Enur Feat. Natasja (ULTRA)

**CERTIFIED** Glasses Malone Feat. Akon (CASH MONEY/UNIVERSAL MOTOWN)

**INDEPENDENT** Webbie, Lil' Phat & Lil' Boosie (TRILL/ASYLIUM)

COMPLETE RHYTHMIC CHART ON PAGE 30

## URBAN

THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE ARTIST	NIELSEN BDS CERTIFICATIONS	HITPREDICTOR STATUS	IMPRINT / PROMOTION LABEL
1	2	12	11 KISS KISS CHRIS BROWN FEATURING T-PAIN	NO. 1(1 WK)	11 ☆	JIVE/ZOMBA
2	1	13	11 NO ONE ALICIA KEYS	11 ☆	11 ☆	MBK/J/RMG
3	3	10	11 GOOD LIFE KANYE WEST FEATURING T-PAIN	11 ☆	11 ☆	ROC-A-FELLA/DEF JAM/DJMG
4	5	15	11 CAN'T HELP BUT WAIT TREY SONGZ	11 ☆	11 ☆	SONG BOOK/ATLANTIC
5	4	16	11 DUFFLE BAG BOY PLAYAZ CIRCLE FEATURING LIL WAYNE	11 ☆	11 ☆	DTP/DEF JAM/DJMG
6	6	15	11 I'M SO HOOD DJKHALED FEATURING T-PAIN, TRICK DADDY, RICK ROSS & PLIES	11 ☆	11 ☆	TERROR SQUAD/KOCH
7	7	20	11 SHAWTY IS A 10 THE-DREAM	11 ☆	11 ☆	DEF JAM/DJMG
8	11	9	11 SHOULDA LET YOU GO KEYSHIA COLE INTRODUCING AMINA	11 ☆	11 ☆	IMANI/GEFFEN
9	11	9	11 SOULJA GIRL SOULJA BOY TELL'EM FEATURING T-15	11 ☆	11 ☆	COLLIPARK/INTERSCOPE
10	12	27	11 UNTIL THE END OF TIME JUSTIN TIMBERLAKE DUET WITH BEYONCE	11 ☆	11 ☆	JIVE/ZOMBA

### NO. 1 MOST ADDED

**SENSUAL SEDUCTION** Snoop Dogg (DOGGYSTYLE/GEFFEN)

### NO. 1 MOST INCREASED PLAYS

**FLASHING LIGHTS** Kanye West Feat. Dwele (ROC-A-FELLA/DEF JAM/DJMG)

### TOP 5 NEW AND ACTIVE

**TAKE YOU THERE** Sean Kingston (BELUGA HEIGHTS/EPIC/KOCH)

**IN MY BEDROOM** B5 (BAD BOY/ATLANTIC)

**LET'S VIBE** Yo Gotti (MOUTH OF THE SOUTH/TVT)

**COPS UP** Lyfe Jennings (COLUMBIA)

**GET IT BIG** Trap Starz Klik (UNIVERSAL REPUBLIC)

COMPLETE URBAN CHART ON PAGE 33

## URBAN AC

THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE ARTIST	NIELSEN BDS CERTIFICATIONS	HITPREDICTOR STATUS	IMPRINT / PROMOTION LABEL
1	1	13	11 NO ONE ALICIA KEYS	NO. 1(5 WKS)	11	MBK/J/RMG
2	3	17	11 ANGEL CHAKA KHAN	11 ☆	11 ☆	BURGUNDY/COLUMBIA
3	2	19	11 BABY ANGIE STONE FEATURING BETTY WRIGHT	11 ☆	11 ☆	STAX/CONCORD
4	4	36	11 TEACHME MUSIQ SOULCHILD	11	11	ATLANTIC
5	5	16	11 MY LOVE JOE	11	11	JIVE/ZOMBA
6	6	13	11 UNTIL THE END OF TIME JUSTIN TIMBERLAKE DUET WITH BEYONCE	11	11	JIVE/ZOMBA
7	7	27	11 IF I HAVE MY WAY CHRISSETTE MICHELE	11	11	DEF JAM/DJMG
8	8	33	11 CAN U BELIEVE ROBIN THICKE	11	11	STAR TRAK/INTERSCOPE
9	13	16	11 HEARTBREAKER TANK	MOST INCREASED PLAYS	11	GOOD GAME/BLACKGROUND/UNIVERSAL MOTOWN
10	9	39	11 WHEN I SEE U FANTASIA	11	11	J/RMG

### NO. 1 MOST ADDED

**WOMAN** Raheem Devaughn (JIVE/ZOMBA)

### NO. 1 MOST INCREASED PLAYS

**HEARTBREAKER** Tank (GOOD GAME/BLACKGROUND/UNIVERSAL MOTOWN)

### TOP 5 NEW AND ACTIVE

**GROWN MAN SHH...** Unco Sam (TRILLIUM)

**CAN'T HELP BUT WAIT** Trey Songz (SONG BOOK/ATLANTIC)

**THIS CHRISTMAS** Chris Brown (JIVE/ZOMBA)

**JUST DON'T WANNA KNOW** Marvin Winans (PURESPRINGS GOSPEL)

**BETTERMAN** Musiq Soulchild (ATLANTIC)

COMPLETE URBAN AC CHART ON PAGE 34

## COUNTRY

THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE ARTIST	NIELSEN BDS CERTIFICATIONS	HITPREDICTOR STATUS	IMPRINT / PROMOTION LABEL
1	1	17	11 SO SMALL CARRIE UNDERWOOD	NO. 1(2 WKS)	11 ☆	ARISTA/ARISTA NASHVILLE
2	3	13	11 MORE THAN A MEMORY GARTH BROOKS	11 ☆	11 ☆	PEARL/BIG MACHINE
3	2	14	11 DON'T BLINK KENNY CHESNEY	11 ☆	11 ☆	BNA
4	5	16	11 HOW 'BOUT THEM COWGIRLS GEORGE STRAIT	11 ☆	11 ☆	MCA NASHVILLE
5	7	22	11 FIRECRACKER JOSH TURNER	11 ☆	11 ☆	MCA NASHVILLE
6	6	39	11 LIVIN' OUR LOVE SONG JASON MICHAEL CARROLL	11 ☆	11 ☆	ARISTA NASHVILLE
7	9	15	11 OUR SONG TAYLOR SWIFT	11 ☆	11 ☆	BIG MACHINE
8	4	27	11 FREE AND EASY (DOWN THE ROAD I GO) DIERKS BENTLEY	11 ☆	11 ☆	CAPITOL NASHVILLE
9	8	36	11 FALL CLAY WALKER	11 ☆	11 ☆	ASYLIUM-CURB
10	10	19	11 WHAT DO YA THINK ABOUT THAT MONTGOMERY GENTRY	11 ☆	11 ☆	COLUMBIA

### NO. 1 MOST ADDED

**SUSPICIONS** Tim McGraw (CURB)

### NO. 1 MOST INCREASED AUDIENCE

**SMALL TOWN SOUTHERN MAN** Alan Jackson (ARISTA NASHVILLE)

### TOP 5 NEW AND ACTIVE

**TIL I WAS A DADDY TOO** Tracy Lawrence (ROCKY COMFORT/COS)

**GIRL NEXT DOOR** Cole Deggs & The Lonesome (COLUMBIA)

**LET IT SNOW, LET IT SNOW, LET IT SNOW** Toby Keith (SHOW DOG NASHVILLE)

**ROCKIN' AROUND THE CHRISTMAS TREE** Toby Keith (SHOW DOG NASHVILLE)

**IRREPLACEABLE** Sugarland & Beyonce (AMA)

COMPLETE COUNTRY CHART ON PAGE 41

## AC

THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE ARTIST	NIELSEN BDS CERTIFICATIONS	HITPREDICTOR STATUS	IMPRINT / PROMOTION LABEL
1	1	22	11 BIG GIRLS DON'T CRY FERGIE	NO. 1(6 WKS)	11 ☆	WILL.I.AM/A&M/INTERSCOPE
2	2	29	11 HOME DAUGHTRY	11 ☆	11 ☆	RCA/RMG
3	3	17	11 BUBBLY COLBIE CAILLAT	11 ☆	11 ☆	UNIVERSAL REPUBLIC
4	4	20	11 HEY THERE DELILAH PLAIN WHITE T'S	11 ☆	11 ☆	FEARLESS/HOLLYWOOD
5	5	21	11 WAIT FOR YOU ELLIOTT YAMIN	11 ☆	11 ☆	HICKORY/RED
6	6	32	11 THE SWEET ESCAPE GWEN STEFANI FEATURING AKON	11 ☆	11 ☆	INTERSCOPE
7	7	24	11 (YOU WANT TO) MAKE A MEMORY BON JOVI	11 ☆	11 ☆	MERCURY/ISLAND/DJMG
8	8	32	11 BEFORE HE CHEATS CARRIE UNDERWOOD	11 ☆	11 ☆	ARISTA/ARISTA NASHVILLE/RMG
9	9	35	11 EVERYTHING MICHAEL BUBLE	11 ☆	11 ☆	1/3/REPRISE
10	22	2	11 FROSTY THE SNOWMAN KIMBERLEY LOCKE	AIRPOWER/MOST INCREASED PLAYS/MOST ADDED	11	CURB/REPRISE

### NO. 1 MOST ADDED

**FROSTY THE SNOWMAN** Kimberley Locke (CURB/REPRISE)

### NO. 1 MOST INCREASED PLAYS

**FROSTY THE SNOWMAN** Kimberley Locke (CURB/REPRISE)

### TOP 5 NEW AND ACTIVE

**NOT MY PROBLEM** Dana Parish (COMBUSTION)

**CHRISTMAS DAY** Michael W. Smith Feat. Mandisa (REUNION/PLG)

**WHITE CHRISTMAS** Dave Koz Feat. Kelly Sweet (CAPITOL)

**MISTLETOE** Colbie Caillat (UNIVERSAL REPUBLIC)

**HAVE YOURSELF A MERRY LITTLE CHRISTMAS** Kelly Sweet (RAZOR & TIE)

COMPLETE AC CHART ON PAGE 44

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Radio's golden era first inspired multimedia personality to 'entertain, excite imagination and connect'

# Glenn Beck

By Erica Farber

**g**lenn Beck does it all. His syndicated radio talk show, heard daily on 267 stations and XM Satellite Radio, ranks third in the nation among persons 25-54. He hosts a daily TV show on CNN Headline News, publishes books and a magazine, tours and runs a successful Web site. Yet despite his multimedia penetration, he strongly believes radio is the most powerful.

**Becoming interested in radio:** I was 7 years old and my mother said, "Turn off the TV and go outside." I smart-mouthed back at her: "When you were a kid you watched TV." She said, "No, I didn't have a TV," and explained how grandpa had this radio they would listen to. On my 8th birthday she gave me a record set, "The Golden Years of Radio." I listened to Jack Benny, Bob Hope, Fibber McGee & Molly, "The Shadow" and Orson Welles and I knew radio [was] what I wanted to do.

**First job:** At 13 I was hired to do weekends and top-of-the-hour news updates at KPUY in Puwalla, Wash. I was a disc jockey, and I was horrendous. When I was 15, I was on the air at KUBE/Seattle. When I graduated from high school, First Media transferred me to K96/Salt Lake City [KAYK], where I did nights, and then to WPGC/Washington.

**Becoming interested in talk:** I lost interest in music. I was 30 and had become clean and sober. Nobody would work with me because I was a jerk. I was going to get out of radio, and then Phil Boyce called and asked me to fill in one night on WABC. I immediately knew I had been in the wrong format my whole life. I had several high-level executives tell me I would be horrible at talk, and [Clear Channel's] Gabe Hobbs thought the opposite. In 2000, I went down to WFLA/Tampa. I remember our first book—we rocketed from 18 to 21st, but by the end of the year I was No. 1.

**Going national:** I had been on the air for 18 months, and Premiere called and said they wanted to do a show. We were supposed to start in January 2002 and then Sept. 11 happened. [Clear Channel Radio CEO] Randy Michaels put me

on the Friday after Sept. 11. It has been just incredible. I just celebrated my 30th year in broadcasting, and my company threw me a party at the Rainbow Room where Jack Benny and Bob Hope used to come after their radio broadcast. I'm keeping a journal every day. I am so blessed.

**Describe your show:** Everybody says in talk radio you have to be all about politics. My theory is people are not that one-dimensional. My show was designed after sitting down and watching my family at the Thanksgiving table—we were yelling at each other about politics, we were laughing, crying, telling stories. That's what I think talk radio needs to be. It needs to be a reflection of whatever is going on, and more importantly, be true to itself and true to the host.

**TV vs. radio:** TV is a kingmaker. It is nothing but image. Radio is the most powerful medium. It is the only one that can reach into the minds and hearts of people. I am so tired of being in an



industry where we allow ourselves to be the ugly stepchild. Nobody got into the business to increase shareholder value. They got in to entertain, to excite imagination, to connect. And when you connect, you have tons of success—for you, the stations and the advertisers.

**Describe a typical day:** I usually leave my house at 6 a.m. and on the way in to the office I answer e-mail. At 7, I meet with my TV producers and writers, dictate the monologues and set the table for the TV show. At 8, I switch over to radio and work with my producers on what's coming up. We do the show from 9 to noon. At noon, I'll cut commercials or do client meetings. I walk to the Time Warner Center between 12:30 and 1 p.m., where I meet with my magazine people. Right now I'm focused on my stage shows and we're launching a new book. I work on those until about 1:30 and meet with my business partner on any other things. I go back into TV meetings by 2 and meet with my producers on the guests we have and the questions I want to ask them. I go down to the set around 3-3:30 and shoot the show and other things until about 5-5:30. Then I finish any other business I have. Most times it gets me out around 6 p.m.

**Biggest challenge:** To not lose sight of what's important. My children and my wife are not notes in a journal. When I'm home and on the weekends, I don't do business, answer e-mails or answer the phone.

**State of radio:** If I were on the side of the glass that was playing music, I'd be nervous. Since I'm on the side of the glass that's connecting with listeners and helping listeners connect with advertisers, I think the state of radio has never been stronger.

**Most influential individual:** Michael O'Shea, my GM at KUBE. The last thing he said to me when I was transferred was, "Nobody in this industry teaches because they're all so afraid of guarding their own place. If you ever get into a position to teach, pass this on as a favor to me," and I've tried to do that every step of the way.

**Career highlight:** In 2003 XM allowed me to recreate "The War of the Worlds." We did it exactly the way Orson Welles did in 1939 and did it all live. It gave me real perspective of the talent those pioneers must have had, and it was also a thank you to my mom for showing me the magic and the power of radio.

**Advice for broadcasters:** I don't have any. Just revel in the fact we don't have real jobs, and stop making it one.

**'My show was designed after sitting down and watching my family at the Thanksgiving table—we were yelling at each other about politics, we were laughing, crying, telling stories.'** —Glenn Beck

## Liner Notes

**Profile:** Glenn Beck

**Title:** Multimedia personality

**Favorite radio format:** Talk

**Favorite TV show:** "The Office"

**Favorite song:** "Anything by Michael Bublé."

**Favorite movie:** "My Favorite Year"

**Favorite book:** "'An Inconvenient Book' [by Glenn Beck], available soon in bookstores everywhere."

**Favorite restaurant:** "Louie's Lunch, the place that invented the hamburger in downtown New Haven, Conn."

**Beverage of choice:** "Used to be Jack and Coke, now it's Coke Zero."

**Hobbies:** "Playing with my kids."

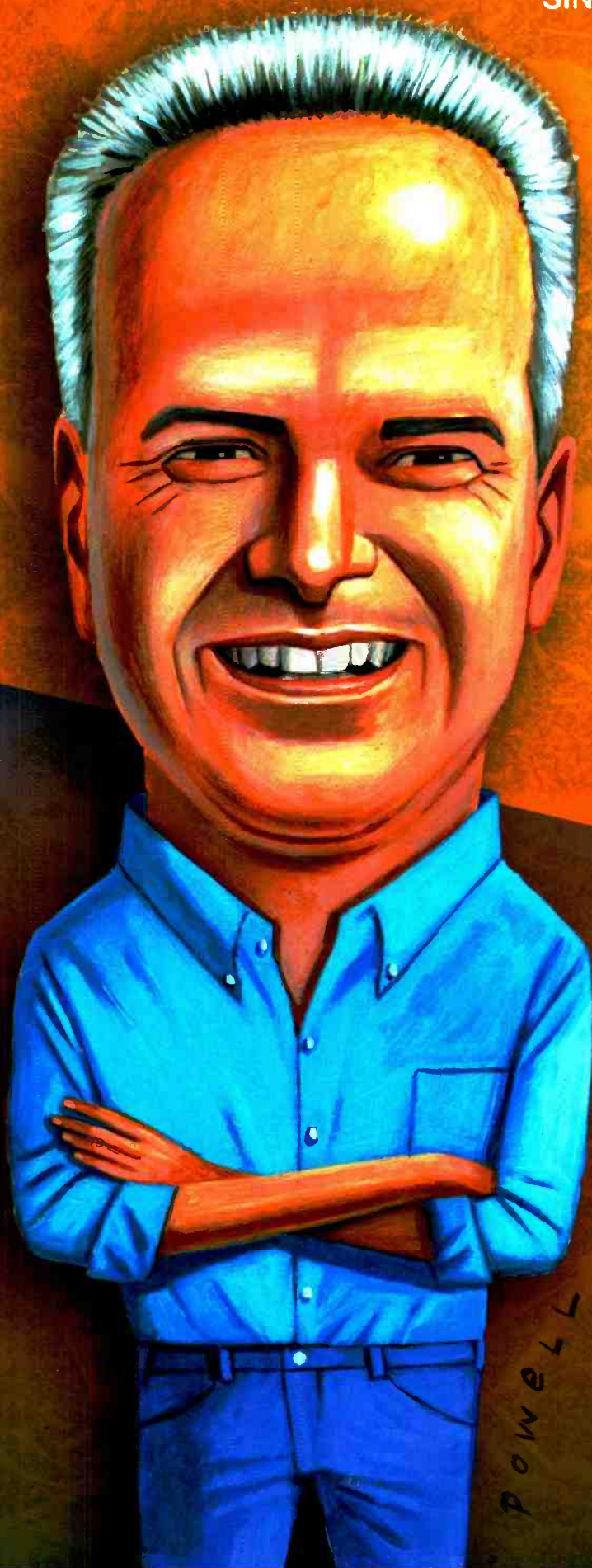
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REAL-WORLD EXPERIENCE AND EXCLUSIVE RESEARCH KNOW-HOW: DON LONDON TAKES HIS PLACE IN THE BDS HALL OF FAME.



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## DON LONDON

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**Don London:** A 14-year Entercom veteran, Don is currently VP/Operations for WPTF-FM, WVKL-FM, WWDE-FM, and WNVZ-FM Norfolk, VA.



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