

Toby Keith Declares Independence

Toby Keith shoots to the top of R&R's Country chart this week with "Courtesy of the Red, White & Blue (The Angry American)," the first single from his forthcoming DreamWorks album *Unleashed*.

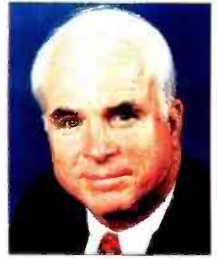
Probably not coincidentally, Keith's song topped the chart the airplay week of Independence Day.



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Industry Sounds Off On Radio Tax

A proposal to tax broadcasters with spectrum fees and require them to provide political candidates with airtime may soon be making its way through Congress. R&R spoke with the bill's supporters (including Sen. John McCain, pictured) and its detractors this week. The story begins on Page 1.



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7/16

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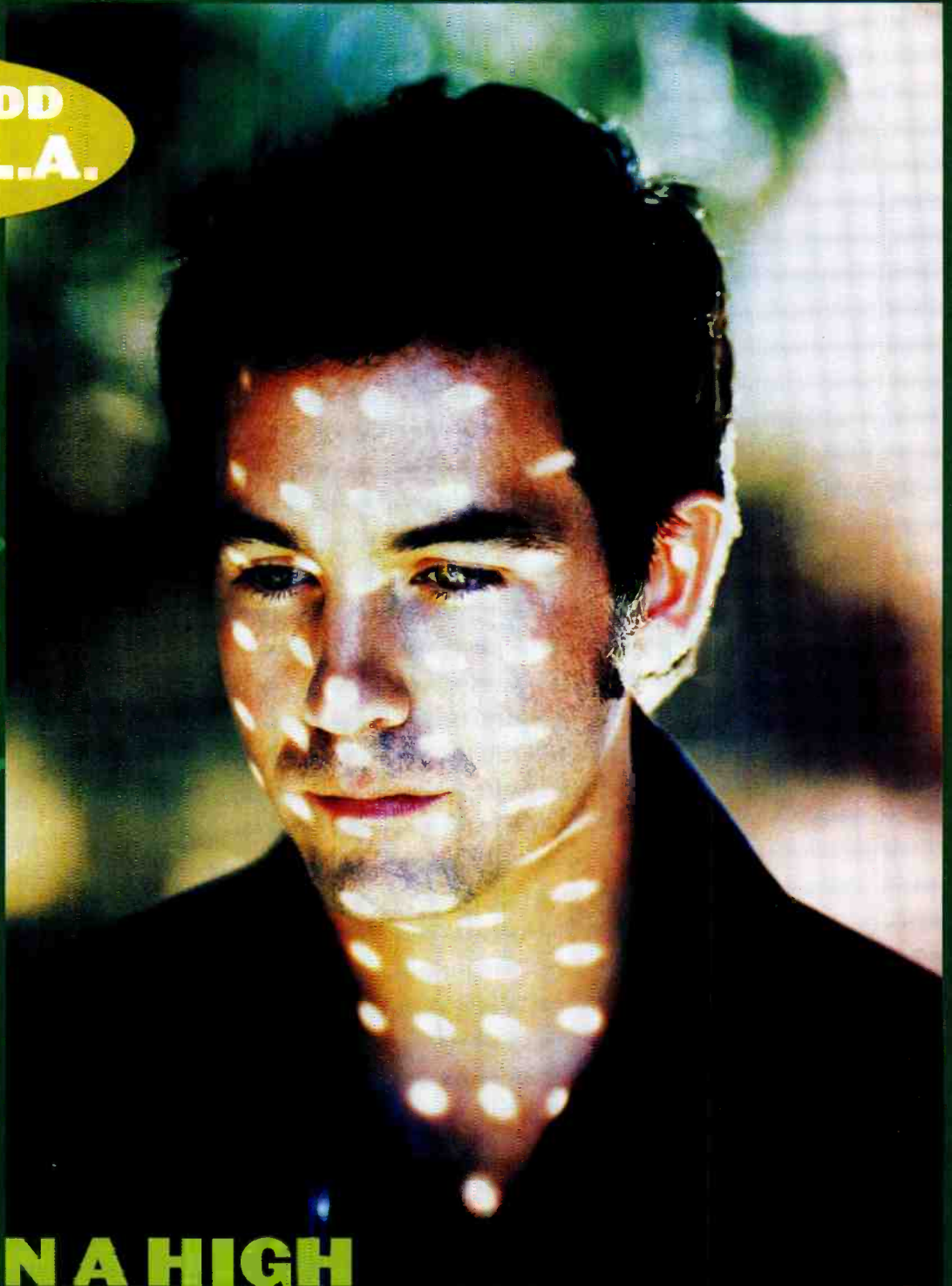
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John Parikh returns to R&R this week with the third installment of his series on the Four Pillars of Radio Success. In this segment John points out that radio formats, while making our lives easier, don't simply have to be "containers of content," as the radio and record industries view them. Indeed, formats can be technological advances, such as the CD, satellite radio or .JPG files. John brings out the essence of a format in this column. Our Management, Marketing & Sales section also features essays from John Lund ("Marketing on a Budget") and Dan Michaels ("When Promotions Go Wrong"). We also have another installment of our Countdown to the People Meter series.

Pages 7-9

THE RADIO & RECORD CONUNDRUM

Two of our format editors present thoughtful pieces on the current relationship between the radio and record industries. Tony Novia and Kashon Powell recently visited with high-level record executives, and this week they report back on the eye-opening discussions they had. These columns are not to be missed!

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IN THE NEWS

- Keith Hastings becomes PD for WAAF/Boston
- John Michael appointed PD for WAQZ/Cincinnati
- KQSR/Oklahoma City flips to "The Buzz"

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THIS #1 WEEK

CHR/POP

- NELLY Hot In Herre (Fo' Reel/Universal)

CHR/RHYTHMIC

- NELLY Hot In Herre (Fo' Reel/Universal)

URBAN

- NELLY Hot In Herre (Fo' Reel/Universal)

URBAN AC

- JAHEIM Anything (Divine Mill/WB)

COUNTRY

- TOBY KEITH Courtesy Of The Red... (DreamWorks)

AC

- CELINE DION A New Day Has Come (Epic)

HOT AC

- SHERYL CROW Soak Up The Sun (A&M/Interscope)

SMOOTH JAZZ

- CRAIG CHAQUICO Luminosa (Higher Octave)

ROCK

- KROEGER & SCOTT Hero (Roadrunner/Columbia/DJMG)

ACTIVE ROCK

- PUDDLE OF MUDD Dirt... (Flawless/Geffen/Interscope)

ALTERNATIVE

- RED HOT CHILI PEPPERS By The Way (Warner Bros.)

TRIPLE A

- DAVE MATTHEWS BAND Where Are You Going (RCA)



Wallflowers, Coldplay Set To Headline R&R Triple A Summit

■ Four-day radio conference slated to host nearly 30 music performances in Boulder, CO

Some of the most respected acts in the music industry will be on display next month, when R&R hosts the renowned Triple A Summit, Aug. 14-17 at the Millennium Harvest House Hotel in Boulder, CO.

Among the headliners: The Wallflowers will perform material from their forthcoming album, *Red Letter Days*; Coldplay will appear ahead of their U.S. club tour; Aimee Mann will preview tracks from her forthcoming effort, *Lost in Space*, on her SuperEgo label; and Sonia Dada are kicking off their new release, *...barefootsoul*.



Pictured clockwise from upper left: Aimee Mann, Sonia Dada and Coldplay's Chris Martin.

SUMMIT/See Page 11

Radio Dollars Up 3% In May

BY JEFF GREEN
R&R EXECUTIVE EDITOR
jgreen@radioandrecords.com

Bolstered by an 11% year-to-year surge in national advertising sales and another 1% uptick in local sales, radio revenues for May 2002 were up 3% when measured against the same month a year ago. While local dollars year-to-date remain flat for the second consecutive month, national sales are up 4% for the January-May period — their best position so far in 2002.

Thanks to the growth in national dollars, radio's overall sales profile is ahead 1% year-to-date, giving the industry its first overall positive status since January.

Comparing months on a year-to-year basis, local sales improved for the third consecutive month, while national has seen increases every month in 2002. The 11% increase in national dollars was by far the national category's best performance of

RAB/See Page 11

Revenue: A Month-By-Month Comparison

Here's a snapshot of how radio revenues have fared so far this year compared to the same months in 2001:

Month 2002	Local Revenue	National Revenue	Total Revenue
January	+1%	+2%	+1%
February	-6%	+1%	-5%
March	+1%	+1%	+1%
April	+2%	+6%	+4%
May	+1%	+11%	+3%

Broadcasters, Some Lawmakers Troubled By Free-Airtime Bill

■ Some say proposal would limit free speech, others complain that 1% tax would be too high

BY MOLLY ZIEGLER
R&R WASHINGTON BUREAU
mziegler@radioandrecords.com

When Kentucky radio broadcaster Steve Newberry heard that Sens. John McCain and Russ Feingold hoped to pass legislation requiring him to pay for political candidates' commercials, he wasn't pleased.

"I'm sure they're both fine men, but they're so out of touch with what my world is, in terms of my broadcasting business, that it's almost comical," said Newberry, who is President/CEO of Commonwealth Broadcasting, a 30-station, small-market Appalachian outfit.

The proposed McCain/Feingold legislation hasn't been submitted yet, but the senators outlined its two key mandates at a June 19 press conference. First, broadcasters would pay up to 1% of their gross revenues as a "spectrum usage" tax. These funds would then be distributed to federal candidates and political parties based on how much they had received in



Newberry McCain



Feingold Dickey

contributions. Second, broadcasters would be required to air political interviews, debates and town-hall meetings for two hours a week, half of those in prime-time, in the six weeks leading up to an election.

Also attending the press conference was free-airtime

BILL/See Page 26

Commissioners Reflect On First Year

BY JOE HOWARD
R&R WASHINGTON BUREAU
jhoward@radioandrecords.com

It takes most people some time to learn the ropes of a new job, and the three FCC Commissioners who took office last year — Kathleen Abernathy, Michael Copps and Kevin Martin — are no different.

Abernathy and Copps celebrated their first anniversary May 31, while Martin marked his first year on the job July 3. R&R asked the newest commissioners for their thoughts on this first year, which has challenged them to get up to speed on many issues facing the FCC, including reviews of several media-owner-



Abernathy Copps Martin

ship limits, proposed new EEO rules and the slippery issue of indecency.

Of the last, Abernathy told R&R she finds it amazing that an issue with little economic impact gets so much FCC attention.

COMMISSIONERS/See Page 3



Mays Earns International Esteem

At a recent fund-raising luncheon in New York for the International Radio & Television Society Foundation, Clear Channel Chairman/CEO Lowry Mays received an IRTS Foundation Award saluting his achievements in the media business. The foundation, which helps prepare the next generation of media communicators, also honored NBC Sports President Dick Ebersol and Bradley University's Dr. Paul Gullifor at the luncheon. Mays (l) is pictured with award presenter and ABC news anchor and correspondent Sam Donaldson.

DANIEL - gotta get thru this BEDDINGFIELD

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KRBE/Houston
WBTS/Atlanta
Y100/Miami
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Hastings Appointed PD At WAAF/Boston

Keith Hastings has been named PD of Entercom's Active Rock WAAF/Boston.



Hastings

Hastings, who replaces Dave Douglas, is currently PD of WLZR/Milwaukee and Active Rock Format Specialist for LZR parent company Saga Communications. His last day at LZR

will be July 25.

"Keith brings a great track record to WAAF," station VP/GM Julie Kahn said. "He has consistently been able to mold a Rock format that delivers broad demos. His ear for music is highly regarded, and his abilities to coach talent are evident at every station he manages. Keith is a great competitor, too, driving two direct format competitors out of business during his tenure in Milwaukee. I am fully confident that we will take WAAF to the next level with his leadership."

Hastings told R&R, "I'm very fortunate to be handed the helm of yet another of America's truly great Rock stations, and I'm extremely elated at the golden opportunity to work with the WAAF staff and the entire Entercom organization."

Hastings joined WLZR as PD eight years ago. In 2000 Saga promoted him to Active Rock Format Specialist. He has also programmed WAQY/Springfield, MA.

Dirty Vegas Come Clean



Capitol Records artists Dirty Vegas recently stopped by Music Choice's New York offices to promote their self-titled album. Dirty Vegas, who have garnered multinational attention through exposure on the BBC's Radio One and in Mitsubishi commercials in America, had the highest sales debut in the United States by a U.K. artist since The Spice Girls. Seen here smiling for the camera are (l-r) bandmember Steve Smith, Music Choice representative Seth Neiman and bandmembers Ben Harris and Paul Harris.

Michael Named PD At 'AQZ/Cincinnati

Infinity's Alternative WAQZ/Cincinnati has named John Michael PD. He will replace Rick Jamie, who has exited the station. Michael, who is currently PD of KFMA/Tucson, will start at WAQZ in August and remain KFMA PD while that station looks for a replacement.

"I'm stoked," Michael told R&R. "I'm really excited to join Infinity and put some spank on WAQZ. The signal upgrade went through last week, and we're going to make a run at it. Expect a very focused, fun, energetic radio station that is artist-driven and not chart-driven. It's go-

ing to be a lot of fun to listen to and a lot of fun to work at."

Michael ends a highly successful run at KFMA, with the station within range of being No. 1 12+, according to the latest Arbitrends. He was also part of the station's extremely successful morning show, *John & Frank*. "They're going to improve the show in a lot of ways [after I leave]," Michael said. "The process of building the morning show around Frank will involve more than just replacing me. Frank's a stud, and, once all the pieces are in place, I'm sure it will be just huge."

than I feared," he said. "Indeed, there may not even be a bottom. The industry needs to come together and fix this. Increasingly, the American people demand that it does so."

Underscoring the issue's importance to him, Copps told R&R that his biggest disappointment so far is that he can't get more help from his commission colleagues in fighting indecency on the airwaves.

Another emotionally charged issue the commissioners are facing is the FCC's beleaguered EEO policies, which have twice been remanded by the courts. "I learned more about how important our EEO rules are," Martin said, adding that he was particularly struck by some of the "poignant personal testimony" heard during the FCC's on-banc EEO hearing, where minorities described how the rules helped them enter the broadcasting industry.

"Our EEO rules have been instrumental to their lives and careers," Martin said. However, he also came to understand that compliance can be a "significant burden, particularly on smaller broadcasters."

That may be, but Copps believes "the need for a strong and proactive EEO program has, if anything, increased" in the first year of his tenure. "It is impossible to argue with credibility that women and minorities have enjoyed the same opportunities as others have in these industries," he said. "The trustees of the public airwaves have the obligation to reach out and remedy the problem. The FCC has the obligation to encourage the process."

Abernathy also supports instituting sound EEO policies, but stresses that the commission must draft a framework that will withstand a court challenge. "We think, we believe, we hope, we pray," she said, that this latest proposal will hold up.

Referring to her own corporate background, Abernathy said that the pressures companies face to deliver a healthy bottom line provide another reason for passage of new EEO rules.

She said that, in the current economic environment, if companies are left to perform outreach on their

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Commissioners

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"If you look at the grand scheme of all of the issues that we deal with that have an economic impact on our society, this, frankly, doesn't rise to that huge level," she said. However, Abernathy does understand why so many consumers contact the agency about it. "It goes to the core of how we define ourselves as a society," she said. "People care about it very much."

Abernathy said that, while she knew coming in that indecency enforcement was a hot-button issue, she hadn't appreciated just how emotional and controversial it can be. "You're balancing two values that I don't think anyone would ever diminish: free speech and protecting children," she said.

Broadcast indecency is one issue Copps has made his own, frequently voicing his frustration over the FCC's failure to prosecute cases that he believes merit more attention. In fact, in his first year Copps said he's learned that broadcast indecency is getting worse. "The race to the bottom that I feared is worse

KHBZ Buzzes In On Oklahoma City

Clear Channel flips Soft AC KQSR to 'new rock'

Soft AC KQSR/Oklahoma City flipped on Monday afternoon to "94.7 The Buzz. Oklahoma City's New Rock." The station's new call letters are KHBZ.

Clear Channel/Oklahoma City Director/Programming L.J. Smith tells R&R that the station does not want to categorize its format. "We don't want to say the words *Alternative* or *Active*," he said. "People can determine for themselves what we are. We don't want to be pegged or labeled. We're going to live up to that philosophy on the air and in everything we do. We're just going to play what we want to play. We're a hybrid of The Buzz [KTBB] in Houston and KIOZ/San Diego."

The Buzz will run jockless and without commercials for the next few weeks. "We are going to have a live and local morning show," Smith said. "The MD is Joe Friday. Eventually, the station will have its own PD and airstaff. Until then, there are a lot of great Rock pro-

grammers in Clear Channel, and we're all working on it as a team.

"For so long, [Citadel's crosstown] KATT has been the Rock leader in this town. Four years ago I came to this market as a consultant to do a market study. Even back then I told them the hole was for a more modern, newer, fresher, younger Rock station. When we started analyzing the market again earlier this year, all the Clear Channel gurus came up with the same answer.

"Our goal is to offer OK City something that KATT hasn't offered and probably never will. Does that mean we're going to beat them? Who knows? But it does say that we're going after a segment that's been untapped for many years. In just the first 24 hours the positive response from listeners has been overwhelming. So we're very excited. With such a large college population here, we think this is a natural fit."

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HOW TO REACH US

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FCC OKs Cumulus/WI Deal Over Copps' Protests

By ADAM JACOBSON
R&R RADIO EDITOR
ajacobson@radioandrecords.com

The FCC has approved Cumulus Media's \$6 million acquisition of Green Bay Broadcasting's WDUZ (The Fan) & WQLH (Star 98)/Green Bay, WI, despite the strenuous objections of FCC Commissioner Michael Copps.

The commission last week gave its blessing to the controversial deal, which gives Cumulus four stations in Green Bay. The company has owned WJLW since 1998 and WOGB since 1997. Now that it's acquired WDUZ & WQLH, Cumulus holds a 35% market-revenue share.

Although that's below the FCC threshold for a single owner, problems could have arisen when the Green Bay radio market's other dominant player, Midwest Communications, was considered. Midwest controls 53% of the market's revenues; therefore, Midwest and Cumulus together command more than 87% of

the radio dollars in market No. 185.

That's a violation of FCC rules, which state that a transaction cannot give two entities 70% or more of a market's revenue. But in its approval of the deal, the commission reasoned that three viable competitors for advertising remain in the market.

"We believe that the economic incentives inherent in a fully functioning competitive market are the most effective way to maximize listener benefits," the commission said in its ruling. While Midwest owns four stations in Green Bay, three of them are based in the nearby Appleton-Oshkosh, WI market. One of those

Appleton-Oshkosh stations, WNCY, consistently ranks at or near the top of the Green Bay ratings.

As the lone commission dissenter, Copps questioned whether allowing two owners to control 87% of Green Bay's market revenues is consistent with the public interest. He challenged the other commissioners' logic that said the next-largest operator in the market, which controls just 13% of market revenues, will be a strong competitor.

Copps' opposition to Cumulus' Green Bay buy comes one week after he voiced his disagreement with the FCC's approval of a deal in which Clear Channel agreed to purchase KMJI-FM/Texasarkana, AR-TX from Bunyard Broadcasting. That deal gives Clear Channel control of 57% of market revenues in Texasarkana; the company has eight rated stations in the market.

Database Snafu Leads To FCC Rule Waiver

Commission sets 2002 regulatory fees

By JOE HOWARD
R&R WASHINGTON BUREAU
jhoward@radioandrecords.com

Although FCC rules ordinarily prohibit the filing of major application amendments except during specific filing windows, the commission has allowed Star Development Group to change the proposed frequency for a new AM station in Orlovista, FL from 1120 kHz to 810 kHz.

When Star completed its original application, the FCC's database did not list a pending power-upgrade application for WRMQ/Orlando. Star told the FCC that if it had known about that application, which could block a station at 1120, it would never have applied for the 1120 frequency.

While the FCC has earlier said that

its databases are unofficial, it ruled — in part because its latest Wireless Service database is now the official record for wireless services — that Star will be allowed to alter its application. The commission also noted that it has deleted a rule stating that electronic databases can't be considered official records.

In other news, the FCC has set its regulatory fees for 2002. The fees vary depending on station class and the size of the population served: For example, a class B, C, C1 or C2 FM that serves a population larger than 1 million must pay a \$4,975 fee, while a class A AM that reaches fewer than 20,000 listeners pays \$500. Any party holding a construction permit for a new AM station is responsible for a \$370 fee, and a permit-holder for a new FM station must pay \$1,500. The FCC's complete list of radio fees can be viewed at <http://www.fcc.gov/fees/regfees.html>.

BUSINESS BRIEFS

Fourtou Takes Top Vivendi Post

As expected, Jean-Rene Fourtou has replaced Jean-Marie Messier as Chairman/CEO of Vivendi Universal. Messier resigned on July 1. Fourtou sits on the board of Aventis Pharmaceutical, and the July 3 news of his appointment helped Vivendi Universal stock, which had traded as low as \$13.40 a share, climb back to end the day at \$15.66. By R&R's Tuesday press time Vivendi had rebounded to \$17.60.

Analysts: Feingold Bill's 'Bark Worse Than Its Bite'

UBS Warburg Analyst Lee Westerfield this week described Sen. Russ Feingold's proposed legislation to redress consolidation in the radio and concert-promotion industries as having a "bark worse than its bite." Westerfield said, "The specter of legislative risk is both less severe than feared and likelier than not to dissipate, given no immediate co-sponsorship [for the bill] within the Senate." He added that sections of the bill may not have a particularly severe impact, pointing specifically to Feingold's proposed tighter controls on indie promoters. Westerfield said those provisions could "be a big help to a record industry that spends some \$200 million to \$250 million on promo businesses" — but, he continued, "For Clear Channel, it is a trifling \$10 million in cash flow."

Hughes Among Fortune's 50 Most Powerful Black Execs

Radio One founder/Chairperson Cathy Hughes ranks No. 34 on Fortune magazine's list of the United States' most powerful African-American executives. The top three: Merrill Lynch COO Stanley O'Neal, American Express CEO Ken Chenault and AOL Time Warner CEO Richard Parsons. BET founder/CEO Robert Johnson comes in at No. 25, and Rush Communications Chairman/CEO Russell Simmons places 41st. Also of note: Oprah Winfrey grabs the No. 10 spot, and Earvin "Magic" Johnson is just ahead of Hughes, at No. 33. The list appears in the July 22 issue of Fortune.

Sirius: DreamWorks' New Promotional Vehicle

DreamWorks artists Papa Roach were featured on the hood and rear of the No. 7 Sirius Satellite Radio Dodge at the Pepsi 400, held July 6 at Daytona International Speedway in Daytona Beach. Papa Roach are the second DreamWorks act to be featured in the Sirius Hood program; Soluna were featured last month, and Sirius said then that it plans to offer labels the chance to promote artists in all genres on the hood of its race car. The satcaster also plans to produce collectible toy cars featuring the special hoods.

R&R Stock Index

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

	Change Since				
	7/3/01	6/28/02	7/3/02	7/3/01	6/28/02-7/3/02
R&R Index	283.32	190.02	185.28	-34.6%	-2.5%
Dow Industrials	10,571.11	9243.26	9054.97	-14.3%	-20%
S&P 500	1234.45	989.82	953.99	-22.7%	-3.6%



Today's level of fierce competition demands that you prominently display your name every chance you get (location broadcasts, concerts, station sponsored autograph sessions, etc.). With theft, vandalism and loss, it becomes a costly proposition to continuously replace expensive signs and banners costing hundreds of dollars.

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Maximize TSL Without Killing Your Cume

Coleman's New *FACT with TSL Max*[™] Solves Radio's Biggest Programming Issue

THE PROBLEM

Most radio stations already know that library music testing is essential if they want to stay on top of the music tastes of their audience. But, as many have discovered, music testing has the potential to backfire – to hurt rather than help the ratings. How? "Hyper focus" is most often the culprit. You know the symptoms. You drill down on your P1 listeners to the point that you get a library that is overly focused. The station sounds exactly like what your P1s want, but you've ignored the Cume. It's fine if you have no competition, but when you do, watch out.

With any level of competition "hyper focus" feeds on itself driving the station in a downward spiral. P1 focus backfires. At first your

Cume erodes. Then you get so narrow that your TSL falls apart. Modern AC, Hot AC, Rhythmic CHR, Country, Alternative — every format has fallen victim. In the search for TSL, stations who over focus lose the balance between maximizing Cume and TSL.

Some stations do the opposite. Their test is too broad. Cume oriented or "montage" screened studies yield a list of songs that are liked in the market, but is too broad for "reining in" or "focusing" the sound of the station.

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THE SOLUTION

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Compatibility are the best way to focus your music mix on songs listeners expect on your station and songs compatible with your Core sound.

All of these tools, plus our state-of-the-art pcFACT software, allow Coleman to give you the extra insight you need to win.

Maximize TSL without killing your Cume.

Learn more about *FACT with TSL Max* from (left to right) Warren Kurtzman, John Mönninghoff, Jon Coleman and Chris Ackerman at (919) 571-0000 or info@ColemanInsights.com.

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RESEARCH TRIANGLE PARK LOS ANGELES HAMBURG

DEAL OF THE WEEK

- **WYGY-FM/Hamilton (Cincinnati), OH**
\$45 million

2002 DEALS TO DATE

Dollars to Date: **\$4,504,124,885**
(Last Year: \$3,869,025,728)

Dollars This Quarter: **\$59,283,500**
(Last Year: \$242,094,925)

Stations Traded This Year: **440**
(Last Year: 1,046)

Stations Traded This Quarter: **15**
(Last Year: 136)

TRANSACTIONS AT A GLANCE

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

- KRCY-FM/Kingman, AZ (Las Vegas) \$6 million
- KFKA-AM/Greeley (Ft. Collins), CO \$1.6 million
- WKHC-FM/Dahlonega, GA \$1.1 million
- WAJW-FM/Chesterton, IN \$550,000
- KJCK-AM & FM/Junction City and KQLA-FM/Ogden, KS \$600,000
- WIFF-FM/Binghamton, NY \$67,000
- WOCE-FM/Benton (Chattanooga), TN \$3.25 million
- WBLC-AM/Lenoir City, TN \$55,000
- KRMM-FM/Shamrock, TX Undisclosed

Susquehanna Grabs WYGY From Salem

- **Cincinnati holdings climb to three with \$45 million deal; Entravision doubles up in Vegas with FM move-in**

Deal of The Week

Ohio

WYGY-FM/Hamilton (Cincinnati)

PRICE: \$45 million

TERMS: Asset sale for cash

BUYER: Susquehanna Radio Corp., headed by President/COO Dave Kennedy. Phone: 717-852-2132. It owns 31 other stations, including WMOJ-FM & WRRM-FM/Cincinnati.

SELLER: Salem Communications Corp., headed by President/CEO Ed Atsinger III. Phone: 805-987-0400
FREQUENCY: 96.5 MHz
POWER: 20kw at 810 feet
FORMAT: Country

Arizona

KRCY-FM/Kingman (Las Vegas)

PRICE: \$6 million

TERMS: Asset sale for cash

BUYER: Entravision Communications Co. LLC, headed by Chairman/CEO Walter Ulloa. Phone: 310-447-3870. It owns 53 other stations. This represents its entry into the market.

SELLER: Spectrum Scan LLC, headed by Rodco Inc. President Rodney Burbridge. Phone: 502-245-6623

FREQUENCY: 105.9 MHz

POWER: 17kw at 1,890 feet

FORMAT: Oldies

COMMENT: KRCY may be operating under a construction permit that en-

ables the station to broadcast from a tower located in Dolan Springs, AZ. This facility enables KRCY to broadcast at 100kw at 1,775 feet and shift its principal coverage area to the Las Vegas market. Entravision is expected to begin operating KRCY in September and will flip the station to a Spanish-language format.

Colorado

KFKA-AM/Greeley (Ft. Collins)

PRICE: \$1.6 million

TERMS: Asset sale for cash

BUYER: Music Ventures LLC, headed by LLC Member Kenneth Sasso. Phone: 719-593-9355. It owns no other stations.

SELLER: MK Inc., headed by President Monte Spearman. Phone: 970-356-1310

FREQUENCY: 1310 kHz

POWER: 5kw day/1kw night

FORMAT: News/Talk

Georgia

WKHC-FM/Dahlonega

PRICE: \$1.1 million

TERMS: Asset sale for cash

BUYER: Williams Communications Inc., headed by President Walton Williams Jr. Phone: 256-523-1059. It owns eight other stations. This represents its entry into the market.

SELLER: Kevin Croom. Phone: 706-867-9542

FREQUENCY: 104.3 MHz

POWER: 4kw at 417 feet

FORMAT: Country

Indiana

WAJW-FM/Chesterton

PRICE: \$550,000

TERMS: Asset sale for cash

BUYER: WBEZ Alliance Inc., headed by President Torey Malatia. Phone: 312-832-3300. It owns no other stations.

SELLER: Auricle Communications, headed by Board President Pat Collins. Phone: 201-521-1416

FREQUENCY: 89.5 MHz

POWER: 23kw at 187 feet

FORMAT: Triple A/Americana

COMMENT: WAJW has been simulcasting Fordham University's non-commercial WFUV/New York since April 2001.

Kansas

KJCK-AM & FM/Junction City and KQLA-FM/Ogden

PRICE: \$600,000

TERMS: Stock sale and transfer of title

BUYER: Platinum Broadcasting, headed by President/Director Steven Struebing. Phone: 785-762-5525. It owns no other stations.

SELLER: Platinum Broadcasting Co., formerly headed by President/Director Dale Weary. Phone: 785-762-5525

FREQUENCY: 1420 kHz; 94.5 MHz; 103.5 MHz

POWER: 1kw day/500 watts night; 100kw at 630 feet; 41kw at 312 feet

FORMAT: Country; CHR/Pop; Hot AC

COMMENT: Several shareholders of Platinum Broadcasting are buying out the shares of the company owned by the estate of Dale Weary for \$600,000. As a result, Steven Struebing will now oversee Platinum's operations.

New York

WIFF-FM/Binghamton

PRICE: \$67,000

TERMS: Asset sale for cash

BUYER: CSN International, headed by President Charles Smith. Phone: 714-825-9663. It owns 19 other stations. This represents its entry into the market.

SELLER: Jesus Is King Communications, headed by President Randall Terry. Phone: 615-298-3317

FREQUENCY: 90.1 MHz

POWER: 100 watts at 679 feet

FORMAT: Christian AC

Tennessee

WOCE-FM/Benton (Chattanooga)

PRICE: \$3.25 million

TERMS: Asset sale for cash

BUYER: LB Radio of Chattanooga LLC, headed by President Paul Fink. Phone: 423-472-6700. It owns no other stations.

SELLER: Radio Center Dalton, headed by President Paul Fink. No phone listed.

FREQUENCY: 93.1 MHz

POWER: 4kw at 400 feet

FORMAT: Regional Mexican

WBLC-AM/Lenoir City

PRICE: \$55,000

TERMS: Asset sale for cash

BUYER: Three Angels Broadcasting Network Inc., headed by President/CEO Danny Shelton. Phone: 618-627-4651. It owns no other stations.

Continued on Page 11

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- Countdown to the Portable People Meter continues, Page 9

MMS

management • marketing • sales

"The greatest source of pleasure is variety."
— Samuel Johnson

PART THREE OF A FIVE-PART SERIES

THE FOUR PILLARS OF RADIO SUCCESS: FORMATS ARE MORE THAN CONTENT

■ One of the industry's greatest tools can be one of its biggest obstacles

By John Parikh



JOHN
PARIKH

THE ESSENCE OF FORMATICS

Great formatters understand the essence of a format. A format creates a point of focus and makes it easier for users to get what they want. It's consistent, and other people "get it" too.

In the radio and record businesses, we tend to think about formats in a limited way; that is, in terms of content. On the radio side, we think of Pop, Rock, Urban, Alternative, Jazz, Gospel and so on. We subdivide those formats as far as possible to serve the most "valuable" listeners — those between the ages of 18 and 49. On the record side, format has usually meant the packages made from songs: singles, albums and greatest-hits compilations. Until recently, record companies controlled those packages.

But, while these content-based formats got all the attention, another formatics system was operating in the background: technological formats. The vinyl record was a format, a way of putting together electromagnetic impressions and physical grooves. It was nice but inconvenient. It got scratched and skipped and couldn't be played in the car.

The next major format iteration was the cassette tape. Suddenly, music was much more portable. Married to the Sony Walkman — a music-delivery format — the cassette made music much more convenient. That convenience translated into lots of sales for the record companies.

The next format was truly a breakthrough: the CD. No skips, no scratches and no stretched or broken tapes. CDs were more convenient and gave users more control. It was much easier to skip from one song to another and easier to make copies on tape. Music fans soon insisted on CD players in the car, driving even more sales.

The latest format, digital files, makes old-economy businesspeople uncomfortable. MP3 is a format, a way of organizing digitized bits of information so they can easily be shared among millions of people. It's even more convenient than CDs. Digital files are more portable, easier to share and easier to mix into a favorite blend.

MUSIC LOVERS WANT CONTROL

What's happening today is very simple: People want to make their own formats, rather than selecting from the limited range offered by radio or the record companies. To grow, both radio and records will have to figure out how to offer the formats people want today.

Fifteen years ago I was hired by a New York think

tank to answer a strange question: "Why is it that, regardless of market size or number of radio stations, there are hardly ever more than 14 or 16 formats available in any given city?" The question intrigued me. If there are 4 million people in a city, why aren't there 30 or 40 different formats? I looked into it, and the answer surprised me.

Formats were limited because Arbitron couldn't really measure well below a two share, and advertisers weren't buying much below a two share. The economics didn't support serving the demand. In other words, people wanted 30 or more formats and weren't getting them. Arbitron's accuracy levels below a two share were notoriously bad, and advertisers didn't want to buy what they perceived as a small audience. A lot of needs were not being served.

Now, satellite radio is here. It offers far more formats because its business is not entirely advertiser-based. Part of the revenue comes from the subscribers, so two shares can make a lot of money.

Formats are becoming more pervasive. We format digital photos as .JPG files. We watch television shows with tried and true formatics. Barry Diller and Michael Eisner became famous for introducing the *Movie of the*

Week format to network television. After the *Movie of the Week*, the miniseries format was invented. *Roots* changed the way people watched television, ushering in years of copycats until, finally, the format wore itself out.

THE ESSENCE OF A FORMAT

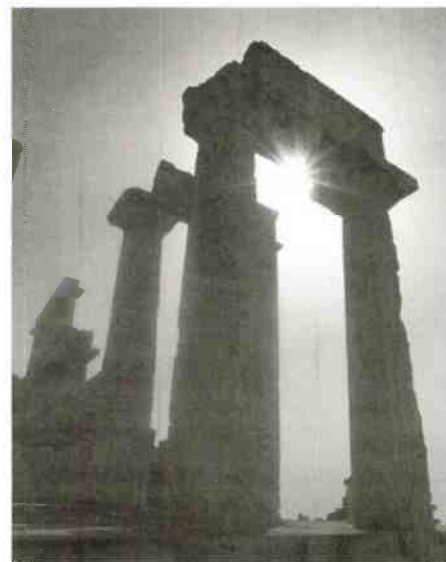
- It creates a point of focus
- It makes it easier for users to get what they want
- It's consistent
- Other people "get it" too

INTERNET FORMATICS

As noted earlier, formats can be packages of content or technologies. Occasionally, it's hard to tell where the line is between them. Right now what will become the greatest formatting exercise of the century is waiting to unfold: the Internet.

A few years ago I spent a day with noted management expert Peter Drucker. It was the beginning of the red-hot dot-com boom, and everyone said the world was going to change. The Internet was going to change everything within two to three years. I told Drucker what I thought about this, offering my suggestion that it would take between 15 and 20 years for the Internet to become the pervasive force for change everyone wanted it to be. Drucker just shrugged and doubled my numbers.

He said, "The Internet doesn't even have a Dewey Decimal System yet. It will be 30 to 40 years before it makes its full impact in the global economy." When Drucker said that, I realized that the Internet doesn't even have the most basic format yet. We still have



search engines that generate some strange results when you search for "camera + blue."

AOL was the first dial-up Internet service provider to achieve mass-market success among individual users. AOL makes it easy to personalize the online experience by formatting the World Wide Web with an AOL design instead of a seemingly endless number of random and hard-to-access website formats. Formatting that makes things easy, creates a point of focus and is consistent will develop a customer base. There are only a few great formatting success stories on the Internet, including Yahoo!, eBay and Amazon — although the last is starting to lose its focus.

KNOW WHO YOUR USERS ARE

The first step in identifying successful formats is to map your customer base. In other words, understand the different groups of customers who support your industry.

On the record side, there are fans of certain artists, styles, delivery formats (some people collect only vinyl!) and more. On the radio side, there are fans of music, personalities and even newscasters.

In the new entertainment economy, formats are more important than ever. They help customers get what they want most: convenience, connection and control. Not too long ago, such formats as Top 40, the *Movie of the Week*, Talk radio and soap operas were seen as revolutionary creative breakthroughs. Now, we take them for granted.

What does all this mean for the radio and record businesses? It means that there's an opportunity to rethink formats and offer more options. It also suggests that the record companies, especially, will be badly hurt unless they adapt to the demand for new formats and find new ways to put product together. In the short run, radio and records can add features (like the new, enhanced Eminem CD). In the longer run, they will have to rethink the economics of their industries.

The opportunity is yours to create the formats of the future.

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

MARKETING ON A BUDGET

By John Lund

Part of the new management paradigm is doing more with less. When cuts are made, marketing budgets are often the first to go, and traditional TV and outdoor buys may be too expensive for the reach and frequency they achieve.



JOHN LUND

Marketing a station is asking potential customers to make a buying decision: You want them to buy in to your station and spend time with it. Radio promotions are one way to create the station awareness that can lead to listeners' making that decision.

But each promotion needs a definite objective.

Every station promotion should fulfill at least one of the following criteria:

- It should increase ratings, with higher cumulative audience sampling from increased tune-ins; it should generate higher quarter-hour shares and longer time spent listening; or it should bring improved audience recycling, moving listeners from one daypart to another.
- It should create awareness, enhancing "street talk" in the market.
- It should establish a personal bond between the station and its core listeners.
- It should establish the station's entertainment brand and build its visibility.
- It should generate additional sales revenue.

Many terrific marketing methods don't require a huge budget and can be put to work to grow an audience for your station. Do one great stunt a week to get listeners talking about your station.

THE POWER OF STUNTS

Morning show stunts get attention, create talk and cause people to tell their friends about your station. Here are some examples of simple stunts that create talk and stimulate phone calls.

- Back in January, several stations went on the air with a rumor that the Super Bowl would be available only on pay-per-view.

- Two morning show personalities went to a professional photographer and makeup artist and had their pictures taken as bride and groom. They submitted the picture to the local paper with a phony wedding announcement and asked listeners to find the announcement in the paper for a cash prize.

- A station announced that the phone company would be blowing dust out of the phone lines at 9am and instructed everyone to put paper bags over their telephones.

FAXES, E-MAIL AND YOUR WEBSITE

At-work fax or e-mail networks can be inexpensive and very effective ways to build brand loyalty and come. Obtain fax numbers and e-mail addresses at every opportunity. People do listen to the radio at work, and the at-work hours of 8am to 5pm include three Arbitron dayparts.

- Send a weekly fax or e-mail to the database network to promote what's coming up on the air that week. Give a specific day and time to listen.
- If you're faxing, don't interfere with business in the daytime. Prepare your sales fax at the end of the day, and send it overnight, when the receiving fax is less likely to be busy. Check into "junk fax" laws and make sure you have a system to remove anyone who doesn't want to be part of your list.
- Make your website creative and interactive. Promote it on the air and use it to promote specific listener benefits. Keep everything up to date.
- Use your website to cultivate new listeners, as well as to extend the listening of P1s.

GIFTS, GOODIES AND GRATITUDE

Thank your P1s for listening. Ask air talent to call, fax or e-mail contest winners with a simple note that says, "Thanks for listening." Ask these people to listen to the station at work, and offer them a chance to participate in a special contest so they'll listen longer.

- Accompany every listener prize with a thank you note signed by a staff member.
- Create winners' lists by daypart and call or e-mail winners about new contests coming up.
- Make every station sales remote a spectacular, entertaining event that will persuade passersby to tune in. Get a magician or a local band, give away balloons, finger

food and soft drinks, and offer games for people to play to win small prizes.

- Initiate a sticker campaign. Sell the sticker back to a client, and create a spotter contest to get the sticker onto autos.

USE THE REACH OF LOCAL TV

Local TV stations certainly outpace your radio station, so add a local TV weather personality to your station's on-air lineup. It's far more valuable to your station to have a local weather celebrity than some outside weatherperson.

If you can build a relationship with a TV weather personality, you'll have a win-win situation. The TV station gets on-air promotion and name recognition for the weather personality, and you get your logo on TV every time the station airs a promo for weather featuring that particular forecaster. Make this TV talent a part of the radio station, with personal appearances at remotes and events to add extra value. The weather personality will likely mention the radio event during his or her TV forecast (they do like to promote themselves).

- Do the same things with TV news and sports people.

ALL FOR CHARITY

Gain recognition for your station at charitable events. Your station's morning talent can host charity events while the charities include the station logo on all printed material or allow station banners to decorate the event site.

- Participation images the station and impacts potential come. Document the goodwill and positive work done for the community in a press release after the event.
- Send a bill (marked "Paid in Full") to the charity showing how much the schedule and remotes would have cost a commercial client.
- Devise a charity sales package in which clients can also participate.

John Lund is President of the Lund Consultants to Broadcast Management and of Lund Media Research, a full-service multiformat radio consulting and research firm in San Francisco. For assistance planning your station's ratings strategy, contact Lund at 650-692-7777 or john@lundradio.com, or visit www.lundradio.com.



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WSB Atlanta 3P-6P

A 25-54 9.0 share Ranks 1ST!
M 25-54 9.7 share Ranks 1ST!

WTIC Hartford

A 35-54 7.0 share ranks 5th
M 35-54 9.6 share ranks 2ND!

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WHEN PROMOTIONS GO WRONG

By Dan Michaels



DAN
MICHAELS

Promotion directors have nightmares about promotions going south. It's part of the job. But there is another, friendlier dream every promotion director knows well. It's the dream of a promotion that brands a station, gains attention and is a step beyond everything that has come before. It's the dream of that promotion that brings all the elements together and creates a lasting impression in the minds of the listeners.

A great idea is the key to a great promotion, but even the best idea is no assurance of success. Here's the story of what happens when promotions go wrong.

NOT EASY BEING GREEN

The location was Denver. It was 1999, the third year of an extremely successful campaign for KPKE (96.5 The Peak). The station had rallied its listeners by inviting them to help clean up areas of the city, giving them "green bucks" in return for a few hours spent improving the community. The green bucks were redeemable for tickets to a private, station-sponsored concert. The first and second years the concerts were held in 4,000-seat venues, with The Freddy Jones Band performing in 1997 and The Fixx in '98. Year three had the potential to be the biggest ever: The band was Better Than Ezra, and the venue was Mile High Stadium, home of the Denver Broncos.

But something strange happened: Few listeners participated in the cleanups and earned green bucks. The result was the ultimate promotion director's nightmare: Station personnel stood in a stadium with a capacity of 60,000, watching Better Than Ezra perform for 25 people.

What went wrong? Between 1998 and 1999 the station shifted musical focus, and, as a result, its audience demographics shifted. Former Peak Promotion Director Amber Pope says, "When we lost the Triple A audience, we gained a new audience. We couldn't pull off green bucks with the 18-34-year-old dudes who were listening to Limp Bizkit and who didn't give a damn about cleaning up the Platte River to see Better Than Ezra."

Lesson One: Just because you have an annual event that has worked before doesn't mean you should keep doing it.

KNOW WHEN TO THROW IT IN

In the mid-'80s KLOS/Los Angeles was gearing up to give away 30 or 40 Porsches — but there was more. Former KLOS PD Tim Sabean says, "To top it off, we were going to send a listener out of this world." The station hooked up with a company that was

planning to offer rides into space within 10 years. The whole promotion seemed to come together as the station arranged to rent a prop spaceship from a movie studio. Sabean says, "We were going to put the spaceship in the KLOS parking lot. We were going to have somebody dressed as an alien get off the ship and hold a press conference to make the big announcement." The station even lined up the person who did the voice of ET to provide the voice of its alien.

Sabean recalls, "The attorneys approved releases, and it took a real effort to get everyone comfortable. Just as we got it together, had the trip all together and the paperwork to do the deal, the space shuttle exploded." On Jan. 28, 1986, when the *Challenger* exploded, the idea of going into space lost some of its appeal, and KLOS scrapped the idea.

Lesson Two: No matter how much work you put into it, no matter how imaginative and amazing the promotion, you have to know when to throw in the towel and move on.

THAT REALLY HAPPENED?

The next example is well-known, but many people think it was made up for *WKRP in Cincinnati*. In 1968, at Country daytimer KMCO/Conroe, TX, Sales Manager and morning personality Jay Blackburn lined up a breakthrough Thanksgiving promotion for a shopping center. "It was my first promotion," says Blackburn. "The deal was, they paid to run spots and promos, and I would drop turkeys from the air, and whoever got 'em, got 'em. We flew over a little strip mall and started throwing the birds out.

"I couldn't see the birds. I was throwing them out as the plane banked, and if I leaned out, I would have fallen out. We banked again, and I started seeing them hit the ground. They hit car hoods, roofs — thank God we didn't kill anyone. They would just explode on the asphalt. Feathers, blood and bones went everywhere. Who knew they couldn't fly?" Truer words never came out of Arthur Carlson's mouth. The aftermath? Blackburn says, "We had to pay to fix the dents in the hoods of the cars. There was very little publicity."

Lesson Three: Think things through. Think about every eventuality. Ask yourself, "What if....?"

It all comes back to Promotion 101: Know your product. Pay attention to every detail. Plan for every eventuality. Get feedback. Make sure your key players are in the loop. Have a backup plan. Wear clean socks.

Then, if you're very lucky, your stellar promotion, the one that puts your station over the top, might work. But the best idea in the world is nothing without great execution. The devil is in the details.

Dan Michaels has served as OMPD at WMGK/Philadelphia, PD at KZFX/Houston and PD/Marketing & Promotion Director at WCKG/Chicago and is currently interim PD at KQMT/Denver. He is available for consulting on a limited basis. Reach him at 610-594-4767 or danmichaels@aol.com

Countdown To The People Meter



Arbitron's Portable People Meter goes live in 2003! Arbitron answers your questions about how the PPM works and what it entails for both panelists and radio stations.

WEARING THE PEOPLE METER

Q: How long will panelists be asked to wear a meter?

A: Panel members in electronic media research are typically surveyed for an extended period of time. In the case of the PPM, panelists participate for up to two years, which is the current industry standard for people who are involved in electronic panels for TV.

Arbitron is still determining how long people will take part in the PPM market trials, and the company intends to use the Philadelphia trial to help it make a final decision on the length of panelists' involvement. Some industry representatives have asked Arbitron to consider longer panel tenure for participants, but others have suggested shorter periods, such as one year or less.

Q: Does the clothing women wear present a problem with the People Meter?

A: So far, Arbitron hasn't seen any big problems due to women's clothing, and the results from the Wilmington, DE trial show that females and males comply equally well. On average, both female and male panelists wore their meters approximately 15 hours per day.

The key to increasing meter-wearing has been to provide different ways for panelists to wear the meter and to make the meter itself very lightweight (it weighs less than four ounces). Arbitron has asked PPM panelists to wear their meters on the outside of their clothing and not to stow them inside purses, briefcases or other bags. However, Arbitron has found that in most cases when participants wear their meters under heavy clothing or in a backpack, the PPM can still pick up the identification codes. The company provides several different ways for panelists to carry their meters, including wrist straps, lanyards and fanny packs, but most participants use the clip on the side of the PPM.

Have a question about Arbitron's Portable People Meter? E-mail Jeff Green at jgreen@radioandrecords.com.

MMS PROS on the MOVE

• WRIT-AM & FM/Milwaukee GSM Keith Bratel rises to Director/Sales for Clear Channel's six Milwaukee stations. He succeeds Cindy McDowell, who was recently promoted to VP/Market Manager.

• Jack Cahill joins WABC/New York as a Sr. AE after 18 years in sales at crosstown WLTW, most recently as GSM.

• Sean Auchenbach is promoted to Sr. AE with Katz Radio/Los Angeles. Auchenbach joined Katz Radio/Atlanta in 1999 as a Sales Assistant and moved to Los Angeles upon rising to AE later that year.

Up North Or Underground

It's already beginning: The Copyright Office's decision to retain most of the Copyright Arbitration Royalty Panel's webcast rates has brought out opportunists and code jockeys bent on bending the rules to let streaming sites keep streaming. And there's not a single apology to be heard.



David Lawrence

First, I got this e-mail from a certain Stephen Abraham, of IceRadio in Canada:

I'm writing because IceRadio is offering Internet radio broadcast services and bandwidth at a very low price point. This package is offered as a test and will only be available for a short time.

We are offering radio broadcast services and bandwidth from Canada for up to 30,000 listener hours (at 24kbps) for only U.S. \$500 a month. Since the broadcast is conducted from Canada, CARP fees do not apply. The CARP fees alone for broadcasting 30,000 hours would be almost \$300 (assuming 14 songs per hour: 14 times 30,000 hours times .07 cents equals \$294).

Since this is a test, we will not charge for setup. Please let me know if you are interested.

Note that the selling point here is not a good deal on bandwidth, it's that you won't be subject to CARP. No doubt some Eastern European groups will be jumping on this bandwagon as well — but adding additional code that will redirect the caller's modem to a long-distance number at \$9 a minute.

Aside from the questionable ethics involved, this is just the sort of thing that will likely send our Commerce and State Departments scurrying to talk to Canada about shutting it down. But IceRadio is not the only "solution" being offered to battered webcasters: There's also Iain MacLeod to deal with.

MacLeod is a U.K. programmer who is trying to kill two birds with the same technological stone. He wants to create ad hoc multicasting to conserve server-side bandwidth, and he hopes to help move the streaming community underground to avoid detection and, hence, CARP fees (and, for that matter, ASCAP, BMI and SESAC fees). His product is called Streamer, if you can call it a product at all right now — it's actually still quite barebones.



Streamer is very similar to Blue Falcon's technology: It sets up a peering network on the fly among listeners to a signal. As the source is played, each listener is recruited to rebroadcast the data to the next listener in the system. Streamer is also completely anonymous. MacLeod says he doesn't like that large labels in the U.S. are driving webcasters to shut down and contends, "As a fan and a programmer, I'm doing something about it."

And yet another digital-music arms race begins.

David Lawrence is heard daily on more than 150 radio stations on his nationally syndicated shows: *Online To-night*, a nightly high-tech and pop culture talk show; the East Coast morning drive news slot for CNET Radio and XM's Channel 130; and *Net Music Countdown*, the official countdown for music heard via the Internet. He is based in Washington, DC and is heard on hundreds of stations, including WGN/Chicago, KFBK/Sacramento and WBT-AM & FM/Charlotte. You can reach him at david@netmusiccountdown.com or by calling 800-396-6546.

e-charts™

CHR/Pop

LWTW	ARTIST	CD/Title
1 1	EMINEM	<i>The Eminem Show</i> /"Without"
2 2	ASHANTI	<i>Ashanti</i> /"Foolish"
14 3	CHAD KROEGER	<i>Spider-Man</i> /"Hero"
19 4	AVRIL LAVIGNE	<i>Let Go</i> /"Complicated"
3 5	PUDDLE OF MUDD	<i>Come Clean</i> /"Blurry"
8 6	JIMMY EAT WORLD	<i>Bleed American</i> /"Middle"
9 7	NICKELBACK	<i>Silver Side Up</i> /"Bad"
4 8	CREED	<i>Weathered</i> /"Breath"
15 9	JOHN MAYER	<i>Room For Squares</i> /"Such"
6 10	PINK	<i>Missundaztood</i> /"Don't," "Pill"
11 11	SHERYL CROW	<i>C'mon, C'mon</i> /"Soak"
— 12	NELLY	<i>Nellyville</i> /"Herre"
12 13	SHAKIRA	<i>Laundry Service</i> /"Clothes"
13 14	CRAIG DAVID	<i>Born To Do It</i> /"Walking"
7 15	NO DOUBT	<i>Rock Steady</i> /"Hella"
17 16	MICHELLE BRANCH	<i>The Spirit Room</i> /"Wanted"
20 17	JENNIFER LOPEZ	<i>J. Lo</i> /"Alright"
10 18	VANESSA CARLTON	<i>Be Not Nobody</i> /"Miles"
— 19	DIRTY VEGAS	<i>Dirty Vegas</i> /"Days"
— 20	BRANDY	<i>Full Moon</i> /"Moon"

Urban

LWTW	ARTIST	CD/Title
1 1	EMINEM	<i>The Eminem Show</i> /"Without"
2 2	ASHANTI	<i>Foolish</i> /"Foolish," "Happy"
4 3	JENNIFER LOPEZ	<i>J. Lo</i> /"Alright"
3 4	MARY J. BLIGE	<i>No More Drama</i> /"Rainy"
8 5	ANGIE STONE	<i>Mahogany Soul</i> /"Wish"
— 6	FAITH EVANS	<i>Faithfully</i> /"Love"
11 7	GLENN LEWIS	<i>World Outside My Window</i> /"Forget"
9 8	JOE	<i>Better Days</i> /"Woman"
5 9	P. DIDDY	<i>P. Diddy & Bad Boy...</i> /"Need," "Giri"
7 10	MUSIQ	<i>Jusikisen</i> /"Hallcrazy"
6 11	JAHEIM	<i>Ghetto Love</i> /"Anything"
12 12	LUDACRIS	<i>Word Of Mout</i> /"Move"
14 13	LUTHER VANDROSS	<i>Luther Vandross</i> /"Rather"
20 14	B2K	<i>B2K</i> /"Gots"
15 15	N SYNC	<i>Celebrity</i> /"Girlfriend"
17 16	REMY SHAND	<i>Way I Feel</i> /"Message"
16 17	USHER	<i>8701</i> /"Cali"
18 18	ALICIA KEYS	<i>Songs In A Minor</i> /"How"
19 19	MR. CHEEKS	<i>John P. Kelly</i> /"Lights"
— 20	METHOD MAN AND REDMAN	<i>How High</i> /"Part"

Country

LWTW	ARTIST	CD/Title
1 1	KENNY CHESNEY	<i>No Shoes, No Shirt...</i> /"Stuff"
2 2	ALAN JACKSON	<i>Drive</i> /"Drive"
3 3	DARRYL WORLEY	<i>I Miss My Friend</i> /"Friend"
4 4	KELLIE COFFEY	<i>When You Lie Next To Me</i> /"Lie"
5 5	GEORGE STRAIT	<i>The Road Less Traveled</i> /"Living"
7 6	BROOKS & DUNN	<i>Steers & Stripes</i> /"Hear"
8 7	BRAD PAISLEY	<i>Part IV</i> /"Miss"
12 8	GARY ALLAN	<i>Alright Guy</i> /"One"
10 9	ANDY GRIGGS	<i>Freedom</i> /"Tonight"
11 10	TOBY KEITH	<i>Pull My Chain</i> /"List"
9 11	BRAD MARTIN	<i>Wings Of A Honky Tonk Angel</i> /"Before"
13 12	EMERSON DRIVE	<i>Emerson Drive</i> /"Sleeping"
15 13	SARA EVANS	<i>Born To Fly</i> /"Looking"
19 14	LONESTAR	<i>I'm Already There</i> /"Day"
14 15	TIM MCGRAW	<i>Set This Circus Down</i> /"Unbroken"
16 16	TRICK PONY	<i>Trick Pony</i> /"Just"
18 17	RASCAL FLATTS	<i>Rascal Flatts</i> /"Movin'"
17 18	KEVIN DENNEY	<i>Kevin Denney</i> /"Jessie"
20 19	DIAMOND RIO	<i>Beautiful Mess</i> /"Mess"
— 20	TOBY KEITH	<i>Unleashed</i> /"Red"

Smooth Jazz

LWTW	ARTIST	CD/Title
2 1	NORAH JONES	<i>Come Away With Me</i> /"Why"
1 2	CELINE DION	<i>A New Day Has Come</i> /"Day"
8 3	DIANA KRALL	<i>The Look Of Love</i> /"S Wonderful"
4 4	ENYA	<i>A Day Without Rain</i> /"Time"
7 5	KIM WATERS	<i>From The Heart</i> /"Dawn," "House"
6 6	CRAIG CHAQUICO	<i>Shadow & Light</i> /"Luminosa"
— 7	3RD FORCE	<i>Gentle Force</i> /"Believe"
9 8	BRAXTON BROTHERS	<i>Both Sides</i> /"Whenever"
10 9	JOYCE COOLING	<i>Third Wish</i> /"Daddy-O"
11 10	PIECES OF A DREAM	<i>Acquainted With...</i> /"Vision"
12 11	NORMAN BROWN	<i>Just Chillin'</i> /"Chillin'"
— 12	JONATHAN BUTLER	<i>Surrender</i> /"Wake"
14 13	WAYMAN TISDALE	<i>Face To Face</i> /"Hide"
13 14	LARRY CARLTON	<i>Deep Into It</i> /"Magic"
— 15	SADE	<i>Lovers Rock</i> /"Broke"
16 16	RUSS FREEMAN	<i>To Grover With Love</i> /"East"
18 17	EUGE GROOVE	<i>Euge Groove</i> /"Sneak"
15 18	PAUL TAYLOR	<i>Hypnotic</i> /"Hypnotic"
— 19	THE RIPPINGTONS	<i>Life In The Tropics</i> /"Caribbean"
17 20	JEFF GOLUB	<i>Do It Again</i> /"Cake"

Hot AC

LWTW	ARTIST	CD/Title
4 1	AVRIL LAVIGNE	<i>Let Go</i> /"Complicated"
2 2	JOHN MAYER	<i>Room For Squares</i> /"Such"
2 3	SHERYL CROW	<i>C'mon, C'mon</i> /"Soak"
1 4	VANESSA CARLTON	<i>Be Not Nobody</i> /"Miles"
8 5	MICHELLE BRANCH	<i>The Spirit Room</i> /"Wanted"
7 6	DAVE MATTHEWS BAND	<i>Busted Stuff</i> /"Going"
9 7	NICKELBACK	<i>Silver Side Up</i> /"Remind," "Bad"
5 8	LINKIN PARK	<i>Hybrid Theory</i> /"End"
6 9	GOD GOD DOLLS	<i>Gutterflower</i> /"Gone"
10 10	MOBY	<i>18</i> /"Stars"
20 11	JIMMY EAT WORLD	<i>Bleed American</i> /"Middle"
11 12	COUNTING CROWS	<i>Hard Candy</i> /"American"
12 13	PUDDLE OF MUDD	<i>Come Clean</i> /"Blurry"
14 14	CALLING	<i>Camino Palmero</i> /"Adrienne"
15 15	CURSE OF NATURE	<i>Superkala</i> /"Caught"
17 16	SHAKIRA	<i>Laundry Service</i> /"Clothes"
17 17	NO DOUBT	<i>Rock Steady</i> /"Hella"
13 18	CELINE DION	<i>A New Day Has Come</i> /"Day"
— 19	JACK JOHNSON	<i>Brushfire Fairytales</i> /"Flake"
— 20	DISHWALLA	<i>Opaline</i> /"Middle"

Alternative

LWTW	ARTIST	CD/Title
1 1	KORN	<i>Untouchables</i> /"Stay," "Thoughtless"
6 2	CHAD KROEGER	<i>Spider-Man</i> /"Hero"
2 3	PUDDLE OF MUDD	<i>Come Clean</i> /"Drift"
8 4	EMINEM	<i>The Eminem Show</i> /"Without"
4 5	80X CAR RACER	<i>Box Car Racer</i> /"Feel"
9 6	INCUBUS	<i>Morning View</i> /"Warning"
5 7	STAINED	<i>Break The Cycle</i> /"You," "Epiphany"
12 8	PAPA ROACH	<i>Lovehatetragedy</i> /"Not"
11 9	HIVES	<i>Veni Vidi Vicious</i> /"Hate"
10 10	P.O.D.	<i>Satellite</i> /"Boom"
10 11	HOOBASTANK	<i>Hoobastank</i> /"Running"
7 12	SYSTEM OF A DOWN	<i>Toxicity</i> /"Toxicity," "Aerials"
14 13	CREED	<i>Weathered</i> /"Breath"
13 14	UNWRITTEN LAW	<i>Eva</i> /"Reo"
16 15	JIMMY EAT WORLD	<i>Bleed...</i> /"Middle," "Sweetness"
— 16	RED HOT CHILI PEPPERS	<i>By The Way</i> /"Way"
— 17	JACK JOHNSON	<i>Brushfire Fairytales</i> /"Flake"
— 18	NEW FOUND GLORY	<i>Sticks & Stones</i> /"Friends"
19 19	WHITE STRIPES	<i>White Blood Cells</i> /"Fell"
— 20	DEFAULT	<i>Fallout</i> /"Deny"

E-charts are based on weekly rankings of CD sales, downloads and streams of artists online compiled and tabulated directly from the logfiles of reporting websites. Reporters include Amazon.com, AT&T.net, B&N Radio, BarnesandNoble.com, BellSouth Radio, bolt Radio, ChoiceRadio.com, CDNow.com, Denver 93.3 Radio, DMX Music, Gracenote.com, iWonRadio, Launch.yahoo.com, MusicMatch, Music Choice, Radio.Beairst.com, Radio Free Virgin, RealOne, Spinner.com, The RadioAMP Network, and Voice Of America-Music Mix — Music Mix. Voice Of America-Music Mix is weighted based on traffic reports by web traffic monitor MediaMatrix. Charts are ranked with a 50/50 methodology of sales data and streaming/airplay data for the six reporting formats. © 2002 R&R Inc.



Hugo Cole
General Manager/Data Services
www.gracenote.com
charts@gracenote.com

Gracenote has well over 1 million unique daily users of the CDDB Music Recognition Service. Each time a consumer inserts an audio CD into a computer with a CDDB-enabled Internet connection, track information for that CD is displayed on the user's computer or device, and the data is anonymously aggregated by CDDB. Here are the 50-most-played CDs last week:

DIGITAL TOP 50™

LW	TW	ARTIST	Album Title	Weeks On
1	1	EMINEM	<i>The Eminem Show</i>	8
2	2	NELLY	<i>Nellyville</i>	2
3	3	LINKIN PARK	<i>Hybrid Theory</i>	84
4	4	UTADA HIKARU	<i>Deep River</i>	3
5	5	ASHANTI	<i>Ashanti</i>	14
6	6	SYSTEM OF A DOWN	<i>Toxicity</i>	44
12	7	CREED	<i>Weathered</i>	33
13	8	ENYA	<i>A Day Without Rain</i>	70
14	9	U2	<i>All That You Can't Leave Behind</i>	90
9	10	BEATLES	<i>One</i>	77
19	11	AVRIL LAVIGNE	<i>Let Go</i>	4
16	12	PINK	<i>Missundaztood</i>	27
8	13	NICKELBACK	<i>Silver Side Up</i>	43
7	14	ALICIA KEYS	<i>Songs In A Minor</i>	54
11	15	KORN	<i>Untouchables</i>	4
10	16	JOHN MAYER	<i>Room For Squares</i>	14
—	17	OASIS	<i>Heathen Chemistry</i>	1
15	18	NORAH JONES	<i>Come Away With Me</i>	11
20	19	CELINE DION	<i>A New Day Has Come</i>	15
18	20	SHAKIRA	<i>Laundry Service</i>	34
27	21	LIMP BIZKIT	<i>Chocolate Starfish And...</i>	91
24	22	LUDACRIS	<i>Word Of Mout</i>	32
33	23	ORIGINAL SOUNDTRACK	<i>O Brother...</i>	30
22	24	P.O.D.	<i>Satellite</i>	29
21	25	BLINK-182	<i>Take Off Your Pants & Jacket</i>	56
23	26	PUDDLE OF MUDD	<i>Come Clean</i>	31
32	27	CRAIG DAVID	<i>Born To Do It</i>	30
28	28	ORIGINAL SOUNDTRACK	<i>Spider-Man</i>	10
25	29	MOBY	<i>18</i>	8
37	30	KYLIE MINOUGE	<i>Fever</i>	19
—	31	AEROSMITH	<i>O, Yeah! Ultimate Aerosmith Hits</i>	1
44	32	USHER	<i>8701</i>	31
30	33	LENNY KRAVITZ	<i>Greatest Hits</i>	99
41	34	JACK JOHNSON	<i>Brushfire Fairytales</i>	5
17	35	STAINO	<i>Break The Cycle</i>	59
—	36	JIMMY EAT WORLD	<i>Bleed American</i>	4
36	37	ORIGINAL SOUNDTRACK	<i>Moulin Rouge</i>	36
46	38	JENNIFER LOPEZ	<i>J. Lo</i>	52
50	39	TOOL	<i>Lateralus</i>	54
29	40	ENRIQUE IGLESIAS	<i>Escape</i>	27
49	41	PINK FLOYD	<i>Echoes (The Best Of Pink Floyd)</i>	35
38	42	JA RULE	<i>Pain Is Love</i>	40
40	43	PAPA ROACH	<i>Lovehatetragedy</i>	3
42	44	BRITNEY SPEARS	<i>Britney</i>	34
43	45	MADONNA	<i>Music</i>	83
—	46	80X CAR RACER	<i>Box Car Racer</i>	6
35	47	DAVE MATTHEWS BAND	<i>Everyday</i>	64
—	48	INCUBUS	<i>Morning View</i>	16
34	49	STROKES	<i>Is This It</i>	23
47	50	SADE	<i>Lovers Rock</i>	43

Commissioners

Continued from Page 3

own, the costs attached to the efforts may be scrutinized to the point of a company's wondering, "If it's not generating revenue and I don't have to do it, does it add enough value that I want to keep it?" "That rang true with me, because I do appreciate the pressures on companies," Abernathy said.

However, she said, "I think it's up to us. If we believe broad outreach consistent with our EEO mandates is the right way to go, then we need to go ahead and say that. I think in all walks of life, in all corporations, a diverse work force enhances the value of the company and what you do."

Ownership Limits

The FCC recently lumped all its ongoing media-ownership rule reviews together — including the radio market and broadcast-newspaper cross-ownership reviews — and Media Bureau Chief Ken Ferree has said the commission is targeting next spring to release a final order.

While each commissioner agrees that these issues need to be addressed, Martin was alone in saying that he wasn't sure bundling them

Transactions

Continued from Page 6

SELLER: Home Radio LLC, headed by Chief Manager Nick Drewry. Phone: 865-675-4105
FREQUENCY: 1360 kHz
POWER: 1kw day/24 watts night
FORMAT: Religious

Texas

KRMN-FM/Shamrock

PRICE: Undisclosed
TERMS: Assumption of liabilities
BUYER: Terry Hammond. Phone: 866-300-9292. Hammond owns no other stations.
SELLER: Turbo Radio LP, headed by General Partner James Turville. Phone: 806-256-3838
FREQUENCY: 92.9 MHz
POWER: 50kw at 253 feet
FORMAT: Hot AC

EXECUTIVE ACTION

Tripi Earns VP Stripes In Premiere Talk Div.

Premiere Radio Networks has promoted Director/Affiliate Marketing, Talk Peter Tripi to the newly created position of VP/Affiliate Marketing, Talk. Tripi will oversee affiliate relations for the network's Talk radio division and market programs to future affiliates.

Tripi will continue to report to Premiere Exec. VP/Talk Gregory Noack, who commented, "Peter's contribution to our division has been significant in many ways, and I'm proud to have him lead our affiliate marketing team."

Tripi's career in radio spans nearly 17 years. Before joining Premiere in 1999 he was part of the marketing department at Westwood One, where he worked with that network's *Imus in the Morning* show. Tripi's network-radio resume also includes positions with CBS Radio Networks and United Stations Radio Network.

together was necessary. Although he believes it's important for the commission to develop a coherent framework for its media-ownership restrictions, he said the FCC's approach to each rule does not need to be identical. "But if we define a voice differently in different contexts, we should have a very good justification," he said. As for radio in particular, Martin told R&R, "I hope that we are able to provide more clarity and predictability to our reviews of radio mergers."

"On media ownership," Copps said. "I have learned that we do not yet have adequate data upon which to make informed decisions about changing the rules of the road." Copps has repeatedly implored all parties to file comments on the ongoing reviews so the FCC will have as much data as possible to use in its decisionmaking.

"In the great communications revolution of our time, every American citizen is a stakeholder," he said. "Before proceeding to change the rules, I will want to see comprehensive data and analysis about the viability of localism, diversity and competition in diverse markets around the country. We must keep in mind that these decisions could

reshape the nation's media landscape."

As for lumping the reviews together, Copps said, "I am less concerned about the bundling than I am about having the depth and breadth of information that we need when any of these rules comes up for decision."

Abernathy agreed that the commission needs data in order to effectively handle the daunting task. "We're stepping back and trying to make some sort of rational policy pronouncement," she said. "You can't really do that until you better understand the market. I think that's one of the reasons why we are collecting data."

Abernathy added that, before becoming a commissioner, she hadn't appreciated "the complexity of the overlays" of all the various ownership rules. "Boy, they're just all over the place," she said. For that reason, she supports the all-inclusive handling of the media reviews. "You need to look at them as a whole, because you want to take your rules and rationalize them across all these various media. Doing that as a whole probably leads to better regulation."

However, Abernathy added that

Summit

Continued from Page 1

The Blind Boys Of Alabama, the Grammy Award-winning traditional gospel quintet who have received standing ovations wherever they have played, will perform on Thursday evening. They have a new release, *Spirit of the Century*, coming out on Peter Gabriel's Real World label.

Other artists scheduled to appear at the R&R Triple A Summit include Peter Stuart, Dave Pimer and Pseudopod on Wednesday. Kirstin Candy, Josh Joplin Group, Beth Orton, Brad and Abra Moore will join The Wallflowers and Blind Boys Of Alabama on Thursday.

Alice Peacock, Lizzy West, Howie Day, Marc Copely, Kim Richey, Allison Moorer, Keller Williams and Rhett Miller are slated for Friday, as are Coldplay, Andy Stochan-sky, Feel, Alex Lloyd, Chuck Prophet and Drive By Truckers will perform Saturday with Aimee Mann.

The R&R Triple A Summit is an annual gathering of Triple A radio programmers from around the country. It includes three days of panel sessions and seminars and four nights of musical entertainment, all set against one of the most beautiful backdrops in the country, the Rocky Mountain foothills of Boulder, CO. To register, go to www.radioandrecords.com and click on "Conventions."

RAB

Continued from Page 1

the year, nearly doubling the 6% growth seen in April 2001.

RAB President/CEO Gary Fries pointed out that radio's sustained increase since March 2002 — total rev-

enue was up 4% in April and 1% in March, but down 5% in February, due to a lack of sweeps advertising during the Olympics — is indicative of the medium's resiliency. "All indicators point to continued sales gains as the year progresses," he said.

KQSR

Continued from Page 3

According to Smith, the station's top 10 songs are Incubus' "I Wish You Were Here," Staind's "For You," P.O.D.'s "Youth of the Nation,"

Jimmy Eat World's "The Middle," Chad Kroeger f/Joey Scott's "Hero," Tool's "Schism," Hoobastank's "Crawling," Red Hot Chili Peppers' "By the Way," The Hives' "Hate to Say" and Puddle Of Mudd's "She Hates Me."

a constant frustration for her at the FCC has been the long delays in getting matters resolved.

Martin said, "While I was aware of the level of detail involved in FCC regulations, I had not anticipated the breadth of topics in which the commission is involved."

Asked what was most surprising about being a commissioner, Copps complained that the "Government in the Sunshine" regulations the commission must follow are limiting the ability of commissioners to talk as a

group. Copps said these regulations — which prohibit more than two commissioners from meeting in private to discuss issues — "retard our progress as a regulatory body."

However, Copps said he's thrilled to have his job. So far, he lists his happiest moment as "being sworn in and becoming an active participant in some fascinating and important issues."

"But it hasn't been downhill since that day," he said. "I'm still a very happy guy."

AMERICA'S FIRST ALL-NINETIES RETRO SHOW

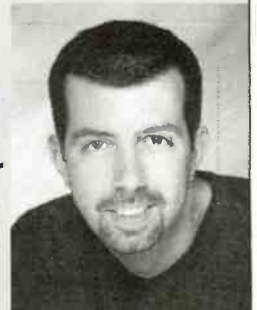


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Dave Stewart

The Nineties Show





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BPM (XM81)

Blake Lawrence

DIFFERENT GEAR A Little Bit Paranoid
ELVIS VS. JXL A Little Less Conversation
IAN VAN OAH! Reason
KREO Burn For You
MASTERS AT WORK /INDIA Backfired
DJ Tiesto & Nocola Hitchcock In My Memory

The Boneyard (XM41)

Charlie Logan

BLACK LABEL SOCIETY Bridge To Cross
BLACK LABEL SOCIETY Demise Of Sanity
BREAKING BENJAMIN Polyamorous
DANZIG God Of Light
DANZIG I Luciferi
ODKKN Little Girl
EARSHOT Get Away
EPIDEMIC Walk Away
COLOR RED Sore Throat

The Heart (XM23)

Johnny Williams

BONNIE RAITT Wounded Heart
BRYAN ADAMS & SARAH McLACHLAN Don't...
LINDA EDER & CARL ANDERSON How In...

RAW (XM66)

Leo G.
EMINEM Cleaning Out My Closet

Watercolors (XM71)

Steve Stiles

CAROL OUBOC This Is No Ordinary Love
CAROL OUBOC When I'm Close To You
NORMAN BROWN Dancing In The House
NORMAN BROWN Feeling The Way
NORMAN BROWN Night Drive
NORMAN BROWN The Feeling I Get
NORMAN BROWN Won't You Stay

X Country (XM12)

Jessie Scott

BOBBY BARE JR. Young Criminal's Starvation...
KERRI POWERS You, Me & A Redhead
SKEETER MEETER Sunshine State St.
SUE FOLEY Where The Action Is

XM Cafe (XM45)

Bill Evans

BRUCE SPRINGSTEEN The Rising
CZARS The Ugly People Vs. The...
RED HOT CHILI PEPPERS By The Way
SEVEN NATIONS And Now It's Come To This
SIX BY SEVEN The Way I Feel Today

XMLM (XM42)

OOWN Down!!
COAL CHAMBER Dark Days
HATEBREED Perseverance
36 CRAZYFISTS Bitterness The Star
PISSING RAZORS Where We Come From
SCISSORFIGHT Mantrapping For Sport & Profit
KILLSWITCHED ENGAGE Alive Or Just Breathing
SLAYER God Hates Us All
HASTE When Reason Sleeps
PRO-PAIN Shreds Of Oignity
KORN Untouchables
DOOGIN' BULLETS Earn Your Respect
NO ONE No One
POISON THE WELL Tear From The Red
RINGWORM Birth Is Pain
LOLIPOP LUST KILL My So Called Life
SWITCHED Subject To Change
SUPERJOINT RITUAL Use Once & Destroy
BURNT BY THE SUN Soundtrack To...
SKINLAB Revolvingroom
DRY KILL LOGIC The Darker Side Of Nonsense
OISARRAY In The Face Of The Enemy
SCAR CULTURE Inscribe
ORAGPIPE Playing For Keeps
SOULFLY 3
RABIES CASTE Let The Soul Out...
NO INNOCENT VICTIM Tipping The Scales
CANONRIA The Coma Imprint
FIVE POINTE O Unitted
OCEMBER The Lament Configuration

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HIT LIST

Seth Neiman
CAM'RON Oh Boy
DANIEL BEINGFIELD Gotta Get Thru This
KHIA My Neck, My Back (Lick It)

SOFT ROCK

Seth Neiman
BEN GREEN Two To One
JAMES TAYLOR On The 4th Of July
NORAH JONES Don't Know Why
STEVE HOLY Good Morning Beautiful

R&B HITS

Damon Williams
BEENIE MAN /JANET Feel It Boy

RAP

Damon Williams
BIG TYMERS Put That S**t Up
DJ KDOOL Back Up Out My Way
MAD SKILLZ Crew Deep

BODY AND SOUL

Damon Williams
USHER Can U Help Me

ALTERNATIVE

Adam Neiman
COLDPLAY In My Place
DINAH WASHINGTON Is You Is Or Is You...
FILTER Where Do We Go From Here
FINCH Letters To You
HAVEN Let It Live
MXPX My Mistake
SCAPEGOT WAX Lost Cause
SIX BY SEVEN I.O.U. Love
SONIC YOUTH The Empty Cage
SPARTA Cut Your Ribbon
VINES Get Free

TODAY'S COUNTRY

Liz Opoka
ALABAMA I'm In The Mood
TIM MCGRAW Unbroken

PROGRESSIVE

Liz Opoka
ALLISON MOORER Going Down
BRUCE HORNSBY Sticks & Stones
BRUCE SPRINGSTEEN The Rising
COLDPLAY In My Place

LITE JAZZ

Gary Susalis
GREG ADAMS Midnight Morning



Artist/Title	Total Plays
LIL' BOW WOW Take Ya Home	81
A*TEENS Can't Help Falling In Love	80
SIMON AND MILO Get A Clue	78
VANESSA CARLTON A Thousand...	77
LMNT Juliet	77
CHRISTINA MILIAN Call Me, Beep...	76
PLAY I'm Gonna Make You Love Me	76
'N SYNC Pop	75
PINK Get The Party Started	72
JUMPS God Bless The USA	38
AARON CARTER I'm All About You	35
MICHELLE BRANCH Everywhere	35
BAHA MEN Move It Like This	35
AVRIL LAVIGNE Complicated	35
BAHA MEN Who Let The Dogs Out	35
DESTINY'S CHILD Survivor	33
BRITNEY SPEARS Overprotected	32
PINK Most Girls	32
NINE DAYS Absolutely (Story Of A...)	32
DREAM STREET It Happens Every...	31



Playlist for the week ending July 6.



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DMX Fashion Retail Video
David Mihail

The top music videos shown on DMX fashion retail, targeted at 18-34 adults.

VINES Get Free
CORRS 1/BOND When The Stars Go Blue
CREEO One Last Breath
NAPPY ROOTS Po' Folks
DISHWALLA Somewhere In The Middle
JIMMY EAT WORLD Sweetness
KYLIE MINOGUE Love At First Sight
WILL SMITH /TRA-KNOX Black Suits Comin'
RED HOT CHILI PEPPERS By The Way
ASH Burn Baby Burn
THICKE When I Get You Alone
SOMETHING CORPORATE I Woke Up In A Car
OASIS Stop Crying Your Heart Out
JILL SCOTT Gimme
AVALANCHES Since I Left You

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

CHR/POP

Jack Patterson
AMY STUOT Just A Little Girl
GOD GOO OOLLS Big Machine

CHR/RHYTHMIC

Mark Shands
CUTTING EDGE Love Police
IRV GOTTI PRESENTS... Down 4 U

URBAN

Jack Patterson
MONICA All Eyes On Me
FAITH EVANS Burnin' Up

ALTERNATIVE

Dave Sloan
No Adds

ROCK

Stephanie Mondello
FILTER Where Do We Go From Here

ADULT ALTERNATIVE

Stephanie Mondello
LENNY KRAVITZ If I Could Fall In Love

ADULT CONTEMPORARY

Jason Shift
SOLUNA For All Time

INTERNATIONAL HITS

Mark Shands
WILL SMITH /TRA-KNOX Black Suits Comin'
P. DIDDY I Need A Girl
CAM'RON Oh Boy

COUNTRY

Leanne Flask
GARTH BROOKS Thicker Than Blood
MONTGOMERY GENTRY My Town
HEATHER MYLES Never Had A Broken Heart

DANCE

Danielle Ruyschaert
FAITHLESS /DIDDY One Step Too Far

RAP/HIP-HOP

Mark Shands
IRV GOTTI PRESENTS... Down 4 U
IRV GOTTI PRESENTS... Gangstafied
IRV GOTTI PRESENTS... We Still Don't Give A F**k
IRV GOTTI PRESENTS... The Nexx N****z
GADA Play Too Much



Region	Rank	Artist/Title
WEST	1.	KYLIE MINOGUE Love At First Sight
	2.	BRITNEY SPEARS Boys
	3.	BEYONCÉ Work It Out
	4.	NAPPY ROOTS Po' Folks
	5.	KACI I Think I Love You
MIDWEST	1.	BRITNEY SPEARS Boys
	2.	BEYONCÉ Work It Out
	3.	KYLIE MINOGUE Love At First Sight
	4.	NAPPY ROOTS Po' Folks
	5.	LATHUM BBO
SOUTHWEST	1.	KYLIE MINOGUE Love At First Sight
	2.	BRITNEY SPEARS Boys
	3.	BEYONCÉ Work It Out
	4.	JOSH GROBAN Gira Con Mi
	5.	KACI I Think I Love You
NORTHEAST	1.	BEYONCÉ Work It Out
	2.	KYLIE MINOGUE Love At First Sight
	3.	BRITNEY SPEARS Boys
	4.	KACI I Think I Love You
	5.	ABENAA Rain
SOUTHEAST	1.	NAPPY ROOTS Po' Folks
	2.	BEYONCÉ Work It Out
	3.	BRITNEY SPEARS Boys
	4.	BOB MARLEY Jammin'
	5.	KYLIE MINOGUE Love At First Sight

ALTERNATIVE PROGRAMMING
Gary Knoll • 800-231-2818

Rock

GOD GOO OOLLS Big Machine
MAD AT GRAVITY Walk Away
NICKEBACK Never Again

Alternative

HOMETOWN HERO Eighteen
Triple A
COLOPLAY In My Place
DOVES There Goes The Fear

CHR

VANESSA CARLTON Ordinary Day

Mainstream AC

311 Amber

Lite AC

STEVE HOLY Good Morning Beautiful
NORAH JONES Don't Know Why
KATHY MATTEA They Are The Roses
STEELY Simple Girl
JAMES TAYLOR On The 4th Of July

NAC

JEFF KASHIWA 3 Day Weekend

Christian AC

CAEDMON'S CALL We Delight

UC

EVE /ALICIA KEYS Gangsta Lovin'
JOE What If A Woman

Country

ERIC HEATHERLY The Last Man Committed
WILLIE NELSON Maria (Shut Up And Kiss Me)
KEITH URBAN Somebody Like You
TRISHA YEARWOOD I Don't Paint Myself Into Corners



Music Programming/Consulting
Ken Moultrie • 800-426-9082

Alternative

Steve Young/Kristopher Jones
CHEVELLE Red
CUSTOM Beat Me
BEN KWELLER Wasted & Ready
MOBY Extreme Ways
UNWRITTEN LAW Up All Night

Active Rock

Steve Young/Kristopher Jones
CHEVELLE Red
FILTER Where Do We Go From Here
ROB ZOMBIE Demon Speeding

Heritage Rock

Steve Young/Kristopher Jones
BRUCE SPRINGSTEEN The Rising

CHR

Steve Young/Josh Hosler
CAM'RON Oh Boy
VANESSA CARLTON Ordinary Day

Rhythmic CHR

Steve Young/Josh Hosler
3LW I Do (Wanna Get Close To You)
LUDACRIS Move Bitch
MONICA All Eyes On Me
N.O.R.E. Nothin'
USHER Can U Help Me

Soft AC

Mike Bettelli
JAMES TAYLOR On The 4th Of July

Dave Wingert Show

Mike Bettelli
JAMES TAYLOR On The 4th Of July

Mainstream Country

Ray Randall/Hank Aaron
ALAN JACKSON Work In Progress

24 HOUR FORMATS

Jon Holiday • 303-784-8700

Adult Hit Radio

JJ McKay
AEROSMITH Girls Of Summer
SEVEN AND THE SUN Walk With Me

Rock Classics

Adam Fendrich
BRUCE SPRINGSTEEN The Rising

Adult Contemporary

Rick Brady
JENNIFER LOPEZ Alive

CD COUNTRY

Rick Morgan
EMERSON DRIVE Fall Into Me
LITTLE BIG TOWN Everything Changes
KEITH URBAN Somebody Like You

US COUNTRY

Penny Mitchell
TAMMY COCHRAN Life Happened
MONTGOMERY GENTRY My Town

GREAT AMERICAN COUNTRY

Jim Murphy • 303-784-8700
ALISON KRAUSS Sitting In The Window Of My Room
SAWYER BROWN I Need A Girlfriend



Charlie Cook • 661-294-9000

Adult Rock & Roll

Jeff Gonzer
DEF LEPPARD Now

Bright AC

Jim Hays
NORAH JONES Don't Know Why
BRUCE SPRINGSTEEN The Rising

Mainstream Country

David Felker
RASCAL FLATS These Days
KEITH URBAN Somebody Like You
TRISHA YEARWOOD I Don't Paint Myself Into Corners

Young & Elder

David Felker
TRAVIS TRITT Strong Enough To Be Your Man
TRISHA YEARWOOD I Don't Paint Myself Into Corners

WAITT RADIO NETWORKS

Alternative

Chris Reeves • 970-949-3339
HOMETOWN HERO Eighteen
BEN KWELLER Wasted & Ready
UNWRITTEN LAW Up All Night
WHITE STRIPES Dead Leaves And The Dirty Ground



This week's Pollstar is frozen.

Pos. Artist	Avg. Gross (\$,000s)	BOB SCHNEIDER
1. PAUL MCCARTNEY	\$2,636.3	GRAND SKEEM
2. 'N SYNC	\$1,173.1	PHILIP BAILEY
3. BRITNEY SPEARS	\$962.9	REGGAE COWBOYS
4. DAVE MATTHEWS BAND	\$856.0	THOMAS MAPFUMO & THE BLACKS UNLIMITED
5. CROSBY, STILLS, NASH & YOUNG	\$804.9	VANILLA ICE
6. GREEN DAY/BLINK-182	\$431.6	
7. BROOKS & DUNN	\$342.1	
8. ROBIN WILLIAMS	\$307.3	
9. ALAN JACKSON	\$290.8	
10. SAMMY HAGAR/DAVID LEE ROTH	\$270.9	
11. KENNY CHESNEY	\$248.0	
12. INCUBUS	\$221.6	
14. ENRIQUE IGLESIAS	\$211.2	
13. DIANA KRALL	\$205.1	
15. ALANIS MORISSETTE	\$186.0	

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

72 million households

 Tom Calderone
VP/Programming


Plays

NELLY Hot In Herre	26
EMINEM Without Me	20
AVRIL LAVIGNE Complicated	36
IRV GOTTI PRESENTS... Down 4 U	16
PINK Just Like A Pill	12
B2K Gots Ta Be	12
CAM'RON I/JUELZ SANTANA Oh Boy	12
JENNIFER LOPEZ I/NAS I'm Gonna Be Alright	11
P. DIDDY I/GINUWINE... I Need A Girl, Pt. 2	11
MARID Just A Friend	11
PAPA ROACH She Loves Me Not	10
RED HOT CHILI PEPPERS By The Way	10
WILL SMITH Black Suits Comin'...	8
TRUTH HURTS Addictive	8
AMERIE Why Don't We Fall In Love	8
ASHANTI Happy	8
KELLY OSBOURNE Papa Don't Preach	7
DIRTY VEGAS Days Go By	7
VINES Get Free	7
BIG TYMERS Still Fly	7
INCUBUS Warning	7
CHAD KRUEGER I/JOSEY SCOTT Hero	6
PUDDLE OF MUDD Drift & Die	6
BRANDY Full Moon	6
BEYONCE Work It Out	6
DUR LADY PEACE Somewhere Out There	6
KYLIE MINOGUE Love At First Sight	6
BRITNEY SPEARS Boyz	6
JOHN MAYER No Such Thing	5
SHERYL CROW Soak Up The Sun	5
ENRIQUE IGLESIAS Don't Turn Off The Lights	5
PAULINA RUBIO Don't Say Goodbye	5
TWEET Call Me	5
JERMAINE DUPRI I/LUDACRIS Welcome To Atlanta	5
VANESSA CARLTON Ordinary Day	5
N. D. R. E. Nothin'	5
HOOBASTANK Running Away	4
HIVES Hate To Say I Told You So	4
DEFAULT Deny	4
BOX CAR RACER I Feel So	4
DAVE MATTHEWS BAND Where Are You Going	4
P. D. D. Boom	3
TRUST COMPANY Downtail	3
N. E. R. D. Rock Star	3
NAPPY ROOTS Awwaw	3
STROKES Hard To Explain	3
WYCLEF JEAN I/CLAUDETTE ORTIZ Two Wrongs	3
NEW FOUND GLORY My Friends Over You	3
LUDACRIS Move Bitch	3
LIL' BOW WOW Basketball	3
ALICIA KEYS How Come You Don't Call Me	3
KHIA My Neck, My Back...	2
KID ROCK You Never Met A MF Quite...	2
OUTKAST Land Of A Million Drums	2
STAINED EPICHA	2
CREED One Last Breath	2
CLIPSE Grindin'	2
THICKE When I Get You Alone	2
AEROSMITH Girls Of Summer	2
MUSIQ Halfcrazy	1
OASHBOARD CONFSSIONAL Screaming Infidelities	1
WHITE STRIPES Fell In Love With A Girl	1
MS. JADE Big Head	1
ANGIE STONE Wish I Didn't Miss You	1

Video playlist for the week ending June 29.

55 million households

 Peter Cohen
VP/Programming


Rap Adds

EVE I/ALICIA KEYS Gangsta Love	1
FABOLOUS I/P. DIDDY & JAGGED EDGE Trade It All: Part 2	1
G-DEP I/FAITH EVANS & MEELAH Everyday	1

Pop Adds

ANY STUOT Just A Little Girl	1
JENNIFER LOVE HEWITT Barenaked	1
NO DOUBT Underneath It All	1
SHAKIRA Objection	1

Urban Adds

3LW I Do	1
4TH AVENUE JONE Move On	1
EVE I/ALICIA KEYS Gangsta Love	1
FABOLOUS I/P. DIDDY & JAGGED EDGE Trade It All: Part 2	1

Rhythmic Adds

MUSIQ Halfcrazy	1
MUSIQ Extreme Ways	1

Rock Adds

AEROSMITH Girls Of Summer	1
ASH Burn Baby Burn	1
BLINDSIDE Pitiful	1
DISTILLERS The Young Crazyed Peeling	1
DOWN Ghost Along The Mississippi	1
KID ROCK You Never Met A MF Quite...	1
LOST PROPHETS The Fake Sound Of Progress	1
MAD AT GRAVITY Walk Away	1
MIDTOWN Like A Movie	1
OZZY OSBOURNE Dreamer	1
RAMMSTEIN Feuer Frei!	1
SOILWORK As We Speak	1
SWITCHED Inside	1
SYSTEM OF A DOWN Aerials	1
USED Box Full Of Sharp Objects	1

Adds for the week of July 15.

75 million households

 Paul Marszalek
VP/Music Programming


ADDS

COLOPLAY In My Place	1
SHERYL CROW Steve McQueen	1
NO DOUBT Underneath It All	1
SHAKIRA Objection	1
WEEZER Keep Fishin'	1

Plays

NO DOUBT Hella Good	27
CHAD KRUEGER I/JOSEY SCOTT Hero	27
SHERYL CROW Soak Up The Sun	25
JIMMY EAT WORLD The Middle	25
PINK Don't Let Me Get Me	25
AEROSMITH Girls Of Summer	20
DAVE MATTHEWS BAND Where Are You Going	20
DIRTY VEGAS Days Go By	20
JOHN MAYER No Such Thing	20
ALANIS MORISSETTE Precious Illusions	20
RED HOT CHILI PEPPERS By The Way	19
WILL SMITH Black Suits Comin'...	19
CREED One Last Breath	18
COUNTING CROWS American Girls	17
CELINE DION I'm Alive	16
MING TEA I/AUSTIN POWERS Daddy Wasn't There	16
ANASTASIA One Day In Your Life	16
THE CORRS I/BDND When The Stars Go Blue	16
NDRAH JONES Don't Know Why	16
TOMMY LEE Hold Me Down	16
PINK Just Like A Pill	13
DUR LADY PEACE Somewhere Out There	11
BRANDY Full Moon	10
KELLY OSBOURNE Papa Don't Preach	10
KID ROCK You Never Met A MF Quite...	9
ENRIQUE IGLESIAS Don't Turn Off The Lights	8
MOBY We Are All Made Of Stars	8
BEYONCE Work It Out	7
ELTON JOHN Original Sin	5
KYLIE MINOGUE Love At First Sight	5
JENNIFER LOPEZ I/NAS I'm Gonna Be Alright	4
DARIUS RUCKER Wild One	4
ASHANTI Happy	3
DIXIE CHICKS Long Time Gone	2
AMERIE Why Don't We Fall In Love	1
WYCLEF JEAN I/CLAUDETTE ORTIZ Two Wrongs	1
MUSIQ Halfcrazy	1
ROBERT PLANT Darkness, Darkness	1

Video playlist for July 8-15.

36 million households

 Cindy Mahmoud
VP/Music Programming & Entertainment


VIDEO PLAYLIST

P. DIDDY I/GINUWINE... I Need A Girl, Pt. 2	1
TWEET Call Me	1
CAM'RON I/JUELZ SANTANA Oh Boy	1
AMERIE Why Don't We Fall In Love	1
NELLY Hot In Herre	1
BIG TYMERS Still Fly	1
IRV GOTTI PRESENTS... Down 4 U	1
KHIA My Neck, My Back...	1
MUSIQ Halfcrazy	1
MARID Just A Friend 2000	1

RAP CITY

BIG TYMERS Still Fly	1
N. D. R. E. Nothin'	1
LUDACRIS I/MYSTIKAL & I-20 Move Bitch	1
CAM'RON I/JUELZ SANTANA Oh Boy	1
CLIPSE Grindin'	1
TRICK DADDY I/CEE-LO & BIG BOI In Da Wind	1
NELLY Hot In Herre	1
LIL' WAYNE Way Of Life	1
EVE I/ALICIA KEYS Gangsta Lovin'	1
NAPPY ROOTS Po' Folks	1

Video playlist for the week ending July 14.


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

ADDS

PINMDNKY Barbed Wire And Roses

TOP 20

BRAD PAISLEY I'm Gonna Miss Her	1
DARRYL WORLEY I Miss My Friend	1
ALAN JACKSON Drive (For Daddy Gene)	1
TRACE ADKINS Help Me Understand	1
BROOKS & DUNN My Heart Is Lost To You	1
KENNY CHESNEY The Good Stuff	1
LDNESTAR Not A Day Goes By	1
P. LOVELESS I/T. TRITT Out Of Control Raging Fire	1
GARY ALLAN The One	1
LONESTAR Not A Day Goes By	1
TRICK PONY Just What I Do	1
KELLIE COFFEY When You Lie Next To Me	1
BLAKE SHELTON Of Red	1
DIXIE CHICKS Long Time Gone	1
TIM MCGRAW Angel Boy	1
KASEY CHAMBERS Not Pretty Enough	1
MARK CHESNUTT She Was	1
BRAD MARTIN Before I Knew Better	1
PHIL VASSAR American Child	1
DIAMOND RID Beautiful Mess	1

HEAVY

ALAN JACKSON Drive (For Daddy Gene)	1
BROOKS & DUNN My Heart Is Lost To You	1
DARRYL WORLEY I Miss My Friend	1
DIXIE CHICKS Long Time Gone	1
GARY ALLAN The One	1
KENNY CHESNEY The Good Stuff	1
TOBY KEITH Courtesy Of The Red, White And Blue	1
TRACE ADKINS Help Me Understand	1

HOT SHOTS

LEE ANN WDMACK Something Worth Leaving Behind	1
MARTINA MCBRIDE Where Would You Be	1
PINMONKEY Barbed Wire And Roses	1
WILLIE NELSON Maria (Shut Up And Kiss Me)	1

 Heavy rotation songs receive 28 plays per week.
Hot Shots receive 21 plays per week.

Information current as of July 9, 2002


 Jim Murphy
VP/Programming
19 million households

ADDS

 SAWYER BROWN I Need A Girlfriend
ALISON KRAUSS Sitting In The Window Of My Room

TOP 10

KENNY CHESNEY The Good Stuff	1
BLAKE SHELTON Of Red	1
TRICK PONY Just What I Do	1
DIXIE CHICKS Long Time Gone	1
GARY ALLAN The One	1
TOBY KEITH Courtesy Of The Red, White And Blue	1
DARRYL WORLEY I Miss My Friend	1
KELLIE COFFEY When You Lie Next To Me	1
TRACE ADKINS Help Me Understand	1
BRAD PAISLEY I'm Gonna Miss Her	1

Information current as of July 12, 2002

TELEVISION

TOP TEN SHOWS

 Total Audience
(105.5 million households)

1 60 Minutes
2 Movie (A Time To Kill)
3 Everybody Loves Raymond
4 Dog Eat Dog
5 Becker
6 48 Hours (Monday)
7 American Idol (Tuesday)
8 Dateline (Tuesday)
9 Law & Order: Criminal Intent
10 Crime & Punishment

July 1-7

 Adults
18-49

1 American Idol (Tuesday)
2 Dog Eat Dog
3 Movie (A Time To Kill)
4 Everybody Loves Raymond
5 Dateline (Tuesday)
(tie) Fear Factor
7 The Simpsons (8:30pm)
8 American Idol (Wednesday)
(tie) Crime & Punishment
(tie) Pepsi 400

Source: Nielsen Media Research

COMING NEXT WEEK

Friday, 7/12

- Kylie Minogue, *The Tonight Show With Jay Leno* (NBC, check local listings for time).
- Counting Crows, *Late Night With Conan O'Brien* (NBC, check local listings for time).
- Trey Anastasio, *Late Late Show With Craig Kilborn* (CBS, check local listings for time).
- Dave Matthews Band, *Last Call With Carson Daly* (NBC, check local listings for time).

Saturday, 7/13

- Blink-182 guest-star on *Mad TV* (FOX, 11pm ET/PT).
- Eminem, *Saturday Night Live* (NBC, check local listings for time).
- Mr. Cheeks, *Showtime at the Apollo* (check local listings for time and channel).

Monday, 7/15

- Bruce Hornsby, *Jay Leno*.
- Dave Matthews Band, *Late*

Show With David Letterman (CBS, check local listings for time).

- Dirty Dozen Brass Band, *Conan O'Brien*.
- Midnight Oil, *Craig Kilborn*.

Tuesday, 7/16

- Solomon Burke, *David Letterman*.
- The Vines, *Conan O'Brien*.
- The Breeders, *Craig Kilborn*.
- Cee-Lo, *Carson Daly*.

Wednesday, 7/17

- Etta James, *David Letterman*.
- Wilco, *Conan O'Brien*.
- Chris Isaak, *Craig Kilborn*.
- Apex Theory, *Carson Daly*.

Thursday, 7/18

- Robert Plant, *David Letterman*.
- Oleta Adams, *Craig Kilborn*.
- Counting Crows, *Carson Daly*.

— Julie Gidlow

FILMS

BOX OFFICE TOTALS

July 5-7

Title/Distributor	\$ Weekend	\$ To Date
1 <i>Men In Black 2</i> (Sony)*	\$52.14	\$87.24
2 <i>Mr. Deeds</i> (Sony)	\$18.41	\$73.61
3 <i>Lilo & Stitch</i> (Buena Vista)	\$12.63	\$103.01
4 <i>Minority Report</i> (FOX)	\$12.55	\$97.11
5 <i>Like Mike</i> (FOX)*	\$12.17	\$19.01
6 <i>The Bourne Identity</i> (Universal)	\$9.15	\$89.02
7 <i>Scooby-Doo</i> (WB)	\$7.02	\$137.52
8 <i>The Sum Of All Fears</i> (Paramount)	\$3.71	\$111.72
9 <i>The Powerpuff Girls Movie</i> (WB)*	\$3.58	\$6.12
10 <i>The Divine Secrets Of The Ya-Ya Sisterhood</i> (WB)	\$2.81	\$6.14

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

COMING ATTRACTIONS: Opening in special engagements this week is *Me Without You*, starring Anna Friel, Michelle Williams, Kyle McLachlan and Sting's wife, Darryl Worley. The film's *Legacy/Epic* soundtrack contains two tunes by *The Clash* — "White Man" in Hammersmith Palais" and "White Riot" — as well as '70s and '80s tunes by *Depeche Mode* ("Just Can't Get Enough"), *The Stranglers* ("Skin Deep"), *Echo & The Bunnymen* ("The Cutter"), *Scritti Politti* ("The Sweetest Girl"), *The Normal* ("Warm Leatherette"), *Adam & The Ants* ("Kings of the Wild Frontier"), *Dillinger* ("Cocaine in My Brain"), *Tim Buckley*

("Strange Feeling"), *Barbara Dickson* ("January February"), *Charlene* ("I've Never Been to Me"), *Sonny & Cher* ("I Got You Babe"), *Nick Drake* ("Cello Song"), *Wreckless Eric* ("Whole Wide World") and *The Only Ones* ("Another Girl, Another Planet"). The ST also features a new song by *Super Furry Animals* called "Drawing Rings) Around the World," along with *Lucy Street's* cover of "White Horses," the theme song to the old U.K. TV series of the same name. Also opening this week is *Halloween Resurrection*, starring recording artist *Busta Rhymes*.

— Julie Gidlow



AL PETERSON
apeterson@radioandrecords.com

'WTN Has Nashville Talking

■ Gaylord's FM Talker is riding high in country music's capital

Say the word "Nashville" to almost anyone in America, and it's a pretty safe bet that no one will respond by saying, "Hey, great Talk radio town."

But the fact is, Talk radio is more than just alive and well in Music City at Gaylord-owned WWTN-FM. Program Director **Doug Kellett** enthusiastically reports that, in the capital of country music, "WTN is No. 1 men 25-54 and No. 2 persons 25-54. Plus, our listenership is up 84% in our target demo and 92% overall for spring 2001."



Doug Kellett

2002 Arbitron.

I recently spoke with Kellett about the challenges of programming Talk in a town where Country radio posts a whopping 18.1 AQH share and what he really thinks is behind the successful numbers of the station.

R&R: What did 'WTN sound like when you arrived a year ago?

DK: There was a great foundation here when I arrived. But, basically, the station is a lot better focused now and has much more consistent formatics than it did when I first heard it. The first thing that I noticed is that the station didn't have, to my ear, a big on-air sound. I didn't feel that the positioning of the station was where it needed to be, from that standpoint. I felt like it needed more entertainment elements and some unpredictability.

It was obviously a News/Talk/Sports station, but it was made up of a collection of individual shows with nothing really connecting them. The talent was here, but the station needed some packaging.

Every show's producer did their own bumpers and liners, so there was no overall stationality, which is something I believed was necessary if we wanted to grow our audience and TSL. Everyone here caught on right away to what I meant, and it's obviously had an effect on our performance.

"By virtue of us being on the FM band, our biggest competitors are really the music stations, especially the Rock stations, when it comes to our target audience of 25-54 men."

R&R: What, if anything, does 'WTN do to reflect the fact that, at its heart, Nashville is a Country town?



OVERSEAS FUND-RAISER

Nationally syndicated talk host Doug Stephan broadcast his program from a charity event held in England recently, where he was joined in the effort by, among others, "King of Pop" Michael Jackson and world-renowned psychic Uri Geller. The event raised hundreds of thousands of dollars for a British children's hospital. Pictured (l-r) are Jackson, Stephan and Geller.

DK: That's a very good question and one that we are always talking about. If there's an issue involving a country-music artist that fits into the Talk arena, we talk about it. A good example is when we recently had Charlie Daniels on the day after CMT wouldn't play his song. And Toby Keith, after ABC News' Peter Jennings caused all that controversy by saying that he didn't want Toby's song played on a special he was hosting.

One thing we do is give away a lot of country CDs. In fact, we like to say that we give away more music than any other Talk station in America.

Our company, Gaylord, is heavily involved in the country community, so we are often part of events that involve country artists. Occasionally, some of the country-music folks who live around town will even call in to one of our talk shows to add to a discussion.

We don't try to go directly after

the Country audience, but we do make sure they know that 'WTN is the station where Nashville talks about everything, from local politics to country-song controversies.

R&R: 'WTN does not fit the typical model of an FM Talk station today, nor is it exactly traditional News/Talk. How would you describe the station?

DK: There's no question that 'WTN is unique in a lot of ways. We don't do sex talk, like a lot of FM Talkers do, and we don't do News radio, like a lot of traditional AM Talk stations do. Our local morning show is unashamedly political, with a focus on political issues, especially local ones. On the other hand, our local afternoon show's focus is on sports.

And the station overall is very involved in the community. You can't go anywhere in Nashville without seeing us there, whether it's a community event or a sporting event. If it's happening in Nashville, we are there.

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*Source: Arbitron Fall 2001 Nationwide DMA, MF 12n-12mid., Persons 12+

R&R: *Your numbers are up nicely vs. a year ago, and a good deal of the post-9/11 ratings spike seems to have stuck to the station. Why do you think that is?*

DK: I told everyone here last fall that we were going to get a ratings boost from the events of Sept. 11, but that the key indication as to whether or not we were having any success was if we could hold on to a lot of those increases. I feel that we have, and that comes from simply serving the audience and giving them what they want and expect from the station.

For the week after 9/11 we had tremendous ratings, and the reason is that we got on the air and gave the people of Nashville a place to talk about their feelings while our competitors did not. While they were using network hosts from their stations in other markets, hosts the audience was not familiar with, we were on the air with local people. That gave us an edge that week.

That's what got people to come here and, in many cases, get their first taste of what we are all about. Since then we have done a good job of serving both our regular listeners and those who recently learned about us, and that has paid off for the station.

R&R: *Who is your station's main competition?*

DK: We don't really look at [Clear Channel News/Talk] WLAC as our primary competitor. By virtue of us being on the FM band, our biggest competitors are really the music stations, especially the Rock stations, when it comes to our target audience of 25-54 men. Our presentation is a little edgier and in-your-face than what you might hear on a more traditional AM News/Talk station, and that has a lot to do with our appeal to younger male demos.

R&R: *Recently, your station's hosts have caused a lot of controversy in connection with a local tax protest advocating a march on the state capitol. How sweaty do the palms of your corporate management get when your local hosts go after a local political figure or debate a sensitive local issue?*

DK: Sometimes a host — especially our morning guy, Steve Gill — will rip on somebody our corporate fathers are supporting, so that makes things interesting. But our CEO is really great. He believes in the freedom of 'WTN.

The results at 'WTN speak for themselves. A station that allows its hosts the opportunity to speak their minds can attract an audience and

advertisers. That speaks volumes to management.

R&R: *You've stated that the cornerstone of your programming philosophy is having personalities who understand that Talk radio is entertainment. Explain what you mean by that.*

DK: What I mean, quite simply, is that their job — and our job as a radio station — is to entertain and hold an audience. Whether we're talking issues or politics or sports, it's not about preaching a certain point of view; it's about keeping listeners entertained and engaged. That is our primary job.

R&R: *You compete quite successfully in middays against the formidable Rush Limbaugh. What's the secret to 'WTN's success in that daypart?*

DK: We air two syndicated shows: G. Gordon Liddy, who does very well in this market, and Dave Ramsey. The great thing about Dave is that he was on 'WTN before he started doing his syndicated show, so listeners and advertisers look at him as a local guy. He has a terrific local following. He's created a unique niche, and he works very closely with us to do local shows and events that really do well for us.

R&R: *As a PD in today's world, you have the increasingly rare luxury of deciding what shows and hosts to put on in what daypart, as opposed to having to carry a corporately mandated program. You do realize that will make many PDs out there envy you, right?*

DK: Having the freedom to pick and choose like that does give me a lot of options, and that's to our benefit. There are some good shows available out there that I know other stations won't pick up because of their network affiliation.

My biggest problem is that our lineup performs so well that there are just not many opportunities to expose some of the shows I'd like to. I hope in the future that we can evolve our weekends to a point where, along with our sports programming, which has been very successful for us, we can also let the audience hear some great talk shows out there that are not on in this market yet.

R&R: *What steps are you taking to develop new local talk talent?*

DK: We're doing it, but, honestly, I'd like to do more. On weekends we are doing a couple of late-night shows that we're using as a training ground for a couple of young guys. Sometimes it can sound a little green and very rough, but I feel that we need to take some risks in the interest of

developing new talent down the road.

R&R: *Has it been fun being back home in Nashville, programming Talk, after so many years in Georgia?*

DK: This is a very good job, and my hope was to come here and add some creativity and focus to the station that I felt it was lacking. As someone who has been a PD and a talk host for the past 20 years, I hoped to be able to share some of that experience and impart some of the knowledge I've learned along the way to the people here.

I knew that would be a challenge, because the staff here hasn't had a history of particularly liking their PDs, but I'm hoping that I have changed that a bit. Everybody at 'WTN, both on and off the air, is passionate about the station, and that's what helps to make it successful. Everyone here really cares about the station. They not only work here; they are fans of the station too.

R&R: *Are there any goals that you set a year ago that you wish you'd made more progress on?*

DK: Oh, sure, there are always plenty of those. That's just the radio

"Everybody at 'WTN, both on an off the air, is passionate about the station, and that's what helps to make it successful."

business. But I find I'm more patient about that sort of thing today than I was 10 years ago, so I expect I'll still get to most of them sooner rather than later.

R&R: *Who would be happier listening to 'WTN, the presidential candidate who won Tennessee or the one who lost it?*

DK: [Laughing] Well, it's definitely not going to be the guy who lost it. I can assure you of that. 'WTN is conservative and proud of it. Around here we like to say that Al Gore did win his home state — the District of Columbia — and we're proud of any little part we may have played in that.

R&R: *Finally, can you define the mission for 'WTN?*

DK: We must continue to serve

our core audience of men and persons 25-54, talk about the issues that are of most concern to them and create promotions that target that audience while remaining heavily involved and highly visible in the community.

We also pride ourselves on being responsible broadcasters. People tell us all the time that 'WTN is a station that they can have on even if their kids are in the car. That's not the case with a lot of stations. Now that's not to say that we aren't going to push the edges sometimes. We are an adult radio station. But if we can do everything we need to do to continue winning and still manage to generate that kind of response from people, I feel like we're right on target.



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apeterson@radioandrecords.com



CALVIN GILBERT
cgilbert@radioandrecords.com

The Oldies Top 40

□ Infinity and Clear Channel control most top markets

A lot of lists run in this monthly Oldies column, mainly because people seem to like to see such things as the most-played songs and titles for a format that has no weekly chart.

One of the requests we've received most frequently over the years has been for a list of Oldies stations, complete with addresses, phone numbers and programming contacts. Frankly, this list hasn't run before because I keep all the information as handwritten notes in a well-worn spiral notebook.

With this list covering only the top 40 markets, it is by

no means definitive. It centers around traditional Oldies stations and their Rhythmic or Urban counterparts; thus, there are no listings for stations leaning toward Country, Spanish, Alternative or '80s. The stations listed are those consistently drawing a 2.0 share or higher from Arbitron. Some markets, such as San Jose, get their Oldies from stations in nearby markets. (Hey, this had to fit on one page, didn't it?)

Markets 1-10

WCBS-FM/New York

Infinity
Joe McCoy
1515 Broadway, 40th Floor
New York, NY 10036
212-846-5100

KRTH/Los Angeles

Infinity
Jay Coffey
5901 Venice Blvd.
Los Angeles, CA 90034
323-936-5784

WJMK/Chicago

Infinity
Jim Smith
180 N. Michigan Ave., Suite 1200
Chicago, IL 60601
312-977-1800

KFRC/San Francisco

Infinity
Brian Thomas
500 Washington St., Second Floor
San Francisco, CA 94111
415-391-9970

KLUV/Dallas

Infinity
Chuck Brinkman
4131 N. Central Expressway,
Suite 700
Dallas, TX 75204
214-526-9870

WGL-FM/Philadelphia

Infinity
Dennis Winslow
10 Monument Road
Bala Cynwyd, PA 19004
610-668-5900

KLDE/Houston

Cox
Ron Parker
1990 Post Oak Blvd., Suite 2300
Houston, TX 77056
713-622-5533

WBIG/Washington

Clear Channel
Steve Allan
1801 Rockville Pike, Sixth Floor
Rockville, MD 20852
301-468-1800

WODS/Boston

Infinity
Greg Strassell
83 Leo Birmingham Parkway
Boston, MA 02135
617-787-7500

WROR/Boston

Greater Media
Ken West
55 Morrissey Blvd.
Boston, MA 02125
617-822-9600

WOMC/Detroit

Infinity
Bill Stedman
2201 Woodward Heights Blvd.
Ferndale, MI 48220
248-546-9600

Markets 11-20

WFOX/Atlanta

Cox
Mark Richards
1601 W. Peachtree St.
Atlanta, GA 30309
404-897-7500

WMXJ/Miami

Jefferson-Pilot
Bob Hamilton
20450 N.W. Second Ave.
Miami, FL 33169
305-521-5100

KBSG/Seattle

Entercom
Jay Kelly
1820 Eastlake Ave. E.
Seattle, WA 98102
206-343-9700

KJR-FM/Seattle

Clear Channel
Bob Case
351 Elliott Ave W., Suite 300
Seattle, WA 98119
206-285-2295

KOOL-FM/Phoenix

Infinity
Tim Maranville
4745 N. Seventh St., Suite 210
Phoenix, AZ 84014
602-956-9696

KQQL/Minneapolis

Clear Channel
Bob Wood
60 S. Sixth St., Suite 930
Minneapolis, MN 55402
612-333-8118

KOCL/San Diego

Clear Channel
Dave Mason
9660 Granite Ridge Drive
San Diego, CA 92123
858-292-2000

WBZO/Nassau-Suffolk

Barnstable
Bill Wise
234 Airport Plaza
Farmingdale, NY 11735
631-770-4200

KLOU/St. Louis

Clear Channel
Al Brock
1910 Pine St., Suite 225
St. Louis, MO 63103
314-533-1033

WQSR/Baltimore

Infinity
Bill Pasha
600 Washington Ave.
Towson, MD 21204
410-825-1000

Markets 21-30

WRBQ/Tampa

Infinity
Mason Dixon
9721 Executive Center Drive N.,
Suite 200
St. Petersburg, FL 33702
727-579-1925

KXKL/Denver

Infinity
Al Brady Law
1560 Broadway, Suite 1100
Denver, CO 80202
303-832-5665

WWSW/Pittsburgh

Clear Channel
Dave LaBrozzi
200 Fleet St.
Pittsburgh, PA 15220
412-937-1441

KKSN/Portland, OR

Entercom
Bob Harlow
0700 S.W. Bancroft St.
Portland, OR 97239
503-223-1441

WMJI/Cleveland

Clear Channel
Dave Popovich
6200 Oak Tree Blvd., Fourth Floor
Cleveland, OH 44131
216-520-2600

WGRR/Cincinnati

Infinity
Tim Closson
2060 Reading Road, Fourth Floor
Cincinnati, OH 45202
513-699-5103

KCC/L/Sacramento

Entravision
Rick Stewart
1436 Auburn Blvd.
Sacramento, CA 95815
916-646-4000

KOLA/Riverside

Anaheim
Gary Springfield
1940 Orange Tree Lane, Suite 200
Redlands, CA 92374
909-793-3544

KCMO/Kansas City

Susquehanna
Chris Hoffman
5800 Foxridge Drive, Sixth Floor
Mission, KS 66202
913-514-3000

Markets 31-40

KONO/San Antonio

Cox
Roger Allen
8122 Datapoint Drive, Suite 500
San Antonio, TX 78229
210-615-5400

KODJ/Salt Lake City

Clear Channel
Dickie Shannon
2801 S. Decker Lake Drive
Salt Lake City, UT 84119
801-908-1300

WRIT/Milwaukee

Clear Channel
Stan Atkinson
12100 W. Howard Ave.
Greenfield, WI 53228
414-545-8900

WWBB/Providence

Clear Channel
Bill Hess
75 Oxford St.
Providence, RI 02914
401-781-9979

WXMG/Columbus, OH

Radio One
Paul Strong
1500 W. Third St., Suite 300
Columbus, OH 43212
614-487-1444

WODB/Columbus, OH

Associated
Jay Stevens
513 E. Rich St.
Columbus, OH 43215
614-573-8400

WWMG/Charlotte

Clear Channel
Jim Radford
801 E. Moorehead St.
Charlotte, NC 28202
704-338-9600

WWSO/Norfolk

Barnstable
Randy Brooks
5589 Greenwich Road
Virginia Beach, VA 26462
757-671-1000

WSHE/Orlando

Clear Channel
J.J. Duling
2500 Maitland Center Parkway
Maitland, FL 32751
407-916-1003

WGLD/Indianapolis

Susquehanna
David Wood
6810 N. Shadeland Ave.
Indianapolis, IN 46220
317-842-9550

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

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cgilbert@radioandrecords.com

Bobby, You're A Rich Man

'He scared Rick Sklar to death'

By Bob Shannon

It seemed like a good idea at the time.

In 1981 Bobby Rich was in Los Angeles at Drake-Chenault, with responsibility for KYNO/Fresno. "The competition, KFRE, was doing a bank vault contest," says Rich. "My brilliant suggestion was to guarantee that KYNO would give away more. You know, if they gave away a car, we'd give away two."

Rich convinced Gene Chenault that the most KFRE could possibly give away was 12 grand, but then — go figure — KFRE loaded the vault with too many large-denomination bills, and the winner scarfed up \$54,000.

"We were stuck giving away \$108,000 to one winner," admits Rich, rather sheepishly.

Bob Henabery (Legends, 1/26/01) laughs and says there's nothing better than trading radio stories over a beer with Rich. He points out Rich's incredible success at KFMB/San Diego and reveals how Rick Sklar reacted when Rich took over WXLO/New York. "He scared Rick to death," Henabery says.

Then, Henabery gives Rich the ultimate compliment: "Bobby's stations are fun to listen to and never talk trash." Tucson must agree. Recent numbers show Rich's station, Journal's KMXZ-FM/Tucson, is No. 1 12+.

TWO STEPS BACK

In 1968 Rich was a first-time programmer at KSTT/Davenport, IA, but he dreamed of working at KJR/Seattle, where Gary Taylor was PD.

A few years earlier Taylor had just become PD at KJRB/Spokane, KJR's farm club. KJRB owned the market, so, out cruising Division one night, Taylor expected to hear his station blasting from car radios. Instead, he heard Bobby Rich on Spokane's KXLY. "He was a great talent and showed tremendous promise," Taylor recalls. So much promise that Taylor taped Rich and held onto the airchecks.

So far, so good. But, by the time Taylor moved up

to KJR, Rich had moved to Davenport. Taylor called to see if he might be interested in returning to Washington, but Rich's act had changed. "I'd learned all the big-time DJ, Boss Jock stuff," says Rich. Still, he sent off his tape and waited to hear back. Nothing. More nothing. When he finally called, all Taylor said was, "What happened to you?"

"What do you mean?" replied Rich. "I got better. When you knew me, I was just some silly kid who didn't know what I was doing."

"The trend at the time was to do that affected presentation, and it took away all his spontaneity," Taylor says.

Rich was devastated. "Gary told me to listen to some of my old tapes, to A-B them next to what I was doing. I noticed that when I talked to people on the phone, I sounded like a real person, but when I strapped on the headphones, I became Johnny Jock."

Rich laid his headphones on the floor so that they were loud enough for him to hear, but not so loud that he'd fall in love with the sound of his own voice. He even tried holding the phone up to his ear every time he opened the mike. "Finally, I broke myself out of it," he says. "It's true," Taylor affirms. "He changed, and because he got the spontaneity back, Paul Drew hired him."

ONE STEP FORWARD

With a 31 share, Rich might have stayed at KSTT forever. Instead, he decided to quit, sell his worldly possessions, buy a Winnebago and hit the road. "I thought, 'I'll get a job; I just have to find the right place.'"

WMYQ/Miami wasn't it.

He went to do nights but ended up doing mornings. After only four months he headed north to join his friend John Long at WAVZ/New Haven, CT, where Drew was consulting.

"Paul had just become PD of KHJ/Los Angeles," says Rich. "At WAVZ I did all the promos and a high-energy, screaming afternoon show."



Bobby Rich

One morning Rich's home phone rang. "There are only two reasons I'd wake you up," said Long. "One is to say come in to cut a promo, and the other is to tell you that you're going to KHJ."

Rich, registering promo, said he'd be there in 20 minutes. "No," replied Long. "Really. You're going to KHJ."

"I knew it was an important station," says Rich, "but it wasn't like somebody said, 'You're going to KJR.' If that had happened, I would've creamed in my jeans."

Ten minutes later Drew called. "Bobby," he said, "we're going to pay you \$25,000."

BIG TIMES

KHJ was KHJ, but Rich wanted to program again. After a year he headed to San Diego to take the helm at KFMB-AM. At the time, KFMB-FM was Beautiful Music.

Right place, right time. In February 1975 KFMB-FM (B-100) signed on, targeting 12-24s, and by '78 the station was No. 1 in the demo, which led to an offer to program WXLO/New York.

"New York always felt like a foreign country," says Rich. And though the numbers increased during Rich's first six months, disco destroyed WXLO. "WKTU/New York was an overnight success, and we were an overnight failure," Rich says.

He returned to L.A.: KHTZ, Drake-Chenault and, then, KFI. "I was named Asst. PD," he says, "but what I remember most was when Al Lohman asked me to sit in on the morning show." That made him think about doing morning drive.

In 1984, after a year in Philadelphia, Rich returned to B-100 for a five-year stint, where, inspired by Scott Shannon's *Morning Zoo*, he created *The Rich Brothers*. Then, after three years in Seattle as VP/GM of KMGI & KIXI, he decided to get into ownership in Tucson. He'll tell you it's not a pretty story, but he'll also say he fell in love with the desert.

No. 1 in Tucson, happily married for the past 18 years and as much in love with radio today as he was when he discovered it back in fifth grade. Not many can say that.

All things considered, I'd say, Bobby, you're a rich man.

You can reach Bobby Rich at bobbyfm@aol.com. Bob Shannon can be reached at bob@shannonworks.com.

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Unless you've been living under a rock, you've no doubt heard about **Michael Jackson's** entertaining, media-rich public meltdown. The fun began July 6, when Jackson — who stood alongside civil rights activist and media hound Al Sharpton — branded Sony Music Chairman **Tommy Mottola** a racist. MJ also accused record labels of conspiring to defraud African-American artists. "They steal, they cheat, they do whatever they can — especially against the black artists," Jackson told an audience at Sharpton's Harlem headquarters. Said Jackson of Mottola: "He's mean, he's a racist, and he's very, very, very devilish," while displaying a picture of Mottola sporting badly drawn horns and a pitchfork. In response, Sony issued a statement that called Jackson's remarks "ludicrous, spiteful and hurtful" and suggested that the entertainer was cynically hitching his contractual interests to the civil rights cause. "It seems particularly bizarre that he has chosen to launch an unwarranted and ugly attack on an executive who has championed his career," Sony said, adding that the company is appalled that Jackson would stoop so low "in his constant quest for publicity."



Life ain't so bad at all, if you live it off the wall.

Less than 24 hours later Sharpton began distancing himself from Jackson's remarks. A *New York Post* article quoted Sharpton as saying that Jackson's attack on Mottola was "unfair and unfounded," and he called the Sony Music honcho a staunch supporter of black artists. Sharpton also claims he's been inundated with calls from top African-American artists and producers who were furious over Jackson's comments. One producer, Courney Rooney, told the *Post*, "Michael Jackson playing the race card is a cop-out — a last-resort move by a guy who is frustrated that his big project didn't work."

Back on planet Earth.... Just a few months after transferring from New Orleans, **Jeff Scott** is out as PD of Entercom CHR/Rhythmic WQXX (Star 93.7)/Boston. VP/Programming Pat Paxton is shopping for a replacement.

Tom O'Brien has resigned as PD of ABC Hot AC **WDVD/Detroit**, citing personal reasons. **Alex Tear**, PD of CHR/Pop sister **WDRQ/Detroit**, is now acting PD at 'DVD'. He'll assist in the search for O'Brien's replacement, as will new market President/GM Steve Kosbau. By the way, Kosbau's former PD gig is still open at Hot AC **WRQX (Mix 107.3)/Washington**. **WJZW/Washington** PD **Kenny King** is covering as Mix's acting PD in the interim.

Doug Tracht, known in Radioland as **Greaseman**, is back on the DC-area airwaves. He's now the morning host at newly launched Talker **WGOP-AM** in nearby Frederick, MD. He replaces **Emmis/St. Louis**-based syndicated morning men **Steve & DC**, who were dropped after a short trial run. Tracht was blown out of Infinity's **WARW/Washington** in January 1999 for making a racist joke for which he has repeatedly apologized.

Infinity Alternative **KITS (Live 105)/San Francisco** restores some original equipment as **Steve Masters** comes aboard to host the specialty show *11 O'Clock Rewind*, which pays

tribute to Live 105's deep musical heritage. The program airs in the 11am hour, following *The Howard Stern Show*.

No Mickey Moose Organization

If you're wondering why all 3,100 **Emmis** employees recently received Beanie Baby Mooses, talk to Head Cheese **Jeff Smulyan** — it was his idea. The new, unofficial **Emmis** mascot comes following an experience Smulyan had at this year's **Emmi Awards** banquet, a big company honors party.



A not-so goofy mascot

In a letter to **Emmis** staffers, Smulyan explains that, at this year's fete, "in a desperate attempt to make a seriously unfunny presentation funny, I grabbed a massive moose-head puppet and proceeded to introduce everyone to 'Robert B. Moose, Emmis' new CEO.' Mr. Moose got a few laughs ... people seemed to get a kick out of it. And it reminded me that fun is a big part of what **Emmis** is about." Why a moose? "That damn **Eisner** already had the mouse," Smulyan says.

WVKS/Toledo morning guy **Denny Schaffer** (pictured) has been sued by the U.S. Justice Department, which alleges Schaffer filed false income tax claims and received close to \$3,400 in unearned refunds based on a tax scheme promoted on his show by noted anti-tax crusader **Alfred Abdo Jr.** The *Toledo Blade* says Schaffer filed amended federal tax returns in 1997 and 1998 on which he misstated his gross income by incorrectly deducting Social Security taxes from the overall amount. The lawsuit seeks to recover those refunds, plus interest and penalties.



WPLJ/New York morning hosts **Scott & Todd** are all over the new Bruuuuuuce release. The boys hosted a first-listen party for the new **Bruce Springsteen & The E Street Band** album, *The Rising*, this week at the original Springsteen shrine, the Stone Pony in Asbury Park, NJ. On July 30, the day of the album's release, they'll be back broadcasting live at the Pony and will be joined by NBC's *Today* show, which will feature the Boss and the band performing live as part of its summer concert series.

Continued on Page 20

Rumbles

- **KZII/Lubbock, TX** PD/afternoon talent **Bobby Ramos** becomes PD at **KPRR/EI Paso**. He succeeds **John Candelaria**, who now programs **Radio One** combo **KBFB & KTXQ/Dallas**.
- **WRQC/Ft. Myers MD** and interim PD **Dave Fritz** wins permanent programming duties at the **Active Rocker**.
- **KBOS/Fresno MD** **Pattie Moreno** is rewarded with **DayGlo** PD stripes.
- **KSME/Ft. Collins, CO** PD **David Carr** adds PD/morning duties at **AC** sister **KQLF (Sunny 97.9)/Ft. Collins**.

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Continued from Page 18

Porn On The Fourth Of July

Clear Channel Active Rocker WXTB (98 Rock)/Tampa celebrated Independence Day with a patriotically themed promotion dubbed Red, White & Goo. What was up for grabs? Those three precious building blocks of freedom: fireworks, beer and porn. "Caller No. 10 won fireworks, a case of Bud and their choice of pornp-DVDs," 98 Rock Promotion Manager Mike Oliviero tells ST. "The only thing missing was a hooker, but there's always next year."

Maverick Media's KAHA-FM/Honolulu saluted America by dropping its Alternative "Lava Rock" presentation just before July 4 and stunting with an all-American patriotic music format. Thirty-six hours later KAHA flipped to Classic Rock as "The Big Kahuna" under PD **Marc Young**, who remains on board. Of course, the first song played was Led Zeppelin's "Stairway to Heaven" — because that's the law.

Classic Rocker WRCN/Long Island recently celebrated 30 years of rock 'n' roll programming with a "Legends of 'RCN" weekend that featured past and present staffers. Among them were (pictured, l-r)



WRCN GM Steve Hobbs, WAXQ/New York PD and former 'RCN PD Bob Buchmann, Infinity/New York's John Loscaizo, WDXD/Pittsburgh PD John Moschitta, MTV Sr. VP/Music & Talent Programming Tom Calderone and present WRCN personality Kaptain Kevin and PD Tony Paige. The identity of the man seated was not known at press time.

Big City Radio's WKIE (Energy 92-7 & 5)/Chicago goes jockless in mornings as **Jeffrey T. Mason** segues back to nights. Luis Lopez moves from nights to his original overnight shift, while overnighter Kyle Kelly shifts to weekends.

Bonneville's new Classic Hits KKDV (95.7 The Drive)/San Francisco adds ex-KFOG/San

Promo Item O' The Week



Collect all three! Trade 'em with your friends! WNNX (99X)/Atlanta hops on the bobblehead bandwagon by commissioning tiny likenesses of *Morning X* talking heads Barnes, Leslie & Jimmy (shown smaller than actual size). Hundreds of fans trampled each other for the privilege of owning these limited-edition, uh, things. We especially love the station's detailed description: "Bobble-head Dolls are six-inch-high dolls whose oversized heads sit on a spring, allowing it to bob and weave back and forth." Thanks ... we needed that.

RADIO RECORDS



1

- **Jerry Ryan** rises to VP/GM of HBC/Chicago.
- **John Ivey** tapped as PD of KIIS-FM/Los Angeles.
- **Chris Ebbott** recruited as PD of WEJM/Philadelphia.



John Ivey

5

- Susquehanna sets **Tony Salvatore** as Market Manager/San Francisco and **Dan Halyburton** as Market Manager/Dallas.
- **Craig Kallman** ascends to Exec. VP of Atlantic Records.

10

- WRKO/Boston inks **Richard Penn** as VP/GM.
- **Marc Kalman** promoted to GM of WDGY & KDWB/Minneapolis.
- **Tim Maranville** made PD of KDKB/Phoenix.
- **Rick Upton** named PD of KHKT/St. Louis.

15

- **Lynn Anderson** ascends to President/GM of KIIS-AM & FM/Los Angeles.
- **Paulette Williams** promoted to VP/GM of KMEL/San Francisco.
- **R.J. Curtis** tapped as PD of KNIX-AM & FM/Phoenix.
- Country WHN/New York becomes Sports **WFAN**.
- AC WYNY/New York goes Country under PD **Michael O'Malley**.



Lynn Anderson

20



Bruce Holberg

- **Bruce Holberg** selected as VP/GM of WFIL & WUSL/Philadelphia.
- **Freddie Snakeskin** slithers into KROQ/Pasadena-L.A. as PD.

25

- **Jay Clark** chosen as Operations Director of WTIC-AM/Hartford.
- **Bill Bailey** becomes PD of KSLQ/St. Louis.
- **John Lander** named PD of WLCY/Tampa.

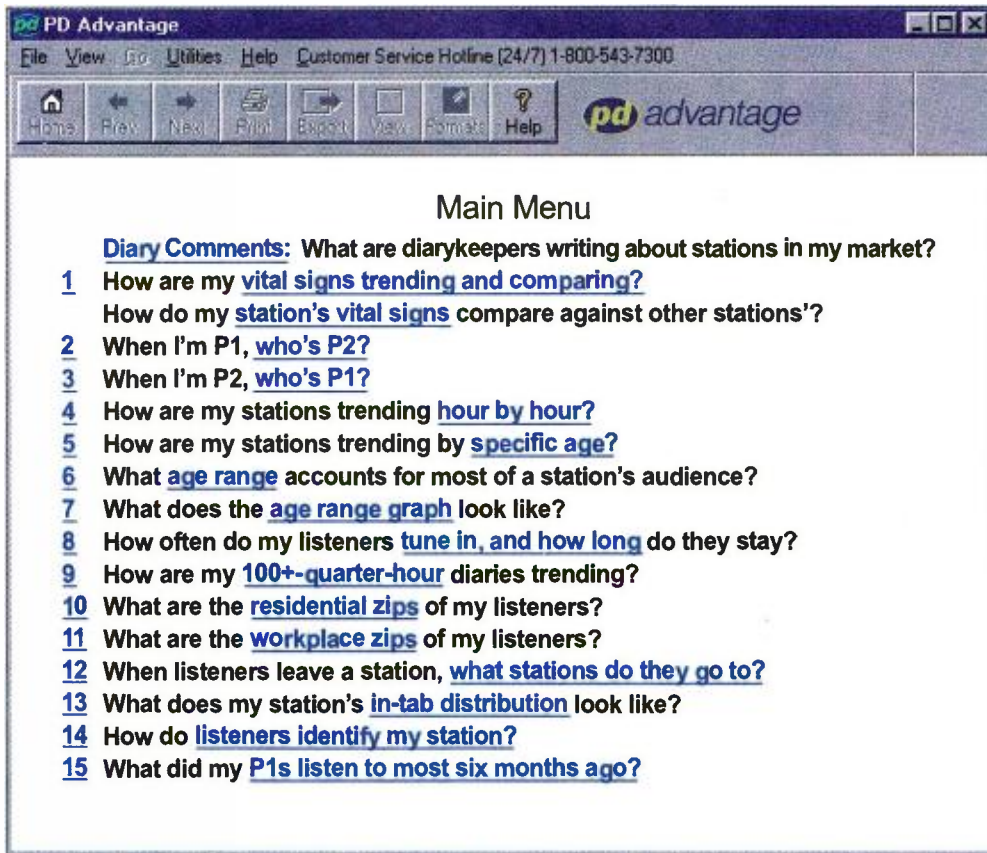
Francisco and KIOI/San Francisco host **Bill Keffury** for mornings and **Stephen Page** (ex-KFOG, KKSF) for middays as Bonneville New Media Manager **Roger Coryell** adds nighttime duties.

ST sends its condolences to the family and friends of WGNE/Daytona Beach PD/midday host **Bill Kramer**, who died of an apparent heart attack on July 3. He was 45. "Credit Bill Kramer for the sound and every ounce of our programming — Froggy 99.9 is Bill Kramer," WGNE GM B.J. Neilson tells ST. "We will miss his genius, and, most importantly, miss a treasured friend." Kramer, whose legal name was Bill Kussell, is survived by two children.

If you have Street Talk, call the R&R News Desk at 310-788-1699, or e-mail streettalk@radioandrecords.com

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Fans Get Connected To Korn

□ Sony's new technology gives fans more bang for their buck

By Frank Correia, Music Editor
fcorreia@radioandrecords.com

Pop a CD into your computer nowadays, and chances are you'll get a few bonuses — a video from the band, an exclusive remix of a particular song or, at the very least, a link to the official website. Much more immediate and colorful than that old S.A.S.E. many of us had to send in to join, say, the Kiss Army, these value-added features are common in these days of Internet-savvy teenagers looking for a little more from their discs.

With the rapid pace of technology and young fans' quick adoption and absorption of — and eventual boredom with — the latest gadget, it's important for labels to keep thinking outside the jewel box when it comes to those little value-added bonuses.

Through a proprietary technology called ConnectedD, Sony hopes to kick such features up a notch and turn the disc into a key that unlocks the backstage door, allowing fans a further glimpse into the band's life and music. For Epic, Korn's new album, *Untouchables*, was the perfect opportunity to get fans ConnectedD.

"We basically wanted to give something unique and special to the fans, outside of the music," explains Cory Llewellyn, Sr. Director and head of Epic New Media. "The point was really to get the message out to fans that, in buying this CD, yes, you get the great music you expect from Korn, but you also get access to a whole other world."

All In The Family

Fans purchasing *Untouchables* on the June 11 street date were able to use the CD to unlock performance footage from Korn's June 10 show at New York City's Hammerstein Ballroom, a concert that was also webcast worldwide via MTV and digitally simulcast in movie theaters in over 40 U.S. and Canadian cities. Once placed in a CD-ROM drive, the disc unlocks the footage via the group's websites, korn.com and korn.tv.

Additionally, the disc gives fans three months' membership to Korn Kamp, the group's exclusive subscription site, which offers members-only benefits such as behind-the-scenes video clips, contests, e-mail updates and, best of all, exclusive ticket presales for Korn tours.

"You have to make it really compelling for fans to plunk down their money," Llewellyn says. "Through new technology, kids can now get access to premium seats and ask questions of the band and get a reply, or they can see stuff that they've never seen before."

"More and more kids nowadays are looking for those avenues. It used to be just a video on the CD or maybe some sort of CD extra. At one point

the buck just stopped there. Nowadays, you've got to really think differently. We're always trying to do that with releases, and Korn were the perfect band to step out of the mold with."



Cory Llewellyn

Follow The Leader

Korn were perfect for a number of reasons. Musically, their eponymous 1994 debut was ground zero for the nu-metal movement, and, being trendsetters, they need to continue pushing the envelope. Second, Korn have always been there for their fans — not just creating legions of followers, but subscribers to a lifestyle.

When a Michigan student was suspended for wearing a shirt featuring the Korn logo, the band went toe-to-toe with the school. Through the Make a Wish Foundation, the group visited with a 14-year-old fan suffering from terminal cancer (singer Jonathan Davis later wrote the song "Justin" about the event).



The band invited fans into their world via "After School Specials" — live Internet broadcasts from the studio during the recording of 1998's *Follow the Leader*. With Korn Campaign '98, the group hit the road — political-campaign style — on an American tour that featured fan conferences. Fans also got to put their personal stamp on the group in 1999, when Korn held a contest to see who could come up with the best artwork for the cover of *Issues*.

"With a band like Korn, you have to be extremely creative; they're a band that demands it," Llewellyn says. "It's really important to do something new and outside the box, because the fans and the band expect it. Korn have paved the way for a lot

of bands behind them. If you don't keep paving the way so people can follow, you lose touch with them."

Children Of The Korn

With labels and bands losing touch with consumers who'd rather burn than buy CDs, features like ConnectedD may help keep kids interested. Furthermore, word-of-mouth could help make it cool to own the value-added CD rather than a burned copy.

"Looking at the message boards, kids kept asking how they could get a copy of this show and if it would be coming out on DVD," Llewellyn says of response to the performance footage on *Untouchables*. "The good thing is that the word is definitely getting out there through the site. Kids are really checking us out. We've had thousands and thousands of people going behind the scenes using ConnectedD technology to get this access."

While Korn's past success allows them big-budget features and album rollouts, Llewellyn notes that, since the ConnectedD technology is proprietary, Sony's baby bands can also use it to their advantage. Although he can't reveal which artists will use ConnectedD on their next releases, Llewellyn says that many groups across all genres will be using it this year.

"We're watching how this first play of ConnectedD is working," he says. "All these fans who are on both Macs and PCs are saying, 'Wow, it worked great for me. This is something totally different.' I even heard someone on the radio saying that it's great that Korn are embracing the technology, whereas most bands are putting their hand up."

Llewellyn admits that it's not always easy to tap into the young fan's mind. "It takes so much thinking to put your mind around the 16-year-old fan and what they do," he said. "These are kids who basically grew up with the Internet. These are kids who never knew what it was like not to have it around. For them, it's a natural movement, whereas we're kind of like, 'Hmmm, maybe we should go back to vinyl.'"

"You kind of have to close your eyes, take a bold step forward and know that the fan isn't going to abandon you. It was extremely important to do this with Korn. As innovative as they are, we have to be as innovative in our thinking."

Roach Scales Building, Sells Records

Papa Roach put an up-close-and-personal twist on the value-added concept with a rooftop concert at West Los Angeles' Best Buy on June 18, the street date for their DreamWorks sophomore effort, *lovehatetragedy*.

The first 1,500 fans pre-ordering the disc at the West L.A. Best Buy were given passes to the show, where the group also met fans and signed autographs. To make the event even bigger, the album artwork was duplicated on a grand scale as a 20-foot inflatable baby prop sitting behind the specially constructed stage. Similar promotions were held in Sacramento, Minneapolis and West Babylon, NY. Here are a few highlights from the West L.A. infestation.



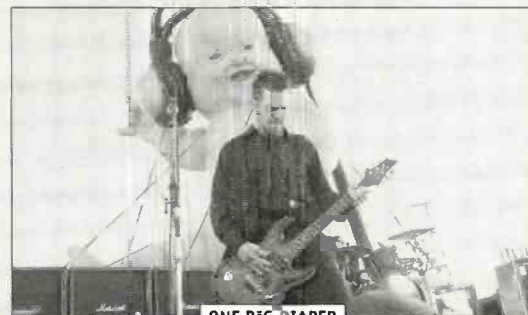
BUGGIN' OUT

Papa Roach rock the roof of Best Buy with songs like "Dead Cell," "M-80 (Explosive Energy Movement)" and "Last Resort."



ROACH COACH

Frontman Jacoby Shaddox gets the fans moving with the current single, "She Loves Me Not."



ONE BIG DIAPER

Guitarist Jerry Horton rocks out in front of his biggest fan.



INFESTED YOUTH

One young fan learns to rock the right way.

LW	TW	ARTIST	ALBUM	LABEL	POWERINDEX	CHANGE
1	1	NELLY	Nellyville	Fo' Reel/Universal	424,485	+46%
2	2	EMINEM	Eminem Show	Shady/Aftermath/Interscope	262,130	-18%
—	3	IRV GOTTI PRESENTS...	Various	Murder Inc./Def Jam/IDJMG	200,099	—
—	4	AEROSMITH	O, Yeah! Ultimate Aerosmith	Columbia	144,563	—
3	5	AVRIL LAVIGNE	Let Go	Arista	128,502	+6%
6	6	ASHANTI	Ashanti	Murder Inc./Def Jam/IDJMG	86,927	-4%
7	7	KORN	Untouchables	Epic	67,417	+12%
10	8	PINK	M!\$sundaztood	Arista	64,233	-4%
9	9	P.DIDDY	We Invented The Remix	Bad Boy/Arista	60,543	-12%
11	10	VARIOUS	Totally Hits 2002	WSM	59,499	-10%
8	11	PAPA ROACH	Lovehatetragedy	New Noize/DreamWorks	55,758	-25%
4	12	N.O.R.E.	Grimey...God's Favorite	Def Jam/IDJMG	55,499	-48%
12	13	LILO & STITCH	Soundtrack	Disney	53,054	-15%
14	14	KENNY CHESNEY	No Shoes, No Shirt, No Problem	BNA	51,777	-1%
15	15	SHERYL CROW	C'mon, C'mon	A&M/Interscope	50,257	+1%
—	16	GREEN DAY	Shenanigans	Reprise	46,020	—
18	17	BIG TYMERS	Hood Rich	Cash Mohey/Universal	45,263	+7%
5	18	TRUTH HURTS	Truthfully Speaking	Aftermath/Interscope	44,892	-57%
—	19	OASIS	Heather Chemistry	Epic	44,190	—
13	20	WILL SMITH	Born To Reign	Columbia	43,827	-29%
19	21	NORAH JONES	Come Away With Me	Blue Note/Virgin	42,846	+6%
16	22	O BROTHER, WHERE ART THOU?	Soundtrack	Lost Highway/IDJMG	41,903	-8%
17	23	JOHN MAYER	Room For Squares	Aware/Columbia	41,607	-5%
23	24	NEW FOUND GLORY	Sticks & Stones	Drive-Thru/MCA	39,139	+5%
—	25	LIKE MIKE	Soundtrack	So So Def/Columbia	38,868	—
26	26	JIMMY EAT WORLD	Jimmy Eat World	DreamWorks	37,840	+8%
24	27	JOSH GROBAN	Josh Groban	143/Reprise	37,042	0%
20	28	DIRTY VEGAS	Dirty Vegas	Capitol	36,844	-4%
22	29	OUR LADY PEACE	Gravity	Columbia	36,382	-3%
39	30	DONELL JONES	Life Goes On	Untouchables/Arista	35,926	+20%
27	31	VANESSA CARLTON	Be Not Nobody	A&M/Interscope	35,884	+5%
21	32	SPIDER-MAN	Soundtrack	Roadrunner/Columbia/IDJMG	33,895	-10%
40	33	ENRIQUE	Escape	Interscope	33,181	+11%
28	34	JACK JOHNSON	Brushfire Fairytales	Enjoy/Universal	32,610	-3%
31	35	CELINE DION	A New Day Has Come	Epic	32,194	0%
29	36	NOW VOL. 9	Various	UTV	31,603	-5%
33	37	NO DOUBT	Rock Steady	Interscope	31,145	-1%
41	38	SHAKIRA	Laundry Service	Epic	30,531	+3%
43	39	ALAN JACKSON	Drive	Arista	29,739	+8%
25	40	SHEDAISY	Knock On The Sky	Hollywood	29,214	-21%
38	41	PUODLE OF MUDD	Come Clean	Flawless/Geffen/Interscope	28,177	-6%
34	42	CAM'RON	Come Home With Me	Roc-A-Fella/Jive/IDJMG	26,036	-16%
42	43	NICKELBACK	Silver Side Up	Roadrunner/IDJMG	25,658	-8%
47	44	CREED	Weathered	Wind-Up	25,224	0%
—	45	CHICAGO	Complete Greatest Hits: Only...	Rhino	25,095	—
30	46	WYCLEF JEAN	Masquerade	Columbia	24,127	-27%
—	47	P.O.D.	Satellite	Atlantic	23,792	—
—	48	BRANDY	Full Moon	Atlantic	23,665	—
—	49	TWEET	Southern Hummingbird	Gold Mind/Elektra/EEG	23,581	—
45	50	MUSIQ	Juslisen	Def Soul/IDJMG	22,597	-12%

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ON ALBUMS

Nellyville: Prime Real Estate

The Fourth of July may be history, but Fo' Reel/Universal hip-hop icon Nelly continues to set off chart fireworks with his new album, *Nellyville*. With a second consecutive week at No. 1, the Spirit of St. Louis is chilling like Ted Williams, leading Aftermath/Interscope's Em-



Nelly

inem by more than 150,000 in sales.

A pair of newcomers crack the top five, with the Murder Inc./IDJMG compilation *Irv Gotti Presents...The Inc.* bowing at No. 3 and Columbia's Aerosmith two-disc best-of set, *O, Yeah!*, landing at No. 4.

Rounding out the top five is Arista skate-board chanteuse Avril Lavigne, whose debut album, *Let Go*, registers yet another



Aerosmith

weekly sales increase (its fourth in a row). That gives label boss Antonio "L.A." Reid three records in the top 10, as Pink nails No. 8 and Bad Boy's P. Diddy lands at No. 9. All three albums are benefiting from heavy airplay.

Murder Inc.'s Ashanti (No. 6), Immortal/Epic's Korn (7) and WMG/BMG's *Totally Hits 2002* complete the top 10.

Untouchables/Arista's Donell Jones (39-30) and Interscope's Enrique (40-33) register double-digit sales increases, while



Avril Lavigne

Blue Note/Virgin word-of-mouth phenomenon Norah Jones continues to build sales momentum with only a few weeks of serious airplay. With radio joining the party, the sky's the limit for this emerging star.

Other chart newcomers include Reprise's Green Day (16), Epic's Oasis (19), So So Def/Columbia/CRG's *Like Mike* soundtrack and — get ready for it — Chicago's *The Very Best of...Only the Beginning*, on Rhino (45).

Next week: Make room for WB's Red Hot Chili Peppers, Geffen/Interscope's Counting Crows and Ruff Ryders/Interscope's Styles.

July 12, 2002

Urban Sprawl

If sharing is caring, then Urban artists are smothering listeners with love. Not only does Urban have a lot of potential hits Going for Adds next week, but Urban artists are collaborating on songs, adding to the number of artists who are debuting new material. On top of all that, some Urban artists are crossing over to Pop and Alternative, creating radio's version of Urban sprawl.

Beenie Man is back, with "Feel It Boy," featuring **Janet**. This Neptunes-produced track is the first look at Beenie Man's upcoming album, *Tropical Storm*. The album doesn't drop until Aug. 20, but you can check out the song at Pop, Rhythmic and Urban starting next week.



Beenie Man and Janet

Beenie Man and Janet are not the only dynamic duo Going for Adds at Rhythmic and Urban. **Trina** makes the summer a little hotter with "No Panties," produced by Missy Elliott. And who better to join Trina on the track than **Tweet**, the Southern hummingbird behind the provocative hit "Oops (Oh My)." Nas also invades the airwaves with "Rule," featuring up-and-coming artist **Amerie**. This is the third official single from his latest album, *Stillmatic*.

Fresh off her hit "Addictive," **Truth Hurts** goes for adds at Urban with "I'm Not Really Lookin'." This is the second single from her album *Truthfully Speaking*, and this time DJ Quik steps out from behind the mixing board and onto the mike to join Truth on the track. While we're on the subject of second singles, singer-songwriter **Donell Jones** also goes to the format next week, with "Put Me



Sheryl Crow

Down," the followup to his hit "You Know That I Love You."

But Urban isn't the only place where you can get a second helping from great artists. **Sheryl Crow** visits Triple A with "Steve McQueen," the followup to her current smash, "Soak Up the Sun." See her live this summer with Train as they tour together through mid-August. **Bonnie Raitt** graces Triple A and AC with "Silver Lining," the second offering from her album of the

same name. Raitt also will be on tour this summer, joining Lyle Lovett And His Large Band as they travel around the country.

There may be a lot of Urban artists Going for Adds at various formats, but **The Goo Goo Dolls** earn the multiformat scoring title for the week of July 15. "Big Machine" hits Pop, Hot AC, Rock, Active Rock, Alternative and Triple A, but the band don't stop there. The Goo Goo Dolls will be appearing on *The Tonight Show With Jay Leno* on July 26 and then will embark on a nationwide tour with opening acts Third Eye Blind and Vanessa Carlton starting July 29.

Hip-hop group **Nappy Roots** made an impact at Pop, Rhythmic and Urban earlier this year with "Awnaw," the first single from their album *Watermelon, Chicken & Grits*. Now the group are taking a chance and moving their hit to Rock and Active Rock. P.O.D. guitarist Marcos Curiel remixed the single for a more Rock feel, and the remix was also added to the latest pressing of Nappy Roots' album.



Def Leppard

The more things change, the more things stay the same. Not to be outdone by Urban transplant Nappy Roots, legendary rockers **Def Leppard** go for adds at Rock, Active Rock and Hot AC with "Now," the first track from their album *X*. This is the band's 10th album, and it will hit stores July 30.

Country radio manages to avoid the cross-format and collaboration madness next week. **Steve Azar** goes for adds with "Waitin' on Joe," **Travis Tritt** flexes his country music muscles with "Strong Enough to Be Your Man," and **John Michael Montgomery** returns with "Til Nothing Comes Between Us," the first look at his upcoming Warner Bros. debut album, *Pictures*. Make sure your upcoming projects are listed in Going for Adds by e-mailing gfa@radioandrecords.com!

— Mike Trias

R&R Going For Adds

Week Of 7/15/02

CHR/POP

- BEENIE MAN f/JANET *Feel It Boy* (Virgin)
- DEF LEPPARD *Now* (Island/IDJMG)
- GOO GOO DOLLS *Big Machine* (Warner Bros.)
- JENÉ *Get Into Something* (Motown/Universal)
- MONICA *All Eyes On Me* (J)
- TINA NOVAK *Summertime* (Spere/Arista)

CHR/RHYTHMIC

- AKIA *California* (Universal)
- BEENIE MAN f/JANET *Feel It Boy* (Virgin)
- DIRTY *My Cadillac* (Universal)
- NAS f/AMERIE *Rule* (Columbia)
- ONYX *Slam Harder* (Koch)
- SCARFACE *On My Block* (Def Jam South/IDJMG)
- TRINA f/TWEET *No Panties* (Slip-N-Slide/Atlantic)

URBAN

- ANGIE STONE *More Than A Woman* (J)
- BEENIE MAN f/JANET *Feel It Boy* (Virgin)
- BIG MOE *Confidential Playa* (Priority/Capitol)
- DONELL JONES *Put Me Down* (Untouchables/LaFace/Arista)
- G. DEP *Everyday* (Arista)
- HUSTLECHILD *I'm Cool* (Elektra/EEG)
- NAS f/AMERIE *Rule* (Columbia)
- ONYX *Slam Harder* (Koch)
- SCARFACE *On My Block* (Def Jam South/IDJMG)
- SHADE SHEIST *Money Owners* (MCA)
- TRINA f/TWEET *No Panties* (Slip-N-Slide/Atlantic)
- TRUTH HURTS f/DJ QUIK *I'm Not Really Lookin'* (Aftermath/Interscope)

URBAN AC

- NORMAN BROWN *Won't You Stay* (Warner Bros.)
- TRIN-I-TEE 5:7 *Lord* (B-Rite/Jive)

COUNTRY

- CHARLIE DANIELS BAND *Last Fallen Hero* (Audiom)
 - JOHN MICHAEL MONTGOMERY *'Til Nothing Comes Between Us* (Warner Bros.)
 - RADNEY FOSTER *Everyday Angel* (Dualtone)
 - STEVE AZAR *Waitin' On Joe* (Mercury)
 - TRAVIS TRITT *Strong Enough To Be Your Man* (Columbia)

AC

- BONNIE RAITT *Silver Lining* (Capitol)

HOT AC

- CLARKS *Hey You* (Razor & Tie)
- DEF LEPPARD *Now* (Island/IDJMG)
- DOVES *Caught By The River* (Capitol)
- DUNCAN SHEIK *On A High* (Atlantic)
- GOO GOO DOLLS *Big Machine* (Warner Bros.)
- ROSEY *Afterlife* (Island/IDJMG)

SMOOTH JAZZ

- D.J. ROGERS JR. f/INDIA ARIE *Wonderful, Beautiful, Amazing* (Motown)
- RICHARD ELLIOT Q.T. (GRP/VMG)
- THOM ROTELLA *A Day In The Life* (Trippin' N' Rhythm)

ROCK

- BLINDSIDE *Pitiful* (Elektra/EEG)
- DEF LEPPARD *Now* (Island/IDJMG)
- GOO GOO DOLLS *Big Machine* (Warner Bros.)
- MARC COPELY *Surprise* (RCA)
- MUST *Freechild* (Wind-up)
- NAPPY ROOTS *Awnaw* (Atlantic)

ACTIVE ROCK

- BLINDSIDE *Pitiful* (Elektra/EEG)
- DEF LEPPARD *Now* (Island/IDJMG)
- GOO GOO DOLLS *Big Machine* (Warner Bros.)
- MARC COPELY *Surprise* (RCA)
- MUST *Freechild* (Wind-up)
- NAPPY ROOTS *Awnaw* (Atlantic)

ALTERNATIVE

- BLINDSIDE *Pitiful* (Elektra/EEG)
- BOWLING FOR SOUP *Girl All The Bad Guys Want* (Silvertone/Jive)
- DOVES *Caught By The River* (Capitol)
- GOO GOO DOLLS *Big Machine* (Warner Bros.)
- MARC COPELY *Surprise* (RCA)
- MUST *Freechild* (Wind-up)
- SCAPEGOAT WAX *Lost Cause* (Hollywood)

TRIPLE A

- BADLY DRAWN BOY *Silent...* (XL/ARTISTdirect)
- BONNIE RAITT *Silver Lining* (Capitol)
- GOO GOO DOLLS *Big Machine* (Warner Bros.)
- JAY FARRAR *Damn Shame* (Artemis)
- JOE COCKER *Never Tear Us...* (Eagle/Red Ink)
- LINDA THOMPSON *Dear Mary* (Rounder)
- MARIANNE FAITHFULL *Wherever...* (Hut/Virgin)
- MAYFLIES USA *Walking In A...* (Yep Roc)
- POPA CHUBBY *Somebody Let...* (Blind Pig)
- ROSEY *Afterlife* (Island)
- SHERYL CROW *Steve McQueen* (A&M/Interscope)
- SONIA DADA *Baby Woke Up* (Calliope)

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

Bill

Continued from Page 1

supporter Sen. Robert Torricelli, who said the two pieces of legislation go hand in hand. "We only addressed half of the equation before," he said. "We dealt with the issue of how political candidates raise money. But it's incomplete unless we deal with how the money is spent."

McCain and Feingold's names also adorn the well-known campaign-finance legislation that passed earlier this year — legislation that already faces mounting challenges to its constitutionality.

Skyrocketing Campaign Costs Lead To Bill

The vast majority of a campaign's war chest is spent on advertising. According to political scientist Ken Goldstein, who researches political advertising at the University of Wisconsin-Madison, political candidates have already spent more than \$100 million this year, a record for a year with no presidential election.

"Broadcasters are the leading cause of the high costs associated with political campaigns," said Paul Taylor, Exec. Director of the Alliance for Better Campaigns, a nonprofit group that is a chief sponsor of the legislation.

TV advertising rates dwarf those of radio in comparable markets — political campaigns report spending 60%-80% of their budgets on television, compared to 5%-10% on radio — and the high cost of TV ads isn't lost on Senate Minority Leader Trent Lott. At the NAB's State Leadership Conference in February, Lott told broadcasters that he doesn't like paying TV's advertising rates. "That's why I like radio," he said. "I think you get more bang for your buck on radio."

That's a point KFRM/Clay City, KS GM Kyle Bauer agrees with. "We don't have a campaign-finance problem," he said. "We have an imagination problem. Instead of more money, campaigns need better management." Bauer added that campaigns should save money by utilizing more radio advertising.

But free-airtime supporters don't agree. Almost everyone backing the proposed legislation has publicly assailed the "profiteering" of the broadcast industry, pointing out the public interest standard or the free use of spectrum broadcasters benefit from. In fact, Common Cause President Scott Harshbarger has gone so far as to say that free airtime is a "key piece in eliminating the profiteering of corporate entities off of our democracy."

New America Foundation fellow J.H. Snider told R&R he "can't imagine a more destructive industry than broadcasting" when it comes to free-speech issues. Even legendary newsman Walter Cronkite once said broadcasters are interested "mainly in serving their bottom lines" and fail to serve the public interest by creating a better-informed electorate.

However, some public-policy experts are troubled by the legislation. Adam Thierer, the Cato Institute's Director/Telecommunications Studies, said free airtime unfairly rolls the costs of political campaigns onto the broadcast sector.

"Just because broadcasters use a public source like the spectrum doesn't mean they should bear the

costs of political campaigns," he argued, citing other industries that use public space, including airline, telecommunications, electric, gas and railroad companies. Noting that these industries aren't asked to provide free transportation or utilities for campaigns, Thierer said, "The question has to be asked about whether this is fair, not to mention the problems with the First Amendment."

Communications lawyer Robert Com-Revere also worries that free airtime would infringe on broadcasters' constitutional rights. "Backers of this measure admit that the First Amendment is the enemy," he said. "They fail to mention that while broadcasters receive spectrum for free, they also provide all their services for free, spending billions of dollars providing programming."

While Sens. Feingold, McCain and Torricelli are all on board for the Senate version of the bill, Rep. Martin Meehan is expected to sponsor the legislation in the House of Representatives. For his part, Meehan believes free airtime "levels out the playing field" between incumbents and challengers.

But some broadcasters complain that the proposed 1% tax would do the opposite in their arena. One GM contacted by R&R said, "The Clear Channels of the world will make money on this deal at the expense of small stations. This is a redistribution of wealth, taking from small stations who normally don't get political money and giving to the big stations who get all the money."

Newberry agreed. "I guarantee you that my national-candidate political advertising hasn't equaled 1% gross revenue, and we've been in markets on the more liberal receiving end for political advertising," he said. He added that, in his experience, candidates' "standard buying plan is to saturate television, buy points in major radio markets and then buy in state radio networks."

He said such buying patterns mean that stations in certain markets and formats may bear more of the cost of this legislation, especially those stations in formats that don't attract political advertising or in smaller markets where politicians don't typically spend dollars. Bauer added, "If we ever got a presidential buy, we'd fall off our chairs."

Large Broadcasters Also Resistant

Even bigger radio groups say they don't receive 1% of their revenue from political advertising. Radio One Exec. VP/CFO Scott Royster said his company's stations receive very little political advertising. "Candidates like to see themselves on TV," he drolly noted. And Cumulus CEO Lew Dickey told R&R that the amount of money his stations receive from political advertising is "definitely less" than 1% of gross revenue.

While Dickey said the 1% tax would adversely impact his company's profits, he takes issue with another aspect of the bill. Dickey said the two hours of mandated political coverage would "scare" him and would mean that stations with music formats would bear more of the cost. "It's an extreme measure, and it's draconian to come in and make program-

ming impositions on radio stations that may not have the staff or infrastructure to handle it," he said.

While his station receives negligible political advertising, Doug Balogh, co-owner of WOXY-FM/Cincinnati, told R&R that the prospect of being told what to program is what rubs him the wrong way. "A good comparison is if you had a talk radio show and were told you had to run two hours of music," he said.

Unintended Consequences

Evan Tracey, President of Campaign Media Analysis Group, an Alexandria, VA-based company that monitors advertising in the top 100 media markets, believes campaign-finance legislation often has unintended consequences. "I don't think broadcasters want to give anything away for free," he said, suggesting that the proposed legislation could lead broadcasters to run fewer public service announcements.

The NAB reported recently that broadcasters voluntarily contributed a record \$9.9 billion in public service in 2001 through a combination of airtime donated for public service announcements and money raised for charity. But Tracey warns that free airtime does not necessarily yield an informed electorate. He pointed to Israel, where broadcasters devote blocks of time to political commercials, and said, "There's some research that indicates people simply tune it out when it's on the air."

That wouldn't surprise Newberry. Last year he decided to produce and air an hourlong gubernatorial debate on his 30 stations. He carefully arranged the logistics to find a time suitable for the Democratic, Republican and Independent candidates. Newberry says that, at the last minute, the Democratic candidate decided he was so far ahead in the polls that it wasn't in his best interest to appear, prompting the Republican candidate to opt out as well. "If they're going to mandate attendance of candidates at these events, their legislation would have more credibility with me," he said.

Bill Faces Tough Fight

Broadcasters successfully fought efforts to include free-airtime provisions in the previous McCain-Feingold bill, a fact McCain credits to the industry's lobbying efforts. "They are the most powerful lobby, one of the most powerful here in Washington today," he said. Nevertheless, McCain believes he will prevail over time.

But he may have a fight on his hands, since, even though the legislation hasn't been formally introduced, lawmakers are already lining up against it. A spokesman for Sen. Frank Murkowski of Alaska said the senator has always opposed the idea of treating broadcasters differently from print media. "Just as it's not right for the government to tell newspapers what to print, it is similarly not right to tell broadcasters what to broadcast," the spokesman said.

California Congressman Dana Rohrabacher added that the bill sounded like a regulatory nightmare. He told R&R, "It's an unfair compulsion on broadcasters that would definitely violate First Amendment rights by dictating to broadcasters who gets to speak on the airwaves."



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

EDITOR-IN-CHIEF RON RODRIGUES • ron@radioandrecords.com
EXECUTIVE EDITOR JEFF GREEN • jgreen@radioandrecords.com
MANAGING EDITOR RICHARD LANGE • rlange@radioandrecords.com
NEWS EDITOR JULIE GIDLOW • jgidlow@radioandrecords.com
RADIO EDITOR ADAM JACOBSON • jacobson@radioandrecords.com
RESEARCH DIRECTOR HURRICANE HEERAN • ratings@radioandrecords.com
ASSISTANT MANAGING EDITOR BRIDA CONNOLLY • brida@radioandrecords.com
MUSIC EDITOR FRANK CORREIA • fcorreia@radioandrecords.com

FORMAT EDITORS

AC EDITOR KID KELLY • kkelly@radioandrecords.com
ALTERNATIVE EDITOR JIM KERR • jimkerr@radioandrecords.com
SR. VP/CHR EDITOR TONY NOVIA • tonvia@radioandrecords.com
CHRISTIAN EDITOR RICK WELKE • rwelke@radioandrecords.com
CHR/RHYTHMIC EDITOR DONTAY THOMPSON • dthompson@radioandrecords.com
COUNTRY EDITOR LON HELTON • lhelton@radioandrecords.com
NEWS/TALK/SPORTS EDITOR AL PETERSON • apeterson@radioandrecords.com
ROCK EDITOR CYNDEE MAXWELL • cmaxwell@radioandrecords.com
SMOOTH JAZZ EDITOR CAROL ARCHER • archer@radioandrecords.com
STREET TALK DAILY EDITOR KEVIN CARTER • kcarter@radioandrecords.com
TRIPLE A EDITOR JOHN SCHOENBERGER • jschoenberger@radioandrecords.com
URBAN EDITOR KASHON POWELL • kpowell@radioandrecords.com
ASST. EDITOR KEITH BERMAN • kberman@radioandrecords.com
ASST. EDITOR MIKE DAVIS • mdavis@radioandrecords.com
ASST. EDITOR TANYA O'QUINN • oquinn@radioandrecords.com
ASST. EDITOR MARK BROWER • mbrower@radioandrecords.com
ASST. EDITOR KATY STEPHAN • kstephan@radioandrecords.com
ASST. EDITOR HEIDI VAN ALSTYNE • heidiv@radioandrecords.com

MUSIC OPERATIONS

SR. VP/MUSIC OPERATIONS KEVIN MCCABE • kmccabe@radioandrecords.com
DIRECTOR/CHARTS ANTHONY ACAMPORA • anthony1@radioandrecords.com
DIRECTOR/OPERATIONS AL MACHERA • amachera@radioandrecords.com
DIRECTOR/DIGITAL INITIATIVES GREG MAFFEI • gmaffei@radioandrecords.com
CHARTS & MUSIC MANAGER ROB AGNOLETTI • rob@radioandrecords.com
PRODUCT & TECH SUPPORT MGR. JOSH BENNETT • jbennett@radioandrecords.com
ASST. OPERATIONS MANAGER MICHAEL TRIAS • mtrias@radioandrecords.com
PRODUCT ADMINISTRATOR DIANE RAMOS • dramos@radioandrecords.com

BUREAUS

888 17th Street NW • Washington, DC 20006 • Tel (202) 463-0500 • Fax (202) 463-0432
ASSOCIATE EDITOR JOE HOWARD • jhoward@radioandrecords.com
1106 16th Avenue South • Nashville, TN 37212 • Tel (615) 244-8822 • Fax (615) 246-6655
BUREAU CHIEF LON HELTON • lhelton@radioandrecords.com
ASSOCIATE EDITOR CALVIN GILBERT • gilbert@radioandrecords.com

CIRCULATION

FULFILLMENT MANAGER KELLEY SCHIEFFELIN • moreinfo@radioandrecords.com
CIRCULATION COORDINATOR JIM HANSON • jhanson@radioandrecords.com
CIRCULATION COORDINATOR CRISTINA RUBIO • crubio@radioandrecords.com

HR

DIRECTOR SAEID IRVANI • sira@radioandrecords.com
SYSTEM ADMIN JOSE DE LEON • deleon@radioandrecords.com
COMPUTER SERVICES ANDREW CHIZOV • achizov@radioandrecords.com
COMPUTER SERVICES AMIT GUPTA • agupta@radioandrecords.com
COMPUTER SERVICES HAMID IRVANI • hirvani@radioandrecords.com
COMPUTER SERVICES ABHIJIT JOGLEKAR • ajoglekar@radioandrecords.com
COMPUTER SERVICES PUNEET PARASHAR • pparashar@radioandrecords.com
COMPUTER SERVICES CECIL PHILLIPS • phillips@radioandrecords.com
NETWORK ADMIN DAVID PUCKETT • dpuckett@radioandrecords.com
COMPUTER SERVICES MARJON SHABANPOUR • mshabanpour@radioandrecords.com

PRODUCTION

DIRECTOR KENT THOMAS • kthomas@radioandrecords.com
MANAGER ROGER ZUNWALT • roger@radioandrecords.com
GRAPHICS FRANK LOPEZ • flopez@radioandrecords.com
GRAPHICS DELIA RUBIO • drubio@radioandrecords.com

DESIGN

DIRECTOR GARY VAN DER STEUR • vdsteur@radioandrecords.com
DESIGN MIKE GARCIA • mgarcia@radioandrecords.com
ELECTRONIC PUBLISHING DESIGN CARL HARMON • cjdesign@radioandrecords.com
DESIGN TIM KUMMEROW • tkummerow@radioandrecords.com
AD DESIGN MANAGER EULALIA C. NARIDO II • bnarido@radioandrecords.com
DESIGN JEFF STEINMAN • voodoo@radioandrecords.com

ADVERTISING

DIRECTOR/SALES HENRY MOWRY • hmowry@radioandrecords.com
ADVERTISING COORDINATOR NANCY HOFF • nhoff@radioandrecords.com
SALES REPRESENTATIVE PAUL COLBERT • pcolbert@radioandrecords.com
SALES REPRESENTATIVE MISSY HAPFLEY • mhaffley@radioandrecords.com
SALES REPRESENTATIVE JESSICA HARRELL • jessica@radioandrecords.com
SALES REPRESENTATIVE KAREN MUMAW • kmumaw@radioandrecords.com
SALES REPRESENTATIVE KRISTY REEVES • kreeves@radioandrecords.com
SALES REPRESENTATIVE STEVE RESNIK • sresnik@radioandrecords.com
SALES REPRESENTATIVE MICHELLE RICH • mich@radioandrecords.com
SALES REPRESENTATIVE MICHAEL TAYLOR • mtaylor@radioandrecords.com
SALES REPRESENTATIVE BROOKE WILLIAMS • bwilliams@radioandrecords.com

ACCOUNTING

CHIEF FINANCIAL OFFICER JOE RAKAUSKAS • jrakauskas@radioandrecords.com
ACCOUNTING MANAGER MARIA ABUIYSA • maria@radioandrecords.com
ACCOUNTING MAGDA LIZARDO • magda@radioandrecords.com
ACCOUNTING WHITNEY MOLLAHAN • whitney@radioandrecords.com
ACCOUNTING ERNESTINA RODRIGUEZ • arodriguez@radioandrecords.com
ACCOUNTING GLENDA VICTORES • glenda@radioandrecords.com
ACCOUNTING ASSISTANT SUSANNA PEDRAZA • spedraza@radioandrecords.com

ADMINISTRATION

PUBLISHER/CEO ERICA FARBER • efarber@radioandrecords.com
OPERATIONS MANAGER PAGE BEAVER • pbeaver@radioandrecords.com
LEGAL COUNSEL LISE DEARY • lise@radioandrecords.com
DIRECTOR OF CONVENTIONS JACQUELINE LENNON • jlennon@radioandrecords.com
EXECUTIVE ASSISTANT TED KOZLOWSKI • tkozlow@radioandrecords.com
EXECUTIVE ASSISTANT KAT CARRIDO • kcarrido@radioandrecords.com
OFFICE ADMIN/RECEPTION JUANITA NEWTON • jnewton@radioandrecords.com
MAILROOM ROB SPARAGO • rsparago@radioandrecords.com

A Perry Capital Corporation



TONY NOVIA
tnovia@radioandrecords.com

On The Record

□ Ears to the ground at record labels

It's no secret that this has been a tough year for the record business. Record sales are down, downloading is getting out of control, the labels do not have a handle on technology, expenses are up, and hits seem to be few and far between.

I've been taking a lot of notes during my discussions with label executives throughout the year and, most recently, during a New York trip with R&R's new Urban Editor, Kashon Powell, and I feel compelled to pass along some of what is on label people's minds these days.

Finding The Right Format Fit

Some label executives with Urban-oriented music have concerns about the reporting panels in R&R and other trades. Their concerns stem from the fact that many radio stations that they consider to be Urban currently report to another format. One Sr. VP said, "If it walks like a duck and quacks like a duck, it must be a duck," referring to some stations that he considers to be Urban that report to the Rhythmic panel.

The bottom line is that some urban senior executives would like to see the panels reassessed. They feel strongly that if a radio station appeals primarily to African Americans, is playing the majority of the songs on the Urban chart and is not playing Pink, 'N Sync, Dirty Vegas and No Doubt, then it is more than likely Urban.

These executives also have a great deal of pride in their urban records and artists. They feel that it is time they got credit for working what they describe as "most of the music that is crossing over to other formats and selling the most."

Some labels also have issues about songs, particularly in the AC and Hot AC formats, staying on the charts for up to two years.

Dance seems to be the newest format, with stations popping up in San Francisco, Denver and Phoenix. Many of these stations play few, if any, songs that are on the current CHR/Rhythmic chart, which leans toward hip-hop and R&B. Where should these stations go? And what about the Rhythmic AC stations that really don't fit Hot AC or CHR/Rhythmic? These are issues that we will be trying to tackle on an ongoing basis.

An Independent Model

There is continued loud chatter about the use of independent promoters for all formats. The message is clear that labels cannot and will not continue to do business the same way

that they have in the past. Everywhere Kashon and I went, we heard that budgets are getting smaller and smaller for everything.

Will independents go away? Absolutely not. Will they continue to get paid handsomely for radio stations that have been assigned to them as part of a stable but that they have no influence with, or where, in many cases, they can't even speak with the programmers? More than likely, no.

More and more label executives said they will soon "just say no" to many radio shows.

Will independent promoters' budgets continue to be cut? You can bet on it. Are labels looking for and willing to pay for a performance-based model that helps them get real airplay and that is fair and equitable for all sides? Yes.

These moves and budget cuts are coming from the very top level of label management. In many cases, the orders to cut are handed down to those at the Sr. VP level, who must implement them. So don't shoot the messenger.

The labels, like many broadcast companies, are now accountable to Wall Street every quarter, and, while records sales continue to be in double-digit decline and label expenses keep climbing toward the stratosphere, label management has no choice but to find the money within their own companies. One of the bigger — if not the biggest — line items for a label is independent promotion.

Everyone who does business with labels, including those in the trades, has to understand that it is not and will not be business as usual. In my humble opinion, the competitive independent promoters in all formats today need to drop their weapons for a moment and reassess their business plans and expenses. They must attempt to develop a performance-based plan that will work for the labels, ra-

dio stations and themselves — or risk losing the business they have worked so hard to develop.

Powerless PDs

Amid much talk of payola, at least two broadcast companies have taken the power away from their programming people, who are now unable to make any kind of decisions about music. According to my recent discussions, at two particular broadcasting companies programmers can give their opinions to corporate management about music — in one example, by responding to a company e-mail — but the final decision to add music each week for both of these companies' radio stations comes from corporate headquarters.

At one broadcasting company labels must each week submit their titles that are going for adds to be included on a master list that is reviewed by corporate. The chosen few are then announced. You can complain about voicetracking ruining local radio, but, as one label Sr. VP said, "This really takes the cake."

Outside of PDs and MDs losing their power to add music, many music executives told me that, more than ever, programming executives either don't make the time or have just lost interest in and passion for listening to music.

At the end of the day, many of the senior label executives are frustrated that their artists and music may not be getting heard and getting a fair shot on the local level. They understand the importance of keeping radio stations clean but wonder why these PDs and MDs are in place if they can't be trusted to make local music decisions.

The Business Of Music

While most record executives pride themselves on understanding that each radio station must program lean and consider the marketplace, ratings and more, many wonder how many programmers have taken the time to understand and appreciate how much time, money and effort goes into making, promoting and distributing every record that is released.

It's not that these executives would expect more adds or airplay if radio programmers better understood what they do; in their eyes, it's just common courtesy and basic management



TYLER GOES UNPLUGGED

Aerosmith's Steven Tyler, with his *GQ* summer look, responds to a question posed to him at R&R Convention 2002.

Pam Weiss

to do your best to try to understand the business of those who offer the majority of your content.

So You Want A Band For Your Show

While concerts designed to build nontraditional revenue may be a way of life, at least for major-market stations, more and more label executives said they will soon "just say no" to many radio shows. It is more than likely that radio shows will go on, especially for stations with leverage and budgets, but with tighter and tighter budgets, labels will force more stations to pay for headline acts.

Labels must each week submit their titles that are going for adds to be included on a master list that is reviewed by corporate. The chosen few are then announced.

While some stations may now be getting big names at bargain prices, many label executives say those days are numbered. "We are onto how much money they are making on these shows," said one label executive. "And while our companies continue to lose money, they want us to split expenses with them. It's coming to an end."

At many of my meetings, senior label executives pointed to a lack of support from stations that get a show and later do not live up to their commitments. These label executives also ask, "Why should we work any radio

station that adds records that are already No. 6 on the chart?"

More and more label executives point out that they will help facilitate shows and work closely with stations that work closely with them, but stations can expect to pay more for superstar talent, and, in many cases, bands will be "in the studio" or "out of the country" when radio comes calling for a show.

Reality Check

There is not a lot of good news at the majority of record labels. The cost of signing bands is up, and the competition for these bands is intense. The cost of making a record is through the roof. Promotion and airplay get more expensive every day. And, beyond cost, dealing with radio stations and attempting to get real daytime airplay — the No. 1 way that consumers are exposed to new music — is tougher than ever.

Label executives are also the first to admit that their companies have screwed up when it comes to technology and that, at present, no one has the answer that will take them to the Promised Land. In the meantime, they have to watch every day while their product is ripped off and wonder where the business of music is moving in the future.

With more reliance on indies and corporate-level decisions, they wonder, what will the promotion staff of the future look like? Their companies' stocks have plummeted, and their colleagues are getting laid off. You may want to think of that the next time you pick up the phone, looking for a flyaway.

At R&R, just as at other businesses that depend so much on labels, we must work with, help and support the music and its parent companies as much as possible through these tough times. There is one thing that I can tell you about promotion people: They are still wildly passionate and excited about new music and will fight to the very end for their artists. In the end, that's all that matters to them.

R&R CHR/Pop Top 50

July 12, 2002

Powered By



LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (M)	WEEKS ON CHART	TOTAL STATIONS/ADDS
1	1	NELLY Hot In Herre (Fo' Reel/Universal)	8703	+450	996205	12	126/0
3	2	AVRIL LAVIGNE Complicated (Arista)	8616	+1104	950069	8	134/1
2	3	EMINEM Without Me (Shady/Aftermath/Interscope)	8082	+7	880709	10	130/0
4	4	C. KROEGER F/J. SCOTT Hero (Roadrunner/Columbia/IDJMG)	8035	+526	844501	9	131/0
5	5	JIMMY EAT WORLD The Middle (DreamWorks)	6220	-442	666204	17	130/0
6	6	VANESSA CARLTON A Thousand Miles (A&M/Interscope)	6018	-474	581150	21	132/0
11	7	JENNIFER LOPEZ F/NAS I'm Gonna Be Alright (Epic)	5991	+316	657073	12	130/0
7	8	DIRTY VEGAS Days Go By (Capitol)	5934	-322	527536	12	134/0
12	9	DJ SAMMY & YANOU Heaven (Robbins)	5905	+688	727864	7	122/0
15	10	PINK Just Like A Pill (Arista)	5439	+887	582746	5	132/2
8	11	P. DIDDY F/USHER & LOON I Need A Girl (Part One) (Bad Boy/Arista)	5316	-665	535183	15	126/0
10	12	NO DOUBT Hella Good (Interscope)	5093	-748	481550	15	134/0
9	13	ASHANTI Foolish (Murder Inc./Def Jam/IDJMG)	5048	-820	517729	17	130/0
13	14	FAT JOE F/ASHANTI What's Luv? (Terror Squad/Atlantic)	4470	-618	450476	19	123/0
14	15	MICHELLE BRANCH All You Wanted (Maverick/WB)	4171	-391	476191	26	128/0
17	16	SHERYL CROW Soak Up The Sun (A&M/Interscope)	3729	+17	318142	17	123/1
16	17	PINK Don't Let Me Get Me (Arista)	3647	-521	359111	22	132/0
20	18	DEFAULT Wasting My Time (TVT)	3346	-110	385062	20	112/0
19	19	PUDDLE OF MUDD Blurry (Flawless/Geffen/Interscope)	3329	-174	346957	25	128/0
18	20	CRAIG DAVID Walking Away (Wildstar/Atlantic)	3295	-355	437851	14	120/0
23	21	SOLUNA For All Time (DreamWorks)	3263	+362	310303	13	122/1
27	22	JOHN MAYER No Such Thing (Aware/Columbia)	2928	+330	319691	8	100/2
25	23	BRANDY Full Moon (Atlantic)	2855	+93	307230	10	103/0
30	24	CAM'RON Oh Boy (Roc-A-Fella/IDJMG)	2441	+492	207410	5	86/7
26	25	KELLY OSBOURNE Papa Don't Preach (Epic)	2418	-231	305657	7	102/0
28	26	CREED One Last Breath (Wind-up)	2391	+236	181873	7	92/0
29	27	KYLIE MINOGUE Love At First Sight (Capitol)	2380	+353	272010	5	114/4
22	28	MARY J. BLIGE Rainy Dayz (MCA)	2334	-569	212659	11	108/0
31	29	ANASTACIA One Day In Your Life (Epic)	2000	+66	233848	8	112/1
32	30	ENRIQUE IGLESIAS Don't Turn Off The Lights (Interscope)	1920	+50	191459	6	101/1
33	31	SEVEN AND THE SUN Walk With Me (Atlantic)	1840	+282	186501	7	93/2
24	32	AALIYAH More Than A Woman (BlackGround/Virgin)	1761	-1071	203636	12	108/0
36	33	MARIO Just A Friend 2002 (J)	1745	+425	161689	3	101/20
34	34	TRUTH HURTS F/RAKIM Addictive (Aftermath/Interscope)	1596	+138	148494	5	74/4
46	35	BBMAK Out Of My Heart (Into Your...) (Hollywood)	1511	+623	178035	2	98/11
Debut	36	NELLY F/KELLY ROWLAND Dilemma (Fo' Reel/Universal)	1267	+568	181204	1	50/19
45	37	BIG TYMERS Still Fly (Cash Money/Universal)	1125	+179	98896	4	50/2
41	38	NAUGHTY BY NATURE F/3LW Feels Good (Don't Worry...) (TVT)	1077	+83	101957	3	59/2
37	39	NICKELBACK Too Bad (Roadrunner/IDJMG)	1065	-159	88010	15	89/0
40	40	GOO GOO DOLLS Here Is Gone (Warner Bros.)	1046	+35	101379	17	92/0
44	41	B2K Gots Ta Be (Epic)	1029	+82	83986	3	65/2
42	42	B2K Uh Huh (Epic)	1023	+39	105739	17	76/0
Debut	43	P. DIDDY F/GINUWINE I Need A Girl (Part II) (Bad Boy/Arista)	1009	+436	171027	1	64/14
Debut	44	SHAKIRA Objection (Tango) (Epic)	1002	+418	105088	1	87/8
Debut	45	EVE F/ALICIA KEYS Gangsta Lovin' (Ruff Ryders/Interscope)	1000	+419	152018	1	84/38
47	46	KHIA My Neck, My Back (Lick It) (Dirty Down/Artemis)	982	+101	84299	2	53/5
48	47	A1 Caught In The Middle (Columbia)	960	+135	73969	5	53/2
38	48	USHER U Don't Have To Call (LaFace/Arista)	928	-236	87139	16	107/0
Debut	49	OUR LADY PEACE Somewhere Out There (Columbia)	882	+197	75086	1	64/8
Debut	50	DANIEL BEDINGFIELD Gotta Get Thru This (Island/IDJMG)	814	+350	126405	1	51/14

134 CHR/Pop reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 6/30-7/6. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 20 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (copyright 2002, The Arbitron Company). (C) 2002, R&R, Inc.

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ARTIST TITLE LABEL(S)	ADDS
MICHELLE BRANCH Goodbye To You (Maverick/WB)	61
EVE F/ALICIA KEYS Gangsta Lovin' (Ruff Ryders/Interscope)	38
BEENIE MAN F/JANET Feel It Boy (Virgin)	36
ELVIS VS. JXL A Little Less Conversation (RCA)	24
MARIO Just A Friend 2002 (J)	20
NELLY F/KELLY ROWLAND Dilemma (Fo' Reel/Universal)	19
VANESSA CARLTON Ordinary Day (A&M/Interscope)	18
P. DIDDY F/GINUWINE I Need A Girl (Part II) (Bad Boy/Arista)	14
DANIEL BEDINGFIELD Gotta Get Thru This (Island/IDJMG)	14
AMY STUDDT Just A Little Girl (Universal)	12
BBMAK Out Of My Heart (Into Your...) (Hollywood)	11
BRITNEY SPEARS Boys (Maverick/Reprise)	11

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ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
AVRIL LAVIGNE Complicated (Arista)	+1104
PINK Just Like A Pill (Arista)	+887
DJ SAMMY & YANOU Heaven (Robbins)	+688
BBMAK Out Of My Heart (Into Your...) (Hollywood)	+623
VANESSA CARLTON Ordinary Day (A&M/Interscope)	+574
NELLY F/KELLY ROWLAND Dilemma (Fo' Reel/Universal)	+568
C. KROEGER F/J. SCOTT Hero (Roadrunner/Columbia/IDJMG)	+526
CAM'RON Oh Boy (Roc-A-Fella/IDJMG)	+492
NELLY Hot In Herre (Fo' Reel/Universal)	+450
P. DIDDY F/GINUWINE I Need A Girl... (Bad Boy/Arista)	+436

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
SHAKIRA Underneath Your Clothes (Epic)	2852
LINKIN PARK In The End (Warner Bros.)	2736
JENNIFER LOPEZ Ain't It Funny (Epic)	2193
CALLING Wherever You Will Go (RCA)	2070
NICKELBACK How You Remind Me (Roadrunner/IDJMG)	1901
MARY J. BLIGE Family Affair (MCA)	1722
'N SYNC Girlfriend (Jive)	1595
ENRIQUE IGLESIAS Escape (Interscope)	1480
USHER U Got It Bad (LaFace/Arista)	1298
KYLIE MINOGUE Can't Get You Out Of My Head (Capitol)	1286
JA RULE F/ASHANTI Always... (Murder Inc./Def Jam/IDJMG)	1251
CRAIG DAVID 7 Days (Wildstar/Atlantic)	1098

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R&R'S EXCLUSIVE REPORTED OVERVIEW OF NATIONAL AIRPLAY

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS ADDS
2	1	C. KROEGER F/J. SCOTT Hero (Roadrunner/Columbia/IDJMG)	2753	+305	79895	8	50/0
6	2	AVRIL LAVIGNE Complicated (Arista)	2637	+282	78639	7	49/0
1	3	JIMMY EAT WORLD The Middle (DreamWorks)	2405	-168	70139	17	48/0
5	4	DIRTY VEGAS Days Go By (Capitol)	2363	-15	70809	9	50/0
8	5	NELLY Hot In Herre (Fo' Reel/Universal)	2303	+175	65137	10	48/1
7	6	EMINEM Without Me (Shady/Aftermath/Interscope)	2299	-10	65449	9	47/0
3	7	VANESSA CARLTON A Thousand Miles (A&M/Interscope)	2099	-308	60609	20	45/0
4	8	NO DOUBT Hella Good (Interscope)	2000	-383	55710	14	46/0
9	9	SHERYL CROW Soak Up The Sun (A&M/Interscope)	1890	-56	52423	17	47/0
15	10	DJ SAMMY & YANOU Heaven (Robbins)	1750	+208	53648	6	46/3
16	11	PINK Just Like A Pill (Arista)	1717	+374	48759	4	50/2
14	12	JENNIFER LOPEZ F/NAS I'm Gonna Be Alright (Epic)	1665	+86	47923	10	45/2
11	13	P. DIDDY F/USHER & LOON I Need A Girl (Part One) (Bad Boy/Arista)	1604	-249	43280	13	38/0
10	14	ASHANTI Foolish (Murder Inc./Def Jam/IDJMG)	1591	-263	47314	15	42/1
17	15	SOLUNA For All Time (DreamWorks)	1523	+198	46133	17	48/0
20	16	JOHN MAYER No Such Thing (Aware/Columbia)	1454	+260	41377	8	45/0
12	17	MICHELLE BRANCH All You Wanted (Maverick/WB)	1452	-155	44349	25	39/0
18	18	CREED One Last Breath (Wind-up)	1427	+111	39735	7	46/0
13	19	CRAIG DAVID Walking Away (Wildstar/Atlantic)	1409	-182	44326	13	40/0
19	20	DEFAULT Wasting My Time (TVT)	1089	-203	35092	20	36/0
26	21	ENRIQUE IGLESIAS Don't Turn Off The Lights (Interscope)	1079	+213	32064	6	46/1
24	22	BRANDY Full Moon (Atlantic)	1065	+54	28188	10	41/0
23	23	PUDDLE OF MUDD Blurry (Flawless/Geffen/Interscope)	1007	-115	27254	25	34/0
22	24	FAT JOE F/ASHANTI What's Luv? (Terror Squad/Atlantic)	927	-219	26841	19	33/1
21	25	PINK Don't Let Me Get Me (Arista)	927	-239	29646	20	31/0
29	26	SEVEN AND THE SUN Walk With Me (Atlantic)	895	+137	25548	7	44/3
30	27	KYLIE MINOGUE Love At First Sight (Capitol)	885	+139	27966	5	38/3
28	28	KELLY OSBOURNE Papa Don't Preach (Epic)	771	+9	19284	5	34/2
38	29	BBMAK Out Of My Heart (Into Your...) (Hollywood)	687	+270	19826	2	43/5
31	30	MARY J. BLIGE Rainy Dayz (MCA)	626	-105	15117	11	24/0
39	31	CAM'RON Oh Boy (Roc-A-Fella/IDJMG)	582	+173	15985	2	31/1
35	32	ANASTACIA One Day In Your Life (Epic)	529	+41	16799	5	23/2
Debut	33	VANESSA CARLTON Ordinary Day (A&M/Interscope)	495	+424	13873	1	45/8
25	34	AALIYAH More Than A Woman (BlackGround/Virgin)	484	-502	14167	9	20/0
44	35	HOOBASTANK Running Away (Island/IDJMG)	457	+167	13516	2	36/2
40	36	TRUTH HURTS F/RAKIM Addictive (Aftermath/Interscope)	416	+38	13756	3	31/2
36	37	GOO GOO DOLLS Here Is Gone (Warner Bros.)	411	-56	14627	16	17/0
33	38	UNWRITTEN LAW Seein' Red (Interscope)	395	-178	11150	7	25/0
50	39	MARIO Just A Friend 2002 (J)	388	+155	8042	2	26/5
46	40	SHAKIRA Objection (Tango) (Epic)	378	+94	8225	2	27/6
34	41	KACI Just An Old Boyfriend (Curb)	350	-159	9375	10	20/0
37	42	WILL SMITH Black Suits Comin' (Nod Ya...) (Columbia)	344	-87	9469	7	14/0
45	43	SOFIA LOELL Right Up Your Face (Curb)	297	+12	8660	4	31/1
41	44	COURSE OF NATURE Caught In The Sun (Lava/Atlantic)	278	-74	7615	13	13/0
32	45	PAULINA RUBIO Don't Say Goodbye (Universal)	267	-396	6850	11	12/0
47	46	KHIA My Neck, My Back (Lick It) (Dirty Down/Artemis)	260	-12	6652	3	21/0
42	47	AEROSMITH Girls Of Summer (Columbia)	255	-84	6867	4	16/1
49	48	DROPLINE Fly Away From Here (...Day) (143/Reprise)	239	-21	6622	6	13/0
Debut	49	CELINE DION I'm Alive (Epic)	232	+46	4304	1	15/1
Debut	50	DANIEL BEDINGFIELD Gotta Get Thru This (Island/IDJMG)	224	+86	7026	1	16/9

51 CHR/Pop Indicator reports. Songs ranked by total plays for the airplay week of Sunday 6/30-Saturday 7/6.
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Most Added

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
MICHELLE BRANCH Goodbye To You (Maverick/WB)	+25
EVE F/ALICIA KEYS Gangsta Lovin' (Ruff Ryders/Interscope)	+17
ELVIS VS. JXL A Little Less Conversation (RCA)	+15
DANIEL BEDINGFIELD Gotta Get Thru This (Island/IDJMG)	+9
VANESSA CARLTON Ordinary Day (A&M/Interscope)	+8
NELLY F/KELLY ROWLAND Dilemma (Fo' Reel/Universal)	+7
SHAKIRA Objection (Tango) (Epic)	+6
BBMAK Out Of My Heart (Into Your...) (Hollywood)	+5
MARIO Just A Friend 2002 (J)	+5
P. DIDDY F/GINUWINE I Need A Girl (Part II) (Bad Boy/Arista)	+5
GOO GOO DOLLS Big Machine (Warner Bros.)	+5
BEENIE MAN F/ANET Feel It Boy (Virgin)	+5
DJ SAMMY & YANOU Heaven (Robbins)	+3
SEVEN AND THE SUN Walk With Me (Atlantic)	+3
KYLIE MINOGUE Love At First Sight (Capitol)	+3
OUR LADY PEACE Somewhere Out There (Columbia)	+3
ASHANTI Happy (Murder Inc./Def Jam/IDJMG)	+3
PINK Just Like A Pill (Arista)	+2
JENNIFER LOPEZ F/NAS I'm Gonna Be Alright (Epic)	+2
HOOBASTANK Running Away (Island/IDJMG)	+2

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
VANESSA CARLTON Ordinary Day (A&M/Interscope)	+424
PINK Just Like A Pill (Arista)	+374
C. KROEGER F/J. SCOTT Hero (Roadrunner/Columbia/IDJMG)	+305
AVRIL LAVIGNE Complicated (Arista)	+282
BBMAK Out Of My Heart (Into Your...) (Hollywood)	+270
JOHN MAYER No Such Thing (Aware/Columbia)	+260
ENRIQUE IGLESIAS Don't Turn Off The Lights (Interscope)	+213
OJ SAMMY & YANOU Heaven (Robbins)	+208
SOLUNA For All Time (DreamWorks)	+198
NELLY Hot In Herre (Fo' Reel/Universal)	+175
CAM'RON Oh Boy (Roc-A-Fella/IDJMG)	+173
HOOBASTANK Running Away (Island/IDJMG)	+167
MARIO Just A Friend 2002 (J)	+155
KYLIE MINOGUE Love At First Sight (Capitol)	+139
SEVEN AND THE SUN Walk With Me (Atlantic)	+137
EVE F/ALICIA KEYS Gangsta... (Ruff Ryders/Interscope)	+129
CREED One Last Breath (Wind-up)	+111
BRITNEY SPEARS Boys (Maverick/Reprise)	+97
SHAKIRA Objection (Tango) (Epic)	+94
JENNIFER LOPEZ F/NAS I'm Gonna Be Alright (Epic)	+86
DANIEL BEDINGFIELD Gotta Get Thru This (Island/IDJMG)	+86
DAVE MATTHEWS BAND Where Are You Going (RCA)	+86
P. DIDDY F/GINUWINE I Need A Girl... (Bad Boy/Arista)	+73
NELLY F/KELLY ROWLAND Dilemma (Fo' Reel/Universal)	+70
ELVIS VS. JXL A Little Less Conversation (RCA)	+61
STAINED Epiphany (Flip/Elektra/EEG)	+61
BRANDY Full Moon (Atlantic)	+54
MICHELLE BRANCH Goodbye To You (Maverick/WB)	+52
NAUGHTY BY NATURE F/BLW Feels Good... (TVT)	+47
CELINE DION I'm Alive (Epic)	+46

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THE YEARS IN REVIEW

ON THE RECORD

with **Dayton Kane**
PD, WKSZ/Appleton, WI

When an artist can sell 13,000 copies of a CD in three weeks, you can't ignore him. Even those who say they hate Eminem seem to love "Without Me." It's been No. 1 or 2 most-requested since the day we played it. • I'm glad to see the upper and lower demos reacting to solid music from



Avril Lavigne, John Mayer and Soluna. It goes to show that everything doesn't have to be rock or rap. But rap continues to be hot, with Nelly, Khia and Nappy Roots garnering huge phones. • The good news: A good balance between all genres of music seems to continue for CHR. Personally, I love the new Elvis track. We went on it early, and it's proving to be a reactor. Mario's "Just a Friend" should be a hit, and Shakira's latest, "Objection," is the best song she's had so far.

ON THE RISE

ARTIST: **3LW**

LABEL: **Epic**

By **TANYA O'QUINN** / ASSISTANT EDITOR



3LW

For some groups, there comes a time to change the name. Immature did it. As the image in the mirror began to reflect signs of adulthood and the group's personality exuded experience and knowledge, the trio re-evaluated the famous Immature moniker, and IMx was born. Now, I know they haven't been out nearly as long as IMx, but when I look at the imaging of 3LW (3 Little Women), I can say there's nothing "little" about these women (unless it refers to dress sizes). These young ladies continue to develop into three dynamic performers. Ranging from 16-18 years in age, they are entering adulthood in the glow of the spotlight. And, as the physical develops and becomes molded by personal preferences, the voices become stronger, more controlled and a bit more hypnotic. 3LW is an innocent name for a dangerous trio.

Who makes up this trio? First up is Kiely Williams. One may think she felt the need to exert herself to find a sense of individuality among her four sisters, but this was not the case. At age of 5 she appeared in a network television pilot produced by Robert DeNiro and starring Lawrence Fishburne. With the performing bug biting at such a young age, it was no surprise to Williams' parents that singing was the next form of entertainment to attract their tenacious daughter's interest.

While Williams was auditioning for her first television appearance, Naturi Naughton was debuting her tender vocals in the church choir. When the choir director initially asked who wanted to sing, the tyke grabbed the mike and began to flex her vocal muscles.

The highlight of Adrienne Bailon's pre-3LW career was when her choir sang background for Ricky Martin at his Madison Square Garden

performance. Though she was the smallest choir member, hers was the loudest vocal contribution.

With a musical blend of pop, R&B and hip-hop, Williams, Naughton and Bailon have begun to use the world as their stage. Filled with ambition, confidence and genuine talent, the trio have released their second Epic LP, *A Girl Can Mack*. The debut single, "I Do (Wanna Get Close to You)," features P. Diddy and Loon and depicts maturity's entrance into their careers. Though the tenderness of youth fills their voices, control is being practiced, yielding a soft, melodious harmony. Over the simple yet rhythmic track, assertive lyrics present the ladies as a few years older than they really are. And with Loon spitting rhyme, it's easy to forget that the stars of the show have yet to cross the threshold of adulthood.

"I Do" showcases impressive harmony by the trio. The hip-hop track will undoubtedly enable the ladies to show off some inciting dance moves, while the theme lifts them into a more mature musical category. Acts like 3LW and B2K combine youthful looks with sexual sophistication to appeal to a larger fan base, but is there something wrong with this picture? I guess it's all in the numbers — Soundscan numbers, that is.

The top of this week's R&R CHR/Pop chart looks a lot like the *HITS* retail chart. Nelly holds steady at No. 1 with "Hot in Herre" (Fo' Reel/Universal), although Arista's Avril Lavigne is closing in with "Complicated," up a stellar 1,104 plays this week ... Eminem retains his bullet despite dropping to No. 3 with "Without Me" (Shady/Aftermath/Interscope). All three of these albums rank top five in sales

... Jennifer Lopez has another top 10 hit with "I'm Gonna Be Alright," featuring Nas (Epic). The song moves 11-7' ... Congrats to Frank Murray and Robbins Entertainment, who claim a top 10 hit with DJ Sammy & Yanou's "Heaven," which moves 12-9' ... Speaking of the top 10, "Just Like a Pill" by Pink (Arista) climbs 15-10* to become her third top 10 from *Missundaztood* ... Cam'ron's "Oh Boy" (Roc-A-Fella/IDJMG) leaps 30-24' ... In addition to topping the chart with "Hot in Herre," Nelly debuts at No. 36 with "Dilemma," which features Kelly Rowland ... P. Diddy follows his top three hit "I Need a Girl, Part 1" with, of course, "I Need a Girl, Part 2." The sequel features Ginuwine and enters the chart at No. 43 ... Eve is back with "Gangsta Lovin'" (Ruff Ryders/Interscope). The song, which features Alicia Keys, debuts at No. 45 ... Also debuting this week are Shakira (Epic) at 44*, Our Lady Peace (Columbia) at 49* and newcomer Daniel Bedingfield at 50* (Island/IDJMG).

CHR/Pop
ON THE RADIO

— Anthony Acampora, Director/Charts

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July 12, 2002

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For The Week Ending 7/12/02.

Artist Title (Label)	TW	LW	Familiarity	Burn	TD	Familiarity	Burn
AVRIL LAVIGNE Complicated (Arista)	4.26	4.30	88%	13%	4.28	88%	14%
CHAD KROEGER F/JOSEY SCOTT Hero (Roadrunner/Columbia/IDJMG)	4.05	4.03	88%	22%	4.12	89%	20%
CRAIG DAVID Walking Away (Wildstar/Atlantic)	4.05	4.05	86%	19%	4.04	86%	21%
MICHELLE BRANCH All You Wanted (Maverick/WB)	4.04	4.04	95%	35%	4.06	95%	35%
LINKIN PARK In The End (Warner Bros.)	3.98	4.05	97%	49%	4.13	97%	50%
PINK Just Like A Pill (Arista)	3.98	4.00	79%	12%	3.93	77%	14%
PINK Don't Let Me Get Me (Arista)	3.93	3.95	98%	48%	3.89	97%	50%
JIMMY EAT WORLD The Middle (DreamWorks)	3.91	4.00	89%	32%	3.90	88%	35%
DEFAULT Wasting My Time (TVT)	3.91	3.81	85%	33%	4.05	87%	31%
DJ SAMMY & YANDU Heaven (Robbins)	3.88	3.89	69%	15%	3.64	72%	21%
VANESSA CARLTON A Thousand Miles (A&M/Interscope)	3.87	3.97	97%	47%	3.85	97%	48%
PUDDLE OF MUDD Blurry (Flawless/Geffen/Interscope)	3.84	3.78	93%	44%	3.88	93%	43%
EMINEM Without Me (Shady/Aftermath/Interscope)	3.82	3.92	96%	34%	3.81	97%	35%
JOHN MAYER No Such Thing (Aware/Columbia)	3.77	3.92	67%	13%	3.72	62%	13%
NO DOUBT Hella Good (Interscope)	3.73	3.73	94%	39%	3.63	96%	44%
NELLY Hot In Herre (Fo' Reel/Universal)	3.73	3.77	94%	31%	3.80	94%	29%
CREED One Last Breath (Wind-up)	3.71	3.69	70%	17%	3.93	67%	13%
SOLUNA For All Time (DreamWorks)	3.69	3.79	43%	8%	3.74	43%	8%
JENNIFER LOPEZ FEATURING NAS I'm Gonna Be Alright (Epic)	3.69	3.74	88%	29%	3.83	92%	27%
AALIYAH More Than A Woman (Blackground/Virgin)	3.67	3.74	84%	30%	3.67	83%	32%
DIRTY VEGAS Days Go By (Capitol)	3.65	3.64	87%	29%	3.51	85%	33%
ANASTACIA One Day In Your Life (Epic)	3.59	3.59	54%	11%	3.44	50%	11%
SHERYL CROW Soak Up The Sun (A&M/Interscope)	3.59	3.64	93%	35%	3.41	93%	40%
SHAKIRA Underneath Your Clothes (Epic)	3.56	3.51	97%	52%	3.49	98%	58%
ASHANTI Foolish (Murder Inc./Def Jam/IDJMG)	3.53	3.50	89%	50%	3.62	88%	52%
FAT JOE F/ASHANTI What's Luv? (Terror Squad/Atlantic)	3.53	3.59	92%	51%	3.57	94%	56%
BRANDY Full Moon (Atlantic)	3.45	3.54	79%	24%	3.40	77%	25%
P. DIDDY F/USHER & LOON I Need A Girl (Part I) (Bad Boy/Arista)	3.43	3.65	92%	48%	3.54	93%	47%
KELLY OSBOURNE Papa Don't Preach (Epic)	3.43	3.70	95%	27%	3.35	96%	30%
MARY J. BLIGE Rainy Dayz (MCA)	3.36	3.55	80%	31%	3.32	82%	37%

Total sample size is 484 respondents. Total average favorability estimates are based on a scale of 1-5. (1=dislike very much, 5=like very much). Total familiarity represents the percentage of respondents who recognized the song. Total burn represents the number of respondents who said they are tired of hearing the song. Sample composition is based on persons 12+. TD = Target Demo (Females 18-34). Persons are screened via the Internet. Once passed, they can take the music test based on their format/music preference. RateTheMusic.com results are not meant to replace callout research. The results are intended to show opinions of participants on the Internet only. RateTheMusic is a registered trademark of RateTheMusic.com. The RTM system is available for local radio stations by calling 818/377-5300. RateTheMusic.com data is provided by Mediabase Research, A division of Premiere Radio Networks.

New & Active

BRITNEY SPEARS Boys (Maverick/Reprise)
Total Plays: 804, Total Stations: 60, Adds: 11

YING YANG TWINS Say I Yi Yi (Koch)
Total Plays: 781, Total Stations: 37, Adds: 1

HOOBASTANK Running Away (Island/IDJMG)
Total Plays: 731, Total Stations: 50, Adds: 8

VANESSA CARLTON Ordinary Day (A&M/Interscope)
Total Plays: 696, Total Stations: 94, Adds: 18

CELINE DION I'm Alive (Epic)
Total Plays: 682, Total Stations: 57, Adds: 3

DROPLINE Fly Away From Here (...Day) (143/Reprise)
Total Plays: 596, Total Stations: 54, Adds: 1

BEYONCE Work It Out (Columbia)
Total Plays: 435, Total Stations: 21, Adds: 1

ASHANTI Happy (Murder Inc./Def Jam/IDJMG)
Total Plays: 404, Total Stations: 16, Adds: 3

ELVIS VS. JXL A Little Less Conversation (RCA)
Total Plays: 351, Total Stations: 33, Adds: 24

IRV GOTTI Down 4 U (Murder Inc./Def Jam/IDJMG)
Total Plays: 345, Total Stations: 19, Adds: 3

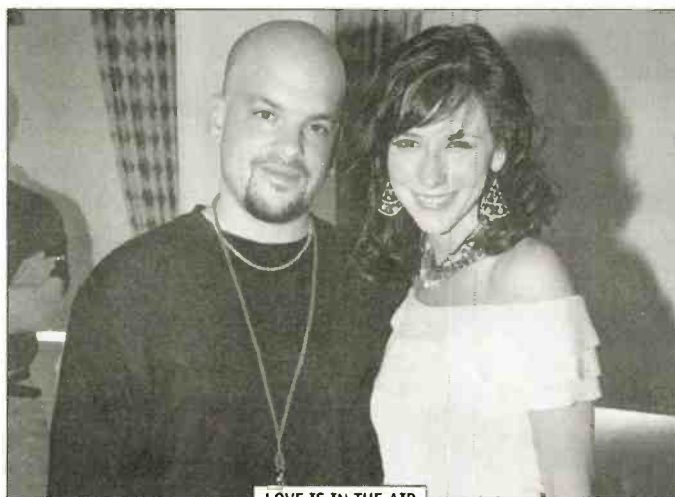
Songs ranked by total plays

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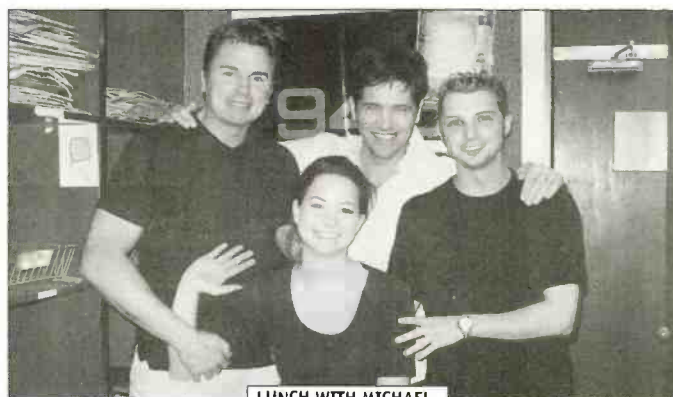
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LOVE IS IN THE AIR

R&R Assistant Editor Mark "The Shark" Brower flirts with Jive recording artist Jennifer Love Hewitt in hopes of learning just what her song "BareNaked" is all about!



LUNCH WITH MICHAEL

Modern Voices/Weir Bros. recording artist Michael Damian stopped by to treat KSMB/Lafayette, LA listeners to a special lunchtime performance featuring his new release, "Shadows in the Night." Michael held the hand of an 82-year-old fan and sang to her and stayed for two hours after the performance to sign autographs and take photos with everyone in attendance. Pictured here (l-r) are KSMB PD/morning show host Bobby Novosad, co-host (from Big Brother 2) Krista Stegall, Damian and KSMB producer Bill.

Stations and their adds listed alphabetically by market

<p>WFLY/Albany, NY * VP/Prog. Michael Morgan PD: Dennis Bickelstein MO: Brian Richmond 1 BEBE MAN FUMET "Fear" 2 BEBE MAN FUMET "Fear" 3 BEBE MAN FUMET "Fear" 4 BEBE MAN FUMET "Fear" 5 BEBE MAN FUMET "Fear" 6 BEBE MAN FUMET "Fear" 7 BEBE MAN FUMET "Fear" 8 BEBE MAN FUMET "Fear" 9 BEBE MAN FUMET "Fear" 10 BEBE MAN FUMET "Fear"</p>	<p>WKXS/Boston, MA * VP/Prog. P.J. Castellan Jack AP/MD: Ed David Conroy MO: JIMMY KROMAN "Dinner" DUE MATTHEWS "Dance" DUE MATTHEWS "Dance" DUE MATTHEWS "Dance" DUE MATTHEWS "Dance" DUE MATTHEWS "Dance" DUE MATTHEWS "Dance" DUE MATTHEWS "Dance" DUE MATTHEWS "Dance" DUE MATTHEWS "Dance"</p>	<p>WGTZ/Dayton, OH * OM: J.O. Kunes MO: Scott Breen 1 WISSA CARLTON "Dinner" 2 SWANNA "Dance" 3 SWANNA "Dance"</p>	<p>WKZJ/Greensboro, NC * PD: Jeff McHugh AP/MD: Terry Knight MO: Holly Lane 1 CAMPTON "Fear" 2 EVIL FALCA KEYS "Gangsta" 3 EVIL FALCA KEYS "Gangsta"</p>	<p>WLAN/Lancaster, PA * PD: Michael McCoy AP/MD: J.T. Beach MO: Holly Lane 1 DORLANDY "Fear" 2 MICHELLE BRANCH "Dance" 3 BRITNEY SPEARS "Fear"</p>	<p>WMMK/Mirabe Beach, SC * PD: Wally B. MO: ANASTASIA "Fear" 1 EVIL FALCA KEYS "Gangsta" 2 MICHELLE BRANCH "Dance" 3 BRITNEY SPEARS "Fear"</p>	<p>WFPD/Providence, RI * PD: Tony Bristol MO: Danny Daniels 1 HOUSTON "Dance" 2 MICHELLE BRANCH "Dance" 3 MICHELLE BRANCH "Dance" 4 MICHELLE BRANCH "Dance" 5 MICHELLE BRANCH "Dance" 6 MICHELLE BRANCH "Dance" 7 MICHELLE BRANCH "Dance" 8 MICHELLE BRANCH "Dance" 9 MICHELLE BRANCH "Dance" 10 MICHELLE BRANCH "Dance"</p>	<p>WZAT/Savannah, GA * OM/PA: John Thomas MO: Dylan 1 MICHELLE BRANCH "Dance" 2 MICHELLE BRANCH "Dance" 3 EVIL VS. J.L. "Fear"</p>	<p>KHHT/Tulsa, OK * OM: Dan Tucker MO: Eric Rush MO: Eric Rush 1 MICHELLE BRANCH "Dance" 2 MICHELLE BRANCH "Dance" 3 MICHELLE BRANCH "Dance" 4 MICHELLE BRANCH "Dance" 5 MICHELLE BRANCH "Dance" 6 MICHELLE BRANCH "Dance" 7 MICHELLE BRANCH "Dance" 8 MICHELLE BRANCH "Dance" 9 MICHELLE BRANCH "Dance" 10 MICHELLE BRANCH "Dance"</p>	
<p>WKSE/Buffalo, NY * PD: Dave Labovitz MO: Steve Smith 1 EVIL FALCA KEYS "Gangsta" 2 MICHELLE BRANCH "Dance" 3 MICHELLE BRANCH "Dance"</p>	<p>WRZE/Cape Cod, MA * PD: Steve Smith MO: Steve Smith 1 MICHELLE BRANCH "Dance" 2 MICHELLE BRANCH "Dance" 3 MICHELLE BRANCH "Dance" 4 MICHELLE BRANCH "Dance" 5 MICHELLE BRANCH "Dance" 6 MICHELLE BRANCH "Dance" 7 MICHELLE BRANCH "Dance" 8 MICHELLE BRANCH "Dance" 9 MICHELLE BRANCH "Dance" 10 MICHELLE BRANCH "Dance"</p>	<p>KFMD/Denver-Boulder, CO * PD: Jim Lawson MO: Chris Phillips 1 EVIL FALCA KEYS "Gangsta" 2 MICHELLE BRANCH "Dance" 3 BEBE MAN FUMET "Fear" 4 BEBE MAN FUMET "Fear" 5 BEBE MAN FUMET "Fear" 6 BEBE MAN FUMET "Fear" 7 BEBE MAN FUMET "Fear" 8 BEBE MAN FUMET "Fear" 9 BEBE MAN FUMET "Fear" 10 BEBE MAN FUMET "Fear"</p>	<p>WRGT/Greenville, NC * OM/PA: Joe Reilly AP/MD: Greg Gandy MO: Holly Lane 1 EVIL FALCA KEYS "Gangsta" 2 MICHELLE BRANCH "Dance" 3 MICHELLE BRANCH "Dance" 4 MICHELLE BRANCH "Dance" 5 MICHELLE BRANCH "Dance" 6 MICHELLE BRANCH "Dance" 7 MICHELLE BRANCH "Dance" 8 MICHELLE BRANCH "Dance" 9 MICHELLE BRANCH "Dance" 10 MICHELLE BRANCH "Dance"</p>	<p>KRRG/Lubbock, TX * PD: Michael J. Long MO: Holly Lane 1 SORA LOREL "Fear" 2 EVIL FALCA KEYS "Gangsta" 3 BRITNEY SPEARS "Fear"</p>	<p>WBLI/Nassau-Suffolk, NY * AP/MD: J.J. Rice MO: Holly Lane 1 TATTOO "Fear" 2 TATTOO "Fear"</p>	<p>WDCR/Raleigh-Durham, NC * PD: Chris Gage AP/MD: Annie Summers MO: Holly Lane 1 MICHELLE BRANCH "Dance" 2 MICHELLE BRANCH "Dance" 3 MICHELLE BRANCH "Dance" 4 MICHELLE BRANCH "Dance" 5 MICHELLE BRANCH "Dance" 6 MICHELLE BRANCH "Dance" 7 MICHELLE BRANCH "Dance" 8 MICHELLE BRANCH "Dance" 9 MICHELLE BRANCH "Dance" 10 MICHELLE BRANCH "Dance"</p>	<p>WWDV/South Bend, IN * OM/PA: Casey Daniels MO: Holly Lane 1 MICHELLE BRANCH "Dance" 2 MICHELLE BRANCH "Dance" 3 MICHELLE BRANCH "Dance" 4 MICHELLE BRANCH "Dance" 5 MICHELLE BRANCH "Dance" 6 MICHELLE BRANCH "Dance" 7 MICHELLE BRANCH "Dance" 8 MICHELLE BRANCH "Dance" 9 MICHELLE BRANCH "Dance" 10 MICHELLE BRANCH "Dance"</p>	<p>KZZU/Spokane, WA * OM: Bruce Matthews AP/MD: Mike DeGroot MO: Holly Lane 1 MICHELLE BRANCH "Dance" 2 MICHELLE BRANCH "Dance" 3 MICHELLE BRANCH "Dance" 4 MICHELLE BRANCH "Dance" 5 MICHELLE BRANCH "Dance" 6 MICHELLE BRANCH "Dance" 7 MICHELLE BRANCH "Dance" 8 MICHELLE BRANCH "Dance" 9 MICHELLE BRANCH "Dance" 10 MICHELLE BRANCH "Dance"</p>	
<p>WKFX/Albany, NY * PD: Rick Deane 1 MICHELLE BRANCH "Dance" 2 MICHELLE BRANCH "Dance" 3 MICHELLE BRANCH "Dance" 4 MICHELLE BRANCH "Dance" 5 MICHELLE BRANCH "Dance" 6 MICHELLE BRANCH "Dance" 7 MICHELLE BRANCH "Dance" 8 MICHELLE BRANCH "Dance" 9 MICHELLE BRANCH "Dance" 10 MICHELLE BRANCH "Dance"</p>	<p>KSSS/Albuquerque, NM * PD: Tom Naylor AP/MD: Jeff "Crash" Jacot MO: Holly Lane 1 MICHELLE BRANCH "Dance" 2 MICHELLE BRANCH "Dance" 3 MICHELLE BRANCH "Dance" 4 MICHELLE BRANCH "Dance" 5 MICHELLE BRANCH "Dance" 6 MICHELLE BRANCH "Dance" 7 MICHELLE BRANCH "Dance" 8 MICHELLE BRANCH "Dance" 9 MICHELLE BRANCH "Dance" 10 MICHELLE BRANCH "Dance"</p>	<p>KQOI/Alexandria, LA * PD: Ram Roberts MO: Holly Lane 1 MICHELLE BRANCH "Dance" 2 MICHELLE BRANCH "Dance" 3 MICHELLE BRANCH "Dance" 4 MICHELLE BRANCH "Dance" 5 MICHELLE BRANCH "Dance" 6 MICHELLE BRANCH "Dance" 7 MICHELLE BRANCH "Dance" 8 MICHELLE BRANCH "Dance" 9 MICHELLE BRANCH "Dance" 10 MICHELLE BRANCH "Dance"</p>	<p>WFCB/Greenville, SC * PD: Mike Hite MO: Holly Lane 1 MICHELLE BRANCH "Dance" 2 MICHELLE BRANCH "Dance" 3 MICHELLE BRANCH "Dance" 4 MICHELLE BRANCH "Dance" 5 MICHELLE BRANCH "Dance" 6 MICHELLE BRANCH "Dance" 7 MICHELLE BRANCH "Dance" 8 MICHELLE BRANCH "Dance" 9 MICHELLE BRANCH "Dance" 10 MICHELLE BRANCH "Dance"</p>	<p>KFMS/Las Vegas, NV * PD: Mike Hite MO: Holly Lane 1 MICHELLE BRANCH "Dance" 2 MICHELLE BRANCH "Dance" 3 MICHELLE BRANCH "Dance" 4 MICHELLE BRANCH "Dance" 5 MICHELLE BRANCH "Dance" 6 MICHELLE BRANCH "Dance" 7 MICHELLE BRANCH "Dance" 8 MICHELLE BRANCH "Dance" 9 MICHELLE BRANCH "Dance" 10 MICHELLE BRANCH "Dance"</p>	<p>WVBT/Richmond, VA * PD: Billy Ray MO: Holly Lane 1 MICHELLE BRANCH "Dance" 2 MICHELLE BRANCH "Dance" 3 MICHELLE BRANCH "Dance" 4 MICHELLE BRANCH "Dance" 5 MICHELLE BRANCH "Dance" 6 MICHELLE BRANCH "Dance" 7 MICHELLE BRANCH "Dance" 8 MICHELLE BRANCH "Dance" 9 MICHELLE BRANCH "Dance" 10 MICHELLE BRANCH "Dance"</p>	<p>WJWS/Roanoke-Lynchburg, VA * PD: David Lee Mitchell AP/MD: Melissa Morgan MO: Holly Lane 1 MICHELLE BRANCH "Dance" 2 MICHELLE BRANCH "Dance" 3 MICHELLE BRANCH "Dance" 4 MICHELLE BRANCH "Dance" 5 MICHELLE BRANCH "Dance" 6 MICHELLE BRANCH "Dance" 7 MICHELLE BRANCH "Dance" 8 MICHELLE BRANCH "Dance" 9 MICHELLE BRANCH "Dance" 10 MICHELLE BRANCH "Dance"</p>	<p>WVTV/Richmond, VA * PD: Billy Ray MO: Holly Lane 1 MICHELLE BRANCH "Dance" 2 MICHELLE BRANCH "Dance" 3 MICHELLE BRANCH "Dance" 4 MICHELLE BRANCH "Dance" 5 MICHELLE BRANCH "Dance" 6 MICHELLE BRANCH "Dance" 7 MICHELLE BRANCH "Dance" 8 MICHELLE BRANCH "Dance" 9 MICHELLE BRANCH "Dance" 10 MICHELLE BRANCH "Dance"</p>	<p>WVTV/South Bend, IN * OM/PA: Casey Daniels MO: Holly Lane 1 MICHELLE BRANCH "Dance" 2 MICHELLE BRANCH "Dance" 3 MICHELLE BRANCH "Dance" 4 MICHELLE BRANCH "Dance" 5 MICHELLE BRANCH "Dance" 6 MICHELLE BRANCH "Dance" 7 MICHELLE BRANCH "Dance" 8 MICHELLE BRANCH "Dance" 9 MICHELLE BRANCH "Dance" 10 MICHELLE BRANCH "Dance"</p>	
<p>WAFB/Albany, NY * PD: Brian Cheek AP/MD: Laura S. James MO: Holly Lane 1 MICHELLE BRANCH "Dance" 2 MICHELLE BRANCH "Dance" 3 MICHELLE BRANCH "Dance" 4 MICHELLE BRANCH "Dance" 5 MICHELLE BRANCH "Dance" 6 MICHELLE BRANCH "Dance" 7 MICHELLE BRANCH "Dance" 8 MICHELLE BRANCH "Dance" 9 MICHELLE BRANCH "Dance" 10 MICHELLE BRANCH "Dance"</p>	<p>WSSX/Charleston, SC * OM/PA: Mike Edwards MO: Holly Lane 1 MICHELLE BRANCH "Dance" 2 MICHELLE BRANCH "Dance" 3 MICHELLE BRANCH "Dance" 4 MICHELLE BRANCH "Dance" 5 MICHELLE BRANCH "Dance" 6 MICHELLE BRANCH "Dance" 7 MICHELLE BRANCH "Dance" 8 MICHELLE BRANCH "Dance" 9 MICHELLE BRANCH "Dance" 10 MICHELLE BRANCH "Dance"</p>	<p>KDUM/Des Moines, IA * PD: Greg Chason MO: Holly Lane 1 BEBE MAN FUMET "Fear" 2 BEBE MAN FUMET "Fear" 3 BEBE MAN FUMET "Fear" 4 BEBE MAN FUMET "Fear" 5 BEBE MAN FUMET "Fear" 6 BEBE MAN FUMET "Fear" 7 BEBE MAN FUMET "Fear" 8 BEBE MAN FUMET "Fear" 9 BEBE MAN FUMET "Fear" 10 BEBE MAN FUMET "Fear"</p>	<p>WVBT/Harrisburg, PA * PD: Jason Breyer MO: Holly Lane 1 MICHELLE BRANCH "Dance" 2 MICHELLE BRANCH "Dance" 3 MICHELLE BRANCH "Dance" 4 MICHELLE BRANCH "Dance" 5 MICHELLE BRANCH "Dance" 6 MICHELLE BRANCH "Dance" 7 MICHELLE BRANCH "Dance" 8 MICHELLE BRANCH "Dance" 9 MICHELLE BRANCH "Dance" 10 MICHELLE BRANCH "Dance"</p>	<p>WVBT/Harrisburg, PA * PD: Jason Breyer MO: Holly Lane 1 MICHELLE BRANCH "Dance" 2 MICHELLE BRANCH "Dance" 3 MICHELLE BRANCH "Dance" 4 MICHELLE BRANCH "Dance" 5 MICHELLE BRANCH "Dance" 6 MICHELLE BRANCH "Dance" 7 MICHELLE BRANCH "Dance" 8 MICHELLE BRANCH "Dance" 9 MICHELLE BRANCH "Dance" 10 MICHELLE BRANCH "Dance"</p>	<p>WVBT/Harrisburg, PA * PD: Jason Breyer MO: Holly Lane 1 MICHELLE BRANCH "Dance" 2 MICHELLE BRANCH "Dance" 3 MICHELLE BRANCH "Dance" 4 MICHELLE BRANCH "Dance" 5 MICHELLE BRANCH "Dance" 6 MICHELLE BRANCH "Dance" 7 MICHELLE BRANCH "Dance" 8 MICHELLE BRANCH "Dance" 9 MICHELLE BRANCH "Dance" 10 MICHELLE BRANCH "Dance"</p>	<p>WVBT/Harrisburg, PA * PD: Jason Breyer MO: Holly Lane 1 MICHELLE BRANCH "Dance" 2 MICHELLE BRANCH "Dance" 3 MICHELLE BRANCH "Dance" 4 MICHELLE BRANCH "Dance" 5 MICHELLE BRANCH "Dance" 6 MICHELLE BRANCH "Dance" 7 MICHELLE BRANCH "Dance" 8 MICHELLE BRANCH "Dance" 9 MICHELLE BRANCH "Dance" 10 MICHELLE BRANCH "Dance"</p>	<p>WVBT/Harrisburg, PA * PD: Jason Breyer MO: Holly Lane 1 MICHELLE BRANCH "Dance" 2 MICHELLE BRANCH "Dance" 3 MICHELLE BRANCH "Dance" 4 MICHELLE BRANCH "Dance" 5 MICHELLE BRANCH "Dance" 6 MICHELLE BRANCH "Dance" 7 MICHELLE BRANCH "Dance" 8 MICHELLE BRANCH "Dance" 9 MICHELLE BRANCH "Dance" 10 MICHELLE BRANCH "Dance"</p>	<p>WVBT/Harrisburg, PA * PD: Jason Breyer MO: Holly Lane 1 MICHELLE BRANCH "Dance" 2 MICHELLE BRANCH "Dance" 3 MICHELLE BRANCH "Dance" 4 MICHELLE BRANCH "Dance" 5 MICHELLE BRANCH "Dance" 6 MICHELLE BRANCH "Dance" 7 MICHELLE BRANCH "Dance" 8 MICHELLE BRANCH "Dance" 9 MICHELLE BRANCH "Dance" 10 MICHELLE BRANCH "Dance"</p>	<p>WVBT/Harrisburg, PA * PD: Jason Breyer MO: Holly Lane 1 MICHELLE BRANCH "Dance" 2 MICHELLE BRANCH "Dance" 3 MICHELLE BRANCH "Dance" 4 MICHELLE BRANCH "Dance" 5 MICHELLE BRANCH "Dance" 6 MICHELLE BRANCH "Dance" 7 MICHELLE BRANCH "Dance" 8 MICHELLE BRANCH "Dance" 9 MICHELLE BRANCH "Dance" 10 MICHELLE BRANCH "Dance"</p>
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*** Monitored Reporters**
185 Total Reporters

134 Total Monitored

51 Total Indicator
49 Current Indicator Playlists

Reported Feature Playlist (1):
KZBB/Ft. Smith, AR

Did Not Report For Two Consecutive Weeks; Data Not Used (1):
KZIL/Lubbock, TX





DONTAY THOMPSON
dthompson@radioandrecords.com

PART TWO OF A TWO-PART SERIES

You've Got Mail

Links to the radio and record industries

Last week we got you laced up with the e-mail addresses of some of the PDs in the Rhythmic format. This week we finish up with radio and list the e-mail addresses of the record people who play such an important part in the format.

- Radio**
- WDHT/Dayton**
OM/PD: J.D. Kunes
jdkunes@aol.com
Asst. PD/MD: Marcel Thornton
mthornton@radio-one.com
- WERQ/Baltimore**
PD: Dion Summers
dion@radio-one.com
Asst. PD/MD: Neke At Night
neke@itsyagifineke.com
- WHHH/Indianapolis**
OM/PD: Brian Wallace
bwallace@radio-one.com
MD: Liz Dixon
ldixon@radio-one.com
- WHYY/Montgomery, AL**
PD: Karen Rite
karen.rite@cumulus.com
- WHZT/Greenville, SC**
PD: Fisher
fisher@cox.com
MD: Murph Dawg
murph@cox.com
- WJBT/Jacksonville**
PD: Aaron Maxwell
amaxwell@ccqjax.com
MD: G-Wiz
geewiz@wjbt.com
- WJFX/Ft. Wayne, IN**
PD: Phil Becker
philbecker1079@aol.com
MD: Weasel
randy@hot1079online.com
- WJHM/Oriando**
PD: Stevie DeMann
demannjamz@aol.com
MD: Jay Love
jlove@cbs.com
- WJMH/Greensboro**
OM/PD: Brian Douglas
briandouglasjob@aol.com
MD: Tap Money
tmoney@entercom.com
- WJMN/Boston**
VP/Prog. & PD: Cadillac Jack McCartney
cadillacjack@clearchannel.com
MD: Chris Tyler
christyler@clearchannel.com
- WJNH/Baton Rouge**
PD/MD: Randy Chase
randy.chase@gbradio.com
- WJWZ/Montgomery, AL**
PD/MD: D-Rock
drock@hotmail.com
- WKIE/Chicago**
PD: Chris Shebel
cshebel@aol.com
- WKTU/New York**
PD: Frankie Blue
bluektu@aol.com
Asst. PD/MD: Jeff Z.
jeffzktu@aol.com

- WLLD/Tampa**
PD: Orlando
heyorlando@aol.com
MD: Beata
beata@cbs.com
- WNVZ/Norfolk**
PD: Don London
donlondon@visi.net
MD: Jay West
jay@z104.com
- WOCQ/Salisbury, MD**
PD: Wookie
wookiez@aol.com
MD: Daeilte
djdaelite@yahoo.com
- WPGC/Washington**
PD: Jay Stevens
tenshare@aol.com
MD: Sarah O'Connor
dcgir1627@aol.com
- WPOW/Miami**
PD: Kid Curry
kidcurry@power96.com
MD: Eddie Mix
eddiemix@power96.com
- WPYO/Oriando**
PD: Steve Bartel
steven.bates@cox.com
MD: Jill Strada
jill.strada@cox.com
- WQHT/New York**
PD: Tracy Cloherty
tcloherty@emmisny.emmis.com
- WQSL/Greenville, NC**
PD: Jack Spade
jackspade316@yahoo.com
- WRHH/Richmond**
PD: Darrell Johnson
djohnson@radio-one.com
MD: Big Nat
asmalls@radio-one.com
- WRVZ/Charleston, WV**
PD: Bill Shahan
bshahan@wvradio.com
- WWBZ/Charleston, SC**
PD/MD: Corey Hill
djcoreyhillbaby@aol.com
- WWKX/Providence**
PD: Jerry McKenna
mckenna106@aol.com
MD: Bradley Ryan
bradly1077@aol.com
- WXIS/Johnson City**
PD: Blade Michaels
blademichaels@hotmail.com
MD: Todd Ambrose
toddandwinnie@hotmail.com
- WXVY/Baltimore**
PD: Thea Mitchem
tmitchem@cbs.com
- WZBZ/Atlantic City, NJ**
PD/MD: Rob Garcia
rob_garcia@att.net

- WZMX/Hartford**
PD: Victor Starr
vstarr@cbs.com
Asst. PD/MD: David Simpson
dgsimpson@cbs.com
- XHTZ/San Diego**
OM/PD: Lisa Karsting
lisa@california.com
MD: TJ
tjz90@aol.com
- Records**
- Arista**
Rick Sackheim
VP Rhythm/Crossover
rick.sackheim@bmg.com
Caroline BazBaz
National Manager/Dance & Mix
Show Promotion
caroline.bazbaz@bmg.com
- Artemis**
PD: Kid Curry
kidcurry@power96.com
MD: Eddie Mix
eddiemix@power96.com
- ArtistDirect**
Michael Whited
VP/Pop & Crossover Promotion
michael.whited@artistdirect.com
Brian Samson
National Director/Crossover & Mix
Show Promotion
brian.samson@artistdirect.com
- Atlantic**
Nisa Velasquez
Sr. VP/Pop & Crossover Promotion
nisa.velasquez@atlantic-recording.com
John McMan
Sr. VP/Pop & Crossover Promotion
john.mcmann@atlantic-recording.com
Johnny De Mairo III
Sr. Director/Crossover Music
john.demairo@atlantic-recording.com
- Capitol**
Danny Coniglio
Sr. Director/Crossover Promotion
danny.coniglio@priorityrecords.com
Glenn Aure
Assoc. Director/Crossover
Promotion
glenn.aure@priorityrecords.com
- Columbia**
Andrea Foreman
VP/Crossover Promotion
andrea_foreman@sonymusic.com
Lisa Ellis
Sr. VP/Urban & Crossover
Promotion
lisa_ellis@sonymusic.com
Tanya Kalayjian
National Director/Rhythm &
Crossover
tanya_kalayjian@sonymusic.com
James White
West Coast Mix Show Coordinator
james_white@sonymusic.com

Where's all the hot new music? Besides hearing and liking the new Faith Evans, "Burnin' Up," and Beanie Man's "Feel It Boy," I haven't received anything new that I haven't heard yet. Doesn't it seem as though every time there's a break due to a holiday, almost no new music is serviced? Of course, there are those new records that are getting instant airplay, like Nelly's "Dilemma," Usher's "Can You Help Me" and Eve's "Gangsta Lovin'," but besides those, not too much new music has grabbed me.

This Monday my search came to an end when my girl Lisa Ellis from Columbia called the R&R offices and gave me a taste of what's to come from the new Xzibit album. As you know, it can be difficult to get the feel of a record over the phone, but it was obvious from the two tracks that Lisa played for me that Mr. X to the Z is coming with some heat for that ass! The album, *Man vs. Machine*, features the work of superproducers Dr. Dre and P. Diddy. The first single to be shipped to radio is the Dr. Dre-produced "Multiply." The CD will have two different versions for you to play, one of which will feature Nate Dogg, and which, I'm sure, will get eaten up by West Coast stations. Expect the vinyl to be on your desk by July 17. The CD Pro ships July 31.

Also on Columbia, keep your eyes on Lil Flip's "The Way We Ball." The song continues to develop in the South and is getting airplay at stations such as KBXX/Houston, KXHT/Memphis, WJNH/Baton Rouge, KPTY/Houston, KBBT/San Antonio and WWBZ/Charleston, and it's currently in the mix at KPWR/Los Angeles; KNDA/Corpus Christi, TX; KTHT/Houston; and KBBT/Shreveport, LA.

On Def Jam, I'm glad to see that N.O.R.E.'s "Nothin'" is finally starting to receive more airplay from radio. If you don't have this record in major rotation, you are depriving your listeners of one of the hottest records out right now. This week it gets a bullet with an additional 441 spins and holds down the No. 21 position on the Rhythmic chart.

I gotta give a shout-out to KGGI/Riverside's Music Director/night jock and former Lighter Shade Of Brown member O.D.M., who has a new record getting a buzz at radio called "Closer." If you want to get an exclusive copy for yourself, hit up O.D.M. at 909-684-1991.

- Curb**
Frank Higginbogh
Head of Rhythm & Crossover
fhigginbogh@curb.com
- DreamWorks**
Paula Tuggey
National Top 40 & Rhythmic
Promotion
ptuggey@dreamworksrecords.com
- Elektra**
Joe Hecht
VP/Rhythm & Crossover Promotion
joe.hecht@elektra.com
Lucy Barragan
National Director/Crossover
Promotion
lucy.barragan@elektra.com
Cord Himelstein
Director/Rhythm & Crossover
Promotion
cord.himelstein@elektra.com
- Epic**
Liz Pokora
VP/Rhythm & Crossover Promotion
liz_pokora@sonymusic.com
Mike Lieberman
Assoc. Director/Crossover
Promotion, West Coast
mike_lieberman@sonymusic.com
Ayelet Cohen
Assoc. Director/Crossover
Promotion, East Coast
ayelet_cohen@sonymusic.com
Richard "Prince Ice" Alveran
National Rhythmic Mix Show
Promotion
richard_alveran@sonymusic.com
- Hollywood**
Marvyn Mack
VP/Urban & Crossover Promotion
marv.mack@disney.com
- Interscope**
Nino Cuccinello
VP/Crossover Promotion
nino.cuccinello@umusic.com
Brian Gray
West Coast Crossover Regional
Promotion Manager
brian.gray@umusic.com
Karen Rait
East Coast Crossover Regional
Promotion Manager
karen.rait@umusic.com

- (Interscope continued)
- Steve Chavez
South Regional Promotion Manager
steve.chavez@umusic.com
Kevin Black
Head of Rap Department
kevin.black@umusic.com
Ian Fletcher
National Director/Rap Promotion
ian.fletcher@umusic.com
- Island/IDJMG**
Ken Lane
Sr. VP/Pop & Crossover Promotion
ken.lane@umusic.com
Motti Shulman
Sr. National Director/Rhythm &
Crossover
motti.shulman@umusic.com
Marthe Reynolds
VP/Rhythm & Crossover Promotion
marthe.reynolds@umusic.com
J Records
Michael Williams
VP/Crossover Promotion
michael.williams@bmg.com
- Jive**
John Strazza
VP/Rhythm & Crossover
john.strazza@jiverecords.com
- Koch**
Dee Sonaram
National Crossover Promotion
dee.sonaram@kochint.com
- MCA**
Craig Lambert
Sr. VP/Promotion
craig.lambert@umusic.com
Johnny Coppola
VP/Rhythm & Crossover Promotion
john.coppola@umusic.com
Latin Prince
National Mix Show Promotion
latin.prince@umusic.com
- Razor & Tie**
Jeff Appleton
VP/Promotion
jappleton@razorandtie.com
Maryelizabeth Carter
Assoc. Director/National Promotion
mcarter@razorandtie.com

- RCA**
Tony Monte
VP/Top 40 Rhythm & Crossover
Promotion
tony.monte@bmg.com
- TVT**
Joey Carvello
VP/Crossover Promotion
joey@tvtrrecords.com
DJ Debonair
West Coast Mix Show Promotion
djdebonair@tvtrrecords.com
Eric Skinner
Director/East Coast Mix Show
Promotion
eric@tvtrrecords.com
- Universal**
Val Delong
Sr. VP/Promotion
valerie.delong@umusic.com
Gary Marella
Sr. VP/Pop & Crossover
gary.marella@umusic.com
Warren Gesin
Assoc. National Director/Crossover
Promotion
warren.gesin@umusic.com
- Virgin**
Enrique Ongpin
National Promotion Director
enrique.ongpin@virgin-records.com
Lamar Brown
Mix Show Manager, West Coast
lamar.brown@virgin-records.com
Terry Aldrich
Mix Show Manager, East Coast
terry.aldrich@virgin-records.com
- Warner Bros.**
Franco Iemmello
VP/Rhythm & Crossover Promotion
franco.lemmello@wbr.com
Felicia Swerling
VP/Promotion
felicia.swerling@wbr.com
Adam Favor
National Director/Mix Show & Street
Promotion
adam.favor@wbr.com

R&R CHR/Rhythmic Top 50

Powered by



July 12, 2002

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	NELLY Hot In Herre (Fo' Reel/Universal)	5303	-106	769756	12	78/0
2	2	CAM'RON Oh Boy (Roc-A-Fella/IDJMG)	4507	-336	631652	14	78/1
5	3	P. DIDDY F/GINUWINE I Need A Girl (Part II) (Bad Boy/Arista)	4497	+479	678841	7	78/0
3	4	BIG TYMERS Still Fly (Cash Money/Universal)	4189	+1	565880	13	77/1
4	5	EMINEM Without Me (Shady/Aftermath/Interscope)	3706	-462	528969	11	69/0
9	6	IRV GOTTI Down 4 U (Murder Inc./Def Jam/IDJMG)	3408	+533	529912	6	77/3
6	7	TRUTH HURTS F/RAKIM Addictive (Aftermath/Interscope)	3139	-512	442472	15	75/0
8	8	JENNIFER LOPEZ F/NAS I'm Gonna Be Alright (Epic)	2972	-205	355168	14	61/0
10	9	MARIO Just A Friend 2002 (J)	2852	+244	432621	11	72/1
7	10	ASHANTI Foolish (Murder Inc./Def Jam/IDJMG)	2713	-568	325457	24	77/0
20	11	NELLY F/KELLY ROWLAND Dilemma (Fo' Reel/Universal)	2541	+928	351105	2	28/9
19	12	ASHANTI Happy (Murder Inc./Def Jam/IDJMG)	1934	+283	307902	9	72/4
14	13	FAT JOE F/ASHANTI What's Luv? (Terror Squad/Atlantic)	1934	-164	231426	25	75/0
11	14	JA RULE Down Ass Chick (Murder Inc./Def Jam/IDJMG)	1866	-480	218521	15	59/0
15	15	BRANDY Full Moon (Atlantic)	1801	-156	219872	14	62/0
13	16	AVANT Makin' Good Love (Magic Johnson/MCA)	1799	-410	146341	17	61/0
12	17	P. DIDDY F/USHER & LOON I Need A Girl (Part One) (Bad Boy/Arista)	1795	-461	217515	20	76/0
18	18	ANGIE MARTINEZ If I Could Go (EastWest/EEG)	1793	+136	212797	7	64/2
16	19	B2K Gots Ta Be (Epic)	1782	-114	177371	12	64/0
32	20	EVE F/ALICIA KEYS Gangsta Lovin' (Ruff Ryders/Interscope)	1697	+701	287519	2	69/12
28	21	N.O.R.E. Nothin' (Def Jam/IDJMG)	1625	+441	378263	7	55/7
17	22	TWEET Call Me (Gold Mind/Elektra/EEG)	1598	-266	244762	11	60/0
21	23	KHIA My Neck, My Back (Lick It) (Dirty Down/Artemis)	1445	-43	198027	15	55/0
26	24	AMERIE Why Don't We Fall In Love (Rise/Columbia)	1296	+78	132734	8	50/3
27	25	LUDACRIS Move Bitch (Def Jam South/IDJMG)	1276	+72	191584	7	40/2
30	26	CLIPSE Grindin' (Star Trak/Arista)	1233	+184	213089	7	45/3
23	27	MARY J. BLIGE Rainy Dayz (MCA)	1208	-197	151013	18	54/0
25	28	BUSTA RHYMES Pass The Courvoisier (Part II) (J)	1140	-103	159010	20	64/0
22	29	MUSIQ Halfcrazy (Def Soul/IDJMG)	1129	-345	142927	16	46/0
39	30	EMINEM Cleaning Out My Closet (Shady/Aftermath/Interscope)	1115	+347	93225	3	34/19
24	31	YING YANG TWINS Say I Yi Yi (Koch)	1093	-161	128125	17	49/0
31	32	WYCLEF JEAN Two Wrongs (Columbia)	1036	+29	129683	6	44/2
29	33	DIRTY VEGAS Days Go By (Capitol)	970	-160	151020	12	34/0
33	34	TRICK DADDY In Da Wind (Slip 'N Slide/Atlantic)	969	+41	87282	5	47/9
37	35	LIL' WAYNE Way Of Life (Cash Money/Universal)	957	+159	92580	3	60/5
34	36	NAPPY ROOTS Po' Folks (Atlantic)	875	-13	61569	4	51/3
36	37	LADY MAY F/BLU CANTRELL Round Up (Arista)	755	-78	61805	6	41/0
40	38	SMILEZ AND SOUTHSTAR Who Wants This? (ARTISTdirect)	723	+23	52673	7	48/1
42	39	ASHANTI Baby (Murder Inc./Def Jam/IDJMG)	665	+67	76585	4	3/0
44	40	MONICA All Eyez On Me (J)	663	+190	76486	2	52/11
35	41	RAYVON My Bad (MCA)	662	-215	65963	12	35/1
Debut	42	USHER Can U Help Me (LaFace/Arista)	657	+252	56285	1	44/7
41	43	GINUWINE Stingy (Epic)	630	-11	78646	3	45/1
Debut	44	3LW I Do (Wanna Get Close To You) (Epic)	628	+200	68694	1	40/5
48	45	DANIEL BEDINGFIELD Gotta Get Thru This (Island/IDJMG)	546	+100	67392	2	19/2
Debut	46	YASMEEN Blue Jeans (Magic Johnson/MCA)	521	+126	43029	1	42/8
46	47	E-40 Automatic (Sick Wid' It/Jive)	500	+44	72421	6	22/1
Debut	48	STYLES Goodtimes (Interscope)	495	+80	180193	1	16/1
45	49	JENE Get Into Something (Motown)	464	-6	31267	4	29/0
43	50	B2K Uh Huh (Epic)	431	-98	58458	18	22/0

82 CHR/Rhythmic reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 6/30-7/6. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 20 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (copyright 2002, The Arbitron Company). (C) 2002, R&R, Inc.

Most Added®

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ARTIST TITLE LABEL(S)	ADDS
BENIE MAN F/ANJET Feel It Boy (Virgin)	26
EMINEM Cleaning Out ... (Shady/Aftermath/Interscope)	19
FABOLOUS F/P. DIDDY & JAGGED.. Trade It All (Part II) (Epic)	14
EVE F/ALICIA KEYS Gangsta Lovin' (Ruff Ryders/Interscope)	12
MONICA All Eyez On Me (J)	11
TRICK DADDY In Da Wind (Slip 'N Slide/Atlantic)	9
NAS F/AMERIE Rule (Columbia)	9
NELLY F/KELLY ROWLAND Dilemma (Fo' Reel/Universal)	9
YASMEEN Blue Jeans (Magic Johnson/MCA)	8
N.O.R.E. Nothin' (Def Jam/IDJMG)	7
USHER Can U Help Me (LaFace/Arista)	7
FAITH EVANS Burnin' Up (Bad Boy/Arista)	7

Most Increased Plays

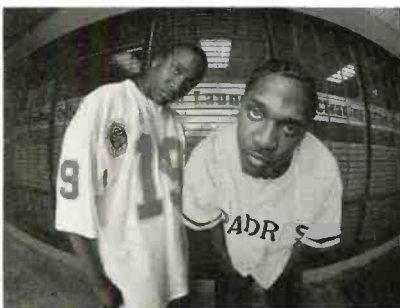
ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
NELLY F/KELLY ROWLAND Dilemma (Fo' Reel/Universal)	+928
EVE F/ALICIA KEYS Gangsta... (Ruff Ryders/Interscope)	+701
IRV GOTTI Down 4 U (Murder Inc./Def Jam/IDJMG)	+533
P. DIDDY F/GINUWINE I Need A Girl (Part II) (Bad Boy/Arista)	+479
N.O.R.E. Nothin' (Def Jam/IDJMG)	+441
EMINEM Cleaning Out... (Shady/Aftermath/Interscope)	+347
ASHANTI Happy (Murder Inc./Def Jam/IDJMG)	+283
FABOLOUS F/P. DIDDY & JAGGED.. Trade It All... (Epic)	+260
USHER Can U Help Me (LaFace/Arista)	+252
MARIO Just A Friend 2002 (J)	+244

New & Active

FABOLOUS F/P. DIDDY & JAGGED.. Trade It All (Part II) (Epic)	Total Plays: 369, Total Stations: 31, Adds: 14
SLUM VILLAGE Tainted (Barak/Capitol)	Total Plays: 359, Total Stations: 32, Adds: 5
JERZEE MONET Most High (DreamWorks)	Total Plays: 351, Total Stations: 34, Adds: 1
NIVEA Don't Mess With My Man (Jive)	Total Plays: 344, Total Stations: 25, Adds: 4
DJ SAMMY & YANOU Heaven (Robbins)	Total Plays: 300, Total Stations: 10, Adds: 1
NAS F/AMERIE Rule (Columbia)	Total Plays: 277, Total Stations: 29, Adds: 9
LIL FLIP The Way We Ball (Sucka Free)	Total Plays: 276, Total Stations: 9, Adds: 1
ARCHIE EVERSOLE We Ready (MCA)	Total Plays: 264, Total Stations: 18, Adds: 6
FAITH EVANS Burnin' Up (Bad Boy/Arista)	Total Plays: 260, Total Stations: 31, Adds: 7
LIL BOW WOW F/JD... Basketball (So So Def/Columbia)	Total Plays: 255, Total Stations: 25, Adds: 3

Songs ranked by total plays

R&R Station Playlists have moved to the web. See all of our monitored reporters at www.radioandrecords.com.



CLIPSE GRINDIN'

...THE HOTTEST RECORD IN THE STREETS... ADD today to full time rotation!!!! moving to HEAVY rotation!!!!

21* - 16* at Crossover this week!!!

New airplay at: Z90, WJHM, KVEG...

Highlights include...WBHJ RANKING #1 (10x a day), WJMH (9x a day), WHHH (6x a day), WLLD (7x a day), KPWR (5x), KMEL (5x)...

LOOK FOR REMIX FEATURING NORE, LIL' WAYNE AND A SEAN PAUL REMIX AS WELL!!!!!!!!!!!! ARISTA



PRESENT

SCARFACE

'ON MY BLOCK'

**RHYTHM/CROSSOVER
ADDS THIS WEEK
JULY 15TH AND 16TH!!!!**

TOP 10 PHONES IMMEDIATELY!!! @ 92Q

“Real hip-hop fiends are rejoicing in the streets. The King of the South, Scarface, has joined the world’s most dangerous rap label, Def Jam Records, for his seventh solo album. Face can’t leave rap alone. The game needs him.”

-XXL August 2002

Here is some of what Radio had to say!

“Instant to my ears, rotation was automatic!” -KBFB/PD/John Candalaria (Formerly of KPRR)

“‘On My Block’ Perfect Summer Ghetto Theme song and the video is bangin’! Classic Scarface...No Doubt!”

“I make Face a PRIORITY!..Dirty at its BEST!!”

“The jam for the summer!”



ADDS THE VIDEO IN HEAVY!!!!



THE NEW ALBUM THE FIX IN STORES AUG. 6th

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www.scarfacemusic.com

R&R Rhythmic Mix Show Top 30

July 12, 2002

RANK ARTIST TITLE LABEL

- 1 **N.O.R.E.** Nothin' (Def Jam/IDJMG)
- 2 **P. DIDDY f/GINUWINE** I Need A Girl (Part 2) (Bad Boy/Arista)
- 3 **NELLY** Hot In Herre (Fo' Reel/Universal)
- 4 **BIG TYMERS** Still Fly (Cash Money/Universal)
- 5 **CAM'RON** Oh Boy (Roc-A-Fella/IDJMG)
- 6 **CLIPSE** Grindin' (Star Trak/Arista)
- 7 **MARIO** Just A Friend 2002 (J)
- 8 **IRV GOTTI PRESENTS** Down 4 U (Murder Inc./Def Jam/IDJMG)
- 9 **TRUTH HURTS f/RAKIM** Addictive (Aftermath/Interscope)
- 10 **LUDACRIS** Move Bi**h (Def Jam South/IDJMG)
- 11 **JENNIFER LOPEZ f/NAS** I'm Gonna Be Alright (Epic)
- 12 **BUSTA RHYMES** Pass The Courvoisier (J)
- 13 **EVE f/ALICIA KEYS** Gangsta Lovin' (Ruff Ryders/IDJMG)
- 14 **NELLY f/KELLY ROWLAND** Dilemma (Fo' Reel/Universal)
- 15 **FAT JOE f/ASHANTI** What's Luv (Terror Squad/Atlantic)
- 16 **STYLES** Goodtimes (Ruff Ryders/Interscope)
- 17 **EMINEM** Without Me (Shady/Aftermath/Interscope)
- 18 **ASHANTI** Foolish (Murder Inc./Def Jam/IDJMG)
- 19 **LIL' WAYNE** Way Of Life (Cash Money/Universal)
- 20 **AMERIE** Why Don't We Fall In Love (Rise/Columbia)
- 21 **ASHANTI** Happy (Murder Inc./Def Jam/IDJMG)
- 22 **ANGIE MARTINEZ** If I Could Go (EastWest/EEG)
- 23 **JA RULE** Down A** Chick (Murder Inc./Def Jam/IDJMG)
- 24 **KHIA** My Neck, My Back (Dirty Down/Artemis)
- 25 **TWEET** Call Me (Gold Mind/Elektra/EEG)
- 26 **E-40** Automatic (Jive)
- 27 **YING YANG TWINS** Say I Yi Yi (Koch)
- 28 **FABOLOUS F/P. DIDDY & JAGGED EDGE** Trade It All (Elektra/EEG)
- 29 **SCARFACE** Guess Who's Back (Def Jam South/IDJMG)
- 30 **3LW** I Do (Wanna Get...) (Epic)

Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 7/1-7/7/02. (C) 2002, R&R, Inc.



PHAT MIX SIX

- FAITH EVANS f/ MISSY ELLIOT** Burnin' Up (Bad Boy/Arista)
- CAM'RON** Hey Ma (Roc-A-Fella/IDJMG)
- NAS f/AMERIE** Rule (Columbia)
- STYLES** Goodtimes (Interscope)
- TRICK DADDY f/CEE-LO & BIG BOI** In Da Wind (Slip-N-Slide/Atlantic)
- FOXY BROWN** Stylin' (Def Jam/IDJMG)

wax traxx

A record that will be big in the clubs and at radio is Reil featuring Jay-Z's "It's Obvious" (Roc-A-Fella/EEG). We've been hitting that record for a week now, and it's started to get phones for us. Honestly, I can't stand Khia's "My Neck, My Back..." (Koch), but it's not up to me. The people want to hear this record, and right now it's our biggest. Another song that's big in the club is the new Lil Wayne, "Way of Life" (Cash Money/Universal). This song will be a hit and shouldn't be slept on.

DNS, Technitions

CORNERSTONE
1200 SQUAD



DNS



DJ Kid Jay

Let me tell you right now, you're not a DJ if you're not playing N.O.R.E.'s "Nothin'" (Def Jam/IDJMG). This is, hands-down, a hot record! I've really started to groove off Nivea's "Don't Mess With My Man" (Jive). I think it's really catchy and is the perfect record for the summer. Beenie Man came with something different on his song "Feel It Boy" (Virgin), and he brought in the perfect woman to do the song with him. I think he and Janet Jackson make this record what it is.

DJ Kid Jay, Technitions

Wyclef's "Two Wrongs (Remix)" (Columbia) is a record that every mix show DJ will kill! It samples Special Ed's "I Got It Made," and I think people within the demo who remember that song will feel it. It's a bangin' Wyclef remix. We had N.O.R.E. perform at our Summer Jam recently. He rocked "Nothin'" (Def Jam/IDJMG), and the crowd went crazy. I already liked the record, but when I saw that happen, I was like, "Damn!" Another record that's been growing on me is Smilee & Southstar's "Who Wants This" (ARTISTdirect). I think it's catchy, and it's starting to get phones for us.

Geespin, WJMN/Boston & Technitions



Geespin



Big Von

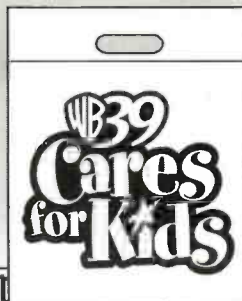
I gotta pick Jim Crow's "Holla at a Playa" (Interscope). It's funny, because I've been trying to get honeys to holla at a playa for a long time in the club now, and it's nice to have a song to sing along with. I like the Eve and Alicia Keys joint, "Gangsta Lovin'" (Ruff Ryders/Interscope), because when I ride in the car with my moms, I can do the rap, and my moms can sing the Alicia Keys part. I like the remix of "Burnin' Up" by Faith Evans with Freeway. Give me the remix, or give me nothing.

Big Von, KMEL/San Francisco & Technitions

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ON THE RECORD

This Week's Hottest Music

John E. Kage
MD, KQKS/Denver

Cam'ron's "Hey Ma" (Roc-A-Fella/IDJMG): This one doesn't impact until August, but I can't wait to get it into rotation. Great record!

Nelly featuring Kelly Rowland's "Dilemma" (Fo' Reel/Universal): We had over 1,000 requests last week, and when "Move" came on, the crowd went bananas! Snoop Dogg was here for an interview and said he thought it was the hottest record out. On at night at KS 107.5.

Ludacris featuring Mystikal's "Move B*h" (Def Jam South/IDJMG):** I was in the clubs last week, and when "Move" came on, the crowd went bananas! Snoop Dogg was here for an interview and said he thought it was the hottest record out. On at night at KS 107.5.

Eddie G

Asst. PD, KWNZ/Reno, NV

Eve featuring Alicia Keys' "Gangsta Lovin'" (Ruff Ryders/Interscope): This record is off the fuckin' hook and getting hella phones.

Angie Martinez featuring Lil' Mo & Sacario's "If I Could Go" (Gold Mind/EastWest/EEG): I love the beat! Bangin' in the clubs — a kick-ass duo!

Irv Gotti Presents The Inc.'s "Down 4 U" (Murder Inc./Def Jam/IDJMG): This is top five phones on KWNZ and sounds good on the radio station. Will Ja Rule ever go away?

Ludacris featuring Mystikal's "Move B*h":** This is the perfect song to pop in the CD player while on the road.

Mark Medina
PD, KZZP/Phoenix

Nelly featuring Kelly Rowland's "Dilemma": This is a no-brainer and is already a power at Kiss-FM in Phoenix. Smash!

Usher's "Can U Help Me" (LaFace/Arista): We're getting deep into the album, but I think he could have another one here.

Daniel Bedingfield's "Gotta Get Through This" (Island/IDJMG): This is a great dance

record; good for balance if you play dance music. Check for it.

Beenie Man featuring Janet's "Feel the Boy" (Virgin): Kiss broke this in Phoenix, and it sounds great.

Britney Spears' "Boys" (Jive/Maverick/WB): What

can I say? The Neptunes are dope! This is a good balance record, and The Neptunes make it work.

Monica's "All Eyez on Me" (J): This is a good R&B joint.

Piazzo

Asst. PD/MD, KISV/Bakersfield

Toni Braxton's "No More Love" (LaFace/Arista): If this doesn't become a top five record, I'll quit my job.

Nelly featuring Kelly Rowland's "Dilemma": What a freakin' smash record. This is a no-brainer.

O.D.M.'s "Closer" (Independent): Call me if you need a copy. No one should be denied this smash.

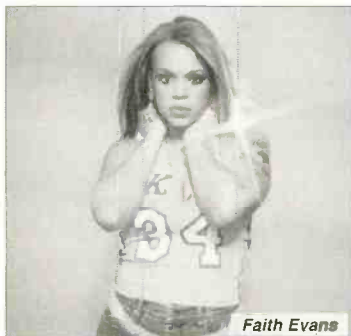
Phil Michaels

PD, WPYM/Miami

Aquagen's "Hard to Say I'm Sorry" (Import): This is a remake of the Chicago hit, and it's getting huge phones for us.

PPK's "Resurrection" (Tommy Boy): Houston, we have a hit! This is another instrumental that will light up your phones — plus, you won't have to pay \$20 million to go into space with the Russians! Just listen.

Mad'House's "Like a Prayer" (Radikal): This is an instant reaction record. Sounds like Madonna — is it?



Faith Evans

Ian Van Dahl's "Reason" (Robbins): This one will be bigger than "Will I."

Kreo's "Burn 4 U" (Strictly Rhythm): This was produced by the same producer who worked on Kylie Minogue's smash "Can't Get You Out of My Head." Good early phones.

Tony Tecate

MD, KSFM/Sacramento

Nelly featuring Kelly Rowland's "Dilemma": Our listeners connected with this immediately. It's a big phone record for us — already in the top five.

O.D.M.'s "Closer": This is a strong record. If you target Latins, this will get you phones.

Trick Daddy featuring Cee-Lo & Big Boi's "In da Wind" (Slip 'n' Slide/Atlantic): This is a summer anthem with a really uplifting beat.

Mark Adams

PD, KXJM/Portland, OR

Bone Thugs-N-Harmony featuring 3LW's "Get Up" (Epic): This is so hot! Blazing for the summer.

Nas featuring Amerie's "Rule" (Columbia): Everything Nas has dropped from this new CD has worked well for us. "Rule" sounds hot on the air.

Monica's "All Eyez on Me": Honestly, I wasn't sure how I felt about this, but now I've had it stuck in my head for most of the last week.

Cam'ron's "Hey Ma": "Oh Boy" continues to be big for us, but I think this next cut will be just as hot, if not hotter.

Liz Dixon

MD, WHHH/Indianapolis

Faith Evans featuring Missy Elliott's "Burnin' Up" (Bad Boy/Arista): This is a blazing record! It's off the chain.

Eve featuring Alicia Keys' "Gangsta Lovin'": A brilliant collaboration. First week we put it on, it was in our top 15 requests.

Nas featuring Amerie's "Rule": This is hot!

Ant Dog

PD/MD, KKUU/Palm Springs, CA

Amerie's "Why Don't We Fall in Love" (Rise/Columbia): I love this record — plus, I just want Amerie to come to the desert.

Westside Connection's "Connected 4 Life" (Universal): The West Coast is back! Please don't sleep.



Nas

Nas featuring Amerie's "Rule": All I have to say is, "Nas, say what you want to say. I got your back."

O.D.M.

MD, KGGV/Riverside

Nelly featuring Kelly Rowland's "Dilemma": This is hot already. It's getting No. 1 requests on our night show.

Eve featuring Alicia Keys' "Gangsta Lovin'": This song has a nice summertime feel to it.

3LW featuring Loon's "I Do" (Epic): I do believe this is a smash.

Keith Sweat's "What Is It" (Elektra/EEG): This is the shit!

Rob Royale

PD, KYLZ/Albuquerque

DJ Quik's "Trouble" (Bungalo): This is classic Quik. He's the originator of West Coast bounce.

Trina featuring Tweet's "No Panties" (Slip 'n' Slide/Atlantic): Ain't nothing wrong with wearing no panties.

Bone Thugs-N-Harmony featuring 3LW's "Get Up": Bone Thugs are stepping up with this one. Definitely a hot record.

Kevin Akitake

MD, KXME/Honolulu

Usher's "Can U Help Me": This is a great ballad for the ladies. Top five phones for me.

Naughty By Nature's "Swing Swang" (TVT): Hot party joint — this will outdo their last single.

Daniel Bedingfield's "Gotta Get Through This": This is a cool record. I like the foreign vibes.

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America's Best Testing CHR/Rhythmic Songs 12+ For The Week Ending 7/12/02.

Table with columns: Artist Title (Label), TW, LW, Familiarity, Burn, TD, Familiarity, Burn. Lists top 50 songs including 'Down 4 You' by Irv Gotti, 'Dilemma' by Nelly, and 'Real' by Nelly.

Total sample size is 565 respondents. Total average favorability estimates are based on a scale of 1-5. (1=dislike very much, 5=like very much). Total familiarity represents the percentage of respondents who recognized the song.

HEAD RUSH

ARTIST: Cam'ron LABEL: Roc-A-Fella/IDJMG



Harlem native Cameron Giles was a genuine young talent — on the b-ball court, that is. He played point guard for leading New York teams and was offered scholarships to top colleges.

Introduced to Notorious B.I.G. by fellow rapper and basketball teammate Mase, Cam'ron signed with Untertentation and in 1998 released his debut album, Confessions of Fire, which spawned the hit "Horse and Carriage."

"Oh Boy" took the charts by storm earlier this year and is still going strong. The Just Blaze-produced track is the lead single from Cam'ron's third album, Come Home With Me, featuring guest appearances by Jay-Z, Memphis Bleek, Beanie Sigel and, of course, The Diplomats.

Reporters table listing radio stations and their reporters across various markets including Albuquerque, Atlanta, Austin, Baltimore, Boston, Charlotte, Chicago, Dallas, Denver, Detroit, Houston, Indianapolis, Jacksonville, Kansas City, Las Vegas, Los Angeles, Louisville, Memphis, Miami, Milwaukee, Minneapolis, Mobile, Montgomery, Nashville, New York, Norfolk, Omaha, Oklahoma City, Orlando, Philadelphia, Phoenix, Portland, Raleigh, Richmond, Sacramento, San Antonio, San Diego, San Francisco, Savannah, Seattle, Springfield, St. Louis, Tampa, Toledo, Tulsa, and Wichita.

* Monitored Reporters 95 Total Reporters 82 Total Monitored

13 Total Indicator 10 Current Indicator Playlists

Reported Frozen Playlist (1): KFAT/Anchorage, AK Did Not Report, Playlist Frozen (2): WPKF/Poughkeepsie, NY KWWW/San Luis Obispo, CA

Stations and their adds listed alphabetically by market

Reporters

WALZ/Albany, NY * PD:MD: Sugar Bear APO: Marie Cristal 18 EVE FALICIA KEYS "Gangsta" 11 3LW "Wanna" 19 TRICK DADDY "Wind" USHER "Hero"	WJZZ/Biloxi-Gulfport, MS * PD: Rob Neal MD: Tabari Daniels 4 TRICK DADDY "Wind" 4 EVE FALICIA KEYS "Gangsta" 1 3LW "Wanna" BOYZ II MEN/FAITH EVANS "Relax" MYSTIKAL "Live"	WENZ/Cleveland, OH * PD: Sam Sytk No Adds	WJLB/Detroit, MI * PD: KJ Holiday APO/MD: Kris Kelley 7 SHAHEZ AND SOUTHWEST "Wants" 2 NIVEA "Man" 1 3LW "Wanna" 1 EVE FALICIA KEYS "Gangsta" TRICK DADDY "Wind"	WRJN/Jackson, MS * PD: Steve Poston MD: Lil Home 1 TRICK DADDY "Wind" 1 EVE FALICIA KEYS "Gangsta" 3LW "Wanna" E-40 "City"	WGZB/Louisville, KY * PD: Mark Gunn MD: Gerald Harrison 1 MONICA "Eye" LIL WAYNE "Life"	WOUE/New Orleans, LA * PD: Carla Boatner PD: Angela Watson No Adds	WCDX/Richmond, VA * PD: Terry Foxe MD: Reggie Baker No Adds	KATZ/St. Louis, MO * PD: Eric Mychals MD: DJ Wreck One 14 GINUWINE "Sting" 11 EVE FALICIA KEYS "Gangsta" 1 NIVEA "Man" MONICA "Eye"
KBCB/Alexandria, LA PD/MD: Kenny Smoov APO: Deil Banks 9 E-40 "City" 3 TRICK DADDY "Wind" 3 LATOYA WILLIAMS "Fallen"	WBOI/Boston, MA * PD: Steve Cusby APO: Lamar Robinson MD: T. Clark 14 FABOLOUS... "Trade" 6 EVE FALICIA KEYS "Gangsta"	WWDM/Columbia, SC * PD/MD: Mike Love APO: Vernessa Pendergrass 42 TRICK DADDY "Wind" 17 EVE FALICIA KEYS "Gangsta" 4 EVE FALICIA KEYS "Gangsta" LATHUN "BBQ"	WJIN/Dolhan, AL PD/MD: Tony Black 17 TRICK DADDY "Wind" 10 GINUWINE "Sting" 8 LIL BOW WOW F/J/D "Basketball"	KPRS/Kansas City, MO * APO/MD: Myron Fears No Adds	WBLS/New York, NY * PD: Vinny Brown MD: Deneen Womack 5 BOYZ II MEN/FAITH EVANS "Relax" BEENE MAN FJANET "Feet" LIL BOW WOW F/J/D "Basketball" SLIM VILLAGE "Tainted"	WDBX/Rochester, NY * PD: Andre Marcel MD: Kala O'Neal 10 3LW "Wanna" BOYZ II MEN/FAITH EVANS "Relax" LATHUN "BBQ" TRICK DADDY "Wind"	WDFX/Charlotte, NC * PD: Yonni D'Onohue 30 TRICK DADDY "Wind" 15 EVE FALICIA KEYS "Gangsta" 4 E-40 "City" 1 3LW "Wanna" MYSTIKAL "Live" BOYZ II MEN/FAITH EVANS "Relax"	WFUN/St. Louis, MO * PD: Mo' Shay APO: Craig Black MD: Koa Koa Thai 1 WYCLEF JEAN "Wrongs" FABOLOUS... "Trade"
KEDG/Alexandria, LA DM/MD: Jay Stevens MD: Wade Hampton LATOYA WILLIAMS "Fallen"	WBLK/Buffalo, NY * PD/MD: Skip Billard 11 EVE FALICIA KEYS "Gangsta" 5 BOYZ II MEN/FAITH EVANS "Relax" 2 TRICK DADDY "Wind" 1 3LW "Wanna"	WFXE/Columbus, GA PD: Michael Soul 38 TRICK DADDY "Wind" 15 FABOLOUS... "Trade" 14 EVE FALICIA KEYS "Gangsta" 13 3LW "Wanna" 9 LATHUN "BBQ" 5 BOYZ II MEN/FAITH EVANS "Relax"	WZFX/Fayetteville, NC * APO: Garrett Davis MD: Taylor Morgan 17 TRICK DADDY "Wind" 11 LIL BOW WOW F/J/D "Basketball" 6 SLIM VILLAGE "Tainted" 4 EVE FALICIA KEYS "Gangsta" AZ "Back"	KIIZ/Killeen-Temple, TX PD/MD: Mychal Maguire 42 AMERIE "Fall" 20 CLIPSE "Grindin" 20 3LW "Wanna" 18 EVE FALICIA KEYS "Gangsta" 17 LIL BOW WOW F/J/D "Basketball" 9 JILL SCOTT "Gimme" 9 NAS "Man"	WBHH/Norfolk, VA * PD/MD: Heart Attack No Adds	WTLZ/Saginaw, MI * PD: Eugene Brown BOYZ II MEN/FAITH EVANS "Relax" EVE FALICIA KEYS "Gangsta" MONICA "Eye"	WPHR/Charleston, NY* PD: Butch Syrcus MD: Kenny Dees 21 EVE FALICIA KEYS "Gangsta" 3 3LW "Wanna" 1 TRICK DADDY "Wind" BOYZ II MEN/FAITH EVANS "Relax" LATHUN "BBQ"	
WHTA/Atlanta, GA * PD: Jerry Smokin' B APO: Ryan Cameron MD: Ramona Debraux 13 STYLES "Goodies"	WWWZ/Charleston, SC * DM/MD: Terry Base MD: Yonni D'Onohue 30 TRICK DADDY "Wind" 16 EVE FALICIA KEYS "Gangsta" 4 E-40 "City" 1 3LW "Wanna" MYSTIKAL "Live" BOYZ II MEN/FAITH EVANS "Relax"	WCKX/Columbus, OH * PD: Paul Strong MD: Warren Stevens MONICA "Eye" KEITH SWEAT "One"	WZZF/Flint, MI * PD/MD: Chris Reynolds 20 MONICA "Eye" 3LW "Wanna" 4 ONYX "Sam" 1 TRICK DADDY "Wind" EVE FALICIA KEYS "Gangsta"	KRRQ/Lafayette, LA * DM: James Alexander PD/MD: Darlene Prejean 15 DD OR DIE "Damenz" 12 E-40 "City" 9 3LW "Wanna" 4 ONYX "Sam" 1 TRICK DADDY "Wind" EVE FALICIA KEYS "Gangsta"	WDRW/Memphis, TN * PD: Nate Bell APO: Eileen Collier MD: Devin Steel 16 LIL WAYNE "Life" 7 N.O.B.E. "Nothin" 3LW "Wanna" EVE FALICIA KEYS "Gangsta" TRICK DADDY "Wind"	WEAS/Savannah, GA PD: Sam Nelson MD: Jewel Carter 15 TRICK DADDY "Wind" BOYZ II MEN/FAITH EVANS "Relax" EVE FALICIA KEYS "Gangsta" 3LW "Wanna"	WJUC/Toledo, OH * PD: Charlie Mack MD: Nikki G. No Adds	
WVEE/Atlanta, GA * DM/MD: Tony Brown APO/MD: Tasha Love 13 N.O.B.E. "Nothin" TRIN-I-TEE 5.7 "Hole"	WPEG/Charlotte, NC * PD: Terry Avery MD: Nate Oulky 32 TRICK DADDY "Wind" 27 EVE FALICIA KEYS "Gangsta" 3 ONYX "Sam" AVALIT "Say"	WTMG/Gainesville-Ocala, FL * PD/MD: Quincy 11 TRICK DADDY "Wind" 3 EVE FALICIA KEYS "Gangsta" 3LW "Wanna" BOYZ II MEN/FAITH EVANS "Relax"	WOHH/Lansing, MI * PD/MD: Grant Johnson 23 TRICK DADDY "Wind" 4 EVE FALICIA KEYS "Gangsta" 3LW "Wanna" BOYZ II MEN/FAITH EVANS "Relax" MR. BIGGSS "Frat"	WEDR/Miami, FL * DM/MD: Cedric Hollywood 22 TRICK DADDY "Wind" 14 EVE FALICIA KEYS "Gangsta" 11 3LW "Wanna" BOYZ II MEN/FAITH EVANS "Relax" 4 EVE FALICIA KEYS "Gangsta" ONYX "Sam"	WPHI/Philadelphia, PA * PD: Lucious Lee MD: Raphael "Raf" George No Adds	KDKS/Shreveport, LA * PD/MD: Queen Echols 1 TRICK DADDY "Wind" 3LW "Wanna" BOYZ II MEN/FAITH EVANS "Relax" DD OR DIE "Damenz" EVE FALICIA KEYS "Gangsta"	WESE/Tupelo, MS PD/MD: Pamela Aniese TRICK DADDY "Wind" KEITH SWEAT "One"	
WPRW/Atlanta, GA * PD: Tim Snell MD: Nighttrain 26 TRICK DADDY "Wind" 12 EVE FALICIA KEYS "Gangsta" 3LW "Wanna" 7 ANGIE MARTINEZ "Cowd" BOYZ II MEN/FAITH EVANS "Relax" DD OR DIE "Damenz"	WJTT/Chattanooga, TN * PD: Keith Lanedeker MD: Magic 15 3LW "Wanna" 10 TRICK DADDY "Wind" BOYZ II MEN/FAITH EVANS "Relax" EVE FALICIA KEYS "Gangsta"	WIKS/Greenville, NC * PD/MD: B. K. Kirkland 2 P. DIDDY F/GINUWINE "Need" 1 WYCLEF JEAN "Wrongs" BOYZ II MEN/FAITH EVANS "Relax" EVE FALICIA KEYS "Gangsta" ARCHIE EVERSOLE "Ready"	WVMS/Lansing, MI * PD/MD: Jay Alexander 23 EVE FALICIA KEYS "Gangsta" 11 TRICK DADDY "Wind" 3LW "Wanna" BOYZ II MEN/FAITH EVANS "Relax"	WEDR/Miami, FL * DM/MD: Cedric Hollywood 22 TRICK DADDY "Wind" 14 EVE FALICIA KEYS "Gangsta" 11 3LW "Wanna" BOYZ II MEN/FAITH EVANS "Relax" 4 EVE FALICIA KEYS "Gangsta" ONYX "Sam"	WPHI/Philadelphia, PA * PD: Lucious Lee MD: Raphael "Raf" George No Adds	KMJJ/Shreveport, LA * PD: Michael Tee MD: Kelli Dupree FAITH EVANS "Bum'n" FABOLOUS... "Trade"	WKYS/Washington, DC * PD: Darryl Huchaly MD: P-Stew 11 EMINEM "Closest" 5 EVE FALICIA KEYS "Gangsta"	
WEMX/Baton Rouge, LA * MD: James Alexander PD/MD: Adrian Long 12 ONYX "Sam" 11 E-40 "City" 3LW "Wanna" TRICK DADDY "Wind" DD OR DIE "Damenz" EVE FALICIA KEYS "Gangsta"	WGCI/Chicago, IL * DM/MD: Elnay Smith APO/MD: Tiffany Green No Adds	WIKS/Greenville, SC * PD/MD: Doug Davis No Adds	WBTF/Lexington-Fayette, KY * PD/MD: Jay Alexander 23 EVE FALICIA KEYS "Gangsta" 11 TRICK DADDY "Wind" 3LW "Wanna" BOYZ II MEN/FAITH EVANS "Relax"	WZHT/Montgomery, AL PD: Darryl Elliott MD: Michael Long 50 P. DIDDY F/GINUWINE "Need" 42 AMERIE "Fall" 47 ASHANTI "Happy" 33 TRICK DADDY "Wind" 31 LIL WAYNE "Life" BOYZ II MEN/FAITH EVANS "Relax"	WUSL/Philadelphia, PA * PD: Glenn Cooper APO: Colby Tiner MD: Coka Lani 21 BOYZ II MEN/FAITH EVANS "Relax" 14 EVE FALICIA KEYS "Gangsta" AZ "Back" 4 FABOLOUS... "Trade" 3 BEYONCE "Work"	WAMO/Pittsburgh, PA * Interim PD/MD: DJ Boogie 15 EVE FALICIA KEYS "Gangsta" 1 3LW "Wanna" BOYZ II MEN/FAITH EVANS "Relax" STYLES "Goodies" TRICK DADDY "Wind"	WQOK/Raleigh-Durham, NC * PD: Cy Young MD: Sean Alexander No Adds	
KTXC/Beaumont, TX * DM: Jim West PD/MD: Chris Clay 3 TRICK DADDY "Wind" 3LW "Wanna" BOYZ II MEN/FAITH EVANS "Relax" EVE FALICIA KEYS "Gangsta" TRIN-I-TEE 5.7 "Hole"	WJZZ/Biloxi-Gulfport, TN * PD: Marc Simmons MD: Theo Smith 5 EVE FALICIA KEYS "Gangsta" 2 3LW "Wanna" 1 ARCHIE EVERSOLE "Ready" BOYZ II MEN/FAITH EVANS "Relax"	WJMI/Jackson, MS * PD/MD: Stan Branson 20 TRICK DADDY "Wind" 19 E-40 "City" 12 3LW "Wanna" 12 EVE FALICIA KEYS "Gangsta" 9 BOYZ II MEN/FAITH EVANS "Relax" 6 NIVEA "Man" 5 FAITH EVANS "Bum'n" MYSTIKAL "Live"	WJMI/Jackson, MS * PD/MD: Kiki Henson 32 TRICK DADDY "Wind" 29 MARCO "Friend" 1 EVE FALICIA KEYS "Gangsta" 3LW "Wanna" RL "Man"	WBLX/Mobile, AL * PD/MD: Myronda Reuben 23 TRICK DADDY "Wind" 7 EVE FALICIA KEYS "Gangsta" 3LW "Wanna" BOYZ II MEN/FAITH EVANS "Relax"	WPHI/Philadelphia, PA * PD: Lucious Lee MD: Raphael "Raf" George No Adds	WQOK/Raleigh-Durham, NC * PD: Cy Young MD: Sean Alexander No Adds		

* Monitored Reporters

77 Total Reporters

66 Total Monitored

11 Total Indicator

10 Current Indicator Playlists

Reported Frozen Playlist (1):

WTMP/Tampa, FL

Note: WQOK/Nashville, TN moves from Urban to Urban AC.



Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
JAHEIM Anything (Divine Mill/WB)	867
AVANT Makin' Good Love (Magic Johnson/MCA)	738
FAT JOE F/ASHANTI What's Luv? (Terror Squad/Atlantic)	502
MR. CHEEKS Lights, Camera, Action (Universal)	493
TWEET Oops (Oh My) (Gold Mind/Elektra/EEG)	475
FAITH EVANS I Love You (Bad Boy/Arista)	442
JERMAINE DUPRI F/LUDACRIS Welcome To Atlanta (So So Def/Columbia)	428
BEANIE SIGEL & FREEWAY Roc The Mic (Roc-A-Fella/IDJMG)	386
AALIYAH More Than A Woman (BlackGround)	360
JENNIFER LOPEZ Ain't It Funny (Epic)	354
KEKE WYATT Nothing In This World (MCA)	341
AALIYAH Rock The Boat (BlackGround)	323
MAXWELL This Woman's Work (Columbia)	313
NAPPY ROOTS Awnaw (Atlantic)	275
JA RULE F/ASHANTI Always On Time (Murder Inc./Def Jam/IDJMG)	256
USHER U Got It Bad (LaFace/Arista)	242
GINUWINE Differences (Epic)	237
MARY J. BLIGE Family Affair (MCA)	234
LUDACRIS Saturday (Oooh! Oooh!) (Def Jam South/IDJMG)	229
ALICIA KEYS A Woman's Worth (J)	227

Indicator

Most Added*

TRICK DADDY In Da Wind (Slip 'N Slide/Atlantic)
LATOYA WILLIAMS Fallen Star (MCA)
LIL BOW WOW F/J/D & FABOLOUS Basketball (So So Def/Columbia)
3LW I Do (Wanna Get Close To You) (Epic)
BOYZ II MEN/FAITH EVANS Relax Your Mind (Arista)
EVE FALICIA KEYS Gangsta Lovin' (Ruff Ryders/Interscope)
AMERIE Why Don't We Fall In Love (Rise/Columbia)
LIL WAYNE Way Of Life (Cash Money/Universal)
ASHANTI Happy (Murder Inc./Def Jam/IDJMG)
CLIPSE Grindin' (Star Trak/Arista)
DEEP SIDE Shook (Bongiovi)
GINUWINE Stingy (Epic)
KEITH SWEAT One On One (Elektra/EEG)
P. DIDDY F/GINUWINE I Need A Girl (Part II) (Bad Boy/Arista)
NAS One Mic (Columbia)
E-40 Rep Your City (Sick Wid' It/Alive)
FABOLOUS F/P. DIDDY & JAGGED.. Trade It All (Part II) (Epic)
LATHUN BBQ (Motown)
JILL SCOTT Gimme (Hidden Beach/Epic)

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WWWZ Charleston	WZHT Montgomery	KVSP Oklahoma City	WJLB Detroit
WJMH Greensboro	WEAS Savannah	KJMM Tulsa	WJUC Toledo
WOWI Norfolk			

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KASHON POWELL
kpowell@radioandrecords.com

Behind Enemy Lines

□ At what point did radio stations and record labels become adversaries?

There used to be a time when radio programmers and record-company promotion people were on the same team. Everyone used to be in this industry for the same reason — the love of music.

Record executives used to care about helping up-and-coming radio talent progress to the next level and become MDs or PDs, or even helping them move on to a bigger market. Radio programmers took pride in assisting the record labels with breaking a new record or a new artist. It was a time when everyone worked hand in hand without drawing a line in the sand.

Many Questions

Can someone please tell me when our business turned into such a machine, or, better yet, when we turned into machines? Where did the days go when programmers got a natural high just from breaking new music? Where did the passion for the music go?

Can you remember a time when you got excited just because new music arrived in the mail? Is the love that label executives used to have for their artists and their music gone? Has this caring been replaced by the game of who can get the most adds each week?

I honestly don't think that love or passion is lost; it's just mixed up with a myriad of other priorities and responsibilities. With consolidation, so many programmers and promotion people are wearing numerous

hats. However, there has to be a line drawn before we totally lose focus.

Ask yourself the question, "Do we really understand each other?" Do average PDs starting in the business these days really have a full grasp of what their record-label representatives do? Do they know what breaking an artist entails, or how much it really costs to get an artist to their show?

Conversely, does the average record executive understand what is required of a PD today? Does he or she realize how many different personalities and egos PDs have to deal with on any given day?

Do we really care or respect each other anymore?

Putting On The Show

Maybe the true love of programming radio has diminished as more and more programmers are required by their companies to be concert promoters, a job responsibility that falls under the label "other duties as assigned."

I can honestly say that, during my time in radio, I didn't really understand what it took on the label's end to meet my radio station's requests. I just knew that there was this thing called nontraditional revenue that the GM was concerned about and

that I was being held accountable for a portion of it.

The programmers of today have an incredible amount of pressure on them to get artists for their radio stations' events despite working with very small budgets. They, of course, turn to the labels for assistance. But, 90% of the time, the budget that a radio station has doesn't come close to what it actually costs to get an artist for a performance.

It's at that point that relationships come into play. If you and your station have a great relationship with the label, your representative will most likely go to war on your station's behalf to get the artist requested. But is that likely to happen if the programmer is always taking an adversarial role with the label and its executives? Probably not. In addition, somehow the artists get forgotten along the way, and aren't they the reason we're all doing what we do every day?

Working Hand In Hand

I recently sat down with some label executives, giving me the chance to get a bit of insight into what really goes into promoting an artist. The thing that amazed me was not only the fact that these companies pour thousands and thousands of dollars into the success of the artists, but also the amount of love, hard work, energy and passion that everyone involved invests in these projects. This revelation made me excited again and added more passion to the way I feel about this business.

It all leads up to this: Radio and record labels must once again love and respect each other. Neither can survive without the other. The radio programmers need to take a little time to try to understand what's going on in the record companies' world, and vice versa.

Somehow, these two entities must figure out how to get back on the same team. In these times of consolidation and major cutbacks, we must embrace each other in order to get back to the process of holding out a hand to the other side and remembering that we're all in the same gang.

KP'S KORNER

This week's spotlight is on Mark Gunn, PD at WGZB/Louisville.



Mark Gunn

Gunn is a 21-year industry veteran. He's worked all over the country at a variety of formats. His career started when he ran his high school radio station at the age of 16. Prior to joining the WGZB staff Gunn worked at WIZF/Cincinnati for five years, holding various positions, including afternoon drive personality, morning show co-host and Asst. PD.

From 1995 to 1997 he was the host of *The Breakfast Jam* morning show at WAMO/Pittsburgh. Before that Gunn worked at KACE/Los Angeles for three years, where he held the positions of MD and local co-host of *The Tom Joyner Morning Show*. From 1989 to 1992 he was the morning show host at KSOL/San Francisco.

Gunn has also garnered a reputation as one of the most creative production talents in the business, having won several awards for his work. He's done voiceover for several television stations, as well as a video for Procter & Gamble.

His biggest career achievement to date came in 1993, when he was MD at KACE. Gunn and PD Rich Guzman instituted a policy called "enjoyability with responsibility" that would have a profound effect on the way that some Urban stations governed their playlists. The policy was designed to remove songs whose lyrical content disrespected women or glorified drugs and the gang lifestyle.

CBS, NBC, ABC, FOX, CNN and MTV interviewed Gunn, and he also appeared on nationally and internationally syndicated radio talk shows. He was commended by President Clinton and received awards from the NAACP, the National Organization for Women and the California State Senate.

Gunn has proven to be the consummate professional. Everything he's done throughout his career has centered on making positive changes in negative circumstances. He sums it up with the words "If you can't change the people around you, then change the people around you."



GLENN AND THE DIVA

WALR/Atlanta's Sasha The Diva (l) poses with Glenn Lewis.



SO RUFF

Ruff Endz stopped in Greenville, SC to say hello. Seen here are (l-r) Ruff Endz's Chi; WJMZ/Greenville, SC PD Doug Davis; and Ruff Endz's Davinch.



HANGING WITH ALICIA

WPWX/Chicago PD Jay Alan (l) poses with J Records' artist Alicia Keys.

R&R Urban Top 50

July 12, 2002

Powered By



LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ADDS
1	1	NELLY Hot In Herre (Fo' Reel/Universal)	2865	+58	503341	11	62/0
2	2	CAM'RON Oh Boy (Roc-A-Fella/IDJMG)	2478	-252	421606	13	58/0
3	3	TRUTH HURTS F/RAKIM Addictive (Aftermath/Interscope)	2364	-237	401304	13	60/0
4	4	MUSIQ Halfcrazy (Def Soul/IDJMG)	2271	-270	387507	21	63/0
6	5	P. DIDDY F/GINUWINE I Need A Girl (Part II) (Bad Boy/Arista)	2217	+199	390824	6	49/1
5	6	BIG TYMERS Still Fly (Cash Money/Universal)	2132	-178	344244	16	59/0
7	7	MARIO Just A Friend 2002 (J)	2093	+129	313249	10	61/1
13	8	IRV GOTTI Down 4 U (Murder Inc./Def Jam/IDJMG)	1914	+319	282279	4	57/1
11	9	AMERIE Why Don't We Fall In Love (Rise/Columbia)	1895	+133	296595	8	60/0
8	10	TWEET Call Me (Gold Mind/Elektra/EEG)	1833	-123	279189	11	62/0
9	11	B2K Gots Ta Be (Epic)	1650	-289	242448	16	59/0
10	12	BRANDY Full Moon (Atlantic)	1582	-259	219396	14	57/0
17	13	CLIPSE Grindin' (Star Trak/Arista)	1524	+174	231836	8	56/0
18	14	ASHANTI Happy (Murder Inc./Def Jam/IDJMG)	1469	+170	267792	7	61/0
20	15	N.O.R.E. Nothin' (Def Jam/IDJMG)	1442	+234	255294	5	59/4
14	16	USHER U Don't Have To Call (LaFace/Arista)	1343	-76	241113	25	60/0
12	17	ASHANTI Foolish (Murder Inc./Def Jam/IDJMG)	1310	-302	221875	22	64/0
15	18	RUFF ENDZ Someone To Love You (Epic)	1281	-123	218298	22	54/0
21	19	LUDACRIS Move Bitch (Def Jam South/IDJMG)	1251	+90	219559	9	51/0
16	20	DONELL JONES You Know That I Love You (Untouchables/Arista)	1210	-154	207922	16	50/0
19	21	EMINEM Without Me (Shady/Aftermath/Interscope)	1123	-176	140696	9	50/0
22	22	KHIA My Neck, My Back (Lick It) (Dirty Down/Artemis)	1122	+5	163194	10	43/0
27	23	NAPPY ROOTS Po' Folks (Atlantic)	1019	+128	95906	4	52/0
23	24	MARY J. BLIGE Rainy Dayz (MCA)	980	-134	166768	18	57/0
28	25	WYCLEF JEAN Two Wrongs (Columbia)	922	+36	139579	5	46/2
31	26	ASHANTI Baby (Murder Inc./Def Jam/IDJMG)	921	+112	170248	4	2/0
29	27	GINUWINE Stingy (Epic)	920	+96	139058	3	54/1
26	28	BUSTA RHYMES Pass The Courvoisier (Part II) (J)	887	-58	174797	20	57/0
30	29	LIL' WAYNE Way Of Life (Cash Money/Universal)	883	+74	111579	5	46/2
37	30	R. KELLY Heaven I Need A Hug (Jive)	847	+183	159703	2	1/0
25	31	JA RULE Down Ass Chick (Murder Inc./Def Jam/IDJMG)	770	-180	123991	14	45/0
24	32	P. DIDDY F/USHER & LOON I Need A Girl (Part One) (Bad Boy/Arista)	767	-246	146898	19	54/0
39	33	ARCHIE EVERSOLE We Ready (MCA)	746	+107	82898	5	34/2
43	34	SLUM VILLAGE Tainted (Barak/Capitol)	742	+189	102943	2	49/3
47	35	STYLES Goodtimes (Interscope)	686	+175	90127	2	25/2
36	36	RL Good Man (J)	658	-12	92564	8	44/1
33	37	B RICH Whoa Now (Atlantic)	646	-53	67602	10	36/0
41	38	TRICK DADDY In Da Wind (Slip 'N Slide/Atlantic)	635	+68	85652	4	38/34
35	39	YING YANG TWINS Say I Yi Yi (Koch)	633	-56	89341	19	46/0
34	40	JERZEE MONET Most High (DreamWorks)	633	-64	70965	9	35/0
32	41	SCARFACE Guess Who's Back? (Def Jam South/IDJMG)	611	-130	93074	10	47/0
48	42	LIL BOW WOW F/JD & FABOLOUS Basketball (So So Def/Columbia)	586	+114	94211	3	46/2
45	43	NIVEA Don't Mess With My Man (Jive)	574	+50	66921	3	34/3
Debut	44	MONICA All Eyez On Me (J)	569	+272	103180	1	53/5
42	45	LOVHER How It's Gonna Be (Def Soul/IDJMG)	554	-11	67893	5	29/0
38	46	JENNIFER LOPEZ F/NAS I'm Gonna Be Alright (Epic)	543	-103	65899	11	29/0
40	47	DAVE HOLLISTER Keep Lovin' You (MCA)	525	-67	61508	7	33/0
49	48	SMILEZ AND SOUTHSTAR Who Wants This? (ARTISTdirect)	500	+41	50269	3	35/1
Debut	49	USHER Can U Help Me (LaFace/Arista)	497	+179	62694	1	37/1
50	50	AALIYAH I Care 4 U (BlackGround)	485	+76	90381	2	2/0

66 Urban reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 6/30-7/6. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 20 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (copyright 2002, The Arbitron Company). (C) 2002, R&R, Inc.

Most Added

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
EVE F/LICIA KEYS Gangsta Lovin' (Ruff Ryders/Interscope)	45
TRICK DADDY In Da Wind (Slip 'N Slide/Atlantic)	34
3LW I Do (Wanna Get Close To You) (Epic)	32
BDYZ II MEN/FAITH EVANS Relax Your Mind (Arista)	26
E-40 Rep Your City (Sick Wid' It/Jive)	7
FABOLOUS F/P. DIDDY & JAGGED... Trade It All (Part II) (Epic)	6
DO OR DIE Diamenz (Virgin)	6
MONICA All Eyez On Me (J)	5
N.O.R.E. Nothin' (Def Jam/IDJMG)	4
MYSTIKAL If It Ain't Live It Ain't Me (Big Boy/No Limit/Jive)	4
ONYX Slam Harder (Koch)	4

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
IRV GOTTI Down 4 U (Murder Inc./Def Jam/IDJMG)	+319
MONICA All Eyez On Me (J)	+272
N.O.R.E. Nothin' (Def Jam/IDJMG)	+234
NELLY F/KELLY ROWLAND Dilemma (Fo' Reel/Universal)	+228
FABOLOUS F/P. DIDDY & JAGGED... Trade It All... (Epic)	+217
P. DIDDY F/GINUWINE I Need A Girl (Part II) (Bad Boy/Arista)	+199
SLUM VILLAGE Tainted (Barak/Capitol)	+189
R. KELLY Heaven I Need A Hug (Jive)	+183
USHER Can U Help Me (LaFace/Arista)	+179
STYLES Goodtimes (Interscope)	+175

New & Active

TANK One Man (BlackGround)	Total Plays: 481, Total Stations: 45, Adds: 1
FAITH EVANS Burnin' Up (Bad Boy/Arista)	Total Plays: 400, Total Stations: 30, Adds: 2
MARY MARY In The Morning (Columbia)	Total Plays: 395, Total Stations: 29, Adds: 0
AVANT Don't Say No, Just Say Yes (Magic Johnson/MCA)	Total Plays: 385, Total Stations: 42, Adds: 2
EVE F/LICIA KEYS Gangsta Lovin' (Ruff Ryders/Interscope)	Total Plays: 383, Total Stations: 47, Adds: 45
ANGIE MARTINEZ If I Could Go (EastWest/EEG)	Total Plays: 380, Total Stations: 29, Adds: 1
AZ I'm Back (Motown)	Total Plays: 347, Total Stations: 32, Adds: 2
MR. BIGGSS Trial Time (Warlock)	Total Plays: 330, Total Stations: 12, Adds: 1
KEITH SWEAT One On One (Elektra/EEG)	Total Plays: 313, Total Stations: 31, Adds: 1
E-40 Rep Your City (Sick Wid' It/Jive)	Total Plays: 305, Total Stations: 15, Adds: 7

Songs ranked by total plays

R&R Station Playlists have moved to the web.
See all of our monitored reporters at
www.radioandrecords.com.

MONITORED STATION PLAYLISTS

NOW AVAILABLE ONLINE AT OUR NEW ADDRESS:

www.radioandrecords.com



R&R Urban AC Top 30



July 12, 2002

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (G)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
3	1	JAHEIM Anything (Divine Mill/WB)	962	+86	125800	30	34/2
4	2	MUSIQ Halfcrazy (Def Soul/IDJMG)	957	+108	164393	16	42/3
1	3	JOE What If A Woman (Jive)	956	-9	149898	18	42/3
2	4	LUTHER VANDROSS I'd Rather (J)	949	+54	129411	25	40/3
5	5	ANGIE STONE Wish I Didn't Miss You (J)	811	+27	111561	18	42/3
6	6	RUFF ENDZ Someone To Love You (Epic)	730	+68	115663	17	36/4
7	7	DONELL JONES You Know That I Love You (Untouchables/Arista)	644	+63	92531	16	35/3
9	8	BOYZ II MEN The Color Of Love (Arista)	569	+32	73249	13	35/2
11	9	GLENN LEWIS Don't You Forget It (Epic)	540	+72	73273	35	36/2
8	10	MAXWELL Lifetime (Columbia)	534	-19	88625	53	36/1
10	11	YOLANDA ADAMS I'm Gonna Be Ready (Elektra/EEG)	498	+2	59668	11	37/4
13	12	REGINA BELLE F/GLENN JONES From Now On (Peak)	486	+75	51777	15	29/3
14	13	ANN NESBY F/AL GREEN Put It On Paper (Universal)	474	+63	55755	25	27/2
17	14	ASHANTI Foolish (Murder Inc./Def Jam/IDJMG)	432	-77	87501	14	20/2
16	15	MARY MARY In The Morning (Columbia)	427	+67	60723	7	31/2
15	16	DAVE HOLLISTER Keep Lovin' You (MCA)	419	+58	56488	9	29/3
18	17	YOLANDA ADAMS The Battle Is The Lords (Verity)	342	-6	57099	12	18/1
19	18	USHER U Don't Have To Call (LaFace/Arista)	339	+12	67827	13	8/1
20	19	RL Good Man (J)	315	+36	31512	8	19/2
26	20	KIRK FRANKLIN Brighter Days (Gospo Centric/Jive)	307	+140	34437	2	22/2
23	21	BONEY JAMES F/JAHEIM Ride (Warner Bros.)	264	+60	36827	4	24/3
25	22	R. KELLY Heaven I Need A Hug (Jive)	256	+75	41666	2	2/1
24	23	TONY TERRY In The Shower (Golden Boy)	227	+31	13492	5	14/2
22	24	SIR CHARLES JONES Is There Anybody Lonely... (Independent)	222	+17	15046	11	15/1
21	25	ALICIA KEYS How Come You Don't Call Me (J)	195	-35	36589	17	17/0
28	26	BRANDY Full Moon (Atlantic)	182	+46	21064	3	12/1
Debut	27	KEITH SWEAT One On One (Elektra/EEG)	180	+87	30751	1	24/6
27	28	WILL DOWNING Cool Water (GRP/VMG)	178	+24	17936	14	16/1
29	29	JERZEE MONET Most High (DreamWorks)	152	+20	17582	3	13/2
30	30	GLENN LEWIS It's Not Fair (Epic)	140	+33	15820	2	14/2

44 Urban AC reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 6/30-7/6. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 15 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (copyright 2002, The Arbitron Company). (C) 2002, R&R, Inc.

New & Active

USHER Can U Help Me (LaFace/Arista)

Total Plays: 137, Total Stations: 15, Adds: 2

WYCLEF JEAN Two Wrongs (Columbia)

Total Plays: 118, Total Stations: 11, Adds: 1

B2K Gots Ta Be (Epic)

Total Plays: 104, Total Stations: 6, Adds: 1

DARIUS RUCKER Wild One (Hidden Beach/Epic)

Total Plays: 96, Total Stations: 12, Adds: 2

LATHUN BBQ (Motown)

Total Plays: 94, Total Stations: 13, Adds: 13

STREETWIZE Rock The Boat (Shanachie)

Total Plays: 91, Total Stations: 13, Adds: 2

PRINCE She Loves Me 4 Me (Redline)

Total Plays: 81, Total Stations: 13, Adds: 2

KAREN CLARK-SHEARD Be Sure (Elektra/EEG)

Total Plays: 74, Total Stations: 13, Adds: 1

THEO Get Your Groove On (TWP Productions)

Total Plays: 69, Total Stations: 4, Adds: 1

TAKE 6 Takin' It To The Streets (Warner Bros.)

Total Plays: 63, Total Stations: 12, Adds: 0

Songs ranked by total plays

Most Added

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
LATHUN BBQ (Motown)	13
KEITH SWEAT One On One (Elektra/EEG)	6
FOURPLAY Let's Make Love (Bluebird/RCA Victor)	5
YOLANDA ADAMS I'm Gonna Be Ready (Elektra/EEG)	4
RUFF ENDZ Someone To Love You (Epic)	4
JOE What If A Woman (Jive)	3
MUSIQ Halfcrazy (Def Soul/IDJMG)	3
ANGIE STONE Wish I Didn't Miss You (J)	3
LUTHER VANDROSS I'd Rather (J)	3
DONELL JONES You Know That I... (Untouchables/Arista)	3
DAVE HOLLISTER Keep Lovin' You (MCA)	3
REGINA BELLE F/GLENN JONES From Now On (Peak)	3
BONEY JAMES F/JAHEIM Ride (Warner Bros.)	3

Most Increased Plays

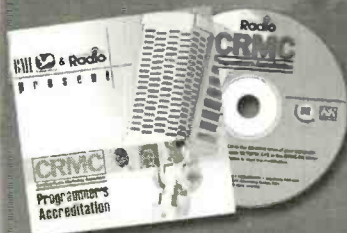
ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
KIRK FRANKLIN Brighter Days (Gospo Centric/Jive)	+140
MUSIQ Halfcrazy (Def Soul/IDJMG)	+108
KEITH SWEAT One On One (Elektra/EEG)	+87
JAHEIM Anything (Divine Mill/WB)	+86
USHER Can U Help Me (LaFace/Arista)	+85
ASHANTI Foolish (Murder Inc./Def Jam/IDJMG)	+77
REGINA BELLE F/GLENN JONES From Now On (Peak)	+75
R. KELLY Heaven I Need A Hug (Jive)	+75
GLENN LEWIS Don't You Forget It (Epic)	+72
MISSY ELLIOTT Take Away (Gold Mind/EastWest/EEG)	+72

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
REMY SHAND Take A Message (Motown)	422
FAITH EVANS I Love You (Bad Boy/Arista)	344
LUTHER VANDROSS Take You Out (J)	313
MAXWELL This Woman's Work (Columbia)	307
ANGIE STONE Brotha (J)	292
GINUWINE Differences (Epic)	278
GERALD LEVERT Made To Love Ya (EastWest/EEG)	269
ALICIA KEYS A Woman's Worth (J)	257
MICHAEL JACKSON Butterflies (Epic)	253
JILL SCOTT The Way (Hidden Beach/Epic)	241
DONNIE MCCLURKIN We Fall Down (Verity)	234
USHER U Got It Bad (LaFace/Arista)	221

R&R Station Playlists have moved to the web. See all of our monitored reporters at www.radioandrecords.com.

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Stations and their adds listed alphabetically by market

Table listing radio stations across various markets (e.g., KEAN/Arlene, TX; WKNN/Biloxi-Gulfport, MS; KCCV/Colorado Springs, CO) with their respective formats and programming details.

* Monitored Reporters
226 Total Reporters
151 Total Monitored
68 Current Indicator Playlists
Reported Frozen Playlist (2):
* WGSQ/Cookeville, TN
* WTCR/Huntington, KY
Did Not Report, Playlist Frozen (5):
* KKNW/Eugene-Springfield, OR
* WMTZ/Johnstown, PA
* WSPN/Panama City, FL
* KSNL/Santa Maria-Lompoc, CA
* WFRG/Utica-Rome, NY



LON HELTON

lhelton@radioandrecords.com

Prepare For The Unthinkable

□ Act, don't react, when disaster strikes

As you look back at the Independence Day holiday, which this year arrived with renewed warnings about possible terrorist attacks, perhaps it's a good time to ask yourself a key question as to the readiness of your station to respond in situations of need: Are you ready to fulfill your listeners' expectations the next time disaster strikes?

Preparing for broadcasts that must air during dire emergencies is a chilling exercise. But, like terrorism itself, it's part of the new reality for which broadcasters must be prepared. Of course, terrorism isn't the only unexpected happening to which your station must be ready to react. You must be ready for fires, floods and a myriad of other natural disasters.

Toward that end, we have collected some tips and websites that may help to get your station and staff better prepared to handle the next incident, when and if it should occur, calmly and competently.

The Website You Must Know

One of the first places you should visit as you prepare or review your disaster contingency plans is www.mediadisasterprep.com. Operated

by Don Watson Media, this site is one you should visit regularly. In addition to providing the latest news and government warnings, the website has links to additional websites that can provide you with even more helpful information.

For example, a recent lead item reported that the FAA had established a temporary flight restriction area around the Statue of Liberty for the July 4 time frame and suggested that Internet users visit www.aopa.org for more information.

Watson's site also provides lots of links to websites you can browse for ideas or information. Some of them include the National Climatic Data Center Storm Data Publications (Weather Data Archives), the Natural Hazards Center, the Center of Excellence in Disaster Management and Humanitarian

Response, Contingency Planning Guidelines for Information Technology Systems, Contingency Planning and Disaster Recovery, America Responds to Terrorism and many, many more. The one site that Watson says you'll do yourself a favor by visiting is www.contingencyplanning.com.

Along with the news, links and disaster exercises — Watson presents a disaster scenario and solicits responses, with the best getting an MDP T-shirt — MediaDisaster-Prep.com also offers advice.

For instance, in a recent posting Watson counsels, "Almost every city and county in the USA has disaster-preparedness personnel and departments. Some are very large, while others are quite the opposite. Whatever the case, have you made contact with those agencies that serve your local area and audience? Will you know, in advance, what steps your local government will take in case of emergency or terrorist attack? If not, it's time to make those contacts now."

Begin To Prepare

As you might imagine, preparedness for terrorist attacks ranks high on Watson's list of priorities. He says, "We've been getting calls from radio about this site, and the overriding question is something like, 'Just help me with the basics. What kind of plan can we put together in the event something happens in my area, like in New York City last Sept. 11?'"

"Here is what we usually say: If you are a News/Talk station, you're probably 50% of the way home. You're probably equipped with the personnel and understand how to react. The real problem is for those radio stations without a news department — music-intensive stations. What do you do?"

"First, don't just throw in the towel and somehow believe that you'll instantly lose audience to the News/Talkers in your area. You must be prepared to open your disaster-planning book and follow your plan, which, of course, means you must preplan and organize.

"Without question, when disaster hit in New York last September,

Preparedness Primer

The Audience Development Group's Brian Wright is also a proponent of advance preparedness. Here is his basic checklist:

1. Music radio stations should abandon music programming. Your listeners will not expect or want music from you at this time.
2. If you have an AM Talk station, simulcast network coverage and local coverage in a team effort.
3. If you do not have a network affiliation, contact a local TV station to see if you can simulcast its network coverage.
4. If you cannot get clearance from a broadcast TV station, CNN and FOX allow radio stations to run their audio feed.
5. Your staff should mobilize to inject local coverage of newsworthy information. These people include air talent, not strictly news personnel.
6. Always try to have local information come from a team of two announcers. This is more comforting for your audience and your on-air talent. Stay calm at all times.
7. Make a strong effort to line up authorities on a local level to talk with you and your listeners: military people, National Guard officials, local or state officials, etc. Have these guests lined up before an emergency. They will understand.
8. Make room in local segments for listener interaction with you and special guests.
9. Here are some important items for you to have access to:
 - Red Cross Donations: 1-800-HELPNOW or www.redcross.org. The Spanish-language toll-free number is 1-800-257-7575.
 - To give blood, call 1-800-GIVELIFE, or contact your local hospital or health care system.
 - Medical volunteers, call the following Red Cross numbers: Physicians may call 212-604-3850; nurses may call 212-604-8474; EMTs and nurses aides may call 1-800-628-0193; search-and-rescue professionals may call 703-222-6277; all medical professionals may call 1-800-801-8092.

The Audience Development Group can be reached at 616-940-8309. The company's web page is www.goodratings.com.

music-formatted stations lost audience to the information-based formats. The question you must ask yourself if you are a GM or PD is, "How much audience can I afford to lose?" The answer is: "As little as possible."

"Therefore, you must resolve to use your staff, both on-air and off-, to create the kind of information product your audience wants to hear. Listen to your audience. Know what will satisfy them the next time a crisis occurs, and have your staff ready to transition quickly."

Internal Preparation

No preparedness plan is complete without an inward examination of disaster readiness. Watson lists some areas of internal preparation that he says management might want to consider.

- **Risk assessment.** Do you know the most likely hazards your facility and personnel will experience in your operating area? Have you assessed not only the likelihood, but the probable severity of those risks?

- **Preparedness.** If, like most stations, some of your facilities are off the beaten path, are they provisioned for extended backup operation? Have you considered such human factors such as food, sleep and sanitation in the event the usual take-out is not available, your break room is taken off-line to conserve emergency power, and water and sewer systems are compromised?

Do you even have emergency power, and, if so, when was the last time you tested it with a heavy draw for an extended period of time? Is

the fuel tank topped off with fuel that hasn't been sitting around for years? (Fuel polishing is a specialty that must be done on a regular basis to ensure that the fuel is clean and will not foul your backup generator.)

How about extra cell phones to take over when the phone dies? A ring-down list to alert decisionmakers when the you-know-what hits the fan? A current employee census for contacts and special skills? A facilities census of what's on hand and what you need to survive the worst? An up-to-date list of official contacts (including after-hours home and mobile numbers and ways to reach these people if disaster forces them from their usual command centers)? What about simple things, like batteries, flashlights and pens and paper for when the computers crash?

- **Mitigation.** If you are perpetually in harm's way, what analysis have you done of steps you can take to minimize the effects of any likely hazard?

- **Recovery.** What's your plan for normalizing programming and facilities operations? Does it include assisting your clients with their own business crises and helping community groups help listeners who may be in need?

Elsewhere on this page, Don Watson Media provides a checklist to help transition to your disaster plan.

Don Watson Media can be contacted by phone at 765-963-3800 and by e-mail at don@newstalkradio.com.

Watson's Preparedness Top 10

Don Watson Media offers a 100-point checklist of things to do to help your station transition into its disaster plan. It covers the gamut from how quickly you should react to using a network to production elements that you must have ready to go.

Watson will send you the entire list if you send him a note at don@newstalkradio.com. Here's his top 10 from that checklist.

1. **Assess Your Capabilities:** You'll need to understand exactly what you can and cannot effectively do in an emergency or crisis. If you are a music-intensive station with a limited staff, it will be better to do a damn fine job in a few areas than to try to do everything that a News/Talk station might do with a big staff.

2. **Know Your Risks:** What do you think the real potential threat is in your local area? Are you in a high-risk area for terrorism, or are you much more likely to be affected by a tornado or hurricane this year? Ask local officials how they assess this.

3. **Assess the Competitive Situation:** Having a second operating facility is an expensive proposition; consider alternative ways of meeting those costs. Join stations in your cluster to share the cost. Perhaps you'll want to combine forces with a local TV station or newspaper to extend your effectiveness. Be creative, and find the right answer for your situation.

4. **Do the Basics Now:** Make sure you know exactly what types of communication equipment you have and will have when a crisis occurs. You must have functioning telephones and cell phones. How about a two-way radio system? Do you have a "crash book" prepared? Do you have all phone numbers for local governmental agencies and personnel that you'll need to talk with? How about a "hot list" of vendors to cure hardware and software problems? What will you do when the computers crash? Keep thinking of all the possibilities.

5. **How About the Human Factor?** In the event of around-the-clock coverage, do you have enough people to get the job done? Do you have "experts" you can call on? Who will be on the air? Who will be supporting the on-air staff? Where will people sleep? What about food and drink? How long before the vending machines run out of stuff? You must take care of your people. Without them, you are dead in the water, literally and figuratively.

Continued on Page xx

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Bright Spots Ahead

Superstar acts are preparing to release new albums

New albums from The Dixie Chicks, Toby Keith, Lee Ann Womack, Diamond Rio and Travis Tritt top the list of country's third-quarter releases. Additionally, brand-new projects from Shania Twain and Tim McGraw are scheduled to arrive in November.

This is excellent news for the country industry, because new albums by superstar acts tend to increase retail traffic, resulting in a sales boost for other acts too. At the moment, Twain's new Mercury album is slated for a Nov. 12 release. Still untitled, the project was produced by Twain's husband, Robert "Mutt" Lange, at their home studio in Switzerland. McGraw's new album — title still unannounced — is set to arrive Nov. 26 on Curb.

Between now and the time the third quarter ends on Sept. 30, the biggest buzz will be The Dixie Chicks' new album, *Home*, which was announced recently after the trio settled their legal disputes with Sony Music Entertainment. Set for Aug. 27 release, *Home* will come out on the Chicks' newly formed label, Open Wide Records, with Nashville's Monument Records and New York-based Columbia Records Group providing marketing and promotional support.

Keith follows up on the radio success of his current single, "Courtesy of the Red, White & Blue (The Angry American)," with the July 23 release of his third DreamWorks album, *Unleashed*. Womack's *Something Worth Leaving Behind* — the follow-up to her groundbreaking MCA album *I Hope You Dance* — is set for Aug. 20 release. With his career revitalized at Sony Music, Travis

Tritt's *Strong Enough* arrives Sept. 24 on the Columbia imprint.

Two CDs honoring Johnny Cash arrive in September on two different labels. Set for Sept. 10 release, Dualtone's *Dressed in Black: Tribute to Johnny Cash* features an eclectic lineup that includes Hank Williams III, the Rev. Horton Heat, Billy Burnette and Rosie Flores. Highlights include Rodney Crowell's "Ballad of a Teenage Queen," Raul Malo's "I Guess Things Happen That Way" and Dale Watson's "I Walk the Line." The project features two duets — Bruce Robison and Kelly Willis on "Pack Up Your Sorrows" and Mandy Barnett and BR5-49's Chuck Mead on "Jackson." Sony Music has assembled an all-star lineup for the Lucky Dog compilation *Kindred Spirits: A Tribute to the Songs of Johnny Cash*, due Sept. 24.

Several newcomers are making their major-label debuts during the third quarter, including three Universal South artists — Joe Nichols, Bering Strait and Holly Lamar. Other debut albums will be released by Mercury's Anthony Smith, Broken Bow's J. Michael Harter and the new Warner Bros. band Sixwire. Sophomore efforts are on their way from DreamWorks' Darryl Worley, Sugar Hill's Nickel Creek, MCA's Rebecca Lynn Howard and Lyric Street's Rascal Flatts.

The List

A change in an album's release date doesn't signal problems at a label or in an artist's career. Just keep in mind that everything is prone to change — and that it can be a good thing. That said, here's a date-by-date list of the third-quarter country album releases.

July 16: David Baerwald, *Here Comes the New Folk Underground* (Lost Highway); Bellamy Brothers, *Redneck Girls Forever* (Curb); Drive-By Truckers, *Southern Rock Opera* (Lost Highway); Darryl Worley, *I Miss My Friend* (DreamWorks).

July 23: Toby Keith, *Unleashed* (DreamWorks); Joe Nichols, *Man With a Memory* (Universal South); Eddy Raven, *Live in Concert* (RMG); Don Williams, *Silver Turns to Gold* (RMG).

July 30: Roy D. Mercer, *The Family Album* (Capitol).

Aug. 6: The Charlie Daniels Band, *Red Neck Fiddlin' Man* (Audium/Blue Hat); Allison Moorer, *Miss Fortune* (Universal South); Phil Vassar, *American Child* (Arista); Various Artists, *Providence* soundtrack (MCA).

Aug. 13: Nickel Creek, *This Side* (Sugar Hill); Deana Carter, *The Deana Carter Collection* (Capitol); Tim Wilson, *Certified Aluminum: His Greatest Recycled Hits, Volume 1* (Capitol).

Aug. 20: Diamond Rio, *Completely* (Arista); Anthony Smith, *If That Ain't Country* (Mercury); Lee Ann Womack, *Something Worth Leaving Behind* (MCA).

Aug. 27: Bering Strait, *TBA* (Universal South); BlackHawk, *Spirit Dancer* (Columbia); Dixie Chicks, *Home* (Open Wide/Monument); Montgomery Gentry, *Bad for Good* (Columbia); J. Michael Harter, *Unexpected Change* (Broken Bow); Rebecca Lynn Howard, *Forgive* (MCA); Ray Price, *Time* (Audium); Rodney Redman, *Rodney Redman* (Audium); Randy Sharp, *The Connection* (33rd Street); Sixwire, *Sixwire* (Warner Bros.).

Sept. 3: Pam Tillis, *It's All Relative* (Lucky Dog/Epic).

Sept. 10: Guy Clark, *The Dark* (Sugar Hill); Rodney Foster, *Another Way to Go* (Dualtone); The Gourds, *Cow Fish Fowl or Pig* (Sugar Hill); James McMurtry, *Saint Mary of the*



FREEDOM RINGS

To promote his just-released RCA album, *Freedom*, Andy Griggs invited friend and labelmate Tracy Byrd to be his guest on a radio special produced by Huntsman Entertainment. *Freedom* follows up Griggs' Gold debut album, *You Won't Ever Be Lonely*. Taking a break are (l-r) Griggs, Ron Huntsman and Byrd.



SATELLITE PERFORMANCE

XM Satellite Radio treated its subscribers to some very special programming last month during Fan Fair in Nashville. Broadcasting live from Loretta Lynn's tour bus, DreamWorks recording artist Chalee Tennison teamed up with David Frizzell for an acoustic version of "You're the Reason God Made Oklahoma," the '70s hit Frizzell recorded with Shelly West. Pictured are (l-r) Frizzell, Tennison, XM's Ray Knight and Shannon McCombs and Mercury recording artist Anthony Smith.



CHARITY BREAKFAST

Great American Country's annual Fan Fair Kickoff Breakfast in Nashville raised \$4,500 for the Country Music Retirement Home, a nonprofit venture that will provide free housing to entertainers in times of need. In addition to acoustic performances by Billy Ray Cyrus, Steve Azar, Mark McGuinn, Hometown News and Trent Summar, the event allowed GAC to introduce Bobbie Eakes, new host of the network's daily video-request show, *CRL*. Pictured are (l-r) Eakes, GAC Classic host Bill Cody, Cyrus and SunTrust Bank's Brian Williams.

C O U N T R Y FLASHBACK

1 YEAR AGO

• No. 1: "I'm Already There" — Lonestar (third week)

5 YEARS AGO

• No. 1: "Carrying Your..." — George Strait (second week)

10 YEARS AGO

• No. 1: "The River" — Garth Brooks

15 YEARS AGO

• No. 1: "Love Someone Like Me" — Holly Dunn

20 YEARS AGO

• No. 1: "Take Me Down" — Alabama

25 YEARS AGO

• No. 1: "It Was Almost..." — Ronnie Milsap (second week)

Woods (Sugar Hill); Aaron Tippin, *Stars and Stripes* (Lyric Street); Various Artists, *Dressed in Black: Tribute to Johnny Cash* (Dualtone).

Sept. 17: Suzy Bogguss, *20 Greatest Hits* (Capitol).

Sept. 24: Rodney Carrington, *Nut Sack* (Capitol); Holly Lamar, *Unkissed* (Universal South); Rascal Flatts, *Melt* (Lyric Street); Travis Tritt, *Strong Enough* (Columbia); Various Artists, *Kindred Spirits: A Tribute to the Songs of Johnny Cash* (Lucky Dog).

For The Record

U.S. Senator Zell Miller has entered the lyrics of Toby Keith's "Courtesy of the Red, White & Blue (The Angry American)" and Charlie

Daniels' "The Last Fallen Hero" into *The Congressional Record*. Prefacing his action on the Senate floor, Miller noted, "ABC canceled country music singer Toby Keith from its July 4th TV special. They did not want him to sing his song about the Sept. 11 attacks. Earlier, a similar thing happened with PBS and Charlie Daniels and his song 'The Last Fallen Hero.' This is a disgrace and the rankest kind of hypocrisy from these so-called advocates of free speech."

After entering those two songs into *The Congressional Record*, Miller added, "And, just for good measure, I also ask to include the lyrics of another great patriotic country song from my generation — 'Fightin' Side of Me' by Merle Haggard."



LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL POINTS	WEEKS ON CHART	TOTAL STATIONS/ADDS
4	1	TOBY KEITH Courtesy Of The Red, White... (DreamWorks)	17085	9	151/1
2	2	KENNY CHESNEY The Good Stuff (BNA)	15735	12	151/0
1	3	BRAD PAISLEY I'm Gonna Miss Her (Fishin') (Arista)	14744	20	151/0
6	4	GARY ALLAN The One (MCA)	14104	26	150/0
5	5	LONESTAR Not A Day Goes By (BNA)	13826	25	149/0
3	6	GEORGE STRAIT Living And Living Well (MCA)	13174	22	151/0
7	7	BROOKS & DUNN My Heart Is Lost To You (Arista)	13011	15	151/0
8	8	KELLIE COFFEY When You Lie Next To Me (BNA)	12368	28	147/0
9	9	DIXIE CHICKS Long Time Gone (Monument)	12190	7	151/0
10	10	DARRYL WORLEY I Miss My Friend (DreamWorks)	10588	18	151/0
11	11	ANDY GRIGGS Tonight I Wanna Be Your Man (RCA)	9951	25	150/0
12	12	TIM MCGRAW Unbroken (Curb)	9877	8	150/1
13	13	TRACY BYRD Ten Rounds With Jose Cuervo (RCA)	9381	15	147/1
14	14	SARA EVANS I Keep Looking (RCA)	8717	19	143/1
16	15	JOE NICHOLS The Impossible (Universal South)	8114	17	140/3
15	16	TRACE ADKINS Help Me Understand (Capitol)	7619	21	144/0
17	17	MARK CHESNUTT She Was (Columbia)	7161	24	138/2
18	18	BLAKE SHELTON Ol' Red (Warner Bros.)	7130	16	131/2
20	19	DIAMOND RIO Beautiful Mess (Arista)	6800	13	127/1
19	20	BRAO MARTIN Before I Knew Better (Epic)	6667	23	136/0
21	21	PHIL VASSAR American Child (Arista)	6395	12	137/2
22	22	MARTINA MCBRIDE Where Would You Be (RCA)	5355	11	134/4
23	23	LEE ANN WOMACK Something Worth Leaving Behind (MCA)	5044	8	123/2
25	24	GARTH BROOKS Thicker Than Blood (Capitol)	4872	5	124/3
24	25	PINMONKEY Barbed Wire And Roses (BNA)	4421	15	124/1
26	26	JO OEE MESSINA Dare To Dream (Curb)	4272	10	118/3
28	27	ALAN JACKSON Work In Progress (Arista)	3213	4	103/14
Breaker	28	KEITH URBAN Somebody Like You (Capitol)	3136	3	96/14
29	29	SIXWIRE Look At Me Now (Warner Bros.)	3032	12	109/6
30	30	REBECCA LYNN HOWARD Forgive (MCA)	2969	9	95/3
27	31	CYNOI THOMSON I'm Gone (Capitol)	2695	13	103/1
31	32	CHRIS CAGLE Country By The Grace Of God (Capitol)	2644	11	92/1
32	33	ANTHONY SMITH If That Ain't Country (Mercury)	2636	13	88/0
34	34	SHEDAISY Mine All Mine (Lyric Street)	2530	9	99/3
Breaker	35	MONTGOMERY GENTRY My Town (Columbia)	2527	6	95/9
36	36	RASCAL FLATTS These Days (Lyric Street)	1988	4	83/6
38	37	TAMMY COCHRAN Life Happened (Epic)	1783	6	86/4
37	38	RODNEY ATKINS Sing Along (Curb)	1572	8	76/2
39	39	KEVIN DENNEY Cadillac Tears (Lyric Street)	1297	5	68/5
41	40	J. MICHAEL HARTER Hard Call To Make (Broken Bow)	843	4	38/1
40	41	ALABAMA I'm In The Mood (RCA)	712	3	43/3
Debut	42	PHIL VASSAR Words Are Your Wheels (Arista)	701	1	0/0
Debut	43	EMERSON DRIVE Fall Into Me (DreamWorks)	651	1	37/11
44	44	ERIC HEATHERLY The Last Man Committed (DreamWorks)	641	2	46/3
42	45	WILLIE NELSON Maria (Shut Up And Kiss Me) (Lost Highway/IDJMG)	599	2	17/6
46	46	TOMMY SHANE STEINER Tell Me Where It Hurts (RCA)	573	2	45/9
47	47	JAMES OTTO The Ball (Mercury)	560	2	36/1
48	48	DARYLE SINGLETARY That's Why I Sing This Way (Audium)	536	4	30/1
Debut	49	LITTLE BIG TOWN Everything Changes (Monument)	524	1	46/8
49	50	DAVID NAIL Memphis (Mercury)	492	2	29/0

151 Country reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total points for the airplay week of 6/30-7/6. Bullets appear on songs gaining in points or remaining flat from previous week. If two songs are tied in total points, the song with the larger increase in points is placed first. Songs below No. 1 and down in points for three consecutive weeks are moved to recurrent. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Points lists the songs with the greatest week-to-week increases in total points. Breaker status is awarded to songs reported by 60% of the panel for the first time. Station Weight = AQH Persons + (Market rank X 10) divided by 4180. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (copyright 2002, The Arbitron Company). (C) 2002, R&R, Inc.

Most Added®

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ARTIST TITLE LABEL(S)	ADDS
CAROLYN DAWN JOHNSON One Day Closer... (Arista)	17
ALAN JACKSON Work In Progress (Arista)	14
KEITH URBAN Somebody Like You (Capitol)	14
EMERSON DRIVE Fall Into Me (DreamWorks)	11
MONTGOMERY GENTRY My Town (Columbia)	9
TOMMY SHANE STEINER Tell Me Where It Hurts (RCA)	9
LITTLE BIG TOWN Everything Changes (Monument)	8
TRISHA YEARWOOD I Don't Paint Myself Into... (MCA)	8
SIXWIRE Look At Me Now (Warner Bros.)	6
RASCAL FLATTS These Days (Lyric Street)	6
WILLIE NELSON Maria... (Lost Highway/IDJMG)	6
TRAVIS TRITT Strong Enough To Be Your Man (Columbia)	6

Most Increased Points

ARTIST TITLE LABEL(S)	POINT INCREASE
TOBY KEITH Courtesy Of The Red... (DreamWorks)	+2459
AARON TIPPIN Where Stars And Stripes... (Lyric Street)	+1189
BROOKS & DUNN Only In America (Arista)	+1116
DIXIE CHICKS Long Time Gone (Monument)	+1007
KEITH URBAN Somebody Like You (Capitol)	+956
GARTH BROOKS Thicker Than Blood (Capitol)	+939
JOE NICHOLS The Impossible (Universal South)	+792
PHIL VASSAR American Child (Arista)	+785
KENNY CHESNEY The Good Stuff (BNA)	+725
LEE ANN WOMACK Something Worth... (MCA)	+709

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
TOBY KEITH Courtesy Of The Red... (DreamWorks)	+786
KEITH URBAN Somebody Like You (Capitol)	+365
AARON TIPPIN Where Stars And Stripes... (Lyric Street)	+364
BROOKS & DUNN Only In America (Arista)	+350
DIXIE CHICKS Long Time Gone (Monument)	+330
GARTH BROOKS Thicker Than Blood (Capitol)	+321
KENNY CHESNEY The Good Stuff (BNA)	+277
PHIL VASSAR American Child (Arista)	+263
JOE NICHOLS The Impossible (Universal South)	+244
ALAN JACKSON Where Were You (When...) (Arista)	+231
LEE ANN WOMACK Something Worth... (MCA)	+227

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KEITH URBAN
Somebody Like You (Capitol)
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MONTGOMERY GENTRY
My Town (Columbia)
9 Adds • Moves 33-35

Songs ranked by total plays

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R&R Country Top 50 Indicator

July 12, 2002

R&R'S EXCLUSIVE REPORTED OVERVIEW OF NATIONAL AIRPLAY

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL POINTS	W. POINTS	TOTAL PLAYS	W. PLAYS	WEEKS ON CHART	TOTAL STATIONS/ADDS
1	1	KENNY CHESNEY The Good Stuff (BNA)	3516	+52	2776	+46	11	75/0
6	2	TOBY KEITH Courtesy Of The Red, White... (DreamWorks)	3499	+164	2762	+133	9	74/1
4	3	BROOKS & DUNN My Heart Is Lost To You (Arista)	3341	-13	2625	-10	14	75/0
5	4	GARY ALLAN The One (MCA)	3308	-43	2565	-43	27	72/0
3	5	LONESTAR Not A Day Goes By (BNA)	3291	-67	2571	-64	27	72/0
2	6	BRAD PAISLEY I'm Gonna Miss Her (Fishin') (Arista)	3023	-420	2343	-362	21	66/0
7	7	DARRYL WORLEY I Miss My Friend (DreamWorks)	2954	+64	2324	+59	17	73/0
9	8	KELLIE COFFEY When You Lie Next To Me (BNA)	2838	+55	2247	+49	30	70/0
10	9	ANDY GRIGGS Tonight I Wanna Be Your Man (RCA)	2757	+43	2128	+23	26	74/0
11	10	DIXIE CHICKS Long Time Gone (Monument)	2591	+56	2098	+61	6	75/0
12	11	TRACY BYRD Ten Rounds With Jose Cuervo (RCA)	2537	+52	2007	+48	16	74/0
8	12	GEORGE STRAIT Living And Living Well (MCA)	2501	-356	1917	-336	22	65/0
14	13	SARA EVANS I Keep Looking (RCA)	2472	+92	1949	+75	21	74/1
13	14	TIM MCGRAW Unbroken (Curb)	2450	+63	1932	+49	6	75/0
15	15	TRACE ADKINS Help Me Understand (Capitol)	2193	-108	1721	-93	23	70/0
16	16	JOE NICHOLS The Impossible (Universal South)	2175	+73	1697	+54	17	72/0
17	17	BLAKE SHELTON Ol' Red (Warner Bros.)	2027	+73	1624	+60	15	70/1
18	18	MARTINA MCBRIDE Where Would You Be (RCA)	1935	+68	1532	+63	11	75/0
19	19	PHIL VASSAR American Child (Arista)	1902	+112	1504	+96	10	72/0
21	20	DIAMOND RIO Beautiful Mess (Arista)	1831	+54	1456	+54	14	71/3
20	21	MARK CHESNUTT She Was (Columbia)	1822	+41	1443	+37	25	69/2
22	22	BRAD MARTIN Before I Knew Better (Epic)	1739	+17	1347	+16	23	62/1
23	23	LEE ANN WOMACK Something Worth Leaving Behind (MCA)	1653	+50	1328	+44	6	73/0
24	24	JO DEE MESSINA Dare To Dream (Curb)	1519	+39	1229	+29	11	70/0
25	25	GARTH BROOKS Thicker Than Blood (Capitol)	1505	+97	1192	+83	4	71/1
27	26	ALAN JACKSON Work In Progress (Arista)	1447	+255	1146	+205	3	70/1
26	27	PINMONKEY Barbed Wire And Roses (BNA)	1303	+57	1051	+44	12	59/2
29	28	CHRIS CAGLE Country By The Grace Of God (Capitol)	1074	+44	864	+30	11	57/0
28	29	REBECCA LYNN HOWARD Forgive (MCA)	1062	+18	862	+19	10	59/1
37	30	KEITH URBAN Somebody Like You (Capitol)	925	+285	755	+237	2	61/18
34	31	RASCAL FLATTS These Days (Lyric Street)	917	+158	725	+132	2	57/5
32	32	SHEDAISY Mine All Mine (Lyric Street)	901	+56	752	+45	7	53/1
31	33	SIXWIRE Look At Me Now (Warner Bros.)	869	+22	703	+21	10	47/0
33	34	ANTHONY SMITH If That Ain't Country (Mercury)	849	+12	713	+2	14	48/1
35	35	MONTGOMERY GENTRY My Town (Columbia)	844	+105	663	+76	4	51/4
30	36	CYNDI THOMSON I'm Gone (Capitol)	834	-163	654	-162	13	42/0
36	37	KEVIN DENNEY Cadillac Tears (Lyric Street)	782	+76	640	+70	5	47/2
39	38	TAMMY COCHRAN Life Happened (Epic)	546	+34	454	+27	5	34/1
38	39	J. MICHAEL HARTER Hard Call To Make (Broken Bow)	488	-27	403	-29	9	29/2
40	40	RODNEY ATKINS Sing Along (Curb)	450	+14	374	+16	7	31/2
44	41	TRISHA YEARWOOD I Don't Paint Myself Into... (MCA)	338	+142	294	+132	2	28/5
41	42	ALABAMA I'm In The Mood (RCA)	309	+44	248	+35	3	23/3
50	43	EMERSON DRIVE Fall Into Me (DreamWorks)	275	+137	223	+111	2	22/4
42	44	DARYLE SINGLETARY That's Why I Sing This Way (Audium)	240	+8	194	+5	3	17/1
45	45	JAMES OTTO The Ball (Mercury)	235	+45	210	+33	2	22/4
43	46	ERIC HEATHERLY The Last Man Committed (DreamWorks)	235	+6	205	+8	2	26/4
47	47	TOMMY SHANE STEINER Tell Me Where It Hurts (RCA)	228	+77	188	+54	2	21/6
Debut	48	WILLIE NELSON Maria (Shut Up And Kiss Me) (Lost Highway/IDJMG)	169	+110	142	+85	1	15/6
Debut	49	DAVID NAIL Memphis (Mercury)	153	+17	139	+14	1	15/0
49	50	RICKY SKAGGS Half Way Home Cafe (Skagg Family)	144	+5	115	+4	2	10/1

75 Country Indicator reports. Songs ranked by total plays for the airplay week of Sunday 6/30-Saturday 7/6.
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Most Added

ARTIST TITLE LABEL(S)	ADDS
KEITH URBAN Somebody Like You (Capitol)	18
TRAVIS TRITT Strong Enough To Be Your Man (Columbia)	8
CAROLYN DAWN JOHNSON One Day Closer To Ycu (Arista)	7
TOMMY SHANE STEINER Tell Me Where It Hurts (RCA)	6
WILLIE NELSON Maria... (Lost Highway/IDJMG)	6
JOHN MICHAEL MONTGOMERY 'Til Nothing... (Warner Bros.)	6
RASCAL FLATTS These Days (Lyric Street)	5
TRISHA YEARWOOD I Don't Paint Myself Into... (MCA)	5
MONTGOMERY GENTRY My Town (Columbia)	4
ERIC HEATHERLY The Last Man Committed (DreamWorks)	4
EMERSON DRIVE Fall Into Me (DreamWorks)	4
JAMES OTTO The Ball (Mercury)	4
SONYA ISAACS Baby Don't You Let Go (Lyric Street)	4
DIAMOND RIO Beautiful Mess (Arista)	3
ALABAMA I'm In The Mood (RCA)	3
RADNEY FOSTER Everyday Angel (Dualtone)	3
MARK CHESNUTT She Was (Columbia)	2
PINMONKEY Barbed Wire And Roses (BNA)	2
KEVIN DENNEY Cadillac Tears (Lyric Street)	2
RODNEY ATKINS Sing Along (Curb)	2

Most Increased Points

ARTIST TITLE LABEL(S)	POINT INCREASE
KEITH URBAN Somebody Like You (Capitol)	+285
ALAN JACKSON Work In Progress (Arista)	+255
TOBY KEITH Courtesy Of The Red... (DreamWorks)	+164
RASCAL FLATTS These Days (Lyric Street)	+158
TRISHA YEARWOOD I Don't Paint Myself Into... (MCA)	+142
EMERSON DRIVE Fall Into Me (DreamWorks)	+137
PHIL VASSAR American Child (Arista)	+112
WILLIE NELSON Maria... (Lost Highway/IDJMG)	+110
MONTGOMERY GENTRY My Town (Columbia)	+105
GARTH BROOKS Thicker Than Blood (Capitol)	+97

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
KEITH URBAN Somebody Like You (Capitol)	+237
ALAN JACKSON Work In Progress (Arista)	+205
TOBY KEITH Courtesy Of The Red... (DreamWorks)	+133
RASCAL FLATTS These Days (Lyric Street)	+132
TRISHA YEARWOOD I Don't Paint Myself Into... (MCA)	+132
EMERSON DRIVE Fall Into Me (DreamWorks)	+111
PHIL VASSAR American Child (Arista)	+96
WILLIE NELSON Maria... (Lost Highway/IDJMG)	+85
GARTH BROOKS Thicker Than Blood (Capitol)	+83
MONTGOMERY GENTRY My Town (Columbia)	+76
SARA EVANS I Keep Looking (RCA)	+75
KEVIN DENNEY Cadillac Tears (Lyric Street)	+70
CAROLYN DAWN JOHNSON One Day Closer... (Arista)	+65
JO DEE MESSINA W.T. MCGRAW Bring On... (Curb)	+65
MARTINA MCBRIDE Where Would You Be (RCA)	+63
DIXIE CHICKS Long Time Gone (Monument)	+61
BLAKE SHELTON Ol' Red (Warner Bros.)	+60
DARRYL WORLEY I Miss My Friend (DreamWorks)	+59
JOHN MICHAEL MONTGOMERY 'Til Nothing... (Warner Bros.)	+55
JOE NICHOLS The Impossible (Universal South)	+54

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EXCLUSIVE NATIONAL MUSIC RESEARCH ESTIMATES July 12, 2002

BULLSEYE® song selection is based on the top 35 titles from the R&R Country chart for the airplay week of June 3-9.

ARTIST Title (Label)	LIKE A LOT	TOTAL POSITIVE	NEUTRAL	FAMILIARITY	DISLIKE	BURN
SARA EVANS I Keep Looking (RCA)	33.0%	70.0%	24.0%	99.0%	4.3%	0.8%
KELLIE COFFEY When You Lie Next To Me (BNA)	36.0%	68.3%	22.0%	99.3%	5.8%	3.3%
BRAD PAISLEY I'm Gonna Miss Her (Arista)	38.5%	67.0%	22.0%	98.3%	6.0%	3.3%
LONESTAR Not A Day Goes By (BNA)	37.0%	67.0%	19.3%	98.5%	5.3%	7.0%
TRACE ADKINS Help Me Understand (Capitol)	31.5%	67.0%	25.5%	98.5%	4.3%	1.8%
ANDY GRIGGS Tonight I Wanna Be Your Man (RCA)	32.5%	66.8%	24.8%	99.5%	5.5%	2.5%
KENNY CHESNEY The Good Stuff (BNA)	32.8%	65.8%	24.0%	96.0%	5.0%	1.3%
GARY ALLAN The One (MCA)	34.8%	65.0%	27.8%	98.3%	3.3%	2.3%
PHIL VASSAR American Child (Arista)	29.5%	64.8%	23.5%	96.0%	4.3%	3.5%
TOBY KEITH Courtesy Of The Red White And Blue (DreamWorks)	36.5%	64.5%	22.5%	96.3%	5.8%	3.5%
GEORGE STRAIT Living And Living Well (MCA)	33.5%	64.5%	24.0%	99.3%	5.0%	5.8%
DARRYL WORLEY I Miss My Friend (DreamWorks)	31.0%	64.5%	27.3%	98.5%	5.0%	1.8%
DIXIE CHICKS Long Time Gone (Monument)	28.8%	64.3%	24.0%	95.5%	5.0%	2.3%
CYNDI THOMSON I'm Gone (Capitol)	28.0%	63.0%	23.0%	96.3%	6.3%	4.0%
TIM MCGRAW Unbroken (Curb)	26.8%	62.3%	26.5%	94.3%	4.0%	1.5%
DIAMOND RIO Beautiful Mess (Arista)	26.3%	62.3%	28.5%	97.0%	4.3%	2.0%
BLAKE SHELTON Ol' Red (Warner Bros.)	31.8%	61.8%	24.0%	94.5%	6.8%	2.0%
JOE NICHOLS The Impossible (Universal/South)	30.0%	61.0%	26.8%	97.8%	5.5%	4.5%
MARK CHESNUTT She Was (Columbia)	24.3%	60.3%	26.3%	96.0%	4.3%	5.3%
TRACY BYRD Ten Rounds With Jose Cuervo (RCA)	28.8%	59.8%	29.0%	99.3%	6.8%	3.8%
BRAD MARTIN Before I Knew Better (Epic)	25.5%	59.5%	29.0%	98.0%	5.8%	3.8%
LEE ANN WOMACK Something Worth Leaving Behind (MCA)	22.3%	59.0%	24.8%	91.5%	7.3%	0.5%
SIXWIRE Look At Me Now (Warner Bros.)	23.8%	58.8%	28.8%	95.3%	6.3%	1.5%
BROOKS & DUNN My Heart Is Lost To You (Arista)	28.3%	57.5%	29.5%	96.5%	6.0%	3.5%
MARTINA MCBRIDE Where Would You Be (RCA)	30.0%	56.3%	27.8%	95.0%	8.3%	2.8%
SHEDAISY Mine All Mine (Lyric Street)	23.3%	55.5%	30.0%	98.3%	9.8%	3.0%
CHRIS CAGLE Country By The Grace Of God (Capitol)	22.3%	54.0%	31.0%	93.5%	7.5%	1.0%
ALAN JACKSON Work In Progress (Arista)	24.0%	53.8%	23.5%	85.5%	6.5%	1.8%
PINMONKEY Barbed Wire And Roses (BNA)	24.3%	52.3%	31.0%	94.5%	9.0%	2.3%
ANTHONY SMITH If That Ain't Country (Mercury)	23.0%	51.0%	32.0%	95.5%	11.0%	1.5%
JO DEE MESSINA Dare To Dream (Curb)	25.3%	50.8%	33.8%	94.5%	9.0%	1.0%
KEITH URBAN Somebody Like You (Capitol)	17.0%	50.0%	27.0%	84.0%	6.5%	0.5%
REBECCA LYNN HOWARD Forgive (MCA)	20.0%	49.5%	29.0%	86.8%	7.0%	1.3%
MONTGOMERY GENTRY My Town (Columbia)	19.8%	48.5%	32.0%	89.3%	7.8%	1.0%
GARTH BROOKS Thicker Than Blood (Capitol)	17.8%	47.0%	26.3%	83.5%	8.0%	2.3%



Password of the Week: Schultz
Question of the Week: Think about the older music your favorite station plays. On a scale of 1-5 — with 1 meaning you don't want to hear them at all and 5 meaning you enjoy them and would like to hear more — how do you feel about hearing music from artists like Ronnie Milsap, The Judds, Tanya Tucker, Eddie Rabbit and other artists of that era? (Note: This is phase two, bringing the total sample to 400 persons.)

Total
 5. Really like: 37%
 4. Like: 28%
 3. Indifferent: 29%
 2. Dislike: 5%
 1. Strongly dislike: 1%

P1
 5. Really like: 37%
 4. Like: 27%
 3. Indifferent: 27%
 2. Dislike: 6%
 1. Strongly dislike: 3%

P2
 5. Really like: 34%
 4. Like: 30%
 3. Indifferent: 33%
 2. Dislike: 2%
 1. Strongly dislike: 1%

Male
 5. Really like: 37%
 4. Like: 29%
 3. Indifferent: 28%
 2. Dislike: 5%
 1. Strongly dislike: 1%

Female
 5. Really like: 38%
 4. Like: 26%
 3. Indifferent: 29%
 2. Dislike: 4%
 1. Strongly dislike: 3%

Total sample size is 400 persons weekly with a +/- 5% margin of error. Scoring is done each week using live interviewers conducting the interview with each respondent. Scores are: a) I Like It A Lot, In Fact It's One Of My Favorites b) I Like It c) It's Okay...Just So-So d) I Don't Like It e) I'm Tired Of Hearing It On The Radio f) I Don't Recognize It. To be included in the weekly callout songs must enter the top 40 positions on R&R's Country airplay chart. The sample is composed of 400 25-54 year-old persons who identify Country as their favorite music and who listen daily to competitive country radio in the sample markets. The sample is 50% male/female ... 1/3rd each in the 25-34, 35-44, and 45-54 demos. The sample is balanced by region, and markets within that region. Bullseye Callout is conducted in these regions and markets. Market selection is determined by Bullseye. **NORTHEAST:** Washington, DC., Harrisburg, PA., Providence, Rochester, NY., Springfield, MA., Hartford, Portland, ME., Portsmouth, NH. **SOUTHEAST:** Charlotte, Atlanta, Tampa, Nashville, Chattanooga, Mobile, AL., Charleston, SC., Jackson, MS. **MIDWEST:** Milwaukee, Cincinnati, Cleveland, Kansas City, Lansing, MI., Ft Wayne, IN., Rockford, IL., Indianapolis. **SOUTHWEST:** Dallas-Ft. Worth, Tucson, Albuquerque, Oklahoma City, Houston-Galveston, Phoenix, Lafayette LA., San Antonio. **WEST:** Portland, OR., Salt Lake City, Fresno, Bakersfield, Spokane, WA., Riverside-San Bernardino, Boise, Denver, Monterey-Salinas. © 2002 R&R Inc. © 2002 Bullseye Marketing Research Inc.

Country Crossroads

Top country hits and artist interviews along with Grammy winner Bill Mack's comments about living.

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Artist Title (Label)	TW	LW	Familiarity	Burn	TD	Familiarity	Burn
TOBY KEITH Courtesy Of The Red... (DreamWorks)	4.40	4.33	97%	14%	4.39	97%	13%
KENNY CHESNEY The Good Stuff (BNA)	4.35	4.32	98%	15%	4.29	97%	15%
GARY ALLAN The One (MCA)	4.27	4.29	96%	16%	4.23	95%	17%
TRACE ADKINS Help Me Understand (Capitol)	4.25	4.26	92%	11%	4.11	89%	15%
MARK CHESNUT She Was (Columbia)	4.23	4.13	90%	10%	4.16	88%	12%
DARRYL WORLEY I Miss My Friend (DreamWorks)	4.22	4.14	94%	16%	4.08	94%	19%
BRAD PAISLEY I'm Gonna Miss Her... (Arista)	4.18	4.08	99%	32%	4.01	99%	38%
JOE NICHOLS The Impossible (Universal South)	4.18	4.18	78%	9%	4.16	81%	11%
GEORGE STRAIT Living And Living Well (MCA)	4.17	4.20	98%	26%	4.02	98%	32%
MARTINA MCBRIDE Where Would You Be (RCA)	4.17	4.15	88%	12%	4.13	84%	12%
ALAN JACKSON Drive (For Daddy Gene) (Arista)	4.15	4.29	99%	34%	4.03	98%	41%
TRACY BYRD Ten Rounds With Jose Cuervo (RCA)	4.15	4.15	94%	17%	4.15	94%	17%
SARA EVANS I Keep Looking (RCA)	4.14	4.07	89%	13%	4.18	88%	13%
BRAD MARTIN Before I Knew Better (Epic)	4.13	4.03	81%	9%	4.09	83%	11%
LONESTAR Not A Day Goes By (BNA)	4.10	4.14	99%	28%	3.93	98%	34%
DIAMOND RIO Beautiful Mess (Arista)	4.08	4.14	82%	10%	4.06	83%	11%
BROOKS & DUNN My Heart Is Lost To You (Arista)	4.08	4.16	94%	20%	3.98	92%	21%
TIM MCGRAW Unbroken (Curb)	4.08	4.07	88%	9%	4.10	87%	9%
ANDY GRIGGS Tonight I Wanna Be Your Man (RCA)	4.07	4.06	96%	18%	3.95	94%	21%
STEVE AZAR I Don't Have To... (Mercury)	4.06	4.15	99%	33%	4.05	99%	33%
KELLIE COFFEY When You Lie Next To Me (BNA)	3.97	3.96	94%	24%	3.86	95%	29%
EMERSON DRIVE I Should Be... (DreamWorks)	3.96	4.00	98%	34%	3.93	98%	36%
BLAKE SHELTON Ol' Red (Warner Bros.)	3.93	3.85	93%	20%	3.87	93%	22%
DIXIE CHICKS Long Time Gone (Monument)	3.91	3.85	94%	18%	3.94	93%	17%
LEE ANN WOMACK Something Worth... (MCA)	3.87	3.72	73%	10%	3.91	74%	10%
SIXWIRE Look At Me Now (Warner Bros.)	3.85	-	57%	6%	3.88	52%	5%
PHIL VASSAR American Child (Arista)	3.83	3.89	84%	15%	3.86	85%	16%
JO DEE MESSINA Dare To Dream (Curb)	3.80	3.84	77%	13%	3.86	77%	12%
GARTH BROOKS Thicker Than Blood (Capitol)	3.60	3.75	68%	11%	3.66	67%	11%
PINMONKEY Barbed Wire And Roses (BNA)	3.52	3.54	68%	17%	3.45	70%	19%

Total sample size is 653 respondents. Total average favorability estimates are based on a scale of 1-5. (1=dislike very much, 5=like very much). Total familiarity represents the percentage of respondents who recognized the song. Total burn represents the number of respondents who said they are tired of hearing the song. Sample composition is based on persons 12+. TD = Target Demo (Males 18-34). Persons are screened via the Internet. Once passed, they can take the music test based on their format/music preference. RateTheMusic.com results are not meant to replace callout research. The results are intended to show opinions of participants on the Internet only. RateTheMusic is a registered trademark of RateTheMusic.com. The RTM system is available for local radio stations by calling 818/377-5300. RateTheMusic.com data is provided by Mediabase Research, A division of Premiere Radio Networks.

The New Artist Gallery



Bellamy Brothers

Redneck Girls Forever (Curb)

The Bellamy Brothers new album, *Redneck Girls Forever*, signals the duo's return to Curb Records. It was under the Curb banner that Howard and David Bellamy launched their career with the 1976 pop hit "Let Your Love Flow." On this hefty 18-song CD, the brothers' themes are as familiar as ever, including their sense of nostalgia on "The Andy Griffith Show" and "Come Back Gene and Roy." And David Bellamy has always had a knack for writing clever lyrics and song titles — such as "The Vertical Expression (of Horizontal Desire)." Excited about rejoining Mike Curb's label, David Bellamy says, "The reassociation with Curb is happening at a great time in the course of our music. Curb has consistently advanced the vision and out-of-the-box promotional style that really fit our philosophy of the music industry and our style of making music. We're pleased with what's happening." Appropriately, the album includes an updated version of the Bellamy Brothers hit "Redneck Girl."



Cross Canadian Ragweed

Live And Loud At ... (Smith Music)

Falling decidedly into the alternative country category, Cross Canadian Ragweed are not a Canadian act at all. The quartet's success in the Lone Star State has placed them at the center of the Texas music scene, but all the bandmembers were born and raised in Stillwater, OK. Having already opened shows for Willie Nelson, Merle Haggard, Pat Green and others, the band will log more than 300 gigs before the end of the year. Cross Canadian Ragweed's music is also being featured on a Dodge trucks commercial that will be airing on TV and radio throughout 2002. If you've ever ventured to Billy Bob's Texas in Ft. Worth, you know that the honky-tonk's clientele can be rather vocal about their discriminating musical tastes. Cross Canadian Ragweed's new CD documents one of the good nights at the club.



Darryl Worley

I Miss My Friend (DreamWorks)

Darryl Worley is currently enjoying a top 10 single with the title track from his second DreamWorks album, *I Miss My Friend*. The project was produced by Frank Rogers and DreamWorks/Nashville chief James Stroud. Explaining the sonic differences on his new album, Worley says, "This time we wanted to put my vocals out in front of the band a bit more. That was the spotlight, the focus, when we went into the studio. We wanted to step out on a limb and just put it right there in your face. The other thing we set out to do with this album was to show some diversity." Worley co-wrote seven songs for the album, which shows undercurrents of a struggle many great country artists have faced. Worley says, "It's complicated. When I saw that movie *The Apostle*, I saw myself in [the Robert Duvall character]. My parents did a wonderful job of instilling spiritual values in me. But from both sides of my family I've got these genes that make me want to go out and honky-tonk. I'm fighting myself constantly. I want to be this Christian guy who sets an example nobody can deny. Then I catch myself wanting to just rip and roar. What do you do?"

Watson's Preparedness Top 10

Continued from Page 46

6. Be Prepared to Spend: It costs money to have a diesel generator standing by for that moment when it's needed, but when it is needed, it's worth its weight in gold. If you do not have a reliable source for backup power, you may want to rethink what you'll be doing. Don't forget the monthly checks, and make certain the backup power source can withstand the entire load of your operation. Don't forget the transmitter site as well. Do you have at least one four-wheel-drive vehicle?

7. Just Because You May Be Small Doesn't Mean You're Not Important: Local stations are important to people in local areas. FCC rules say that you can stay on the air in times of local emergencies. Know what the FCC says you can do and know what the local community is going to expect of you. Work out details with local governmental officials in advance.

8. Cross Training: Know the capabilities of your staff and what they can do in their primary and secondary jobs. When the poop hits the fan is not the time to begin training someone to handle a new job. Make sure your people know how to do some of the technical jobs. Engineers are scarce these days — you'll wish you had at least five when things get messy.

9. Does someone on your staff know first aid? Perhaps you might want to ensure that you have someone on staff who is trained in it. Do you have a good first aid kit in the station? Where can the closest trained medical attention be found? How about getting to the hospital when roads are closed?

10. Keeping It Right On-Air: Know what your audience really wants. Know how you are going to provide that for them. Don't try to do what the big News/Talker across town is going to do. Be smart and bond with your audience in a way that will keep them with you. Use your network sparingly — just enough to keep listeners satisfied. Production pieces must be prepared well in advance and maintained. Have promos and liners written in advance. Get your "station voice" to build the teases and promos that you'll need. Will you want special music to fit the moment? Where is it and who knows how to get it? Things happen in the middle of the night and on weekends. Who is going to be responsible for notifying everyone? What will you do with your website? Who is going to maintain it for you as things are changing rapidly? Roll tape. Sometime later you'll want to know what you did. And you may even win an award.

New & Active

CAROLYN DAWN JOHNSON One Day Closer To You (Arista)

Total Plays: 134, Total Stations: 18, Adds: 17

TRAVIS TRITT Strong Enough To Be Your Man (Columbia)

Total Plays: 134, Total Stations: 17, Adds: 6

TRISHA YEARWOOD I Don't Paint Myself Into... (MCA)

Total Plays: 128, Total Stations: 21, Adds: 8

CHAD BROCK A Man's Gotta Do (Broken Bow)

Total Plays: 118, Total Stations: 12, Adds: 5

NEAL MCCOY What If (Warner Bros.)

Total Plays: 107, Total Stations: 14, Adds: 0

TY HERNDON A Few Short Years (Epic)

Total Plays: 104, Total Stations: 21, Adds: 2

Songs ranked by total points.



KID KELLY
kkelly@radioandrecords.com

Time To Step Up

□ The customer should always come first

by Lorrin Palagi, Zapoleon Media Strategies

Lorrin Palagi has been with Zapoleon Media Strategies for many years as a gifted and trusted consultant for many radio stations. His column is not intended to tick anyone off and is not directed toward anyone or any group owner in particular. His goal is simple: to supply you with food for thought — food for thought about tomorrow, since the industry's future will be decided today. Are you are empowered? Can you make positive changes? If so, consider making them ... now!

OK, let's see a show of hands of all those who think the state of radio is better today than it was five or six years ago? Yeah, that's what I thought.

Fear And Greed

It is disappointing to see what is happening to our industry. Common sense and professionalism have taken a backseat to fear and greed. Public companies are afraid of Wall Street and will do almost anything to please the stock analysts. In many cases, stock price drives more corporate decisions than customer service. That's a huge mistake. We should learn from the mistakes of other industries.

Here's one example: Bernard Ebbers recently stepped down as CEO of WorldCom because of the company's financial troubles, including the fact that its stock price had lost 80% of its value, plummeting from \$15.67 to \$2.47. Why? Because WorldCom's growth was based on acquisitions. In fact, the company made more than 60 acquisitions in the past 15 years. Finally, in 2000, federal regulators blocked WorldCom's \$129 billion merger with Sprint because it was anticompetitive.

Since Ebbers departed in April, WorldCom's bookkeeping has come under public scrutiny, driving the stock price down to 6 cents per share. But will WorldCom learn anything from all of this? Probably not. As the new CEO took over, he said, "The way to get growth in a company like this is to create large deals with large companies, and I do see this as one of my primary

roles." His focus seems to be on mergers and acquisitions, rather than building and serving a loyal customer base.

There are many solid radio companies that have learned to concentrate on serving customers rather than Wall Street. These companies make lots of money, have high employee morale and solid stock value. They aren't running around worrying about Wall Street's perceptions because they're too busy building a great product and developing customer loyalty. They know that if they concentrate on their core business, the stock price will take care of itself.

Take Control

The famous (and extremely wealthy) investor Warren Buffett has built his entire portfolio around customer-focused companies like Wrigley's, Gillette and Coca-Cola. These companies have learned to do what it takes to build loyalty among their customers instead of chasing the whims of fickle stock analysts.

I only hope that the big players in our industry will also exercise the wisdom of serving listeners and clients by creating and selling the best product possible, rather than trying to slash and cut their way to productivity. We should all try to sell spots for what they're worth for a change.

What can programmers do? Plenty. Speak up against running stopsets of seven units or more, especially since research shows that most listeners can no longer tolerate four or five. Tactfully express dissatisfaction with voicetracking and the lack of live, local, warm-blooded human beings who can connect personally with an audience in key dayparts.

Other options include explaining to upper management that "one size fits all" corporate contesting isn't always

the best solution for local radio stations. Programmers need to justify the staff of actual people needed to develop the street presence necessary to win big.

PDs need to convey to their superiors that, on average, listening levels are dropping at an alarming rate, and that slashing budgets and cutting advertising are not ways to succeed. It's amazing to me that every commercial station in America has a sales staff trying to convince clients that they need to advertise, yet somehow many radio companies think they themselves don't have to.

"It's amazing to me that every commercial station in America has a sales staff trying to convince clients that they need to advertise, yet somehow many radio companies think they themselves don't have to."

Being a PD is the most rewarding and fun job I've ever had, but it comes with a lot of responsibility. It's time for PDs to take back control of their product. Many programmers are so afraid of losing their jobs that they have become ineffectual "yes men" to the detached corporate powers-that-be, abdicating the position of product decisionmaker.

This is dangerous to the programmer and the company for the simple reason that corporate leaders are too far removed from the local stage to make decisions on that level. Don't misunderstand: It's not the PD's role to make all product decisions, but programmers need to step up and act on those they can make.

Satisfy The Customer

A few years ago I was the new PD at a formerly successful station that had



THIS IS NOT A MEN WITHOUT HATS AUDITION

The Pet Shop Boys recently stopped by KBIG/Los Angeles to promote their latest single, "Home and Dry." Seen here are (l-r) bandmember Neil Tennant, KBIG Asst. PD/MD Archer and bandmember Chris Lowe.

fallen on hard times. On my third day on the job I was standing in the lobby talking to someone when a young mother with two small kids and a baby came in to pick up some Elton John concert tickets she'd won. She excitedly struggled to get her young brood up to the reception desk, only to hear the receptionist say, "I'm sorry, but that concert was last night. You missed it."

Embarrassed and disappointed, the woman asked in disbelief, "Are you sure?" Yes, the receptionist was quite sure and said that she was sorry. As the dejected young mom was leaving, I caught her at the door and told her to wait, that we had an Elton John CD for her and would be sending her a check for \$150 so she could go to another concert of her choice or spend the money any way she wanted.

The change in her demeanor was amazing. She was blown away by the fact that we would go out of our way to make her happy because, after all, it wasn't the station's fault she missed the concert. She commented that businesses just don't do that kind of thing anymore, and her faith in customer service was restored. All it took was a measly \$150 to win a friend for life, yet it was the most effective \$150 we could have spent. The word-of-mouth from this satisfied listener alone was worth thousands.

After the woman left, the receptionist asked me if it was all right to spend the company's money like that. Wouldn't the higher-ups be upset? She expressed the prevailing attitude in this new world of skeleton-thin staffs and squeaky-tight budgets: There was no specific budget for that expense, and times were tight. I explained to her that it's never wrong to do the right thing and that I'd take care of that expense and all similar expenses in the future. I established a new policy right then to do everything reasonable to keep the customer satisfied. The receptionist and everyone else on staff were empowered to serve customers — in this case, listeners and clients — the way they saw fit. They were instructed to think it through and use their best judgment, but to always put the interest of the customer first.

It never amounted to much money — I think the most "extra" money we ever

spent on situations like this was \$600 in a month — but it was always money well-spent. Corporate never complained, because they came to realize that this was one of the ways we were working to put the station back on track.

By always serving the customer first, the station moved up 10 positions to No. 1 25-54 within a year. Being the No. 1 25-54 station in a top 10 market — or any market, for that matter — is a license to print money. It seems ridiculously foolish to think that we wouldn't spend an extra \$600 a month in unbudgeted money in order to achieve that kind of market position, doesn't it?

Speak Out

Would corporate have established this policy to help the station win if I hadn't? Well, they hadn't before I did. And I ask you: Is that the corporate edict at your company? Probably not, because many of today's radio players are focused on budgets rather than customers.

In a recent national survey, consumers were asked what was most important to them when purchasing goods and services, and the No. 1 response was "service." It was more important than price, quality, location, convenience or availability — many of the things corporate America thinks are most important. They also said it was the hardest to come by, which presents an incredible opportunity.

Here is the simple secret to success: Do whatever it takes to please the customer. Remember, service is the one thing customers want most and get least. So, don't sit back and blindly follow every corporate edict without at least discussing its merits and pitfalls. If PDs don't step up and speak out against these shortsighted tactics that are driving listeners away in droves, who will?

TALK BACK TO R&R!

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

Call me at 201-836-9333 or e-mail:

kkelly@radioandrecords.com

"Do whatever it takes to please the customer. Remember, service is the one thing customers want most and get least."



Bonnie Raitt Silver Lining

The new single and title track
from her critically acclaimed,
already gold album,
SILVER LINING.

Impacting July 15th



See Bonnie together with
Lyle Lovett on tour this summer!

Produced by Bonnie Raitt,
Mitchell Froom and Tchad Blake
Management: Ron Stone and Kathy Kane
for Gold Mountain Entertainment

bonnieraitt.com hollywoodandvine.com

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July 12, 2002

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LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
	1	CELINE DION A New Day Has Come (Epic)	2601	+59	311904	22	120/0
	2	FIVE FOR FIGHTING Superman (It's Not Easy) (Aware/Columbia)	2320	+16	308556	34	118/0
	3	JOSH GROBAN To Where You Are (143/Reprise)	2300	+152	268360	15	114/1
	4	MARC ANTHONY I Need You (Columbia)	2079	+39	247287	21	113/0
	5	ENRIQUE IGLESIAS Hero (Interscope)	2046	-74	267254	38	120/0
	6	JO DEE MESSINA Bring On The Rain (Curb)	1947	+5	193721	22	106/0
	7	BRYAN ADAMS Here I Am (A&M/Interscope)	1706	+209	223859	7	105/1
	8	DARYL HALL & JOHN OATES Do It For Love (BMG/Heritage)	1690	+100	219623	8	106/1
	9	MATCHBOX TWENTY If You're Gone (Lava/Atlantic)	1546	+34	191700	80	109/0
	10	VANESSA CARLTON A Thousand Miles (A&M/Interscope)	1496	+144	206504	11	81/3
	11	LONESTAR I'm Already There (BNA)	1478	+12	202199	44	108/0
	12	MICHAEL BOLTON Only A Woman Like You (Jive)	1286	-124	144638	19	107/0
	13	CAROLYN DAWN JOHNSON So Complicated (Arista)	1049	-52	95760	17	96/1
	14	SHERYL CROW Soak Up The Sun (A&M/Interscope)	991	+110	122249	9	61/5
	15	ENYA Wild Child (Reprise)	818	-366	88202	20	93/0
	16	JENNIFER LOPEZ Alive (Epic)	814	-2	87789	9	74/2
	17	CELINE DION I'm Alive (Epic)	802	+102	156204	4	77/10
	18	JAMES TAYLOR On The 4th Of July (Columbia)	614	+349	116559	2	65/6
	19	BONNIE RAITT I Can't Help You Now (Capitol)	558	-253	52634	16	84/0
	20	LUTHER VANDROSS I'd Rather (J)	514	-148	122371	16	67/0
	21	CALLING Wherever You Will Go (RCA)	476	+48	109544	13	24/1
	22	ELTON JOHN Original Sin (Rocket/Universal)	460	+42	88349	6	61/5
	23	JOHN MAYER No Such Thing (Aware/Columbia)	426	+79	42478	7	42/2
	24	ENRIQUE IGLESIAS Escape (Interscope)	402	-6	77209	10	27/0
	25	TAMARA WALKER Angel Eyes (Curb)	390	+54	32852	5	62/4
	26	MARC ANTHONY I've Got You (Columbia)	356	+45	84018	3	43/3
	27	GARTH BROOKS When You Come Back To Me Again (Capitol)	308	+1	26494	7	46/2
	28	BARRY MANILOW They Dance! (Concord)	237	-56	20498	6	42/2
	29	ALL-4-ONE & JIM BRICKMAN Beautiful As U (AMC)	223	-82	22082	16	50/0
Debut	30	MICHAEL OAMIAN Shadows In The Night (Modern Voices/Weir Bros.)	221	-10	15290	1	34/1

121 AC reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 6/30-7/6. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs between No. 11 and No. 15 are moved to recurrent after 50 weeks. Songs below No. 15 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (copyright 2002, The Arbitron Company). (C) 2002, R&R, Inc.

New & Active

MICHELLE BRANCH All You Wanted (Maverick/WB)
Total Plays: 205, Total Stations: 14, Adds: 1

KATHY MATTEA They Are The Roses (Narada)
Total Plays: 203, Total Stations: 39, Adds: 3

PET SHOP BOYS Home And Dry (Sanctuary/SRG)
Total Plays: 169, Total Stations: 29, Adds: 0

BEN GREEN Two To One (Artemis)
Total Plays: 158, Total Stations: 26, Adds: 1

STEELY Simple Girl (NFE)
Total Plays: 128, Total Stations: 27, Adds: 1

BRUCE SPRINGSTEEN The Rising (Columbia)
Total Plays: 107, Total Stations: 18, Adds: 7

STEVE HOLY Good Morning Beautiful (Curb)
Total Plays: 70, Total Stations: 21, Adds: 6

NORAH JONES Don't Know Why (Blue Note/Virgin)
Total Plays: 66, Total Stations: 16, Adds: 8

Songs ranked by total plays

Most Added

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
CELINE DION I'm Alive (Epic)	10
NORAH JONES Don't Know Why (Blue Note/Virgin)	8
BRUCE SPRINGSTEEN The Rising (Columbia)	7
JAMES TAYLOR On The 4th Of July (Columbia)	6
STEVE HOLY Good Morning Beautiful (Curb)	6
SHERYL CROW Soak Up The Sun (A&M/Interscope)	5
ELTON JOHN Original Sin (Rocket/Universal)	5
TAMARA WALKER Angel Eyes (Curb)	4
VANESSA CARLTON A Thousand Miles (A&M/Interscope)	3
MARC ANTHONY I've Got You (Columbia)	3
KATHY MATTEA They Are The Roses (Narada)	3

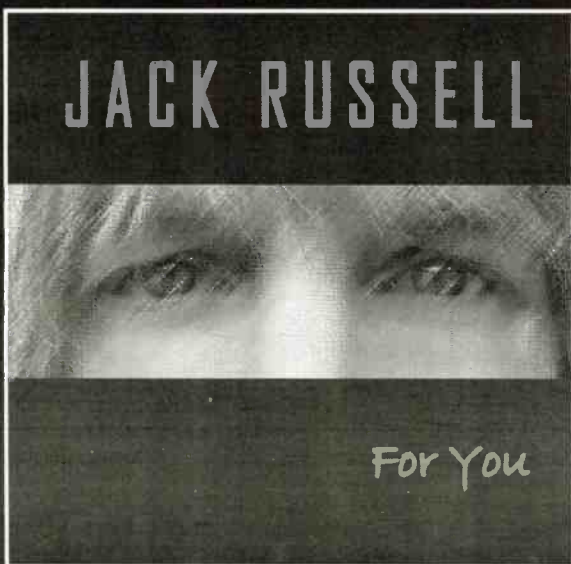
Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
JAMES TAYLOR On The 4th Of July (Columbia)	+349
CELINE DION God Bless America (Epic/Columbia)	+287
BRYAN ADAMS Here I Am (A&M/Interscope)	+209
JOSH GROBAN To Where You Are (143/Reprise)	+152
VANESSA CARLTON A Thousand Miles (A&M/Interscope)	+144
SHERYL CROW Soak Up The Sun (A&M/Interscope)	+110
CELINE DION I'm Alive (Epic)	+102
D. HALL & J. OATES Do It For Love (BMG/Heritage)	+100
LEANN RIMES I Need You (Curb)	+86
FAITH HILL Star Spangled Banner... (Warner Bros.)	+83

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
LEE ANN WOMACK I Hope You Dance (MCA/Universal)	1407
TRAIN Drops Of Jupiter (Tell Me) (Columbia)	1277
ENYA Only Time (Reprise)	1254
DIDO Thankyou (Arista)	1193
SAVAGE GARDEN I Knew I Loved You (Columbia)	964
LEANN RIMES I Need You (Curb)	891
FAITH HILL There You'll Be (Warner Bros.)	844
'N SYNC This I Promise You (Jive)	822
H. LEWIS & G. PALTROW Cruisin' (Hollywood)	812
FAITH HILL The Way You Love Me (Warner Bros.)	780
UNCLE KRACKER Follow Me (Top Dog/Lava/Atlantic)	771
DIAMOND RIO One More Day (Arista)	757
CELINE DION That's The Way It Is (Epic)	702
LEANN RIMES Can't Fight The Moonlight (Curb)	592
O-TOWN All Or Nothing (J)	580

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 Management: Manic Music Management Inc. Paul Woolnough (818)906-0517 manicmanagement@aol.com

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Table with 8 columns: Artist Title (Label), TW, LW, Familiarity, Burn, TD, Familiarity, Burn. Lists top AC songs like 'Do It For Love' by Hall & Oates and 'Here I Am' by Bryan Adams.

Total sample size is 255 respondents. Total average favorability estimates are based on a scale of 1-5. (1=dislike very much, 5=like very much). Total familiarity represents the percentage of respondents who recognized the song.

Indicator

Most Added

- VANESSA CARLTON A Thousand Miles (A&M/Interscope)
JAMES TAYLOR On The 4th Of July (Columbia)
DARYL HALL & JOHN OATES Do It For Love (BMG/Heritage)

PLEASE SEND YOUR PHOTOS

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

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Reporters

Grid of reporter names and stations across various US cities, including Albany, NY; Boston, MA; Columbus, OH; Wayne, NJ; Johnson City, TN; Madison, WI; New York, NY; Raleigh-Durham, NC; Seattle-Tacoma, WA; Tucson, AZ; etc.

Monitored Reporters 138 Total Reporters
121 Total Monitored
17 Total Indicator
16 Current Indicator Publications
Did Not Report For Two Consecutive Weeks; Data Not Used (1): WGN/Wilmington, NC



**KOST
103.5FM**

What a way to come back from a recording respite! I'm guessing that now that Celine Dion has followed her dream of expanding her family, she's decided to expand her hit portfolio too. "A New Day Has Come" and "I'm Alive" sound really good on L.A.'s KOST. I feel they both have huge female appeal while they maintain Celine's unique sound. • Another song that is lighting up the KOST request lines and creating many an e-mail inquiries is the one that listeners think is Andrea Bocelli. In reality, it's the one and only 20-something Josh Groban, with "To Where You Are." Josh somehow manages to create an opera feel, mixed with a contemporary sound. • Finally, we are also receiving lots of phone requests for "I'd Rather" by Luther Vandross. Men may not get the lyrics, but women understand it and love it. Many women have likely uttered the words "I'd rather have bad times with you/Than good times with someone else," and they can definitely relate to the rest of Luther's lyrics too.

Congrats to Pete Cosenza and the Big Red Hot AC crew, who are undoubtedly enjoying the lightning ascent of Bruce Springsteen & The E Street Band's "The Rising" (Columbia). The song, which debuted last week, leaps to the No. 29 spot ... Avril Lavigne's "Complicated" (Arista) maintains a solid No. 4 perch, up a whopping 248 plays ... Kroeger & Scott's "Hero" (Roadrunner/Columbia/IDJMG) snatches the top five ring, moving 7-5* and up 273 plays ... Creed's "One Last Breath" (Wind-up) is up 186 plays, despite holding at No. 15 in a tight chart ... Dishwalla's "Somewhere in the Middle" (Immergent) has the No. 1 net positive score in Mediabase's National Callout while only 62% familiar ... Debuting: Carolyn Dawn Johnson's "So Complicated" (Arista) and BBMak's "Out of My Heart" (Hollywood) ... At AC, score another for Elaine Locatelli as the Columbia crew pull a Bruce and rocket James Taylor's "On the 4th of July" up the chart 30-18* after last week's debut ... Bryan Adams (A&M/Interscope) glides 9-7* and is up 209 plays with "Here I Am" ... Josh Groban's "To Where You Are" (143/Reprise) remains solid at No. 3 ... On the research tip, Hall & Oates' "Do It for Love" (BMG/Heritage) is the No. 1 song on the RateTheMusic survey ... Debuting: Michael Damian's "Shadows of the Night" (Mod/Weir Bros.).

— Kid Kelly, AC/Hot AC Editor



artist activity

ARTIST: Norah Jones
LABEL: Blue Note/Virgin

By KID KELLY/AC-HOT AC EDITOR



Norah Jones

Blue Note/Virgin artist Norah Jones was born in New York on March 30, 1979. When she was 4 years old, her mom moved her to Grapevine, TX, a suburb of Dallas. Norah became a jazz fan while attending Dallas' High School for the Performing and Visual Arts, so after high school she attended the University of North Texas, majoring in jazz piano.

After two years of college Norah decided to take a trip back to New York, but, once there, she realized that she wouldn't be leaving the Big Apple anytime soon. She says, "The music scene in New York is so huge. I found it very exciting. I especially enjoyed hearing amazing songwriters. Everything opened up for me. I couldn't leave."

So she started hanging out at clubs with local songwriters, and that inspired her to begin writing her own songs. Norah eventually became part of a band, playing piano and singing. In October 2000 the band banged out a demo for Blue Note — a pivotal point in Norah's career and the perfect opportunity for her to find her professional self. That demo cleared the path for Norah's current CD, *Come Away With Me*.

Norah says, "I feel like this record is a pretty full expression of where I am now. It's music of mine and many of my friends and also some jazz standards and covers. The environment was great. I felt very comfortable with all the musi-

cians. It was a real collaborative effort. It felt like we were making a record in my living room. Most of it was recorded pretty much live, with extra guitar and voice overdubs here and there."

What Norah Jones has created musically is, without question, groundbreaking. She twists a folksy sound into her unique version of pop, with a taste of jazz, or even soul. And here's the best part: Although Norah has always enjoyed singing, it was never her intent to be a singer. So her unique, sultry voice can be considered an added gift to us.

Norah has toured Europe and performed at festivals and venues throughout the U.S. She's currently opening a series of shows for The Indigo Girls and is scheduled to join The Dave Matthews Band on tour later this month.

KLLC and KIOI in San Francisco are both experiencing incredible success with Norah Jones. KIOI Asst. PD/MD James Baker says, "One of the biggest surprises of 2002 so far is Norah Jones' 'Don't Know Why.' It stands out like no other song on Star 101.3 and is generating both phones and sales in the Bay Area." Once you hear her, you'll know why it's time to get to know Norah Jones.

TELL US WHAT YOU THINK!

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R&R Hot AC Top 40

July 12, 2002

Powered By



LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ADDS
1	1	SHERYL CROW Soak Up The Sun (A&M/Interscope)	3589	-43	359225	20	87/0
3	2	JIMMY EAT WORLD The Middle (DreamWorks)	3425	+42	357541	17	84/0
2	3	VANESSA CARLTON A Thousand Miles (A&M/Interscope)	3358	-86	324450	19	85/0
4	4	AVRIL LAVIGNE Complicated (Arista)	3165	+248	318565	13	84/1
7	5	C. KROEGER F.J. SCOTT Hero (Roadrunner/Columbia/IDJMG)	2794	+273	260579	9	80/0
6	6	JOHN MAYER No Such Thing (Aware/Columbia)	2709	+112	298576	21	85/0
5	7	CALLING Wherever You Will Go (RCA)	2703	-160	267638	42	85/0
8	8	NICKELBACK How You Remind Me (Roadrunner/IDJMG)	2344	-53	243305	36	81/0
10	9	PUDDLE OF MUDD Blurry (Flawless/Geffen/Interscope)	2166	-58	211508	24	64/0
9	10	GOO GOO DOLLS Here Is Gone (Warner Bros.)	2110	-140	216997	18	76/0
11	11	MICHELLE BRANCH All You Wanted (Maverick/WB)	2108	-33	211347	26	70/0
12	12	DAVE MATTHEWS BAND Where Are You Going (RCA)	2106	+29	228133	8	82/0
13	13	NO DOUBT Hella Good (Interscope)	1886	+112	172461	11	60/0
14	14	TRAIN Drops Of Jupiter (Tell Me) (Columbia)	1641	-59	161395	70	83/0
15	15	CREED One Last Breath (Wind-up)	1607	+186	128858	7	71/1
16	16	PINK Don't Let Me Get Me (Arista)	1410	+29	123261	12	37/1
17	17	DEFAULT Wasting My Time (TVT)	1273	+37	137076	20	45/0
18	18	JACK JOHNSON Flake (Enjoy/Universal)	1258	+138	140181	9	62/5
19	19	THE CORRS When The Stars Go Blue (143/Lava/Atlantic)	1163	+45	127187	10	64/1
23	20	ALANIS MORISSETTE Precious Illusions (Maverick/Reprise)	1013	+33	97886	5	61/2
21	21	RUBYHORSE Sparkle (Island/IDJMG)	1008	+4	99832	10	56/1
22	22	DROPLINE Fly Away From Here (...Day) (143/Reprise)	1005	+8	86262	8	62/0
20	23	CALLING Adrienne (RCA)	932	-109	88719	11	61/0
24	24	DISHWALLA Somewhere In The Middle (Immergent)	906	+69	59423	9	46/0
25	25	COUNTING CROWS American Girls (Geffen/Interscope)	863	+40	105526	7	50/1
27	26	DIRTY VEGAS Days Go By (Capitol)	839	+71	73877	5	39/5
28	27	NICKELBACK Too Bad (Roadrunner/IDJMG)	753	+1	40485	9	23/0
26	28	SHAKIRA Underneath Your Clothes (Epic)	716	-57	56440	10	32/0
39	29	BRUCE SPRINGSTEEN The Rising (Columbia)	650	+358	92344	2	44/6
29	30	NORAH JONES Don't Know Why (Blue Note/Virgin)	648	+87	75912	3	42/4
31	31	OUR LADY PEACE Somewhere Out There (Columbia)	605	+99	64529	4	40/3
30	32	SEVEN AND THE SUN Walk With Me (Atlantic)	596	+42	52506	4	37/0
37	33	311 Amber (Volcano)	427	+98	33426	2	26/1
35	34	ENRIQUE IGLESIAS Escape (Interscope)	426	+22	64372	9	10/0
36	35	COURSE OF NATURE Caught In The Sun (Lava/Atlantic)	380	-7	24882	8	20/1
32	36	MOBY We Are All Made Of Stars (V2)	380	-122	31420	6	34/3
34	37	ABANDONED POOLS Remedy (Extacy)	355	-51	39093	7	28/3
Debut	38	CARDLYN DAWN JOHNSON So Complicated (Arista)	319	+57	21240	2	27/1
38	39	SHEILA NICHOLLS Faith (Essexgirl/Hollywood)	315	+10	32420	2	28/0
Debut	40	BBMAK Out Of My Heart (Into Your...) (Hollywood)	299	+112	28265	1	26/3

Most Added®

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ARTIST TITLE LABEL(S)	ADDS
MICHELLE BRANCH Goodbye To You (Maverick/WB)	13
JENNIFER LOVE HEWITT BareNaked (Jive)	13
ELVIS VS. JXL A Little Less Conversation (RCA)	11
BRUCE SPRINGSTEEN The Rising (Columbia)	6
JACK JOHNSON Flake (Enjoy/Universal)	5
DIRTY VEGAS Days Go By (Capitol)	5
SPLENDER Save It For Later (J)	5
JEWEL This Way (Atlantic)	5
NORAH JONES Don't Know Why (Blue Note/Virgin)	4

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
BRUCE SPRINGSTEEN The Rising (Columbia)	+358
C. KROEGER F.J. SCOTT Hero (Roadrunner/Columbia/IDJMG)	+273
AVRIL LAVIGNE Complicated (Arista)	+248
CREED One Last Breath (Wind-up)	+186
JACK JOHNSON Flake (Enjoy/Universal)	+138
COLDFEEL In My Place (Capitol)	+128
SPLENDER Save It For Later (J)	+125
JOHN MAYER No Such Thing (Aware/Columbia)	+112
NO DOUBT Hella Good (Interscope)	+112
BBMAK Out Of My Heart (Into Your...) (Hollywood)	+112

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
LIFEHOUSE Hanging By A Moment (DreamWorks)	1408
JEWEL Standing Still (Atlantic)	1357
FIVE FOR FIGHTING Superman... (Aware/Columbia)	1325
CREED My Sacrifice (Wind-up)	1225
ALANIS MORISSETTE Hands Clean (Maverick/Reprise)	1203
DIDO Thankyou (Arista)	960
STAINED It's Been Awhile (Flip/Elektra/EEG)	879
LINKIN PARK In The End (Warner Bros.)	874
MATCHBOX TWENTY If You're Gone (Lava/Atlantic)	856
UNCLE KRACKER Follow Me (Top Dog/Lava/Atlantic)	854
SUGAR RAY When It's Over (Lava/Atlantic)	826
3 DOORS DOWN Be Like That (Republic/Universal)	807
DAVE MATTHEWS BAND The Space Between (RCA)	777
INCUBUS Drive (Immortal/Epic)	767
NELLY FURTADO I'm Like A Bird (DreamWorks)	742

R&R Station Playlists have moved to the web.
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90 Hot AC reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 6/30-7/6. Bullseyes appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 15 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (copyright 2002, The Arbitron Company). (C) 2002, R&R, Inc.

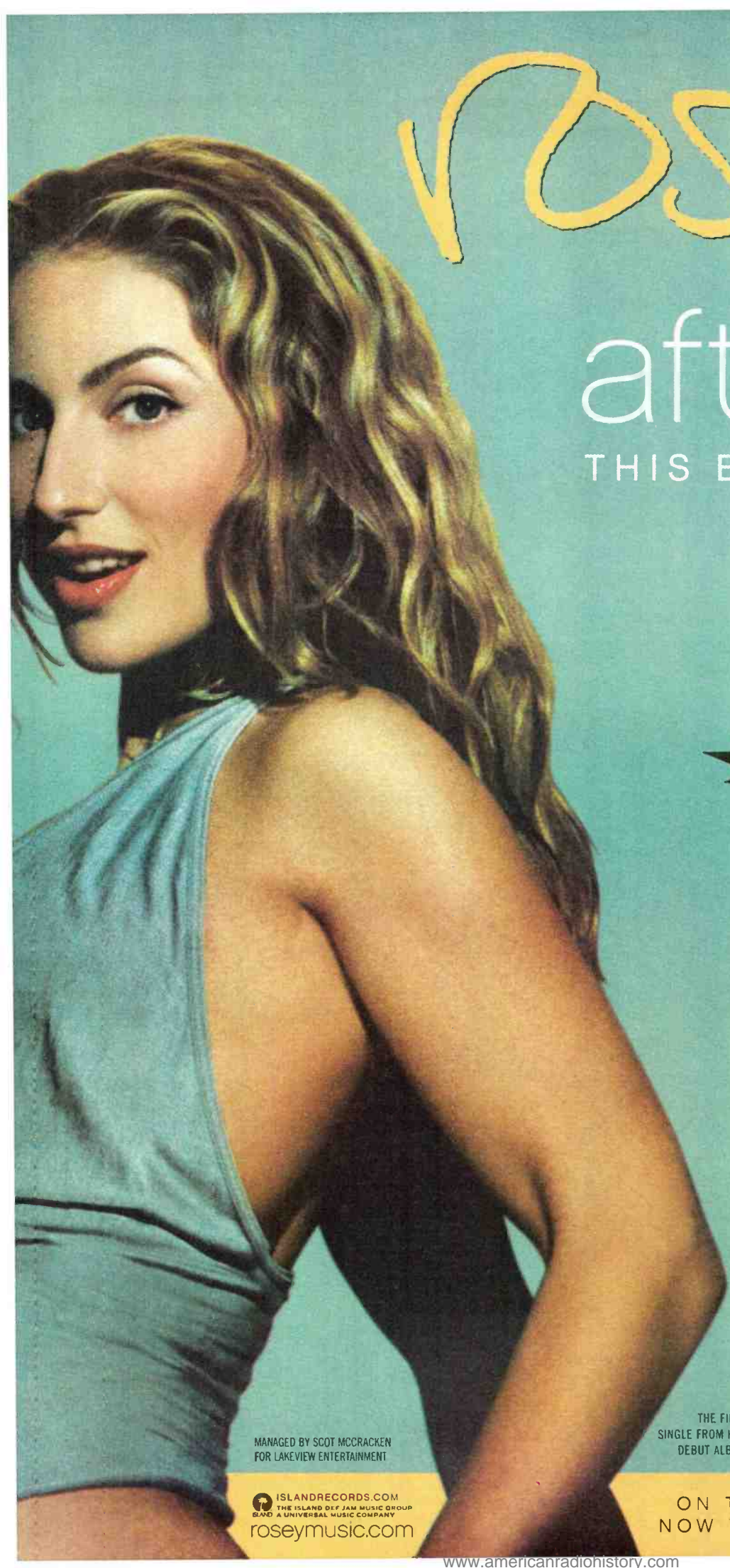
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America's Best Testing Hot AC Songs 12+ For The Week Ending 7/12/02

Table with columns: Artist Title (Label), TW, LW, Familiarity, Burn, TD, Familiarity, Burn. Lists top 50 songs including Avril Lavigne, Jimmy Eat World, John Mayer, etc.

Total sample size is 475 respondents. Total average favorability estimates are based on a scale of 1-5. (1=dislike very much, 5=like very much). Total familiarity represents the percentage of respondents who recognized the song.

Indicator

Most Added

- BRUCE SPRINGSTEEN The Rising (Columbia)
NDRAH JONES Don't Know Why (Blue Note/Virgin)
SHEILA NICHOLLS Faith (Essexgirl/Hollywood)

New & Active

- STRETCH PRINCESS Freakshow (Wind-up)
SPLENDER Save It For Later (J)
Total Plays: 232, Total Stations: 29, Adds: 5

Songs ranked by total plays

Reporters

Grid of reporter information including station call letters, location, and reporter name. Includes logos for Mediabase and NAB.



CAROL ARCHER
archer@radioandrecords.com

Learn, Adapt, And Keep The Faith

Format pioneer and Just Koz Entertainment CEO Frank Cody speaks

Before presentation of the Smooth Jazz Industry Achievement Awards at R&R Convention 2002, I asked Frank Cody — surely a man who needs no introduction — to address the format family. As expected, Cody's remarks proved insightful and inspiring. His additional comments from that day will appear in future issues of R&R.

Here we are. Now what are we going to do? And how did we get into this mess anyway? I ask because I question whether or not it's really a mess. I do know there are a lot of people who feel forlorn and heartbroken about changes that have been taking place in the radio business in general and Smooth Jazz in particular.



Frank Cody

One thing's for sure, the bull market was a lot more fun than the bear market. Remember when everyone was optimistic about the future, not busy covering their asses to keep their jobs? The possibilities seemed endless. It's almost a cliché: Change is the essence of progress, but change for its own sake is also chaos. Change is not a process for the impatient, and computers have a lot to do with that. A computer lets you make more mistakes faster than any invention in human history, except perhaps the handgun and tequila.

To this day I rely on a phrase I heard Earl Nightingale say on the radio when I was 13: "You become what you think about most." Last year I learned he was paraphrasing Siddhartha.

Art And Commerce

On the monumental day that I realized this is my last year in the demo, I also realized that I've been in entertainment — radio, music, puppet shows — longer than the remaining years of my life, at least according to the statistics. It's sobering to realize that we're all older and have things to consider as the clock is ticking.

People ask, "Is our moral compass rusty? Are we suffering from a crisis of situational ethics? Is all of what we're doing just about making money?" In entertainment, yes and no, because without commerce, there is no art; without art, there is no commerce.

But ad agencies in Taiwan don't have graphic artists, because everybody in the agency has the aesthetics of art and design, along with the skills to execute it, and contributes to the look of a campaign.

In Bali there is no word for art because every aspect of life is approached with an eye for appreciation of aesthetics.

When an old Indian master of dance was asked what he imagined when he performed, he replied, "It's simple. I try to bring together all that I've experienced in my life so that I make what I am doing a witness to what I have felt and understood."

But in this business, one thing we've learned for sure is, when someone says, "It's the principle, not the money," trust me, it's the money. I'm concerned what that may portend for our industries and our culture.

Burned By Burning

There is a whole generation of young people who take for granted that music should be free. They've downloaded, burned, traded favorite tracks on shareware and peer-to-peer networks, swapped songs and ripped CDs without even thinking twice. And that's not about to change. According to the Edison Media "Ultimate Record Buyer Study II" presented at R&R Convention 2002, the vast majority of teens have no moral issues about downloading music over the Internet.

Seventy-four percent of 12-17-year-olds said there is nothing morally wrong about downloading music — it's free, after all. And more than half have burned someone else's copy of a CD instead of buying it. Twenty-two percent of Americans 12-24 agree with this phrase: "You no longer have to buy CDs because you can download the music for free on the Inter-

net." That's almost a quarter of the population!

"Ripped CDs" — that's quite a revealing term. "I'm gonna rip that CD. After all, like, the record companies rip off the artists, man! And they're just part of the whole big conglomerate, because, like, that's just the way the world works, dude. My dad cheats on his taxes anyway."

A lot of artists would agree with those kids, as demonstrated by the coalition of artists addressing record companies, demanding changes in the terms of recording contracts. "It's really not stealing," everyone convinces themselves. "Not really stealing."

Personally, I loved Napster, and I really got hooked on it. I'd be up until 4am downloading stuff. It was the only way I could locate rare tracks that I had misplaced or lost in the flood at my house. It was also the only way to find some really cool, obscure stuff that labels no longer find profitable for traditional distribution. But I've always wondered how Napster's founder, Shawn Fanning, would have felt if I had written software that would have allowed you to download Napster stock for free.

Why Download?

It seems that half the world is viewing the current situation through a fog, because for every Napster that fails, there is a Morpheus, a Gnutella, a Kazaa that pops up to take its place. So we have to ask ourselves, "Why do people download music from the Internet in the first place?" Other than the obvious — it's free and convenient — it's for the same reason that most of us got into the record business or radio in the first place: because we loved the music!

But it's also because when you download music and trade it with friends and say, "Have you heard this track? It's unbelievable!" you are defining who you are. And isn't that what we all are, the sum of our choices? We are the music we listen to, the food we eat, what we wear and the advice we give. We're the wisdom we've collected and pass on.

Just an opinion, but we humans are not really physical beings having a spiritual experience. We're spiritual beings having a physical experience. And we are sharing this through our

"Personally, I loved Napster, and I really got hooked on it. But I've always wondered how Shawn Fanning would have felt if I had written software that would have allowed you to download Napster stock for free."

magical ability to communicate, through energy, through the exchange of information.

That is what is so fantastic about music. Musicians send out those vibrations, lift your spirits and take you away. It is so remarkable, so fantastic. I still claim radio is voodoo, sending sound through the air invisibly. It's magic, miraculous. Still, it's all only a tool, and what we decide to make with this tool — ah, that's where responsibility, creativity and commerce converge.

With so many people you know who are not very happy right now, imagine this: What would it be like if, say, just half of us negotiated with one another in business or in everyday life with the motive of striking the best possible deal for the other person as well as ourselves? How would that change the equation?

I know what you're thinking: "He's off on a Pollyanna-ish jag, and pretty soon he's gonna drag out that old golden rule." But the golden rule is one rule that really works: "Treat other people as you would like to be treated."

Eye For An Eye?

We all concede that these are very precarious times. It's a time of greed, resentment and hostility — and I'm not just talking about the situation in the Middle East or the conflict between India and Pakistan. The con-

cept of an eye for an eye is woefully outdated. When you think about it, what is the end result of an eye for an eye? We would all be blind.

So it goes back to "you get what you give." What do you get and how do you give it? You give it by passing it on, by being honest and by sharing information. It's funny. I think I've learned as much about radio from the films of Fellini, Hitchcock and Chuck Jones — you know his creation, Daffy Duck, one of my heroes and a major inspiration in my life. No matter what knocked Daffy down, he always bounced back full-force. I have learned as much about radio from those entities as I've learned from any organized curriculum of radio. And I've learned more from you and from the fraternity and sorority of all of us exchanging information at events like this R&R Convention than I ever learned in college.

Something else we've learned — [KTWV/Los Angeles PD] Chris Brodie and I were just talking about this — positive reinforcement is vastly superior to negative criticism. You get much faster and better results by offering positive reinforcement than by focusing on mistakes or shortcomings. That doesn't just apply to aircheck sessions, but also to working with the sales team, partnering with a record company or requesting that an artist perform at your festival. Anything.

CHRIS BOTTI

"Lisa"

Just Powered Up at
KTWV/Los Angeles!!

Most Added!

KTWV
WJZA
WEIB
KRQS
KSBR



"You get much better results by offering positive reinforcement than focusing on mistakes."

R&R Smooth Jazz Top 30

July 12, 2002

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
	1	CRAIG CHAQUICO Luminosa (Higher Octave)	906	+8	119486	13	39/0
	2	BONEY JAMES RPM (Warner Bros.)	902	+9	132811	14	39/0
	3	PETER WHITE Bueno Funk (Columbia)	796	-26	126672	17	39/0
	4	JOE SAMPLE X Marks The Spot (PRA/GRP/VMG)	646	+72	94052	9	42/0
	5	JOYCE COOLING Daddy-O (GRP/VMG)	645	+21	76859	15	38/0
	6	DOWN TO THE BONE Electra Glide (GRP/VMG)	600	+15	95089	11	38/0
	7	NORAH JONES Don't Know Why (Blue Note/Virgin)	574	+14	72495	12	40/0
	8	JEFF GOLUB Cut The Cake (GRP/VMG)	553	-105	59662	21	33/0
	9	KIM WATERS In The House (Shanachie)	489	+38	95153	10	36/0
	10	BRAXTON BROTHERS Whenever I See You (Peak)	484	+9	84345	14	38/0
	11	JIMMY SOMMERS Lowdown (Higher Octave)	482	-25	51601	24	29/0
	12	ALFONZO BLACKWELL Funky Shuffle (Shanachie)	476	-50	57043	28	28/0
	13	LARRY CARLTON Morning Magic (Warner Bros.)	473	+40	81449	7	38/0
	14	SPECIAL EFX Cruise Control (Shanachie)	459	+23	73257	7	38/2
	15	STEVE COLE So Into You (Atlantic)	435	-29	70619	17	34/0
	16	BRIAN CULBERTSON Without Your Love (Warner Bros.)	434	-22	61926	9	37/0
	17	NORMAN BROWN Just Chillin' (Warner Bros.)	403	+106	61370	4	37/0
	18	CELINE DION A New Day Has Come (Epic)	390	-10	33668	20	25/0
	19	BOZ SCAGGS Miss Riddle (Virgin)	376	-33	35971	19	25/0
	20	GERALD ALBRIGHT Ain't No Stoppin' (GRP/VMG)	365	+38	55346	5	33/0
	21	LUTHER VANDROSS I'd Rather (J)	295	+28	38426	6	20/1
	22	EUGE GROOVE Slam Dunk (Warner Bros.)	286	+26	53631	3	31/4
	23	JOE MCBRIDE Woke Up This Morning (Heads Up)	274	+23	34903	5	26/2
	24	RICHARD ELLIOT Shotgun (GRP/VMG)	258	-4	34691	18	23/0
	25	CHUCK LOEB Sarao (Shanachie)	253	+38	39076	3	25/1
	26	JONATHAN BUTLER Wake Up (Warner Bros.)	247	+34	27160	3	24/2
	27	SADE Somebody Already Broke My... (Epic)	239	+45	26196	4	17/1
	28	GREG ADAMS Roadhouse (Ripa)	192	+23	31412	2	17/1
Debut	29	FOURPLAY Rollin' (Bluebird/RCA Victor)	191	+63	25746	1	20/0
Debut	30	3RD FORCE I Believe In You (Higher Octave)	173	+15	10982	1	18/0

42 Smooth Jazz reporters. Songs ranked by total plays for the airplay week of 6/30-7/6. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the most stations is placed first. Songs below No. 15 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (copyright 2002). The Arbitron Company. (C) 2002, R&R, Inc.

New & Active

WILL DOWNING I Can't Help It (GRP/VMG)

Total Plays: 141, Total Stations: 9, Adds: 0

JULIA FORDHAM F/INDIA.ARIE Concrete Love (Vanguard)

Total Plays: 125, Total Stations: 9, Adds: 0

BOYZ II MEN The Color Of Love (Arista)

Total Plays: 118, Total Stations: 7, Adds: 0

REMY SHAND Take A Message (Motown)

Total Plays: 103, Total Stations: 8, Adds: 0

VICTOR FIELDS Walk On By (Regina)

Total Plays: 88, Total Stations: 5, Adds: 0

JIM WILSON F/E. HARP River (Hillsboro)

Total Plays: 83, Total Stations: 8, Adds: 0

JEFF KASHIWA 3-Day Weekend (Native Language)

Total Plays: 74, Total Stations: 14, Adds: 5

MARC ANTOINE Cruisin' (GRP/VMG)

Total Plays: 73, Total Stations: 9, Adds: 1

PAUL HARDCASTLE Desire (Trippin' n Rhythm)

Total Plays: 70, Total Stations: 8, Adds: 1

STEVE OLIVER High Noon (Native Language)

Total Plays: 68, Total Stations: 9, Adds: 1

Songs ranked by total plays

Most Added

ARTIST TITLE LABEL(S)	ADDS
DAVID BENOIT Then The Morning Comes (GRP/VMG)	6
JEFF KASHIWA 3-Day Weekend (Native Language)	5
EUGE GROOVE Slam Dunk (Warner Bros.)	4
CHRIS BOTTI Lisa (Columbia)	3
SPECIAL EFX Cruise Control (Shanachie)	2
JOE MCBRIDE Woke Up This Morning (Heads Up)	2
JONATHAN BUTLER Wake Up (Warner Bros.)	2
MIKE PHILLIPS Will You Stick With Me (Hidden Beach)	2
RICHARD ELLIOT Q.T. (GRP/VMG)	2

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
NORMAN BROWN Just Chillin' (Warner Bros.)	+106
JOE SAMPLE X Marks The Spot (PRA/GRP/VMG)	+72
JEFF KASHIWA 3-Day Weekend (Native Language)	+64
FOURPLAY Rollin' (Bluebird/RCA Victor)	+63
SADE Somebody Already Broke My... (Epic)	+45
LARRY CARLTON Morning Magic (Warner Bros.)	+40
KIM WATERS In The House (Shanachie)	+38
GERALD ALBRIGHT Ain't No Stoppin' (GRP/VMG)	+38
CHUCK LOEB Sarao (Shanachie)	+38
JULIA FORDHAM F/INDIA.ARIE Concrete Love (Vanguard)	+36

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
DAVID BENOIT Snap! (GRP/VMG)	198
PIECES OF A DREAM Night Vision (Heads Up)	167
ACOUSTIC ALCHEMY Tuff Puzzle (Higher Octave)	155
SADE Lovers Rock (Epic)	154
GREGG KARUKAS Night Shift (N-Coded)	148
DAVID LANZ That Smile (Decca)	134
ENYA Only Time (Reprise)	132
KEVIN TONEY Passion Dance (Shanachie)	125
DIANA KRALL S'Wonderful (Verve/VMG)	122
KIRK WALUM I Try (Warner Bros.)	121
CHRIS BOTTI Through An Open... (Columbia)	113
ERIC MARIENTHAL Lefty's Lounge (Peak)	106
MARC ANTOINE On The Strip (GRP/VMG)	105
CHUCK LOEB Pocket Change (Shanachie)	103
JEFF LORBER Ain't Nobody (Samson/Gold Circle)	80
STING Fragile (A&M/Interscope)	69
DIANA KRALL The Look Of Love (Verve/VMG)	64
GERALD VEASLEY Do I Do (Heads Up)	62
WAYMAN TISDALE Can't Hide Love (Atlantic)	58
LARRY CARLTON Deep Into It (Warner Bros.)	58
FATBURGER Evil Ways (Shanachie)	40



fourplay Rollin'

R&R Smooth Jazz Debut **29** in just 3 weeks!

Top 5 most Increased Plays +63 2 weeks in a row

Already Rollin' at:

KTWV WNUA KIFM WSSM KJCD WNWV KCIY
 WJZI KBZN WJZA WLOQ KOAS WJZN WJZW
 WZMR KEZL WEIB KUJZ KSBK JRN

Contact: Dave Einstein RCA Victor Group (212)930-4485 or
 All That Jazz (310)395-6995

On Tour Now



ON THE RECORD

With
Bret Michael
Asst. PD/MD, KOAI/Dallas



Getting a record added on KOAI is a daunting task. There are specific things that we're looking for, based on what listeners have told us they've liked in the past. Unlike the stock market, where "past performance is no guarantee of future results," the best way to predict what someone might like, and even how someone might behave, in the future is to examine what they've liked in the past.

● There's a common misconception that research only gauges familiarity. That's true

to a point, because people tend to have stronger opinions, both positive and negative, about things with which they are familiar. But to say that this is the limit of research's use is to ignore the predictive value of correctly interpreted research. Programmers and music directors must use their gut when listening to new music, but that gut feeling must be tuned to what listeners have liked in the past. ● Time after time, listeners respond positively to songs with great melodies, songs that are well-developed over

the course of the tune, songs that have modern, exciting production values and limited improvisation and songs that are bright and positive-sounding. This is the point of departure for KOAI PD Maxine Todd and me when we consider new music. ● As programmers and music directors, it's very hard for us to listen to the station like regular listeners. It's easy for us to overestimate how much new music our listeners can absorb at once. I also think that we misjudge how long a song remains "new" to listeners. ● *Stay tuned for more from Michael next week.*

Craig Chaquico's "Luminosa" (Higher Octave) maintains its grip on No. 1 for the second week. Indie Roger Lifeset received due props here last week, but let's not overlook the role of Future Groove's David Kunert in partnership with Lifeset on the project ... With an impressive 7-4* move and status as the week's second Most Increased track with a 72-play gain, Joe Sample's "X Marks the Spot" (GRP/VMG) is poised to dominate at No. 1 soon ... Norman Brown's "Just Chillin'" (Warner Bros.) is heating up like a sweltering August afternoon in the heartland! No. 1 Most Increased with a 106-play gain, "Just Chillin'" moves to 17*, and formidable retail action suggests Brown will explode on national sales charts in his first week, perhaps at No. 2 ... Fourplay's "Rollin'" (RCA/Bluebird) debuts at 29* ... David Benoit's inspired cover of Smash Mouth's "Then the Morning Comes" (GRP/VMG) is No. 1 Most Added with six new adds, including WQCD/New York ... Jeff Kashiwa's "3-Day Weekend" (Native Language) earns five new adds. Euge Groove continues to impress with "Slam Dunk" (Warner Bros.), also among the Most Added, with four new adds ... KTWV (The Wave)/Los Angeles has been all over Chris Botti's "Lisa" (Columbia) for weeks, and, no surprise, the track sounds utterly incredible on the air. Botti picks up three new adds ... Richard Elliot's "Q.T." (GRP/VMG) is added out of the box on WJJZ/Philadelphia and WNWV/Cleveland ... Check out Marilyn Scott's "Loving You" (Prana); she conveys heartfelt conviction — and swings too — on this affecting tune ... Thom Rotella's "A Day in the Life" (Trippin 'n' Rhythm) is an instant add on WJZW/Washington.



— Carol Archer, Smooth Jazz Editor

Reporters

Stations and their adds listed alphabetically by market

WZMR/Albany, NY
PD/MD: Tim Durkee
EUGE GROOVE "Slam"
JEFF KASHIWA "Weekend"

KRQS/Albuquerque, NM
PD: Paul Lavole
MD: Jeff Young
EUGE GROOVE "Slam"
CHRIS BOTTI "Lisa"

KNK/Anchorage, AK
OM: Aaron Wallender
PD: J. J. Michaels
MD: Jannifer Summers
JOHNATHAN BUTLER "Wah"
JOE MCCRIDE "Morning"

WJZZ/Atlanta, GA
PD/MD: Nick Francis
MIKE PHILLIPS "Slam"

KSMJ/Bakersfield, CA
PD/MD: Chris Townshend
No Adds

WNUA/Chicago, IL
PD: Bob Kaake
APD/MD: Carl Anderson
No Adds

WNWV/Cleveland, OH
PD/MD: Bernie Kimble
RICHARD ELIOT "Q.T."

WJZA/Columbus, OH
OM/PD/MD: Bill Harman
APD: Gary Wolter
No Adds

KOAI/Dallas-Ft. Worth, TX
PD: Maxine Todd
APD/MD: Bret Michael
No Adds

KJCD/Denver-Boulder, CO
PD/MD: Steve Williams
MICHAEL MARSHON "Drive"
CLUB 100 "Tease"

KVJZ/Des Moines, IA
PD: Mike Blakemore
MD: Becky Taylor
JONATHAN BUTLER "Wah"
JOE MCCRIDE "Morning"

WVMV/Detroit, MI
PD: Tom Sleeper
MD: Sandy Kovach
SPECIAL EPK "Cont'g"

KUJZ/Eugene, OR
PD: Chris Crowley
CHECKLES "Slam"
EUGE GROOVE "Slam"
LUTHER VANDROSS "Rhythm"

KEZL/Fresno, CA
PD/MD: J. Weidenheimer
1 GREG ADAMS "Roadhouse"
1 JEFF KASHIWA "Weekend"

KCIY/Kansas City, MO
PD: Mark Edwards
MD: Michelle Chase
No Adds

KOAS/Las Vegas, NV
PD/MD: Erik Fox
SABO "Smooth"
DAVID BENOIT "Comes"

WJZN/Memphis, TN
PD: Norm Miller
No Adds

WLVE/Miami, FL
PD: Rich McMillan
JONATHAN BUTLER "Wah"

WJZ/Milwaukee, WI
Int. PD: Steve Scott
JEFF KASHIWA "Weekend"

KSBR/Mission Viejo, CA
DM/PD: Terry Wedel
MD: Logan Parris
CHRIS BOTTI "Lisa"
DAVID BENOIT "Comes"

KRVR/Modesto, CA
PD: Jim Bryan
MD: Doug Wullt
No Adds

WQCD/New York, NY
OM: John Mullen
PD/MD: Charley Connolly
DAVID BENOIT "Comes"

WJCD/Norfolk, VA
MD: Larry Hollowell
MIKE PHILLIPS "Slam"

WLOQ/Oriando, FL
PD: Dave Kosh
MD: Patricia James
MARC ANTONIO "Crush"
JEFF KASHIWA "Weekend"

WJJZ/Philadelphia, PA
DM: Anne Gress
PD: Michael Tozzi
MD: Joe Proke
RICHARD ELIOT "Q.T."

KYOT/Phoenix, AZ
PD: Shaun Holly
APD/MD: Greg Morgan
No Adds

KJZS/Reno, NV
PD: Jay Davis
No Adds

WJZV/Richmond, VA
DM/PD: Tommy Fleming
No Adds

KSSJ/Sacramento, CA
PD: Lee Hanson
APD: Ken Jones
No Adds

WSSM/St. Louis, MO
OM: Mark Edwards
PD: David Myers
No Adds

KBZN/Salt Lake City, UT
PD/MD: Rob Riesen
JEFF KASHIWA "Weekend"

KIFM/San Diego, CA
PD: Mike Vasquez
APD/MD: Kelly Cole
STEVE OLIVER "High"
SPECIAL EPK "Comes"

KKSF/San Francisco, CA
PD: Paul Goldstein
APD/MD: Samantha Wiedmann
No Adds

KMGQ/Santa Barbara, CA
PD: Mark De Anda
APD/MD: Steve Bauer
EUGE GROOVE "Slam"

KJZY/Santa Rosa, CA
PD: Gordon Zlot
APD/MD: Rob Singleton
No Adds

KWJZ/Seattle-Tacoma, WA
PD: Carol Handley
MD: Dianna Rose
PAUL HARDCASTLE "Deer"

WEIB/Springfield, MA
PD: Ben Casey
MD: Darrel Cutting
1 CHRIS BOTTI "Lisa"
1 DAVID BENOIT "Comes"

WSJT/Tampa, FL
DM/PD: Ross Block
MD: Kathy Curtis
No Adds

WJZW/Washington, DC
PD/MD: Kenny King
THOM ROTELLA "Life"

JRN/(Jones NAC)/National
PD: Steve Hibbard
MD: Cheri Marquart
1 DAVID BENOIT "Comes"

42 Total Reporters

40 Current Playlists

Did Not Report, Playlist Frozen (2):
WYJZ/Indianapolis, IN
KTVW/Los Angeles, CA

MARILYN SCOTT

"Loving You" From The CD 'Walking With Strangers' Prana 3001-2

Going for Adds July 22nd

PRANA
ENTERTAINMENT
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Promotion Contact:
Jack Ashton/
AshtonConsultants
(805) 564-8335
ashtonconsult@aol.com
www.MarilynScott.com

Career Direction-Vision Management: Leanne Meyers (323) 658-8744



Smooth Jazz Playlists

MARKET #1

WDCJ/New York
Emmis
(212) 382-1019
Carmelo
12+ Cumc 1,871,200

Smooth Jazz
CD 101.9

PLAYS	ARTIST/TITLE	GI (888)
24	BONEY JAMES/RPM	2752
24	DOWN TO THE BONE/Electra Glide	2752
24	PETER WHITE/Buena Funk	26404
24	BRAXTON BROTHERS/Whenever I See You	26404
23	KIM WATERS/In The House	26404
23	STEVE COLE/So Into You	26404
23	CRAG CHAIQUO/Luminoza	25256
17	JOYCE COOLING/Daddy-O	19516
17	SPECIAL EPX/Cruise Control	19368
16	BRIAN CLIBERTSON/Without Your Love	18268
16	JOE SAMPLEX/Marks The Spot	17288
14	GERALD ALBRIGHT/Isn't No Stopper!	16872
14	EUCE GROOVE/Slam Dunk	16872
9	PAUL ROZUMLSKI/No, No, No...OK!	10332
9	LARRY CARLTON/Morning Magic	10332
8	KEN NAWARRO/So Fine	9184
8	NORAH JONES/Don't Know Why	9184
8	CHUCK LOEB/Sarao	9184
8	ACUSTIC ALCHEMY/Fire Puzzle	8636
8	SUNNIE PAXTON/Oo Ta You're...	8636
8	JOYCE COOLING/Daddy-O	8636
8	ANDREW WARD/Hudson River Drive	8636
8	JEFF KASH/WWA-3 Day Weekend	8636
8	NORMAN BROWN/Just Chillin'	8636
8	DAVID BENIOT/Then The Morning...	0

MARKET #3

WNUU/Chicago
Clear Channel
(312) 445-8550
Kathleen Whelan
12+ Cumc 871,180

Smooth Jazz
95.5

PLAYS	ARTIST/TITLE	GI (888)
26	KIM WATERS/In The House	13450
26	DOWN TO THE BONE/Electra Glide	13450
26	LARRY CARLTON/Morning Magic	13450
25	JOYCE COOLING/Daddy-O	12912
20	JOE SAMPLEX/Marks The Spot	10222
19	NORMAN BROWN/Just Chillin'	10222
21	SPECIAL EPX/Cruise Control	9684
18	EUCE GROOVE/Slam Dunk	9684
12	BOZ SCAGGS/Atlas Riddle	6984
12	REMY SHAND/Tabla A Gonna Be	6984
10	SADE/Somebody Already...	5918
10	NORAH JONES/Don't Know Why	5918
8	BRIAN CLIBERTSON/Without Your Love	5918
10	JONATHAN BUTLER/Wake Up	5918
10	CHUCK LOEB/Sarao	4842
9	STEVE COLE/So Into You	4842
11	JIMMY SOMMERS/Lowdown	4842
11	JOYCE COOLING/Daddy-O	4842
12	DAVID BENIOT/Then The Morning...	4604
8	DIDD/Thankyou	4604
8	GREG ADAMS/Roadhouse	4342

MARKET #4

KKSF/San Francisco
Clear Channel
(415) 975-5655
Bob/Whelan
12+ Cumc 871,000

Smooth Jazz
103.7

PLAYS	ARTIST/TITLE	GI (888)
26	RICK BRAUN/Middle Of The Night	8176
26	CRAG CHAIQUO/Luminoza	7864
25	FREddie RAVEL/Conversations	7582
24	GREG ADAMS/Roadhouse	7582
25	RICHARD ELLIOT/Shogun	7300
26	BONEY JAMES/RPM	7008
12	LARRY CARLTON/Morning Magic	4056
12	ALFONZO BLACKWELL/Funcky Shuffle	3798
13	URBAN MESSIAH/The Message	3798
12	BRAXTON BROTHERS/Whenever I See You	3504
12	MIKE PHILLIPS/WVU You Slick...	3504
12	DAVID BENIOT/Then The Morning...	3504
10	JOE SAMPLEX/Marks The Spot	3212
11	PETER WHITE/Buena Funk	3212
11	JOYCE COOLING/Daddy-O	2920
8	DIDD/Thankyou	2920
10	NORAH JONES/Don't Know Why	2920
12	JOYCE COOLING/Daddy-O	2920
12	MIKE PHILLIPS/WVU You Slick...	2920
10	SADE/Lovers Rock	2336

MARKET #5

KDAJ/Dallas-Ft. Worth
Infinity
(214) 526-8870
Chuck/Robles
12+ Cumc 351,600

Smooth Jazz
CASIS 107.5 FM

PLAYS	ARTIST/TITLE	GI (888)
36	LARRY CARLTON/Deep Into It	6487
36	BONEY JAMES/RPM	6484
31	JIMMY SOMMERS/Lowdown	6484
31	JEFF GOLUB/Out The Gate	6484
31	KRUK WHALUM/Tri	6484
36	DAVID BENIOT/Then The Morning...	6021
17	BOYZ II MEN/The Color Of Love	3791
17	CELINE DIONA/New Day Has Come	3791
14	LUTHER WANDROSS/Father	3122
13	NORMAN BROWN/Just Chillin'	2892
12	MIKE PHILLIPS/WVU You Slick...	2892
10	PETER WHITE/Buena Funk	2892
9	SADE/Somebody Already...	2816
10	SPECIAL EPX/Cruise Control	2816
12	RITENOUR/WAL/BRIGHT/Ammer!	2616
12	WAYMAN TISDALE/Love Play	2576
12	MARC ANTONIO/On The Strip	2576
11	LARRY CARLTON/Morning Magic	2416
11	PIECES OF A DREAM/Night Vision	2453
11	ALFONZO BLACKWELL/Funcky Shuffle	2453
8	EUCE GROOVE/Slam Dunk	2336
8	JOYCE COOLING/Daddy-O	1951
8	JOE SAMPLEX/Marks The Spot	1933
2	NORAH JONES/Don't Know Why	445

MARKET #6

WJZ/Philadelphia
Clear Channel
(215) 506-1200
Tiz/Pfele
12+ Cumc 667,800

Smooth Jazz
wjz 106.1

PLAYS	ARTIST/TITLE	GI (888)
28	STEVE COLE/So Into You	12628
28	DOWN TO THE BONE/Electra Glide	12628
28	SPECIAL EPX/Cruise Control	12628
28	PIECES OF A DREAM/Night Vision	12628
28	PETER WHITE/Buena Funk	12628
20	BOYZ II MEN/The Color Of Love	9020
19	LUTHER WANDROSS/Father	8569
18	DIDD/Thankyou	8118
14	MARC ANTONIO/Cruiser	6314
13	JOE SAMPLEX/Marks The Spot	5863
12	WARRIN HILL/September Morning	5863
13	BRIAN CLIBERTSON/Without Your Love	5863
12	GERALD ALBRIGHT/Isn't No Stopper!	5863
13	NORMAN BROWN/Just Chillin'	5863
12	JONATHAN BUTLER/Wake Up	5863
12	KIM WATERS/In The House	5412
12	CLUB 1800/Tease	5412
12	DAVID BENIOT/Then The Morning...	5412
12	JEFF GOLUB/Out The Gate	5412
12	LARRY CARLTON/Morning Magic	5412
11	JEFF KASH/WWA-3 Day Weekend	4961
0	RICHARD ELLIOT/Lt.	0

MARKET #7

WJZZ/Washington, DC
ABC
(202) 895-2200
King
12+ Cumc 488,200

Smooth Jazz
106.9

PLAYS	ARTIST/TITLE	GI (888)
26	BONEY JAMES/RPM	7000
26	CRAG CHAIQUO/Luminoza	7000
26	ALFONZO BLACKWELL/Funcky Shuffle	7000
26	JEFF GOLUB/Out The Gate	7000
26	DOWN TO THE BONE/Electra Glide	6750
26	PETER WHITE/Buena Funk	6750
16	NORAH JONES/Don't Know Why	4500
17	SADE/Somebody Already...	4250
17	BOZ SCAGGS/Atlas Riddle	4000
17	CELINE DIONA/New Day Has Come	4000
17	LUTHER WANDROSS/Father	4000
10	KEN NAWARRO/Healing Hands	3000
10	GERALD ALBRIGHT/Isn't No Stopper!	2750
10	CHUCK LOEB/Sarao	2750
10	EUCE GROOVE/Slam Dunk	2750
11	WHALUM/Tri/September Morning	2750
11	LARRY CARLTON/Morning Magic	2750
11	NORMAN BROWN/Just Chillin'	2750
17	JEFF LOEB/Paris In The Rain	2750
11	WALTER BEASLEY/Good Times	2500
11	STEVE COLE/So Into You	2500
11	JOE SAMPLEX/Marks The Spot	2500
11	BRIAN CLIBERTSON/Without Your Love	2500
11	JEFF KASH/WWA-3 Day Weekend	2500
10	JOYCE COOLING/Daddy-O	2250
10	CRAG CHAIQUO/Luminoza	2250
8	PAUL TAYLOR/Anusca	2250

MARKET #10

WYMN/Detroit
Infinity
(313) 955-5100
Slesar/Kovach
12+ Cumc 464,780

Smooth Jazz
98.7 FM

PLAYS	ARTIST/TITLE	GI (888)
21	PETER WHITE/Buena Funk	6996
21	CRAG CHAIQUO/Luminoza	6996
21	BONEY JAMES/RPM	6678
21	KIM WATERS/In The House	6678
21	JIMMY SOMMERS/Lowdown	6678
21	JOYCE COOLING/Daddy-O	6134
13	JOE SAMPLEX/Marks The Spot	4134
13	GERALD ALBRIGHT/Isn't No Stopper!	4452
14	GREG ADAMS/Roadhouse	4452
12	DAVID BENIOT/Then The Morning...	4452
12	JEFF GOLUB/Out The Gate	4452
14	DOWN TO THE BONE/Electra Glide	4452
12	PIECES OF A DREAM/Night Vision	4452
12	JOYCE COOLING/Daddy-O	4134
13	JOE SAMPLEX/Marks The Spot	4134
10	LARRY CARLTON/Morning Magic	4134
11	STEVE COLE/So Into You	4134
12	CRAG CHAIQUO/Luminoza	3816
12	BOY II MEN/The Color Of Love	3816
12	BONEY JAMES/What's His Sayin'	3816
12	ALFONZO BLACKWELL/Funcky Shuffle	3816
12	GERALD ALBRIGHT/Isn't No Stopper!	3816
12	BRAXTON BROTHERS/Whenever I See You	3816
12	BRIAN CLIBERTSON/Without Your Love	3498
9	SADE/Lovers Rock	2862
9	NORAH JONES/Don't Know Why	2862
0	SPECIAL EPX/Cruise Control	0

MARKET #11

WJZZ/Atlanta
Radio One
(404) 525-8750
Francis
12+ Cumc 282,200

Smooth Jazz
107.5 WJZZ

PLAYS	ARTIST/TITLE	GI (888)
27	JOYCE COOLING/Daddy-O	4452
27	CELINE DIONA/New Day Has Come	4452
27	PETER WHITE/Buena Funk	4452
27	CRAG CHAIQUO/Luminoza	4293
27	PIECES OF A DREAM/Night Vision	4263
18	BOY II MEN/The Color Of Love	4293
16	CELINE DIONA/New Day Has Come	2544
15	BOZ SCAGGS/Atlas Riddle	2544
15	LUTHER WANDROSS/Father	2522
14	CELINE DIONA/New Day Has Come	2544
15	NORAH JONES/Don't Know Why	2385
12	BRAXTON BROTHERS/Whenever I See You	1908
12	JOE SAMPLEX/Marks The Spot	1749
11	PAUL HARDCAST/Dea	1749
11	CHRIS BOTTI/Through An Open...	1749
11	BRIAN CLIBERTSON/Without Your Love	1749
11	STEVE COLE/So Into You	1749
11	TURNING POINT/Estrella	1749
11	KIM WATERS/In The House	1749
11	NORAH JONES/Don't Know Why	1749
11	CRAG CHAIQUO/Luminoza	1749
11	EUCE GROOVE/Slam Dunk	1749
11	GERALD ALBRIGHT/Isn't No Stopper!	1590
10	JEFF GOLUB/Out The Gate	1590
10	JOYCE COOLING/Daddy-O	1590
2	MIKE PHILLIPS/WVU You Slick...	318

MARKET #12

WLVE/Miami
Clear Channel
(305) 382-2000
McClaffin
12+ Cumc 348,800

Smooth Jazz
love 94.9

PLAYS	ARTIST/TITLE	GI (888)
27	PETER WHITE/Buena Funk	6184
27	JEFF GOLUB/Out The Gate	6184
27	JIMMY SOMMERS/Lowdown	6184
26	BONEY JAMES/RPM	5668
26	CRAG CHAIQUO/Luminoza	5668
26	ALFONZO BLACKWELL/Funcky Shuffle	5460
17	BOZ SCAGGS/Atlas Riddle	3708
16	LUTHER WANDROSS/Father	3468
16	CELINE DIONA/New Day Has Come	3468
17	ERVO/Only Time	3270
17	NORAH JONES/Don't Know Why	3270
10	JOE SAMPLEX/Marks The Spot	2398
11	LARRY CARLTON/Morning Magic	2398
11	SPECIAL EPX/Cruise Control	2398
11	BRAXTON BROTHERS/Whenever I See You	2398
11	PETER WHITE/Buena Funk	2180
10	DOWN TO THE BONE/Electra Glide	2180
10	GERALD ALBRIGHT/Isn't No Stopper!	2180
10	KIM WATERS/In The House	2180
10	CRAG CHAIQUO/Luminoza	2180
10	BRIAN CLIBERTSON/Without Your Love	2180
9	RICHARD ELLIOT/Shogun	1962
9	EUCE GROOVE/Slam Dunk	1962
9	JOYCE COOLING/Daddy-O	1962
0	JONATHAN BUTLER/Wake Up	0

MARKET #13

KWJZ/Seattle-Tacoma
Sanfordly
(425) 372-3238
Hendley/Rose
12+ Cumc 227,300

Smooth Jazz
Smooth Jazz

PLAYS	ARTIST/TITLE	GI (888)
26	JOE SAMPLEX/Marks The Spot	4428
26	DOWN TO THE BONE/Electra Glide	4428
26	CRAG CHAIQUO/Luminoza	4264
26	BONEY JAMES/RPM	4264
26	CRAG CHAIQUO/Luminoza	4264
16	SADE/Lovers Rock	2824
16	BOZ SCAGGS/Atlas Riddle	2824
16	LUTHER WANDROSS/Father	2824
16	CELINE DIONA/New Day Has Come	2824
17	ERVO/Only Time	2720
16	NORAH JONES/Don't Know Why	2296
10	NORMAN BROWN/Just Chillin'	2132
10	NORMAN BROWN/Just Chillin'	2132
10	TONY GUERRERO/I Could Have...	1804
11	EUCE GROOVE/Slam Dunk	1804
11	WARRIN HILL/September Morning	1804
11	PETER WHITE/Buena Funk	1804
11	DAVID BENIOT/Then The Morning...	1804
11	LARRY CARLTON/Morning Magic	1804
11	RICHARD ELLIOT/Shogun	1804
11	BRAXTON BROTHERS/Whenever I See You	1804
11	STEVE COLE/So Into You	1804
10	BRIAN CLIBERTSON/Without Your Love	1640
11	PAUL HARDCAST/Dea	1640
11	JEFF LOEB/Paris In The Rain	1640
8	WAYMAN TISDALE/Love Play	1640
11	JOYCE COOLING/Daddy-O	1476
8	JEFF GOLUB/Out The Gate	1476
2	RICHARD ELLIOT/Lt. A Lifetime	1476
8	GREG ADAMS/Roadhouse	1476

MARKET #15

KYOT/Phoenix
Clear Channel
(602) 956-6236
HolyMorgan
12+ Cumc 398,400

Smooth Jazz
95.5 KYOT

PLAYS	ARTIST/TITLE	GI (888)
24	CRAG CHAIQUO/Luminoza	61206
24	PETER WHITE/Buena Funk	4675
24	ALFONZO BLACKWELL/Funcky Shuffle	4675
24	BONEY JAMES/RPM	4675
23	JOYCE COOLING/Daddy-O	4301
23	JEFF GOLUB/Out The Gate	4301
15	STING/Fragile	3553
11	EUCE GROOVE/Slam Dunk	3298
15	NORAH JONES/Don't Know Why	2805
15	SADE/Lovers Rock	2805
13	CELINE DIONA/New Day Has Come	2431
12	BRIAN CLIBERTSON/Without Your Love	2244
12	JOE SAMPLEX/Marks The Spot	2244
12	DAVID BENIOT/Then The Morning...	2244
12	SPYDRO GYRA/Feel'N Fine	2244
12	CHUCK LOEB/Sarao	2244
11	CRAG CHAIQUO/Luminoza	2057
11	LARRY CARLTON/Morning Magic	2057
11	EUCE GROOVE/Slam Dunk	2057
11	CHRIS BOTTI/Through An Open...	2057
11	3RD FORCE/ Believe In You	1870
11	DAVID BENIOT/Then The Morning...	1870
11	SPECIAL EPX/Cruise Control	1863
11	EUCE GROOVE/Slam Dunk	1863
11	STEVE COLE/So Into You	1863
9	ERIC MARIENTHAL/Lyly's Lounge	1683
9	RICHARD ELLIOT/Shogun	1496

MARKET #17

KIFM/San Diego
Jefferson-Pilot
(619) 297-3696
Vasquez/Cole
12+ Cumc 275,700

Smooth Jazz
98.1

PLAYS	ARTIST/TITLE	GI (888)
18	STEVE COLE/So Into You	2520
18	BONA FIDE/Cub Charles	2520
18	GREG ADAMS/Roadhouse	2520
18	JOYCE COOLING/Daddy-O	2380
17	BONEY JAMES/RPM	2380
17	ERIC MARIENTHAL/Lyly's Lounge	2380
17	ALFONZO BLACKWELL/Funcky Shuffle	2380
17	NORMAN BROWN/Just Chillin'	2380
16	PAUL TAYLOR/Anusca	2240
15	JIM WILSON/Can I Find My...	2100
15	HUNTER FUCHES/More Than This	2100
15	SADE/Somebody Already...	2100
15	STING/Fragile	2100
14	BOZ SCAGGS/Atlas Riddle	1960
15	KIM WATERS/In The House	1540
11	CRAG CHAIQUO/Luminoza	1540
9	PETER WHITE/Buena Funk	1400
9	JIMMY SOMMERS/Lowdown	1400
9	CHRIS BOTTI/Through An Open...	1400
9	DAVID BENIOT/Then The Morning...	1400
8	BRAXTON BROTHERS/Whenever I See	



CYNDEE MAXWELL
cmaxwell@radioandrecords.com

PART ONE OF A TWO-PART SERIES

Mentors Panel: Lessons Learned

□ Radio gurus focus on paying it forward — and back

The Mentors Panel™ at R&R Convention 2002 was the brainchild of Pollack Media Group's Jeff Pollack. He spoke first with R&R Alternative Editor Jim Kerr, and the pair then approached me about making it a two-format affair. Considering the popularity of the various mentors columns in R&R over the past year, Pollack thought it would be a good idea to have a panel where people who are passionate about mentoring could exchange ideas in a public forum. He was right, and here is an overview of some of the concepts discussed.

Pollack moderated the panel, which included WNNX (99X)/Atlanta Director/Programming Leslie Fram, Entercom KRXQ & KSEG/Sacramento Station Manager Curtiss Johnson, WLZR (Lazer)/Milwaukee PD & Saga Active Rock Format Specialist Keith Hastings and KISS & KSMG/San Antonio OM & Cox Radio Rock Format Coordinator Virgil Thompson. Thompson was called on at the last minute to pinch hit for WZZN/Chicago PD Bill Gamble, who was stuck on an Alternative panel that was running late.

In his opening remarks Pollack explained that most people in radio today are concerned about the proverbial "talent puddle." He said, "Many people feel there's very little focus on how we bring new talent into the mix. We all started in the business in small, tiny markets doing weekends and overnights and working our way up."

"The question is, when it comes to talent or promotions or marketing or programming, how do people coming up in the business have a chance to get better? And how much of it is a priority at our companies?"

"This could, naturally, end up being a bashing session on some of the big groups, but that is not going to happen, because we don't want to do that. Rather, let's deal with the environment that we have now and see if we can send a message to some of the groups that it is actually cost-efficient and makes sense for them to be building a farm club."

A Self-Made Person

Pollack began by asking Fram to share how she got her start in radio and what her company, Susquehanna, does to help give new people a shot. "First, I want to say that I learned everything from Jeff Pollack," she quipped. "Actually, I've known Jeff for a long time. I knew him back when I was in Mobile. He was friends with Bernie Dittman, who owned the radio station where I worked."

"I would never give up those years. When you get calls from peo-

ple asking how they can get into the business, you try to steer them toward a market that will allow them to do everything — and those are the small markets.

"In Mobile you wear a lot of hats. I did everything there and stayed around for 10 years. I was the MD, the PD, and I worked every shift. Bernie was there before anybody arrived, and he was the last person to leave. I learned a lot from him."

"You become a self-made person when you work in a small market like that. And it was in that market that I learned to give other people a shot, whether they had experience or not. I remember doing the 2-6 shift, and I kept getting a call from this guy saying that he wanted to get into radio."

"He had a lot of passion in his voice, finally I said, 'OK. If you really want to get into radio, meet me at our St. Patrick's Day promotion.' He came. I told him if he really wanted to get into radio, he'd have to wear this rabbit suit, which was the station's mascot. And he did."

"So, he became our mascot, and we started giving him overnight shifts and training him. That person is Will Pendarvis, who went on to work at 99X, WXRK/New York and at stations in Washington, DC and Houston. Now, I think he's doing A&R. You just have to be able to spot that person who has the passion and give him a shot."

Fram explained how mentoring works at 99X: "We have an internship program now; we didn't have one when I first got there. We had a research department, and there was a guy working there whom I thought had a great personality. We asked him if he would answer phones for us on the morning show. He did it for free."

"After about a month everybody fell in love with this guy. We decided to try him out on the air. We let him do the 3-4am shift, and he is now the afternoon-drive guy. Most of the people on 99X have no radio experience or they came from college radio. They are people we took a chance on because they have natural talent."

Passion Counts

Pollack asked Johnson if he holds aircheck meetings with his jocks. "We have several stations that we oversee," explained Johnson. "So most of the airchecking is done in the hallways. There'll be comments made here or there — 'Great break,' or, 'Hey, you should've tried this.'"

"In 1999 we brought in Rob, Annie and Dawn for mornings, out of

"Most of the people on 99X have no radio experience, or they came from college radio. They are people we took a chance on because they have natural talent."

Leslie Fram

Reno, NV. That project was a diamond in the rough. I worked with them in a very concerted way for quite a long period of time. Now, it's that hallway kind of thing. I'm lucky to have mature staffs at all of my radio stations at this point in time. I'm about to inherit another staff that is going to be a lot of work, and I really look forward to that."

Pollack asked Thompson if his company prioritizes the development of talent and programming and promotion people. Thompson replied, "Much like with 99X, a lot of our people in San Antonio had zero experience, but they had a lot of passion. It's smart to have a 19-year-old in the building at a younger-targeted station."

"Cox Enterprises, encompassing all facets of Cox — radio, TV, newspaper and an auto auction called

"If the visions for the radio stations that I've programmed over the years were left exclusively up to me, they would have been one tenth as successful as what they were."

Curtiss Johnson

Manheim Auto Auction — has an official mentor program that began about three or four years ago.

"For example, we have a promotions director in San Antonio, and her mentor is GM of the radio station in Orlando. Someone from Manheim Auto Auction could be a mentor to someone who works at a television station in Seattle. It's a very efficient mentoring program that you have to be nominated for and qualify for. Our GM in San Antonio is a mentor to someone within Cox Enterprises; I don't know who her 'mentee' is."

Giving Talent A Shot

Hastings recalled a similar scenario. "I do some work with our Saga sister station, KAZR/Des Moines," he said. "After a PD change occurred about three years ago, the manager of the station called me up and said, 'I have our next PD.' I said, 'Well, should we talk to this guy?' He said, 'No. I have our next PD; we've already hired him.' I said, 'Who is it?' He said, 'It's the Marketing Director, a guy named Sean Elliott.'"

"Sean had never once punched a key on Selector in his life, had never conducted an aircheck, he'd never done any of this stuff. So, being a calm, mild-mannered professional, I said, 'What the hell are you doing?' And the manager said, 'I see a lot in this guy, and I want you to get on an airplane and come out here and work with him.'"

"Sean has done a great job with that radio station. I look at that as an example of our company giving a guy a shot who didn't necessarily have the experience to back it up, but who had been in our system and at our company for a while. We had systems in place with other stations and myself to help him grow very quickly."

"Companywide, there's a commitment to that type of people-growth and people-management. I don't think there's any one formal plan in the company, per se, but it's a mindset within the fabric of the company."

The Need To Mentor

Pollack asked, "How do you think it could become a priority for companies to invest in a program to nurture talent, especially in these days of cutbacks, when it's difficult to even get weekly research?"

Hastings replied, "Mentoring and

growing young talent isn't a money issue. Certainly, hard economic times are making us all crazy right now. We're all doing more jobs and doing them with fewer resources. It's important for all of us, as managers and radio people, to remember that, at the end of the day, people are our most important asset. I think any company worth its salt already knows that. Even if there's not a formal plan in place, it's important for managers to remember that and to look for the people who want to grow."

Johnson added, "I don't know that you can really say to someone, 'You will be a mentor.' Some people have it in them. Some people feel the need and the urge to do it, and other people will never be that way."

"There's not a dictate within Entercom, but I know that a lot of our program directors and operations managers and I, myself, have different systems of mentoring. You've seen the movie *Pay It Forward*? It's the other way around — pay it back down. I try to work with people directly underneath me to train them to take my job, and I charge them with doing the same thing for people directly underneath them. It works, and you're engaging all your employees. You're teaching them; they feel like they're growing."

"The other side of it is that it's self-serving as well, because it frees you up to continue to grow in your career. You just make it part of your everyday routine. There are not a lot of secrets on my desk. [MD] Paul Marshall and [PD] Pat Martin are privy to a lot of the information I see. A lot of managers don't give that kind of info out to those people. Paul and Pat know how our research projects are being screened. They get to sit in on the perceptual studies and things like that. They will be ready to take on my role, should I get an opportunity to move on."

Open-Door Policy

Pollack embellished on the concept of collaboration and allowing people into the room, as opposed to being secretive. "I think all of us have worked for or with very secretive people who felt that somehow their power came from not sharing information," he said. "But look at how [99X Asst. PD/MD] Chris Williams grew with the station."

Continued on Page 67

R&R Rock Top 30

July 12, 2002

Powered By



LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	CHAD KROEGER F/JOSEY SCOTT Hero (Roadrunner/Columbia/IDJMG)	756	+8	64559	12	35/0
2	2	RED HOT CHILI PEPPERS By The Way (Warner Bros.)	655	+36	62757	6	33/0
3	3	PUDDLE OF MUDD Drift & Die (Flawless/Geffen/Interscope)	650	+31	58985	12	32/1
4	4	CREED One Last Breath (Wind-up)	565	-54	52505	13	30/0
5	5	TOMMY LEE Hold Me Down (MCA)	553	-22	49781	17	28/0
6	6	PUDDLE OF MUDD Blurry (Flawless/Geffen/Interscope)	484	-26	45964	36	33/0
7	7	GOOSMACK I Stand Alone (Republic/Universal)	437	-33	50863	23	20/0
9	8	DEFAULT Deny (TVT)	426	-2	44011	14	31/1
8	9	NICKELBACK Too Bad (Roadrunner/IDJMG)	409	-44	43095	32	26/0
12	10	PAPA ROACH She Loves Me Not (DreamWorks)	369	+11	27121	8	26/0
11	11	JERRY CANTRELL Anger Rising (Roadrunner/IDJMG)	329	-38	34142	12	26/0
10	12	DEFAULT Wasting My Time (TVT)	326	-48	37105	43	24/0
13	13	NICKELBACK How You Remind Me (Roadrunner/IDJMG)	305	-12	31224	50	31/0
15	14	ROBERT PLANT Darkness, Darkness (Universal)	301	+21	31204	5	26/0
14	15	AEROSMITH Girls Of Summer (Columbia)	285	-29	27593	7	28/1
16	16	RUSH Secret Touch (Atlantic)	279	+15	21346	4	30/3
17	17	AUDIOVENT The Energy (Atlantic)	261	-2	19792	9	25/1
19	18	HOOBASTANK Running Away (Island/IDJMG)	260	+22	19016	9	20/0
18	19	EARSHOT Get Away (Warner Bros.)	233	-7	17096	14	22/0
Debut	20	BRUCE SPRINGSTEEN The Rising (Columbia)	224	+113	25727	1	20/2
29	21	FILTER Where Do We Go From Here (Reprise)	223	+94	15396	2	21/2
26	22	SYSTEM OF A DOWN Aerials (American/Columbia)	187	+13	16194	4	16/1
21	23	TRUSTCOMPANY Downfall (Geffen/Interscope)	175	-13	13735	5	18/0
23	24	TOOL Parabola (Volcano)	168	-9	16316	11	18/0
24	25	STAIN'D Epiphany (Flip/Elektra/EEG)	162	-13	14482	10	16/0
20	26	COURSE OF NATURE Wall Of Shame (Lava/Atlantic)	154	-44	11633	7	20/0
25	27	KORN Here To Stay (Immortal/Epic)	152	-22	12447	16	15/0
Debut	28	KORN Thoughtless (Immortal/Epic)	136	+21	8168	1	14/2
22	29	RUSH One Little Victory (Anthem/Atlantic)	135	-44	8547	14	14/0
27	30	KID ROCK You Never Met A Mother**er... (Top Dog/Lava/Atlantic)	130	-14	13135	8	11/0

37 Rock reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 6/30-7/6. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 15 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (copyright 2002, The Arbitron Company). (C) 2002, R&R, Inc.

New & Active

DEF LEPPARO Now (Island/IDJMG)
Total Plays: 128, Total Stations: 11, Adds: 7

SINCH Something More (Roadrunner/IDJMG)
Total Plays: 116, Total Stations: 16, Adds: 1

NICKELBACK Never Again (Roadrunner/IDJMG)
Total Plays: 114, Total Stations: 27, Adds: 14

P.O.D. Boom (Atlantic)
Total Plays: 100, Total Stations: 9, Adds: 0

JIMMY EAT WORLD The Middle (DreamWorks)
Total Plays: 99, Total Stations: 4, Adds: 0

ROB ZOMBIE Demon Speeding (Geffen/Interscope)
Total Plays: 91, Total Stations: 12, Adds: 0

ADEMA Freaking Out (Arista)
Total Plays: 82, Total Stations: 9, Adds: 0

SEETHER Fine Again (Wind-up)
Total Plays: 76, Total Stations: 13, Adds: 2

VINES Get Free (Capitol)
Total Plays: 70, Total Stations: 8, Adds: 0

CHEVELLE The Red (Epic)
Total Plays: 61, Total Stations: 10, Adds: 1

Songs ranked by total plays

Most Added

www.radds.com

ARTIST TITLE LABEL(S)	ADDS
NICKELBACK Never Again (Roadrunner/IDJMG)	14
DEF LEPPARO Now (Island/IDJMG)	7
RUSH Secret Touch (Atlantic)	3
BUZZHORN Ordinary (Atlantic)	3
FILTER Where Do We Go From Here (Reprise)	2
BRUCE SPRINGSTEEN The Rising (Columbia)	2
KORN Thoughtless (Immortal/Epic)	2
SEETHER Fine Again (Wind-up)	2
COLOR RED Sore Throat (RCA)	2
30 SECONDS 2 MARS Capricorn (Immortal/Virgin)	2
FLIPP Freak (Artemis)	2

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
BRUCE SPRINGSTEEN The Rising (Columbia)	+113
DEF LEPPARO Now (Island/IDJMG)	+107
FILTER Where Do We Go From Here (Reprise)	+94
NICKELBACK Never Again (Roadrunner/IDJMG)	+83
ROB ZOMBIE Demon Speeding (Geffen/Interscope)	+46
SEETHER Fine Again (Wind-up)	+41
RED HOT CHILI PEPPERS By The Way (Warner Bros.)	+36
PUDDLE OF MUDD Drift... (Flawless/Geffen/Interscope)	+31
A. LEWIS OF STAIN'D W/F. DURST Outside (Flawless/Geffen/Interscope)	+23
HOOBASTANK Running Away (Island/IDJMG)	+22

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
STAIN'D For You (Flip/Elektra/EEG)	320
LINKIN PARK In The End (Warner Bros.)	257
STAIN'D It's Been Awhile (Flip/Elektra/EEG)	213
CREED My Sacrifice (Wind-up)	208
PUDDLE OF MUDD Control (Flawless/Geffen/Interscope)	200
DISTURBED Down With The Sickness (Giant/Reprise)	162
3 DOORS DOWN Kryptonite (Republic/Universal)	156
INCUBUS I Wish You Were Here (Immortal/Epic)	156
PRIMUS W/OZZY N.I.B. (Divine/Priority)	143
TOOL Schism (Volcano)	137
GOOSMACK Awake (Republic/Universal)	134
OZZY OSBOURNE Gets Me Through (Epic)	134

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www.radioandrecords.com.

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Reporters

WONE/Akron, OH * TK O'Grady APD: Tim Daugherty No Adds	WKGB/Binghamton, NY PD: Jim Free MD: Tim Roland NICKELBACK "Never" ADENA "Feeling"	WVRK/Columbus, GA OMC: Brian Waters NICKELBACK "Never"	WCLG/Morgantown, WV PD: Jeff Miller MD: Dave Murdoch BUZZHORN "Ordinary" CHEWIE "Red" LARSEN PARK "Arenas"	WMMR/Philadelphia, PA * PD: Sam Millman APD/MD: Ken Zepeto 12 BRUCE SPRINGSTEEN "Rising" NICKELBACK "Never" SYSTEM OF A DOWN "Arenas"	WRON/Phoenix-Lynchburg, VA * MD: Heidi Krummelt No Adds	WAOX/Syracuse, NY * PD/MD: Bob O'Dell APD: Dave Fraina 2 30 SECONDS 2 MARS "Capricorn" CHEWIE "Red" COLOR RED "Threat"	KMOO/Tulsa, OK * PD/MD: Rob Hurt FLIPP "Freak" NICKELBACK "Never" SETHERR "Fire"
KZRR/Albuquerque, NM * Dir/Prog: Bill May PD: Phil Mahoney MD: Rob Brothers AEROSMITH "Summer" BREAKING BENJAMAN "Poly" RUSH "Touch"	WBUF/Bufallo, NY * PD: John Paul AUDIONET "Energy" RUTER "Wives" GOO GOO DOLLS "Big" NICKELBACK "Never"	KNCN/Corpus Christi, TX * PD: Paula Newell MD: Monte Montana NICKELBACK "Never"	WJHA/Morrisstown, NJ * PD/MD: Terrie Carr 19 DEF LEPPARD "Now"	KDKB/Phoenix, AZ * PD: Joe Bonadonna MD: Dock Ellis No Adds	WCMF/Rochester, NY * PD: John McCrae MD: Dave Kane BUZZHORN "Ordinary" DEF LEPPARD "Now"	WJOT/Toledo, OH * OMC: Cary Fall PD/MD: Dave Rosel No Adds	WROR/Wilmington, NC OMC: John Stevens APD/MD: Gregg Stepp NICKELBACK "Never"
KZMX/Alexandria, LA PD: Terry Manning MD: Pat Cloud 5 DEF LEPPARD "Now" NICKELBACK "Never"	WRQK/Canton, OH * PD/MD: Todd Downard 5 DEF LEPPARD "Now" NICKELBACK "Never"	WTUE/Dayton, OH * PD: Tony Tildard APD/MD: John Beaulieu No Adds	WBAB/Nassau-Suffolk, NY * PD: John Olsen APD/MD: John Parise No Adds	WHEB/Portsmouth, NH * PD/MD: Alex James NICKELBACK "Never" RUSH "Touch"	KBER/Salt Lake City, UT * OMC: Bruce Jones PD: Kelly Hammer APD/MD: Helen Powers No Adds	WKLT/Traverse City, MI PD/MD: Terr Ray 24 DEF LEPPARD "Now"	KATS/Yakima, WA OMC: Ron Harris 6 NICKELBACK "Never"
WZZD/Allentown, PA * PD: Robin Lee MD: Keith Meyer No Adds	WPXC/Cape Cod, MA OMC: Steve McVie PD: Suzanne Tornale NICKELBACK "Never" KORN "Thought" SEETHER "Fire" COLOR RED "Threat" RUSH "Touch"	KLAQ/EI Paso, TX * PD: Maggie Mike Ramsey APD/MD: Glenn Garza No Adds	KFZZ/Odessa-Midland, TX PD/MD: Steve Driscoll 15 DEF LEPPARD "Now" 3 HOOBASTANK "Turning" 2 STEEP "Apartment"	WHLY/Providence, RI * PD: Joe Benavacchio APD: Doug Palmetto MD: John Laurent DEF LEPPARD "Now" NICKELBACK "Never"	KSJO/San Francisco, CA * OMC: Gary Schoenwetter MD: Zakk Tyler KORN "Thought"	KLPX/Tucson, AZ * APD: Chris 12 DEF LEPPARD "Now" BRUCE SPRINGSTEEN "Rising"	WNCO/Youngstown, OH * PD: Chris Patrick MARC COPLEY "Supreme" NICKELBACK "Never"
KWHL/Anchorage, AK PD: Larry Snider MD: Kathy Mitchell No Adds	WYBB/Charleston, SC * PD/MD: Mike Allen BUZZHORN "Ordinary" FLIPP "Freak"	KLDL/Houston, TX * OMC/MD: Vince Richards MD: Steve Floss No Adds	KEZO/Omaha, NE * PD/MD: Bruce Patrick No Adds	WBBB/Raleigh-Durham, NC * OMC: Andy Meyer 12 RUTER "Wives" 7 DAVE MATTHEWS BAND "Everyday" PD/MD: Tish Lacy DEFAULT "Wasting" PUDDLE OF NUDD "Drift"	KZOO/San Luis Obispo, CA PD: Donna James MD: Jordan Black NICKELBACK "Never" DEF LEPPARD "Now" COLOR RED "Threat"	* Monitored Reporters 57 Total Reporters	
WAPL/Appleton, WI * PD: Joe Calogaro APD/MD: Crimer No Adds	WYBB/Charleston, SC * PD/MD: Mike Allen BUZZHORN "Ordinary" FLIPP "Freak"	KCLB/Palm Springs, CA PD: Tish Lacy 19 DEFAULT "Wasting" 7 NICKELBACK "Never"	KRRX/Santa Rosa, CA * MD: Howard Friele 4 NICKELBACK "Never" 1 COLOR RED "Threat" SMCH "More"	WRRX/Pensacola, FL * OMC/MD: Dan McClintock 4 DEF LEPPARD "Now" 2 NICKELBACK "Never"	KISW/Seattle-Tacoma, WA * OMC: Ryan Clark PD: Dave Richards APD/MD: Kyle Brooks 3 NICKELBACK "Never"	37 Total Monitored	20 Total Indicator 17 Current Indicator Playlists
KLBJ/Austin, TX * OMC: Jeff Carroll MD: Lorla Lowe BUZZHORN "Ordinary" NICKELBACK "Never"	WKLC/Charleston, WV PD/MD: Mike Rappaport 3 NICKELBACK "Never" COLOR RED "Threat" BUZZHORN "Ordinary" DEF LEPPARD "Now"	WRRX/Pensacola, FL * OMC/MD: Dan McClintock 4 DEF LEPPARD "Now" 2 NICKELBACK "Never"	WRXL/Richmond, VA * PD: John Lassman MD: Casey Krutowski NICKELBACK "Never" SEETHER "Fire"	WVCT/Peoria, IL PD: Jamie Markley MD: Debbie Hunter TOOL "Parabola" PAPA ROACH "Loves"	KISW/Seattle-Tacoma, WA * OMC: Ryan Clark PD: Dave Richards APD/MD: Kyle Brooks 3 NICKELBACK "Never"	Did Not Report, Playlist Frozen (2): WPHD/Elmira-Corning, NY WXRK/Rockford, IL	Did Not Report For Two Consecutive Weeks; Data Not Used (1): WMZK/Wausau, WI
KIOD/Beaumont, TX * Dir/Prog: Debbie Wyde PD/MD: Mike Davis 1 KORN "Thought" DEF LEPPARD "Now" NICKELBACK "Never" RUSH "Touch"	WEBN/Cincinnati, OH * OMC: Scott Reinhart PD: Michael Walker MD: Rick "The Dude" Vaska No Adds	WQBZ/Macon, GA MD: Serina Scott No Adds	KCAL/Riverside, CA * PD: Steve Hoffman MD: N.J. Matthews No Adds	KCWS/Springfield, MO PD: Tony Malton MD: Mark McClain No Adds	20 Total Indicator 17 Current Indicator Playlists	Did Not Report For Two Consecutive Weeks; Data Not Used (1): WMZK/Wausau, WI	

Mentors Panel

Continued from Page 65

Fram expounded on that subject. "When I started working at 99X, it was Power 99, and then, in '92, it became 99X. But the programming department there has always had that open-door policy.

"When it was myself and [former Director/Programming] Brian Philips and [former MD] Sean Demery, it wasn't like one person was the boss; we all three collectively worked in the programming department. Everyone had his or her different areas of expertise. That's how it is now. Chris Williams will work on certain things, and I'll work on certain things, but it's an open-door policy.

"We have a programming assistant, Jay, who came a couple of years ago from the promotions department. He had a lot of passion for music and was very interested in getting into programming, so we brought him in as an assistant. Because he has sat in on every music meeting and in meetings where we're going over research projects, he's really learned a lot. Now he's the guy who is putting the station's CDs together. He's stepped up to where he's almost like an Asst. PD. I think it's the open-door policy that gives people the opportunity to understand the process."

Johnson agreed. "You're building a team when you're doing that," he said. "You're empowering people. You're letting them in on the game plan. When they're involved in the game plan and figuring it out and then carrying it out, you've got a much stronger team in place.

"If the visions for the radio stations that I've programmed over the years

were left exclusively up to me, they would have been one tenth as successful as what they were. It was that process of collective minds moving that station forward creatively with promotions and programming that made those great radio stations. It was teamwork."

Grow Good People

Pollack noted that each of the panelists was responsible for multiple stations. "Is the key to managing that dependent on how strong the team is that you've developed?" he asked.

Thompson replied, "I'd like to just thank someone in the audience who helped me out with my career — Bill Weston. One job of good management is to grow good people who can grow good people. It's what Curtiss was saying. You have to be able to let go of your baby. However you would do something, if it comes back a little differently when someone else does it, you have to let it go. Determine your threshold. If it's 80%-90% of what you would have done, you need to be able to say, 'That's alright. This isn't a perfect science; it's creativity.'

"Kevin Vargas started as a 7pm-midnight jock at KISS. He took on more responsibilities once he mastered his original responsibility. If you want a mentor, you have to identify someone with whom you think you can get along. And it's OK to ask to help once you've mastered your original responsibility."

"I look for those people, personally, when I'm hiring," said Johnson. "That passion and drive and the chemistry I have with somebody is a higher priority for me than an impressive resume or where they've been or who they've worked for. Those are the people you want working for you."

"Kevin continues that," Thompson said. "He's very proud of taking the 19-year-old kid and getting him up to speed and making him sound good enough to be on a prime daypart. One of the more satisfying parts of the job is seeing someone grow and develop. It makes your station better as a byproduct. It does take effort and priority. We try to make face time a priority and something that does not get deleted from the schedule."

Keep In Touch

Pollack asked, "Do you all try to spend time with the talent weekly, and how feasible is that when you oversee so many stations?"

Hastings said, "It really depends on the week, but there are times when you have to force it. I'm happy to go to any of our talent at Lazer and say, 'I haven't been doing my job for a couple of weeks, and I need to get back to it.' At the same time, I challenge them to stay in my face a little bit, too, because, as Virgil said, it's really easy to get wrapped up in the game and the administrative and everything that's going on, and it really is a two-way street.

"But, with mentoring, there are a couple of levels that we have to keep in mind as managers. There's the young talent that we're growing, and there's the existing talent that we have. I joined Lazer about eight years ago, and Marilyn Mee — now our MD — had been there a long time. I saw in her a tremendous talent to grow and develop into that job and make us a better radio station and myself a better PD.

"The other point is that I don't think it's necessary to look just within our own stations or companies. There are

people that I've talked to, like [Clear Channel/Beaumont Director/Programming] Debbie Wyde, off and on for years, just about ways that she can improve what she does as a PD. It's a very loose connection. It's an e-mail thing.

"After I spoke at the Conclave a few years ago, a young man walked up to me, stuck his hand out and said, 'I want to learn from you. I like what you had to say. I love your radio station.' His name is Dave Ryerson. We've never worked together, but we talk once a week. Sometimes it's just a 30-second e-mail, but I feel like I'm paying it back, as Curtiss says, because I had people do that for me years ago. Let's face it: None of us got in this business to be rich. We're in it because of the passion, and we need to pay that passion both forward and back."

The Importance Of Interns

"It's interesting how much turf is available to you if you're enterprising," said Pollack. "An intern may not realize how much we're looking for people like them. When people ask how to get into radio, I say, 'Work for free, get in there, and make yourself indispensable.'"

Fram also talked about looking for people with passion. "Here's an example of that," she said. "There was a young woman who was listening to Q100 [WWWQ], our Top 40 station in Atlanta. She was in a different profession, heard the station and loved it, and wanted to work for the station. She came up out of the blue and didn't know who to talk to. She walked into the radio station and said she wanted to work for Q100.

"So, we hired her as an intern. Her passion was to work for the morning

show. But before they could put her on the morning show, they had her work with the afternoon drive person, nights and everything else, and, finally, she got on the morning show. She's so good. She does show prep, helps book guests. So, after a year of working for free, her dedication paid off. She is now an employee of the radio station. She is head of the street team. This happens all the time."

"I'm a product of an intern program," said Johnson. "At every radio station where I've worked, I've had the autonomy to put an intern program in place. I think they're really an essential part of the success of a radio station. Especially — as we joke about — for a lot of us who are out of the demos of many of our radio stations. The intern departments are such a resource for music opinions, because they are your audience, for the most part.

"The other part of it is that you've got somebody who is working for you for free, who's able to do the menial tasks that a lot of people don't want to do, but they still have that passion level. As a manager, I can't remember the last time I hired an entry-level employee off the street. They've all come out of my intern departments, because I know what their passion level is. I can see what kind of skill sets they might possess. I see their chemistry with their co-workers. I know what I'm getting. You can fake an interview, but you can't fake working there six or nine months. Intern programs are gold mines for radio stations."

We'll continue our review of the *Alternative & Active Rock "Mentors Panel"* next week.

R&R Active Rock Top 50

July 12, 2002

Powered By



LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	PUDDLE OF MUDDO <i>Orfit & Die (Flawless/Geffen/Interscope)</i>	1823	+3	147323	15	58/0
2	2	GODSMACK <i>I Stand Alone (Republic/Universal)</i>	1637	-48	150750	23	56/0
3	3	RED HOT CHILI PEPPERS <i>By The Way (Warner Bros.)</i>	1597	+126	131866	6	58/0
5	4	PAPA ROACH <i>She Loves Me Not (DreamWorks)</i>	1479	+67	109967	10	58/0
6	5	EARSHOT <i>Get Away (Warner Bros.)</i>	1451	+58	121768	20	57/0
4	6	C. KROEGER F.J. SCOTT <i>Hero (Roadrunner/Columbia/IDJMG)</i>	1260	-186	86539	12	50/0
7	7	KORN <i>Here To Stay (Immortal/Epic)</i>	1228	-128	104323	17	56/0
14	8	SYSTEM OF A DOWN <i>Aerials (American/Columbia)</i>	1074	+171	90954	7	56/0
8	9	STAIN'D <i>For You (Flip/Elektra/EEG)</i>	1004	+45	104787	29	55/0
16	10	DEFAULT <i>Deny (TVT)</i>	991	+88	70310	15	48/0
9	11	TOOL <i>Parabola (Volcano)</i>	980	+26	75533	15	55/0
11	12	P.O.D. <i>Boom (Atlantic)</i>	970	+30	73723	13	52/0
13	13	HOOBASTANK <i>Running Away (Island/IDJMG)</i>	940	+41	67369	14	49/1
10	14	TOMMY LEE <i>Hold Me Down (MCA)</i>	869	-87	86288	18	50/0
22	15	FILTER <i>Where Do We Go From Here (Reprise)</i>	817	+193	61242	3	51/2
12	16	SYSTEM OF A DOWN <i>Toxicity (American/Columbia)</i>	816	-83	63752	27	52/0
21	17	KORN <i>Thoughtless (Immortal/Epic)</i>	810	+134	68369	5	55/3
15	18	JERRY CANTRELL <i>Anger Rising (Roadrunner/IDJMG)</i>	804	-106	72653	14	52/0
19	19	TRUSTCOMPANY <i>Downtall (Geffen/Interscope)</i>	797	+86	65121	10	56/1
17	20	AUDIOVENT <i>The Energy (Atlantic)</i>	778	+15	60372	11	52/0
20	21	CREED <i>One Last Breath (Wind-up)</i>	634	-58	52268	14	40/0
18	22	3RD STRIKE <i>No Light (Hollywood)</i>	603	-159	41272	17	48/0
24	23	ADEMA <i>Freaking Out (Arista)</i>	586	+10	44368	8	43/0
23	24	STAIN'D <i>Epiphany (Flip/Elektra/EEG)</i>	556	-71	42766	12	43/0
28	25	ROB ZOMBIE <i>Demon Speeding (Geffen/Interscope)</i>	517	+146	48611	3	49/6
25	26	OUR LADY PEACE <i>Somewhere Out There (Columbia)</i>	399	-10	26801	13	28/1
26	27	NONPOINT <i>Your Signs (MCA)</i>	389	-11	26850	7	34/0
30	28	SINGH <i>Something More (Roadrunner/IDJMG)</i>	372	+34	32563	4	40/1
34	29	CHEVELLE <i>The Red (Epic)</i>	330	+61	30836	3	45/8
32	30	EPIDEMIC <i>Walk Away (Elektra/EEG)</i>	327	+22	19067	4	38/0
31	31	VINES <i>Get Free (Capitol)</i>	320	+11	27221	5	36/1
50	32	NICKELBACK <i>Never Again (Roadrunner/IDJMG)</i>	294	+148	25427	2	44/24
35	33	SOIL <i>Breaking Me Down (J)</i>	277	+7	23055	7	28/0
29	34	INCUBUS <i>Warning (Immortal/Epic)</i>	268	-74	27091	13	24/0
27	35	UNION UNDERGROUND <i>Across The Nation (Portrait/Columbia)</i>	264	-113	19865	11	35/0
33	36	DRY CELL <i>Body Crumbles (Warner Bros.)</i>	253	-32	21455	6	31/0
36	37	LINKIN PARK <i>Runaway (Warner Bros.)</i>	244	+5	31425	16	12/0
Debut	38	SEETHER <i>Fine Again (Wind-up)</i>	239	+133	16388	1	32/5
46	39	SEVENDUST <i>Crucified (TVT)</i>	213	+56	16104	2	16/4
Debut	40	INJECTED <i>Bullet (Island/IDJMG)</i>	212	+81	17875	1	26/2
39	41	HIVES <i>Hate To Say I Told You So (Burning/Epitaph/Sire/Reprise)</i>	208	+13	12855	3	20/2
41	42	AARON LEWIS <i>Black (Label/Elektra/EEG)</i>	195	+19	19121	8	9/1
Debut	43	BREAKING BENJAMIN <i>Polyamorous (Hollywood)</i>	177	+105	11841	1	31/6
40	44	APEX THEORY <i>Apossibly (Can You Please...) (DreamWorks)</i>	170	-26	11966	8	21/0
38	45	HEADSTRONG <i>Swing Harder (RCA)</i>	167	-45	12907	7	22/0
45	46	MAD AT GRAVITY <i>Walk Away (ARTISTdirect)</i>	166	+20	12346	2	20/0
47	47	RUSH <i>Secret Touch (Atlantic)</i>	163	+6	10999	2	15/0
48	48	DEADSY <i>The Key To Grammercy Park (Elementree/DreamWorks)</i>	146	-9	8648	9	12/0
Debut	49	BUZZHORN <i>Ordinary (Atlantic)</i>	143	+42	10900	1	20/3
37	50	SWITCHED <i>Inside (Immortal/Virgin)</i>	142	-81	10832	15	19/0

58 Active Rock reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 6/30-7/6. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 20 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (copyright 2002, The Arbitron Company). (C) 2002, R&R, Inc.

Most Added®

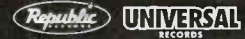
www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
NICKELBACK <i>Never Again (Roadrunner/IDJMG)</i>	24
CHEVELLE <i>The Red (Epic)</i>	8
ROB ZOMBIE <i>Demon Speeding (Geffen/Interscope)</i>	6
BREAKING BENJAMIN <i>Polyamorous (Hollywood)</i>	6
SEETHER <i>Fine Again (Wind-up)</i>	5
COLOR RED <i>Sore Throat (RCA)</i>	5
SEVENDUST <i>Crucified (TVT)</i>	4
KORN <i>Thoughtless (Immortal/Epic)</i>	3
BUZZHORN <i>Ordinary (Atlantic)</i>	3
LOSTPROPHETS <i>Fake Sound Of Progress (Columbia)</i>	3
FLIPP <i>Freak (Artemis)</i>	3
DEF LEPPARD <i>Now (Island/IDJMG)</i>	3
ANDREW W.K. <i>She Is Beautiful (Island/IDJMG)</i>	3

HATEBREED

Headlining second stage OZZFEST all dates

Over 100,000 sold #1 Metal track (Get well soon Sharon)



Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
FILTER <i>Where Do We Go From Here (Reprise)</i>	+193
SYSTEM OF A DOWN <i>Aerials (American/Columbia)</i>	+171
NICKELBACK <i>Never Again (Roadrunner/IDJMG)</i>	+148
ROB ZOMBIE <i>Demon Speeding (Geffen/Interscope)</i>	+146
KORN <i>Thoughtless (Immortal/Epic)</i>	+134
SEETHER <i>Fine Again (Wind-up)</i>	+133
RED HOT CHILI PEPPERS <i>By The Way (Warner Bros.)</i>	+126
BREAKING BENJAMIN <i>Polyamorous (Hollywood)</i>	+105
DEFAULT <i>Deny (TVT)</i>	+88
TRUSTCOMPANY <i>Downtall (Geffen/Interscope)</i>	+86

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
DISTURBED <i>Down With The Sickness (Giant/Reprise)</i>	713
LINKIN PARK <i>In The End (Warner Bros.)</i>	627
DEFAULT <i>Wasting My Time (TVT)</i>	554
PUDDLE OF MUDDO <i>Blurry (Flawless/Geffen/Interscope)</i>	545
P.O.D. <i>Youth Of The Nation (Atlantic)</i>	499
PUDDLE OF MUDDO <i>Control (Flawless/Geffen/Interscope)</i>	480
NICKELBACK <i>Too Bad (Roadrunner/IDJMG)</i>	473
LINKIN PARK <i>Crawling (Warner Bros.)</i>	467
HOOBASTANK <i>Crawling In The Dark (Island/IDJMG)</i>	460
NICKELBACK <i>How You Remind Me (Roadrunner/IDJMG)</i>	456

R&R Station Playlists have moved to the web. See all of our monitored reporters at www.radioandrecords.com.

MUST FREECHILD

ROCK AND ALTERNATIVE ADD DATE 7/16

"POWER ROTATION, #1 PHONES, AMAZING SALES...
...WHAT ELSE NEEDS TO BE SAID?" - JOE BEVILAQUA, WHJY

RateTheMusic.com
BY MEDIABASE™

America's Best Testing Active Rock Songs 12+
For The Week Ending 7/12/02.

Artist Title (Label)	TW	LW	Familiarity	Burn	TD	Familiarity	Burn
SYSTEM OF A DOWN Aerials (American/Columbia)	4.10	4.01	84%	12%	4.10	86%	10%
ROB ZOMBIE Demon Speeding (Geffen/Interscope)	4.07	-	64%	7%	4.06	70%	10%
TOOL Parabola (Volcano)	4.03	4.05	85%	23%	3.98	87%	25%
JERRY CANTRELL Anger Rising (Roadrunner/IDJMG)	4.02	3.98	80%	14%	4.02	84%	10%
GODSMACK I Stand Alone (Republic/Universal)	4.00	3.96	97%	38%	4.06	97%	40%
DISTURBED Down With The Sickness (Giant/Reprise)	3.99	4.03	96%	43%	3.92	97%	49%
EARSHOT Get Away (Warner Bros.)	3.97	3.89	76%	17%	3.94	78%	20%
SYSTEM OF A DOWN Toxicity (American/Columbia)	3.97	3.92	96%	39%	3.96	97%	37%
KORN Here To Stay (Immortal/Epic)	3.93	3.99	92%	22%	3.93	92%	23%
KORN Thoughtless (Immortal/Epic)	3.93	3.99	72%	14%	3.86	76%	15%
UNION UNDERGROUND Across The Nation (Portrait/Columbia)	3.92	3.89	63%	9%	3.91	68%	10%
TRUST COMPANY Downfall (Interscope)	3.83	3.75	54%	9%	3.77	54%	10%
NONPOINT Your Signs (MCA)	3.83	3.68	49%	6%	3.80	53%	6%
STAIN'D For You (Flip/Elektra/EEG)	3.80	3.79	96%	39%	3.57	95%	45%
AUDIOVENT The Energy (Atlantic)	3.78	3.61	52%	9%	3.64	55%	13%
STAIN'D Epiphany (Flip/Elektra/EEG)	3.77	3.76	89%	28%	3.56	88%	33%
HOOBASTANK Running Away (Island/IDJMG)	3.75	3.73	89%	27%	3.45	89%	32%
ADEMA Freaking Out (Arista)	3.70	3.71	68%	14%	3.49	71%	16%
PUDDLE OF MUDD Drift & Die (Flawless/Geffen/Interscope)	3.69	3.68	93%	33%	3.51	93%	37%
FILTER Where Do We Go From Here (Reprise)	3.68	-	54%	9%	3.66	57%	9%
CHAD KROEGER F/JOSEY SCOTT Hero (Roadrunner/Columbia/IDJMG)	3.67	3.72	96%	43%	3.52	95%	44%
INCUBUS Warning (Immortal/Epic)	3.65	3.58	87%	27%	3.34	90%	35%
RED HOT CHILI PEPPERS By The Way (Warner Bros.)	3.62	3.60	88%	21%	3.50	89%	22%
PAPA RAUCH She Loves Me Not (DreamWorks)	3.62	3.62	88%	22%	3.61	89%	25%
DEFAULT Deny (TVT)	3.61	3.59	78%	22%	3.37	78%	26%
OUR LADY PEACE Somewhere Out There (Columbia)	3.55	3.59	67%	16%	3.36	66%	17%
TOMMY LEE Hold Me Down (MCA)	3.48	3.53	84%	25%	3.39	89%	29%
3RD STRIKE No Light (Roadrunner)	3.47	3.39	64%	18%	3.42	67%	20%
P.O.D. Boom (Atlantic)	3.46	3.54	91%	32%	3.41	93%	34%
CREED One Last Breath (Wind-up)	3.30	3.33	90%	35%	3.16	90%	40%

Total sample size is 521 respondents. Total average favorability estimates are based on a scale of 1-5. (1=dislike very much, 5=like very much). Total familiarity represents the percentage of respondents who recognized the song. Total burn represents the number of respondents who said they are tired of hearing the song. Sample composition is based on persons 12+. TD = Target Demo (Females 18-34). Persons are screened via the Internet. Once passed, they can take the music test based on their format/music preference. RateTheMusic.com results are not meant to replace callout research. The results are intended to show opinions of participants on the Internet only. RateTheMusic is a registered trademark of RateTheMusic.com. The RTM system is available for local radio stations by calling 407/523-7272. RateTheMusic.com data is provided by Mediabase Research, A division of Premiere Radio Networks.

New & Active

- LOSTPROPHETS** Fake Sound Of Progress (Columbia)
Total Plays: 68, Total Stations: 14, Adds: 3
- COLOR RED** Sore Throat (RCA)
Total Plays: 67, Total Stations: 19, Adds: 5
- 30 SECONDS TO MARS** Capricorn (Immortal/Virgin)
Total Plays: 52, Total Stations: 7, Adds: 1
- HATEBREE** I Will Be Heard (Universal)
Total Plays: 49, Total Stations: 8, Adds: 1
- STAPA** Aquarium (Locomotive)
Total Plays: 47, Total Stations: 10, Adds: 1
- FLIPP** Freak (Artemis)
Total Plays: 25, Total Stations: 9, Adds: 3
- BLACK LABEL SOCIETY** Demise Of Sanity (Spitfire)
Total Plays: 25, Total Stations: 6, Adds: 1

Songs ranked by total plays

Indicator

Most Added

- NICKELBACK** Never Again (Roadrunner/IDJMG)
- BUZZHORN** Ordinary (Atlantic)
- CHEVELLE** The Red (Epic)
- COLOR RED** Sore Throat (RCA)
- FLIPP** Freak (Artemis)
- EPIDEMIC** Walk Away (Elektra/EEG)
- KORN** Thoughtless (Immortal/Epic)
- SINCH** Something More (Roadrunner/IDJMG)
- SEETHER** Fine Again (Wind-up)
- HIVES** Hate To Say... (Burning/Epitaph/Sire/Reprise)
- INJECTED** Bullet (Island/IDJMG)
- VINES** Get Free (Capitol)
- NEUROTICA** All My Friends Crush You (Koch)
- STAPA** Aquarium (Locomotive)
- BREAKING BENJAMIN** Polyamorous (Hollywood)

Reporters

WOBK/Albany, NY PDM: Dave Hill MUSIC SPECIAL "Support" FLIP "Total" MORNING "Sound" NICKELBACK "New"	KROR/Chico, CA PDM: Dan Sandoval NICKELBACK "New"	WRCC/Fayetteville, NC OM: Paul Michels DE LEPPARD "New" NICKELBACK "New"	WTPR/Greenville, SC PDM: Mark Hendrix BUZZHORN "Ordinary" WISS "New"	KOPM/Las Vegas, NV PD: John Griffin MD: Big Mary 1 "REPT DRILL "Viral" 2 "BREAKING BENJAMIN "Poly" 3 "HOT CHILL "New" 4 "HOT CHILL "New" 5 "REPT DRILL "New"	KOOR/Minneapolis, MN OM: Dave Hamilton PDM: Wade Linder MD: NICKELBACK "New"	WXDQ/Peoria, IL PDM: Matt Behan NICKELBACK "Crash" FLIP "Total" BUZZHORN "Ordinary"	WYSP/Philadelphia, PA OM: Tim Sabeau MD: Nancy Palumbo No Adds	WZSB/Salisbury, MD PD: Shawn Murphy APDM: Mark Hunter NICKELBACK "New"	WQLZ/Springfield, IL 9 "GET IT!" "New" 10 "NICKELBACK "New" 11 "NICKELBACK "New" 12 "BREAKING BENJAMIN "Poly" 13 "OUTRAGED "New" 14 "OUTRAGED "New"
KZRX/Amarillo, TX PDM: Eric Slayter DE LEPPARD "New" CHEVELLE "New" LAMB OF GOD "Autopsy"	WMMR/Cleveland, OH PD: Jim Trapp MD: Mark Pennington 2 KORN "Hoggy" 3 "DUCK PLACE "New"	WWRN/Film, MI PD: Brian Beddow MD: Tony Labrie MORNING NEWS "New" NICKELBACK "New" SPOKEE "Crash" ROB ZOMBIE "Demon"	WDXA/Harrisburg, PA OM: PDM: E. Curtis Johnson MD: Rick Roodman CHEVELLE "New"	WZZL/Alexington-Fayette, KY OM: PDM: Lee Reynolds MD: Stuy Boy 1 "NICKELBACK "New" 2 "NICKELBACK "New" 3 "SEVENTH "Crash"	KIRZ/Lincoln, NE PDM: E.J. Marshall APD: Spunky MD: Samantha Knight COLOR RED "Threat"	WYSP/Philadelphia, PA OM: Dave Hamilton PDM: Wade Linder MD: NICKELBACK "New"	KISS/San Antonio, TX OM: Virgil Thompson PD: Kevin Vargas MD: Cal Cruz NICKELBACK "New" SINCH "New"	WLSZ/Springfield, MA BLUETOOTH "New" LOSTPROPHETS "Progress"	WLSZ/Springfield, MA PD: Scott Laudani BLUETOOTH "New" LOSTPROPHETS "Progress"
WMMR/Cleveland, OH PD: Jim Trapp MD: Mark Pennington 2 KORN "Hoggy" 3 "DUCK PLACE "New"	KILO/Colorado Springs, CO PD: Roger Ford APD: Mike Generty 6 "NICKELBACK "New"	WWRN/Film, MI PD: Brian Beddow MD: Tony Labrie MORNING NEWS "New" NICKELBACK "New" SPOKEE "Crash" ROB ZOMBIE "Demon"	WCCX/Hartford, CT APD: Spunky MD: Samantha Knight COLOR RED "Threat"	KIRZ/Lincoln, NE PDM: E.J. Marshall APD: Spunky MD: Samantha Knight COLOR RED "Threat"	WRAT/Monmouth-Ocean, NJ PD: Carl Craft APDM: Robyn Lane 18 "COREY TAYLOR "New" 6 "NICKELBACK "New" 7 "BRUCE SPRINGSTEEN "Rising" 8 "SEVENTH "Crash" 9 "ROB ZOMBIE "Demon"	WYSP/Philadelphia, PA OM: Dave Hamilton PDM: Wade Linder MD: NICKELBACK "New"	KISS/San Antonio, TX OM: Virgil Thompson PD: Kevin Vargas MD: Cal Cruz NICKELBACK "New" SINCH "New"	KIOZ/San Diego, CA OM: Dan Richards APDM: Shannon Leder No Adds	KZRO/Springfield, MO OM: Dave DeFranco MD: George Spokenmaster CORN "Thought" NICKELBACK "New" COLOR RED "Threat"
WMMR/Cleveland, OH PD: Jim Trapp MD: Mark Pennington 2 KORN "Hoggy" 3 "DUCK PLACE "New"	WYZZ/Columbus, OH PD: Hal Fish APDM: Ronni Hunter WISS "New" NICKELBACK "New" SEETHER "New"	KRZR/Fresno, CA OM: PDM: E. Curtis Johnson MD: Rick Roodman CHEVELLE "New"	WCCX/Hartford, CT APD: Spunky MD: Samantha Knight COLOR RED "Threat"	WTFX/Louisville, KY OM: Michael Lee Interim PDM: Frank Webb KORN "Thought" NICKELBACK "New" TRICOMBAN "New" NICKELBACK "New" ROB ZOMBIE "Demon"	WRAT/Monmouth-Ocean, NJ PD: Carl Craft APDM: Robyn Lane 18 "COREY TAYLOR "New" 6 "NICKELBACK "New" 7 "BRUCE SPRINGSTEEN "Rising" 8 "SEVENTH "Crash" 9 "ROB ZOMBIE "Demon"	WYSP/Philadelphia, PA OM: Dave Hamilton PDM: Wade Linder MD: NICKELBACK "New"	KISS/San Antonio, TX OM: Virgil Thompson PD: Kevin Vargas MD: Cal Cruz NICKELBACK "New" SINCH "New"	KIOZ/San Diego, CA OM: Dan Richards APDM: Shannon Leder No Adds	KZRO/Springfield, MO OM: Dave DeFranco MD: George Spokenmaster CORN "Thought" NICKELBACK "New" COLOR RED "Threat"
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*** Monitored Reporters**
74 Total Reporters
58 Total Monitored
16 Total Indicator

active INSIGHT

ARTIST: **Glassjaw**LABEL: **Warner Bros.**By **FRANK CORREIA** / ROCK SPECIALTY EDITOR**Glassjaw**

In the boxing world, it doesn't take much to knock a glass-jawed fighter out of the game. In the emo metal world, it's damn near impossible to keep **Glassjaw** down. After their Roadrunner deal soured following 2000's *Everything You Wanted to Know About Silence*, the group have returned with more energy, more mature songs and even more buzz with their Warner Bros. debut, *Worship and Tribute*.

With their latest, this Long Island, NY-based five-piece have delivered a left-of-center mind-fuck that pays tribute to hardcore acts like *Bad Brains* while simultaneously upping listeners' serotonin levels with crazy melodies and bipolar dynamics. Definitely not a first-listen record, *Worship and Tribute* reveals its genius after repeated exposure. The group's combination of post-hardcore rhythms, metallic riffing and pop subtext has already garnered a cult following in the rock underground. Their blend may seem chaotic at first, but programmers should remember the ascent of genre-bending groups like *System Of A Down*, *Incubus* and *The Deftones* when listening to *Glassjaw*.

Strangely inviting, Daryl Palumbo's vocals are a manic mix of smooth melodies and off-kilter warbling that is reminiscent of Faith No More's Mike Patton. On tracks like "Ape Dos Mil" and "Must've Run All Day," Palumbo's smooth-voiced charm reveals his sensitive side,

whereas "Gillette Cavalcade of Sports" showcases his clever sense of humor, as he calls a race between his heart, body and mind (eventual victor — his heart). A well-read frontman, Palumbo even makes the line "denial is a river in Egypt" sound smart in "Trailer Park Jesus."

A definite highlight is the lead single, "Cosmopolitan Blood Loss," where Palumbo comes blasting through in the monster chorus while guitarists Justin Beck and Todd Weinstock provide hair-raising harmonics through the rest of the affair. The accomplished rhythmic section of bassist Dave Allen and drummer Larry Gorman anchor the musical maelstrom precisely without being too clinical. While *Glassjaw's* visceral debut for Roadrunner showed the immediacy of the group's teenage years, *Worship and Tribute* reveals a band looking deeper at everything inside and around themselves.

With a hard-core following, tour dates on both the Vans Warped Tour and Ozzfest this summer, not to mention a great new album, it's clear that *Glassjaw* aren't going down without a fight.

ON THE RECORD

With
Brian Rickman
PD, WXQR/Greenville, NC and
WKZQ & WYAV/Myrtle Beach, SC

ROCK 105
carolina's pure rock

At the moment I'm very excited about the new "garage rock" movement. Bands like The Hives, The White Stripes, The Vines and The Strokes (pretty much any band that starts with "The") are really striking a chord with me. It took a while for me to warm up to this sound, but I must say that, after repeated listens, the albums by the above groups are some of the most refreshing and entertaining records I've

heard in quite some time. Our listeners have responded as well. It's all positive, and we're pretty stoked. • Must's "Freechild" is a track that I'd encourage everyone to pay attention to. This is one of

those rare tracks that really jumped out at me in our music meeting. It's infectious (I can't get it out of my head, damn it). We've added this early, and we're looking forward to watching it grow. Wait. A sincere rock ballad with a hook and a guy who can actually sing? Hmmm ... it's a novel concept, but I think Wind-up might be on to something here. • As far as songs that are generating calls in the Carolinas: TrustCompany, TrustCompany, TrustCompany. Our listeners can't seem to get enough of "Downfall." It's been in our top five phones for weeks now at both WKZQ and WXQR. • Finally, Injected recently came through the area, third on the bill with two other national acts. Since their jaw-dropping live show, our listeners have been asking, er, demanding that we play more from these guys. I can't remember the last time I saw a new group open a show and get called back for an encore by the audience. An incredible feat. I'm keeping a close eye on these guys. • In all, I think we've got good reason at Rock radio to be excited about a lot of our emerging artists. Keep 'em coming!

After just three weeks, **Filter's** "Where Do We Go From Here" is already at No. 15 on the Active chart. A nice bump up from last week's No. 22 position thanks to +193 spins ... **System Of A Down's** "Aerials" leaps into the top 10 thanks to a solid 171 increase in plays ... **Nickelback** land on top of the Most Added column again, as "Never Again" finds another 24 stations adding it in its official add week. The track busts up the chart 50-32 ... **Chevelle** continue their growth streak, moving 34-29 in their third week on the chart. "The Red" also gains another eight adds ... On the Rock side, **Bruce Springsteen** debuts at No. 20, while **Korn** debut at No. 28 ... **Nickelback** also took home Most Added honors from the Rockers, with **Def Leppard** and **Rush** lined up behind them ... Keep an eye out for these Swedish rockers ready to take the U.S. by storm — **MAX PIX: BLINDSIDE "Pitiful" (Elektra/EEG).**

— Cyndee Maxwell, Active Rock/Rock Editor

Active Rock/Rock

ON THE RADIO

Record Of The Week

Artist: **Soufly**Title: **///**Label: **Roadrunner/IDJMG**

Sure, Brazil's got the World Cup, but the nation also has to be proud of native son Max Cavalera and his group **Soufly**, who've delivered an album that hits harder than a bicycle kick to the nuts with **///**. The aptly titled third effort is the group's best to date and contains all the tribal metal that fans have come to expect on tracks like "Downstroy," "Seek 'n' Strike" and "L.O.T.M.," which is so brutal as to recall Cavalera's days fronting *Sepultura*. There are a few new melodic twists to the mayhem, most notably the female guest vocals on "Tree of Pain," but, overall, there's enough testosterone here for you to earn a red card and get booted from your local venue.

— Frank Correia



R&R Top 20 Specialty Artists

July 12, 2002

1. **HALFORD** (*Sanctuary/SRG*) "Betrayal," "Crucible"
2. **SOULFLY** (*Roadrunner/IDJMG*) "Seek 'N' Strike," "One Nation"
3. **SUPERJOINT RITUAL** (*Sanctuary/SRG*) "It Takes No Guts," "Ozena"
4. **DANZIG** (*Spitfire*) "Wicked Pussycat," "Black Mass"
5. **OTEP** (*Capitol*) "Battle Ready," "My Confession"
6. **NONPOINT** (*MCA*) "Development," "Your Signs"
7. **SKINLAB** (*Century Media*) "Come Get It," "Slave The Way"
8. **LOLLIPOP LUST KILL** (*Artemis*) "Black All Over," "Like A Disease"
9. **KILLSWITCH ENGAGE** (*Roadrunner/IDJMG*) "My Last Serenade," "Numbered Days"
10. **CHELLE** (*Epic*) "The Red," "Send The Pain-Below"
11. **KORN** (*Immortal/Epic*) "Here To Stay," "Thoughtless"
12. **PUSHMONKEY** (*Trespass*) "Number One," "Chemical Skin"
13. **HATEBREED** (*Universal*) "I Will Be Heard," "Perseverance"
14. **FILTER** (*Warner Bros.*) "Where Do We Go...," "Columind"
15. **TRUST COMPANY** (*Geffen/Interscope*) "Downfall," "Figure"
16. **7TH RAIL CREW** (*Capo*) "Unravel," "Shell"
17. **SPEEDEALER** (*Palm*) "All The Things...," "Second Sight"
18. **PULSE ULTRA** (*Atlantic*) "Big Brother"
19. **BLINDSIDE** (*Elektra/EEG*) "Pitiful," "Caught A Glimpse"
20. **W.A.S.P.** (*Sanctuary/SRG*) "Shadow Man," "Hallowed Ground"

Ranked by total number of shows reporting the artist, with titles listed in order of most airplay.

NICKELBACK

never again



The 3rd Chapter from Silver Side Up Approaching 5 Million sold

#1 Most Added Active Rock (7/5, 7/12)

#1 Most Added Alternative (7/12)

#1 Most Added Rock (7/12)

136 radio stations in on impact

ATTENTION:

Please draw your attention to track #3 which is a P.S.A. voiced by Chad Kroeger, on behalf of Nickelback. It pertains to the unfortunate topical matter of 'Never Again', which affects far too many people in this world. Please support the Nation Coalition Against Domestic Violence.

Play this Public Service Announcement... Spread the Word.



JIM KERR

jimkerr@radioandrecords.com

A Research Rumble

Two dissenting opinions

Over the years I've presented a number of columns about research that were written by researchers. What I've found to be so interesting is that these columns tend to spark exchanges — often heated ones.

For those programmers who believe that research is a pure science that is not to be questioned, these columns are eye-openers. This week's Alternative installment is another one of those eye-openers. I recently printed a column by researcher Richard Harker ("Get a Fix on Fit," 4/19), who took the research community to task for the way it interprets "fit scores" in auditorium tests. Here are two responses to that column.

Sebastian

Research Director, WNNX (99X) & WWWQ (Q100)/Atlanta

I've discussed Harker's column with Mike Henry and Larry Johnson at Paragon Media Strategies, the company that helps 99X and Q100 with auditorium music tests, and, in the interest of full disclosure, let me say that 99X has been happily using Harker Research for weekly callout for close to three years.

I found Richard's column informative and interesting. Like many radio people, I don't know what common radio research practices are — I just know how the few companies I've done business with do things. So, I believe him when he says that most research companies use score correlation to determine fit. And, while my background in statistics doesn't let me keep up with all Richard's tech talk, the logic of his criticism of correlation makes sense.

My experience with Paragon shows that there is a better and more direct way to approach the concept of mismatch: On each song hook we ask, "Does this song belong on your favorite radio station?" The answers cannot be generalized to the total sample, to any demographic cell or to any lifegroup breakdowns. They are meaningful only when looking at P1 results. If your sample is large enough to be actionable for your competitor's P1s as well as your own, you can compare percentages; this may help you find some songs that respondents think should be exclusive to you (or to your foe).

At the extremes, the mismatch score is very helpful. 99X has found a few artists with such high mismatch percentages that we felt their high net positives weren't a good enough reason to keep playing their songs. When mismatch scores are moderate (maybe 15% — your mileage may vary), the research is inconclusive, but those scores tell us to spend a little more time deciding whether or not to play the songs.

Our sister station, Q100, is a mainstream CHR, and we use Core Callout Research for weekly studies. Core does

give us a score-correlation grid of the type Harker criticizes, but we don't pretend that it tells us what songs don't belong on our air — only low scores or high burns can tell us that. Instead, we use the grid to help us sequence songs on the air.

Because CHR must serve so many miniconstituencies, we try to mix up music styles so that a listener is no more than a few songs away from her favorite type of music. While our ears and gut probably work well enough, the correlation grid can help us sequence songs when we're sitting at Selector.

I also enjoyed Richard's additional insights into broad vs. narrow playlists, the balance between familiar and variety and the difference between what listeners say they want and what, in fact, they respond to. It's nice to be reminded that radio has a basis in programming philosophy. Research is just a tool.

Steve Casey President, Steve Casey Research

Richard Harker has a problem with fit analysis!

His article was a shock to me, because fit analysis has been a key part of my work with music research for 10 years. And I wasn't the first. Today, most large radio research companies use it. Most programmers I know believe that understanding the boundaries of your format and how your songs relate to each other is vital.

In fact, fit analysis is applied to the stations owned by the largest radio groups in the U.S., France, Thailand, Malaysia, Australia, Poland and throughout Scandinavia, as well as major stations all over the rest of the world. I'm pleased to say that many of them are clients and that they do quite well, in part due to the understanding that comes from fit analysis, which I usually call music positioning analysis.

What I read did not match my own understanding of the history, philosophy, application and techniques of this powerful tool for radio programmers. I'd like to relate my own experience with these issues, and perhaps Harker will be less worried that so many of us may have lost our minds.

History

Auditorium music tests are not a recent development. My first was conducted in 1974. As soon as music testing began, some people, particularly those at the record companies, decried the tightening of formats and shrinking

playlists. I mention this because, as I read the article, I got the impression that Richard believes fit analysis has played a role in this tightening of playlists.

In fact, the history of modern formats has been one of ever-increasing specialization and more nichelike programming. Some formats, like "kick-ass rock 'n' roll" or "Z-Rock," were extreme examples of modal formats, but I can assure Richard that no fit analysis was involved. Formats have tightened. Stations have tightened their demographic focus. In this postconsolidation era, it doesn't seem likely that the trend will reverse.

Philosophy

Fit analysis is not about tightening a radio station, any more than a simple mean score test is. Fit analysis adds to the information you get from your expensive research. It is concerned with positioning. Which songs are perceptually similar? Which songs are at the center of your station's music position? Which songs expand it? This is information.

You could cut off your simple mean score test at any song that tests less than 90% and play a total of 30 songs (for example). That probably would not be wise. That doesn't mean the AMT was a bad idea; you simply abused the research. All the information from an AMT can be abused, including fit information.

An aside about music-research abuse: In the mid-'90s programmers like Steve Rivers expressed concern about abuse, simply from unfamiliarity with the new tools, by their programmers and clients. We spent a year adding many safety features that continue to work today. All research companies should, of course, help their clients use their research and tools wisely.

The statement that "flipping a coin produces more accurate data" undermines the credibility of the article. It isn't true. In the over 1,000 AMTs to which I've applied my version of fit analysis, called Variety Control, I would have noticed that level of randomness or inconsistency.

I've been involved with efforts costing hundreds of thousands of dollars that have been designed to verify the theoretical and real-world accuracy of these techniques. Some of that work doesn't even involve radio directly, but, rather, the music industry, where these fit techniques help guide people in making music-purchase decisions. This has been tested quite thoroughly.

"While my background in statistics doesn't let me keep up with all Richard Harker's tech talk, the logic of his criticism of correlation makes sense."

Sebastian

Credibility also suffers with the claim of "more harm than any other programming fad." First, it isn't a programming fad; it is a research tool. Second, there is no evidence that I or others who provide fit analysis have systematically harmed radio stations.

Harker goes on to lament the passing of Modern AC. As I read it, he lays this simultaneously at the feet of a narrow focus on pop/alternative and on fit analysis. But very few of those stations were programmed based on fit. Perhaps he had a bad experience.

Two of my clients, KZZP/Phoenix and KHMV/Houston, used fit analysis and were leaders for nearly a decade. But if somebody did use fit analysis as a tool to narrow a station to the point of boredom, then Richard would be right about the error of that move.

In this column just a few weeks ago I stressed that TSL is largely determined by the songs that are not part of the core sound because they keep the station from becoming boring for your most loyal listeners. On this, we seem to be in agreement. I simply don't blame it on a research technique.

Application

Fact: Every programmer believes in fit. If you didn't, you would not believe in formats. It is only a matter of degree. For any radio station, there is a core sound or sounds. Other sounds are not as strongly identified with who you are.

Where you cut off is a programming decision, as are the decisions you make as to how much time you spend at the center and how you present the variety of music you choose to include. Part of my job for my clients is to help them, through research, make those decisions wisely.

One more point before I leave the issue of playlist size. I and other researchers I know use fit analysis to increase the size and variety of the playlist, not limit it (that should be a relief to Harker).

How we proceed is simple:

1. Every product, including music stations, has an identity.
2. We use the research to help a PD fine-tune his music position or core identity. When he is happy, we can evaluate every song as to whether it reinforces or expands on that core identity.
3. We look at how the optimum music position varies for different target audiences. This ability to play "what if" is one of the most powerful benefits of this suite of analysis tools.
4. The playlist is built with the benefit of this additional information. The powers are fine-tuned so that they return the listener to a comfortable place on a regular basis through the hour. This forms a foundation that allows the sec-

ondary titles to provide a great deal of variety within a much stronger framework than would be true if we didn't understand song fit.

Some stations are satisfied with fine-tuning music categories, while others, such as many of the Austereo stations throughout Australia, take their management of fit down to the song-to-song level. I assure you, their formats would not be considered narrow.

Technique

The discussion about correlation scores is something that is a little outside my own experience. I use more mainstream cluster-analysis techniques. I can think of only one company that might use correlation scores, and I would not want to speak for it. Most research companies are doing standard cluster analysis and learning which songs cluster together.

As a programmer, you've probably used the technique extensively in perceptual research. But it is, of course, also applicable to music research. The similarity measures we use are indeed symmetrical, but that is normal and not some sort of mistake, as Mr. Harker suggests. We're not interested in predicting scores; we are clustering songs to show the various music positions that exist and how they relate to each other.

I want my clients to play the music that tests well, but I also want them to know how to manage their appeal as they move through the hour. If neither P.O.D. nor The Goo Goo Dolls cluster close to the center of my station's music, then I need to know that. I particularly need to know that if I'm deciding what to play out of a spot break. You may have a different idea. That's OK. We just want you to know everything about your tools: the music you have to work with.

An attack, after all this time, on the basic concepts of cluster analysis and similarity measures seems inappropriate and calls into question a large and established area of multivariate analysis. Anybody who has worked with fit analysis can quickly see how logical it is. But, if a reader has not had that opportunity, please send me an e-mail at scasey@upyourratings.com. I'll be happy to send you a demo (an actual test, but an old one with disguised call letters) so you can see that it makes a great deal of sense, whether looking at the middle or out at the edge.

I agree that an AMT, even with fit analysis, won't tell you how wide to be. For me, an AMT is a tactical tool. It provides me with detailed, specific information to implement. For strategy, including issues like playlist width, I look to other types of research, like perceptual studies (which I understand Richard Harker does quite well).

R&R Alternative Top 50

July 12, 2002

Powered By



LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	±	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	RED HOT CHILI PEPPERS By The Way (Warner Bros.)	2786	-14	298901	6	76/0
5	2	HOOBASTANK Running Away (Island/IDJMG)	2324	+78	233834	15	75/0
4	3	INCUBUS Warning (Immortal/Epic)	2294	+23	245110	13	74/0
3	4	PUDDLE OF MUDD Drift & Die (Flawless/Geffen/Interscope)	2248	-68	200986	16	70/0
2	5	C. KROEGER F/J. SCOTT Hero (Roadrunner/Columbia/IDJMG)	2088	-334	203846	12	66/0
7	6	JIMMY EAT WORLD Sweetness (DreamWorks)	2026	+67	227615	11	70/1
6	7	PAPA ROACH She Loves Me Not (DreamWorks)	1978	-4	207477	10	74/1
8	8	BOX CAR RACER I Feel So (MCA)	1745	-76	187043	11	68/0
9	9	HIVES Hate To Say I Told You So (Burning/Epitaph/Sire/Reprise)	1530	-46	191136	10	70/2
13	10	SYSTEM OF A DOWN Aerials (American/Columbia)	1498	-7	190178	7	69/0
10	11	STAINO For You (Flip/Elektra/EEG)	1429	-148	142392	28	70/0
11	12	OUR LADY PEACE Somewhere Out There (Columbia)	1415	-140	133110	14	63/0
12	13	KORN Here To Stay (Immortal/Epic)	1376	-164	172605	17	64/0
21	14	NEW FOUND GLORY My Friends Over You (Drive-Thru/MCA)	1342	+161	174517	5	65/2
15	15	SYSTEM OF A DOWN Toxicity (American/Columbia)	1330	-77	170180	27	61/0
20	16	VINES Get Free (Capitol)	1292	+56	156984	7	74/0
18	17	TRUSTCOMPANY Downfall (Geffen/Interscope)	1275	-6	121236	8	67/0
14	18	P.O.D. Boom (Atlantic)	1227	-174	116415	14	65/0
19	19	EARSHOT Get Away (Warner Bros.)	1224	-37	101908	17	58/0
16	20	EMINEM Without Me (Shady/Aftermath/Interscope)	1183	-196	179077	10	44/0
27	21	FILTER Where Do We Go From Here (Reprise)	1179	+248	97891	3	64/2
24	22	CREED One Last Breath (Wind-up)	1097	-16	101398	12	51/0
26	23	KORN Thoughtless (Immortal/Epic)	1070	+146	146850	4	64/2
25	24	AUDIOVENT The Energy (Atlantic)	1035	+26	78900	10	61/0
23	25	DEFAULT Deny (TVT)	1019	-74	92086	14	52/0
28	26	STAINO Epiphany (Flip/Elektra/EEG)	851	-44	81815	11	46/0
32	27	ADEMA Freaking Out (Arista)	638	+33	45301	6	46/0
40	28	WEEZER Keep Fishin' (Geffen/Interscope)	636	+238	76108	2	50/5
39	29	TRIK TURNER Sacrifice (RCA)	524	+93	31103	4	38/1
34	30	WHITE STRIPES Fell In Love With A Girl (Third Man/V2)	518	-60	110598	19	43/0
36	31	RIIDLIN' KIDS I Feel Fine (Aware/Columbia)	502	+22	49380	6	33/0
33	32	LINKIN PARK Runaway (Warner Bros.)	498	-91	57062	7	9/1
30	33	STROKES Hard To Explain (RCA)	494	-150	94542	13	40/0
31	34	DAVE MATTHEWS BAND Where Are You Going (RCA)	471	-151	49923	8	34/0
43	35	HOME TOWN HERO Eighteen (Maverick/Reprise)	425	+40	51542	3	29/0
47	36	CHEVELLE The Red (Epic)	417	+108	41294	2	44/3
45	37	CUSTOM Beat Me (ARTISTdirect)	402	+41	32143	4	29/1
35	38	GOLOFINGER Open Your Eyes (Mojo/Jive)	402	-137	38198	7	33/0
41	39	N.E.R.D. Rock Star (Virgin)	400	+5	49741	5	28/0
42	40	ASH Burn Baby Burn (Kinetic)	387	-6	36950	4	31/1
37	41	JERRY CANTRELL Anger Rising (Roadrunner/IDJMG)	386	-62	31056	8	21/0
Debut	42	COLOPLAY In My Place (Capitol)	381	+112	54181	2	39/4
44	43	TOOL Parabola (Volcano)	378	-24	30029	14	26/0
38	44	3RD STRIKE No Light (Hollywood)	378	-93	32501	14	30/0
46	45	BEN KWELLER Wasted And Ready (ATO/RCA)	356	+29	32771	2	27/0
Debut	46	UNWRITTEN LAW Up All Night (Interscope)	307	+172	27320	1	41/10
49	47	APEX THEORY Apossibly (Can You Please...) (DreamWorks)	301	+6	21975	4	26/1
Debut	48	SEETHER Fine Again (Wind-up)	281	+132	27168	1	33/8
48	49	WEEZER Dope Nose (Geffen/Interscope)	276	-27	32996	18	20/0
Debut	50	SINCH Something More (Roadrunner/IDJMG)	272	+8	21431	1	26/2

76 Alternative reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 6/30-7/6. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 20 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (copyright 2002, The Arbitron Company). (C) 2002, R&R, Inc.

Most Added®

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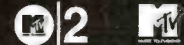
ARTIST TITLE LABEL(S)	ADDS
NICKELBACK Never Again (Roadrunner/IDJMG)	25
UNWRITTEN LAW Up All Night (Interscope)	10
SEETHER Fine Again (Wind-up)	8
SPARTA Cut Your Ribbon (DreamWorks)	6
LINKIN PARK Point Of Authority (Remix) (Warner Bros.)	6
ANDREW W.K. She Is Beautiful (Island/IDJMG)	6
WEEZER Keep Fishin' (Geffen/Interscope)	5
WHITE STRIPES Dead Leaves... (Third Man/V2)	5
COLDPLAY In My Place (Capitol)	4
COLOR RED Sore Throat (RCA)	4
FINCH Letters To You (Drive-Thru)	4

ANDREW W.K.

"She Is Beautiful"

Top 5 Most Added
this week!

10 new, including:
WZZN, KFMA, WBUZ,
KFSD and more



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Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
FILTER Where Do We Go From Here (Reprise)	+248
WEEZER Keep Fishin' (Geffen/Interscope)	+238
UNWRITTEN LAW Up All Night (Interscope)	+172
NEW FOUND GLORY My Friends ... (Drive-Thru/MCA)	+161
LINKIN PARK Point Of Authority (Remix) (Warner Bros.)	+159
KORN Thoughtless (Immortal/Epic)	+146
SEETHER Fine Again (Wind-up)	+132
COLDPLAY In My Place (Capitol)	+112
CHEVELLE The Red (Epic)	+108
RED HOT CHILI PEPPERS I Could Die... (Warner Bros.)	+107

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
UNWRITTEN LAW Seein' Red (Interscope)	1079
311 Amber (Volcano)	1062
HOOBASTANK Crawling In The Dark (Island/IDJMG)	975
JIMMY EAT WORLD The Middle (DreamWorks)	940
PUDDLE OF MUDD Blurry (Flawless/Geffen/Interscope)	915
LINKIN PARK In The End (Warner Bros.)	880
GODSMACK I Stand Alone (Republic/Universal)	805
DEFAULT Wasting My Time (TVT)	773
SYSTEM OF A DOWN Chop Suey (American/Columbia)	706
INCUBUS I Wish You Were Here (Immortal/Epic)	700
JACK JOHNSON Flake (Enjoy/Universal)	695
NICKELBACK Too Bad (Roadrunner/IDJMG)	684
P.O.D. Youth Of The Nation (Atlantic)	672

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ON THE RECORD

With
Eric Baker
VP/Promotion, Extasy Records



There are a lot of great records out now. Clinic's "Walking With Thee" is my favorite. About a month ago I tried to get the record, and it was sold out in five record stores. Six times was the charm for me. • Coldplay are also a favorite

of mine. I love Soufly's "Seek 'n' Strike." The new Doves is such a great record. 30 Seconds to Mars' is another good one. • I also love hearing TrustCompany's "Downfall" every time I can. It is great to hear Filter again. They are such a great band. And I have to admit that I really like the Trey Anastasio record and the new Springsteen.

It was a very slow music week, thanks to the big Fourth of July holiday. While looking at the chart, please note that there was a lot of special programming. Therefore, a lot of songs lost their bullets, even though they are still very alive on playlists ... In terms of

new music, the top of the heap by far was a song about domestic abuse. Damn, I love Nickelback's "Never Again." It's tough as nails, but it sounds so good with that driving guitar riff. Twenty-five stations come in this week, giving "Never Again" Most Added honors while many stations are still playing three other songs featuring the band or lead singer Chad Kroeger ... The remainder of the Most Added column is mostly bands mopping up after nice debut weeks. Andrew W.K. is the exception, as KFMA/Tucson, WBUZ/Nashville and more are there first week out. **RECORD OF THE WEEK: Bowling For Soup "Girl All The Bad Guys Want"**

— Jim Kerr, *Alternative Editor*



COMING RIGHT UP

ARTIST: Splender

LABEL: J

By KATY STEPHAN/ALTERNATIVE SPECIALTY EDITOR

Say you could choose a real life fairy godmother. Not someone who's going to make you wear plexiglass footwear and ride around in a giant squash; someone who's going to wave a magic wand and make all your rock and roll dreams come true. Who would it be?

I'm going with Clive Davis. OK, you're right — I should have said fairy godfather. And, no, I am *not* calling Mr. Davis a fairy. You can stop thinking that right now.

Here's what I am calling him: Harvard Law School graduate, former President of CBS Records, founder of Arista Records, member of the Rock and Roll Hall of Fame and responsible for launching the careers of such legendary artists as Janis Joplin, Santana, Bruce Springsteen, Chicago and Pink Floyd. If he can't turn scullery maids into rock stars at the stroke of midnight, I don't know who can.

And now that he owns and operates his own record label — literally and figuratively his middle name — Mr. Davis has something to prove. He's not fooling around with acts that aren't likely to mature past the baby-band stage.

Although his background is deep in rock 'n' roll, when it comes to signing bands in the rock genre, Davis is being about as selective as Prince Charming was with that whole "Let's try this shoe on every damn chick in the kingdom" routine. On the list of J Records artists who currently have music available, Splender are one of two rock bands.

If all this isn't enough to clue you in to the fact that Splender are destined for greatness, you must be one of those dullards who has mittens pinned to their jacket year-round. When you add producer Mark Endert (Fiona Apple, Madonna, Ours, Vertical Horizon, etc.) to



Splender

Splender's hooky, power-rock songwriting, the whole superstar thing is practically a done deal.

Singer Waymon Boone, bassist James Cruz, guitarist Jonathan Svec and drummer Marc Slutsky have been working together as Splender through most of the '90s, and they tasted chart success with "Yeah Whatever" and "I Think God Can Explain," both from their 1999 debut, *Halfway Down the Sky*.

"Save It for Later" is the first single from their sophomore album (their first on J), *To Whom It May Concern*. Several stations ignored the song's title and jumped on "Save It for Later" at the first possible second. The song is now spinning like mad on WWDC/Washington; WJSE/Atlantic City, NJ; KDGE/Dallas; KZON/Phoenix; and KUCD/Honolulu, and it looks like Splender's new home, J Records, is where the magic is really going to start happening for the band.

I know. You can't get that picture out of your head — Clive Davis in a sparkly pink gown, waving a magic wand. But you know what they say: If the glass shoe fits....

FILTER The first single and video from The Amalgamut

"Where Do We Go From Here"

R&R Alternative: 27 - 21 1179x, +263!!

R&R Active: 22 - 15 817x, +173!!

R&R Rock: 29 - 21 223x, +94!!

BDS Modern: 27* - 16* 1249x, +189!!

BDS Active: 23* - 17* 741x, +143!!

BDS Rock: 24* - 19* 938x, +214!!

CLOSE-OUT ADDS: 99X, Q101, KCNL, WHTG, WEQX!



IN STORES
7-30-02

LOCOBAZOOKA
"UNITED WE ROCK!" 2002:

7/10 ALBANY
7/12 PORTLAND
7/13 MANCHESTER
7/14 SYRACUSE
7/17 HUNTINGTON
7/20 ROCKFORD
7/21 OMAHA

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8/3 CLEVELAND
8/9 PHILADELPHIA
8/10 NEW YORK CITY
8/11 WASHINGTON DC
9/20 LOUISVILLE

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8/7 MTV2 ROCK SHOW TAPING
8/8 NBC CONAN O'BRIEN

the amalgamut

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July 12, 2002

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America's Best Testing Alternative Songs
12+ For The Week Ending 7/12/02.

Artist Title (Label)	TW	LW	Familiarity	Burn	TD	Familiarity	Burn
HOOBASTANK Running Away (Island/IDJMG)	4.11	4.09	89%	18%	4.04	90%	19%
JIMMY EAT WORLD The Middle (DreamWorks)	4.09	4.14	96%	44%	4.11	95%	45%
HOOBASTANK Crawling In The Dark (Island/IDJMG)	4.08	4.08	94%	38%	4.04	95%	36%
INCUBUS Warning (Immortal/Epic)	4.08	4.20	91%	20%	3.92	92%	24%
JIMMY EAT WORLD Sweetness (DreamWorks)	4.07	4.16	76%	11%	4.02	77%	11%
NEW FOUND GLORY My Friends... (Drive-Thru/MCA)	4.06	4.04	65%	8%	3.95	62%	9%
OUR LADY PEACE Somewhere Out There (Columbia)	4.06	4.06	78%	11%	4.01	79%	12%
TRUST COMPANY Downtall (Geffen/Interscope)	3.99	3.95	49%	5%	3.84	47%	6%
BOX CAR RACER I Feel So (MCA)	3.93	3.84	79%	16%	3.83	79%	20%
UNWRITTEN LAW Seein' Red (Interscope)	3.93	3.91	85%	29%	3.83	85%	33%
STAIN D Epiphany (Flip/Elektra/EEG)	3.92	3.96	83%	18%	3.87	86%	20%
DEFAULT Deny (TVT)	3.90	3.88	76%	15%	3.88	78%	17%
STAIN D For You (Flip/Elektra/EEG)	3.89	3.94	91%	32%	3.92	93%	33%
RED HOT CHILI PEPPERS By The Way (Warner Bros.)	3.87	3.88	84%	15%	3.76	86%	18%
PUDDLE... Drift & Die (Flawless/Geffen/Interscope)	3.87	3.80	91%	26%	3.84	92%	28%
PAPA ROACH She Loves Me Not (DreamWorks)	3.85	3.89	87%	18%	3.78	87%	19%
KORN Here To Stay (Immortal/Epic)	3.83	3.80	86%	22%	3.87	87%	23%
C. KROEGER... Hero (Roadrunner/Columbia/IDJMG)	3.82	3.96	95%	42%	3.79	95%	45%
EARSHOT Get Away (Warner Bros.)	3.80	3.84	61%	13%	3.78	65%	16%
SYSTEM OF A DOWN Toxicity (American/Columbia)	3.80	3.91	95%	41%	3.76	96%	43%
SYSTEM OF A DOWN Aerials (American/Columbia)	3.79	4.02	70%	15%	3.69	70%	16%
EMINEM Without Me (Shady/Aftermath/Interscope)	3.75	3.73	96%	37%	3.88	95%	33%
311 Amber (Volcano)	3.74	3.70	82%	22%	3.72	86%	24%
KORN Thoughtless (Immortal/Epic)	3.71	-	59%	12%	3.69	62%	13%
FILTER Where Do We Go From Here (Reprise)	3.68	-	45%	6%	3.66	47%	7%
HIVES Hate To Say... (Burning/Epitah/Sire/Reprise)	3.63	3.55	63%	15%	3.48	63%	18%
P.O.D. Boom (Atlantic)	3.60	3.61	87%	28%	3.58	87%	28%
VINES Get Free (Capitol)	3.48	3.47	53%	11%	3.33	52%	12%
CREED One Last Breath (Wind-up)	3.45	3.41	88%	32%	3.39	91%	35%
STROKES Hard To Explain (RCA)	3.40	3.51	67%	18%	3.28	70%	22%

Total sample size is 680 respondents. Total average favorability estimates are based on a scale of 1-5. (1=dislike very much, 5=like very much). Total familiarity represents the percentage of respondents who recognized the song. Total burn represents the number of respondents who said they are tired of hearing the song. Sample composition is based on persons 12+. TD = Target Demo (Males 18-34). Persons are screened via the Internet. Once passed, they can take the music test based on their format/music preference. RateTheMusic.com results are not meant to replace callout research. The results are intended to show opinions of participants on the Internet only. RateTheMusic is a registered trademark of RateTheMusic.com. The RTM system is available for local radio stations by calling 818/377-5300. RateTheMusic.com data is provided by Mediabase Research, A division of Premiere Radio Networks.

R&R Top 20 Specialty Artists

July 12, 2002

1. SPARTA (DreamWorks) "Cut Your Ribbon"
2. FLAMING LIPS (Warner Bros.) "Do You Realize"
3. MIGHTY MIGHTY BOSSTONES (Sideonedummy) "You Gotta Go"
4. SONIC YOUTH (Geffen) various
5. 30 SECONDS TO MARS (Immortal/Virgin) "Capricorn"
6. USED (Reprise) "Box Full of Sharp Objects"
7. BOWLING FOR SOUP (Jive) "Girl All the Bad Guys Want"
8. VEX RED (Virgin) "Can't Smile"
9. NO USE FOR A NAME (Fat Wreck Chords) "Dumb Reminders"
10. SCAPEGOAT WAX (Hollywood) "Lost Cause"
11. GREEN DAY (Reprise) various
12. OFF BY ONE (LMC) "Been Alone"
13. CHEVELLE (Epic) "The Red"
14. SUPERDRAG (Arena Rock) "Baby Goes To Eleven"
15. MATTHEW (Rykodisc) "Everybody Down"
16. GIRLS AGAINST BOYS (Jade Tree) "BFF"
17. BREAKING BENJAMIN (Hollywood) "Polyamorous"
18. HAVEN (Virgin) "Between the Senses"
19. FILTER (Reprise) "Where Do We Go From Here"
20. DOVES (Capitol) "There Goes the Fear"

Ranked by total number of shows reporting artist.

Record Of The Week

Artist: MORCHEEBA
Label: REPRISE



Is it wrong to love a song about a guy who gets arrested for murdering his wife in cold blood because she got too fat? Not if it's Morcheeba, featuring Slick Rick. (Even if the song is called "Women Lose Weight" and ends with a message about staying in shape.) And not if it's balanced by a gorgeous, murky, super slo-mo duet with Kurt Wagner of Lambchop, "What New York Couples Fight About." In fact, all the advance tracks from Morcheeba's new album, *Charrango*, are so incredible, it would be wrong *not* to play them. Practically felonious. Don't make me call McGuff on you, people.

— Katy Stephan, Alternative Specialty Editor

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Stations and their adds listed alphabetically by market

Reporters

WHRL/Albany, NY * DM/PO/AD: Lisa Biello 3 LINCOLN PARK "Authority" 1 NAPPY ROOTS "Awnaw" DOVES "Rise"	WEDG/Buffalo, NY * PD: Lenny Diana MD: Ryan Patrick APD/MD: Danny Villalobos 1 SEETHER "Fine"	WXEG/Dayton, OH * PD: Steve Kramer MD: Boomer 2 SEVENEIGHT "Duckford" CHEVELLE "Red" COL'DPLAY "Place" OAKENFOLD "Ready" SPARTA "Ribbon"	KUCD/Honolulu, HI * PD: Jamie Hyatt MD: Ryan Sean 36 DIRTY NEGAS "Days" CHEVELLE "Red" COL'DPLAY "Place" OAKENFOLD "Ready" SPARTA "Ribbon"	KROQ/Los Angeles, CA * VP/Prog.: Kevin Weatherly MD: Gene Sandblom MD: Lisa Warden DISTILLERS "Day"	WRXQ/Norfolk, VA * PD: Michele Diamond MD: Mike Powers 2 FLOGGING MOLLY "Flag" 1 THURSDAY "Cross" CUSTOM "Beal" FINCH "Letters" WHITE STRIPES "Leaves"	KRZQ/Reno, NV * GM/PO: Wendy Rollins MD: Matt Diablo No Adds	KJEE/Santa Barbara, CA MD: Eddie Gutierrez MD: Dakota No Adds	KFMA/Tucson, AZ * PD: John Michael APD: Libby Carstensen MD: Matt Spry No Adds
KTEG/Albuquerque, NM * PD: Ellen Flaherty MD: Adam 12 1 SPARTA "Ribbon" LINCOLN PARK "Authority" UNWRITTEN LAW "Up"	WAVF/Charleston, SC * PD: Greg Patrick APD/MD: Danny Villalobos No Adds	KTCL/Denver-Boulder, CO * PD: Mike O'Connor MD: Sabrina Saunders 13 NINES "Rize"	KTBJ/Houston-Galveston, TX * PD/MD: Steve Robinson APD: Eric Schmidt 3 SEETHER "Fine" 3 KORN "Thought"	WLRS/Louisville, KY * Dir/Prog.: J.D. Kunes PD: Lance MD: Anna Fitzgerald NEW FOUND GLORY "Over" NICKELBACK "Never" UNWRITTEN LAW "Up"	KORX/Odessa-Midland, TX PD: Michael Todd Mobley 17 FILTER "Where" NICKELBACK "Never" ELVIS VS. JXL "Little" QUARASHI "Jinx" BAD RELIGION "Broken"	WOYL/Richmond, VA * PD: Mike Murphy MD: Keith Dakin 1 NICKELBACK "Never" REEL BIG FISH "Travel" SPARTA "Ribbon"	WWVV/Savannah, GA PD/MD: B.J. Kinard NICKELBACK "Never" NAPPY ROOTS "Awnaw"	KMYZ/Tulsa, OK * PD: Lynn Barstow MD: Corbin Pierce 1 NICKELBACK "Never" 1 WEEZER "Fishin'"
WNNX/Atlanta, GA * PD: Leslie Fram APD/MD: Chris Williams 20 NINES "Rize" 2 ELVIS VS. JXL "Little" FILTER "Where" OAKENFOLD "Ready" UNWRITTEN LAW "Up" NICKELBACK "Never"	WEND/Charlotte, NC * PD: Jack Daniel APD/MD: Kristen Honeycutt 1 TRIP TUPPER "Sacrifice" 1 SMOKE "More" DOVES "Rise" LOSTPROPHETS "Progress" NICKELBACK "Never"	CIMX/Detroit, MI * PD: Murray Brookshaw APD: Vince Cannova MD: Matt Franklin No Adds	WRZX/Indianapolis, IN * PD: Scott James MD: Michael Young 1 CHEVELLE "Red"	WMAD/Madison, WI * PD: Pat Frawley MD: Amy Hudson No Adds	WJRR/Oriando, FL * PD: Pat Lynch MD: Dickerman 2 WHITE STRIPES "Leaves" NICKELBACK "Never"	WCXX/Riverside, CA * OM/PO: Kelli Curque MD: Daryl James 18 NICKELBACK "Never" 6 UNWRITTEN LAW "Up" 1 SIMON "More"	KNDD/Seattle-Tacoma, WA * PD: Phil Manning APD: Jim Keller MD: Sean Resler No Adds	WHFS/Washington, DC * PD: Robert Benjamin APD: Bob Waugh MD: Pat Fensie JACK JOHNSON "Flake"
WJSE/Atlantic City, NJ * PD: Al Parnello MD: Jason Ulanet ANDREW W.K. "Beautiful" FINCH "Letters" NICKELBACK "Never"	WKQX/Chicago, IL * PD: Tim Richards APD/MD: Mary Shumiras AM: Nicole Chuminato 1 FILTER "Where" SPARTA "Ribbon" WILCO "Heavy"	KNRQ/Eugene-Springfield, OR PD: Chris Crowley APD/MD: Stu Allen NICKELBACK "Never" LINCOLN PARK "Authority" NEW FOUND GLORY "Over"	WPLA/Jacksonville, FL * PD: Scott Petibone APD/MD: Chad Chumley KORN "Thought" MOBY "Extreme"	WMF5/Memphis, TN * PD: Rob Cressman MD: Mike Kilbraw NICKELBACK "Never"	WOCL/Oriando, FL * PD: Alan Amith APD/MD: Bobby Smith No Adds	WKRI/Syracuse, NY * OM/PO: Mimi Grswold APD/MD: Abbie Weber 2 ANDREW W.K. "Beautiful" 1 NICKELBACK "Never" WHITE STRIPES "Leaves"	WKRL/Syracuse, NY * OM/PO: Mimi Grswold APD/MD: Abbie Weber 2 ANDREW W.K. "Beautiful" 1 NICKELBACK "Never" WHITE STRIPES "Leaves"	WWDC/Washington, DC * PD: Buddy Rizer MD: LeeAnn Curtis No Adds
KROX/Austin, TX * PD: Melody Lee MD: Toby Ryan MOBY "Extreme" SPARTA "Ribbon"	WZZN/Chicago, IL * PD: Bill Gambie APD: Steve Levy MD: James VanOsdol 22 LINCOLN PARK "Authority" 4 POD "Satellite" FINCH "Letters" QUARASHI "Jinx"	KXNA/Fayetteville, AR PD: Margot Smith No Adds	WRZK/Johnson City, TN * VP/Prog. Ops.: Mark E. McKinn COLOR RED "Throat" NICKELBACK "Never" WEEZER "Fishin" CHEVELLE "Red"	WZTA/Miami, FL * PD: Troy Hanson APD/MD: Lee Daniels BREAKING BENJAMIN "Play" BUZZYKORN "Dictionary"	WPLY/Philadelphia, PA * MD: Dan Fein No Adds	WZNE/Rochester, NY * OM/PO: Mike Danger MD: Violet 1 NICKELBACK "Throat" COLOR RED "Throat" SPARTA "Ribbon"	WXSX/Tallahassee, FL PD: Steve King MD: Headbeat 32 NICKELBACK "Never" 31 FILTER "Where" 8 FACE TO FACE "New" INCUBUS "Warming" MIGHTY MIGHTY "Gotta" FLOGGING MOLLY "Flag" ANDREW W.K. "Beautiful"	WBSX/Wilkes-Barre, PA * PD: Chris Lloyd APD: Jay Hunter MD: Freddie No Adds
KNXX/Baton Rouge, LA * PD/MD: Randy Chase APD: Bill Jackson No Adds	WAQZ/Cincinnati, OH * PD: John Michael APD/MD: Shaggy No Adds	KFRR/Fresno, CA * PD: Chris Squires MD: Reverend NICKELBACK "Never"	WRFZ/Knoxville, TN * PD: Dan Boyk APD/MD: Anthony Proffitt AM: Opie Hines 14 30 SECONDS 2 MARS "Capriani" 1 SEETHER "Fine" NICKELBACK "Never"	KMBY/Monterey-Salinas, CA * DM: Chris White PD: Kenny Allen APD/MD: Opie Taylor COLOR RED "Throat" GREEN DAY "Desens" SILVERCHAIR "View" UNWRITTEN LAW "Up"	KEDJ/Phoenix, AZ * PD: Nancy Stevens APD: Dead Air Dave MD: Robin Nash EPIDEMIC "Walk"	KWOD/Sacramento, CA * PD: Ron Bunch APD: Boomer 11 KORN "Break" ANDREW W.K. "Beautiful" PHANTOM PLANET "Lonely"	WWSM/Wilmington, NC PD: Kothhead NICKELBACK "Never" CHEVELLE "Red" BEN KWELLER "Wasted" LINCOLN PARK "Authority" EPIDEMIC "Walk"	WSUN/Tampa, FL * OM: Chuck Beck PD: Sharrk No Adds
WRAX/Birmingham, AL * PD: Susan Groves APD: Hurricane Shane MD: Mark Lindsey 1 AFCD THEORY "Possibly" NICKELBACK "Never"	WXTM/Cleveland, OH * PD: Kim Monroe MD: Dom Nardella SHINEM "Closest" NICKELBACK "Never"	WGRD/Duncan Rapids, MI * PD: Bobby Duncan MD: Michael Grey FINCH "Letters" LOSTPROPHETS "Progress"	KFTE/Lafayette, LA * PD: Rob Summers MD: Scott Perin NICKELBACK "Never" WEEZER "Fishin"	WBZU/Nashville, TN * PD: Brian Krysz ANDREW W.K. "Beautiful" DOVES "Rise" SEETHER "Fine" UNWRITTEN LAW "Up"	KZON/Phoenix, AZ * OM/PO: Tim Maranville APD/MD: Kevin Mannion No Adds	KNPT/Si. Louis, MO * PD: Tommy Mattern MD: Jeff Frisse APD: Jeff "Woody" File No Adds	WSFM/Wilmington, NC PD: Kothhead NICKELBACK "Never" CHEVELLE "Red" BEN KWELLER "Wasted" LINCOLN PARK "Authority" EPIDEMIC "Walk"	WXPB/Phoenix, AZ * PD: Brian Krysz ANDREW W.K. "Beautiful" DOVES "Rise" SEETHER "Fine" UNWRITTEN LAW "Up"
KQXR/Boise, ID * PD: Jacent Jackson MD: Kallio UNWRITTEN LAW "Up"	WARQ/Columbia, SC * OM/PO/MD: Gina Juliano SEETHER "Fine" UNWRITTEN LAW "Up"	WXNR/Greenville, NC * PD: Jeff Sanders APD: Turner Watson NICKELBACK "Never" UNWRITTEN LAW "Up"	WWDX/Lansing, MI * PD: Chilli Walker MD: Kelly Brady 1 COL'DPLAY "Place" ASH "Bum" WEEZER "Fishin"	WRRV/Newburgh, NY PD: Andrew Boris KORN "Thought" NEW FOUND GLORY "Over" NICKELBACK "Never"	WXDX/Pittsburgh, PA * PD: John Moschitta MD: Vinnie No Adds	WSPB/Raleigh, NC * PD: Mark Hamilton APD/MD: Jayn No Adds	WXPB/Phoenix, AZ * PD: Brian Krysz ANDREW W.K. "Beautiful" DOVES "Rise" SEETHER "Fine" UNWRITTEN LAW "Up"	
WBCN/Boston, MA * VP/Programming: Dedjpus APD/MD: Steven Strick No Adds	WWCD/Columbus, OH * PD: Andy Davis MD: Jack DeVos WHITE STRIPES "Leaves"	WEEQ/Hagerstown, MD PD: Brad Hunter APD: Dave Roberts GREEN DAY "Substance" NICKELBACK "Never" GOO GOO DOLLS "Big" BOWLING FOR SOUP "Bad"	KXTE/Las Vegas, NV * Dir./Prog.: Larry LeBlanc MD: Peter Gunn ANDREW W.K. "Beautiful" NICKELBACK "Never"	KKND/New Orleans, LA * OM/PO: Dave Stewart MD: Sig NICKELBACK "Never"	WBRU/Providence, RI * PD: Tim Schiavelli MD: Alicia Mullin 6 LINCOLN PARK "Papered" 5 LINCOLN PARK "Runaway" MOBY "Extreme" SEETHER "Fine" SLENDER "Later" UNWRITTEN LAW "Up" WEEZER "Fishin"	WXPB/Phoenix, AZ * PD: Brian Krysz ANDREW W.K. "Beautiful" DOVES "Rise" SEETHER "Fine" UNWRITTEN LAW "Up"	KITS/San Francisco, CA * PD: Sean Demery MD: Aaron Axelsen 1 COL'DPLAY "Place" 1 LINCOLN PARK "Authority"	
WFNX/Boston, MA * PD: Cruz APD/MD: Kevin Mays 26 LINCOLN PARK "Authority" 19 PAPA ROACH "Loves" 12 JIMMY EAT WORLD "Silver" 10 SEETHER "Fine" 2 WHITE STRIPES "Leaves" 1 COLOR RED "Throat"	WDGE/Dallas-Ft. Worth, TX * PD: Duane Doherty APD/MD: Alan Ayo No Adds	WMRD/Hartford, CT * PD: Todd Thomas MD: Chaz Kelly No Adds	KLEC/Little Rock, AR * Dir./Prog.: Larry LeBlanc MD: Peter Gunn ANDREW W.K. "Beautiful" NICKELBACK "Never"	WXRK/New York, NY * PD: Steve Kingston MD: Mike Peer 12 LINCOLN PARK "Authority" 7 GREEN DAY "Desens" 1 CORBY TAYLOR "Sinner"	WXPB/Phoenix, AZ * PD: Brian Krysz ANDREW W.K. "Beautiful" DOVES "Rise" SEETHER "Fine" UNWRITTEN LAW "Up"	WXPB/Phoenix, AZ * PD: Brian Krysz ANDREW W.K. "Beautiful" DOVES "Rise" SEETHER "Fine" UNWRITTEN LAW "Up"	WXPB/Phoenix, AZ * PD: Brian Krysz ANDREW W.K. "Beautiful" DOVES "Rise" SEETHER "Fine" UNWRITTEN LAW "Up"	

Monitored Reporters
 86 Total Reporters


76 Total Monitored

10 Total Indicator
 9 Current Indicator Playlists

Note: WZTA/Miami, FL moves from Active Rock to Alternative.

No Longer A Reporter (1):
 KPOL/Honolulu, HI

Did Not Report For Two Consecutive Weeks; Data Not Used (1):
 WCYY/Portland, ME




It's not going away

Jack Johnson

"Flake"

WHFS - ADD

WBCN - #1 6 weeks



New & Active

BUTCH WALKER My Way (HiFi/Arista)
 Total Plays: 259, Total Stations: 20, Adds: 0

PAUL OAKENFOLD Ready, Steady, Go (Maverick/Reprise)
 Total Plays: 259, Total Stations: 19, Adds: 2

12 STONES Broken (Wind-up)
 Total Plays: 258, Total Stations: 18, Adds: 0

LINCOLN PARK Point Of Authority (Remix) (Warner Bros.)
 Total Plays: 256, Total Stations: 13, Adds: 6

EPIDEMIC Walk Away (Elektra/EEG)
 Total Plays: 201, Total Stations: 22, Adds: 1

MOBY Extreme Ways (V2)
 Total Plays: 176, Total Stations: 23, Adds: 3

WHITE STRIPES Dead Leaves And... (Third Man/V2)
 Total Plays: 168, Total Stations: 21, Adds: 5

REEL BIG FISH Where Have You Been? (Mojo/Jive)
 Total Plays: 155, Total Stations: 15, Adds: 1

NAPPY ROOTS Awnaw (Atlantic)
 Total Plays: 125, Total Stations: 10, Adds: 1

DRY CELL Body Crumbles (Warner Bros.)
 Total Plays: 122, Total Stations: 10, Adds: 0

Songs ranked by total plays

Indicator

Most Added.

NICKELBACK Never Again (Roadrunner/IDJMG)
FILTER Where Do We Go From Here (Reprise)
NEW FOUND GLORY My Friends Over You (Drive-Thru/MCA)
LINCOLN PARK Point Of Authority (Remix) (Warner Bros.)
INCUBUS Warning (Immortal/Epic)
KORN Thoughtless (Immortal/Epic)
BEN KWELLER Wasted And Ready (ATO/RCA)
CHEVELLE The Red (Epic)
EPIDEMIC Walk Away (Elektra/EEG)
FACE TO FACE The New Way (Vagrant)
MIGHTY MIGHTY BOSSTONES You Gotta Go (Side One Dummy)
BOWLING FOR SOUP Girl All The Bad Guys Want (Silvertone/Jive)
NAPPY ROOTS Awnaw (Atlantic)
ANDREW W.K. She Is Beautiful (Island/IDJMG)
BAD RELIGION Broken (Epitaph)
ELVIS VS. JXL A Little Less Conversation (RCA)
FLOGGING MOLLY What's Left Of The Flag? (Side One Dummy)
GOO GOO DOLLS Big Machine (Warner Bros.)
GREEN DAY Suffocate (Reprise)
QUARASHI Mr. Jinx (Time Bomb/Columbia)

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ADDS
2	1	COUNTING CROWS American Girls (Geffen/Interscope)	298	+12	8454	8	19/0
1	2	TREY ANASTASIO Alive Again (Elektra/EEG)	297	-4	6991	16	19/0
3	3	DAVE MATTHEWS BAND Where Are You Going (RCA)	270	-15	5887	8	18/0
4	4	CHUCK PROPHET Summertime Thing (New West/Red Ink)	252	-15	7550	10	20/0
6	5	MAIA SHARP Willing To Burn (Concord)	250	+23	5948	13	20/0
5	6	WILCO Heavy Metal Drummer (Nonesuch)	232	-14	6002	16	16/0
11	7	NORAH JONES Don't Know Why (Blue Note/Virgin)	230	+28	5564	15	15/0
8	8	BRYAN FERRY Goddess Of Love (Virgin)	223	0	6190	7	19/0
12	9	NEIL FINN Driving Me Mad (Nettwerk)	218	+20	6263	8	20/0
10	10	LOS LOBOS Hearts Of Stone (Mammoth)	218	+5	7343	12	19/0
13	11	SHERYL CROW Soak Up The Sun (A&M/Interscope)	203	+5	3544	22	13/0
7	12	MOBY We Are All Made Of Stars (V2)	195	-30	4875	15	15/0
21	13	JOHN MAYER Your Body Is A Wonderland (Aware/Columbia)	193	+40	3591	3	14/0
9	14	ELVIS COSTELLO Tear Off Your Own Head... (Island/IDJMG)	186	-32	6311	19	16/0
Debut	15	BRUCE SPRINGSTEEN The Rising (Columbia)	185	+142	3714	1	17/2
17	16	BETH ORTON Concrete Sky (Astralwerks/Heavenly/Virgin)	185	+25	5856	2	19/0
15	17	LUCE Good Day (Nettwerk)	181	+14	4506	8	14/0
14	18	DAVID BOWIE Slow Burn (ISO/Columbia)	181	-6	5582	5	17/0
20	19	CHRIS ISAAK One Day (Reprise)	159	+6	4994	6	15/1
19	20	INDIGO GIRLS Become You (Epic)	154	-3	5411	6	13/0
16	21	JACK JOHNSON Flake (Enjoy/Universal)	145	-18	3234	23	10/0
Debut	22	COLDPLAY In My Place (Capitol)	141	+111	4145	1	17/0
18	23	PATTY GRIFFIN Rain (ATO)	133	-25	4325	16	13/0
24	24	JEB LOY NICHOLS They Don't Know (Rykodisc)	121	+3	3088	15	11/0
25	25	ROBERT PLANT Darkness, Darkness (Universal)	116	-1	2690	4	14/0
30	26	PHIL LESH Night Of A Thousand Stars (Columbia)	109	+7	3244	2	13/0
29	27	MARK KNOPFLER He's The Man (Warner Bros.)	107	+1	2129	10	12/0
28	28	OASIS Stop Crying Your Heart Out (Epic)	107	-1	1475	2	10/0
Debut	29	BRUCE HORNSBY Sticks & Stones (RCA)	104	+91	3255	1	15/2
Debut	30	EELS Fresh Feeling (DreamWorks)	102	+2	1815	1	11/0

21 Triple A Indicator Reports. Songs ranked by total plays for the airplay week of Sunday 6/30-Saturday 7/6. © 2002, R&R Inc.

Most Added

ARTIST TITLE LABEL(S)	ADDS
DAVID BAERWALD Nothing's... (Lost Highway/IDJMG)	8
GRAHAM NASH Lost Another One (Artemis)	7
COUSTEAU Talking To Myself (Palm Pictures)	3
BRUCE SPRINGSTEEN The Rising (Columbia)	2
BRUCE HORNSBY Sticks & Stones (RCA)	2
VAN MORRISON Down The Road (Universal)	2
JEWEL This Way (Atlantic)	2

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
BRUCE SPRINGSTEEN The Rising (Columbia)	+142
COLDPLAY In My Place (Capitol)	+111
BRUCE HORNSBY Sticks & Stones (RCA)	+91
COUSTEAU Talking To Myself (Palm Pictures)	+78
GRAHAM NASH Lost Another One (Artemis)	+63
JOHN MAYER Your Body Is A Wonderland (Aware/Columbia)	+40
JAMES TAYLOR On The 4th Of July (Columbia)	+40
NEIL HALSTEAD See You On Rooftops (4AD/Beggars)	+36
BONNIE RAITT Wherever You May Be (Capitol)	+32
NORAH JONES Don't Know Why (Blue Note/Virgin)	+28
BIG HEAD TODD & THE MONSTERS Again & Again (Big)	+28
BETH ORTON Concrete Sky (Astralwerks/Heavenly/Virgin)	+25
JEWEL This Way (Atlantic)	+24
MAIA SHARP Willing To Burn (Concord)	+23
NEIL FINN Driving Me Mad (Nettwerk)	+20
DAVID BAERWALD Nothing's... (Lost Highway/IDJMG)	+18
MAE MOORE Funny World (Paras Recording Company)	+18
DAVID POE Echobox (Epic)	+16
LUCE Good Day (Nettwerk)	+14
HOWIE DAY Ghost (Epic)	+13
JORMA KAUKONEN Blue Railroad Train (Columbia)	+13
FLAMING LIPS Do You Realize? (Warner Bros.)	+13
COUNTING CROWS American Girls (Geffen/Interscope)	+12
SOLOMON BURKE Soul Searchin' (Fat Possum)	+11
ROSEY Afterlife (Island/IDJMG)	+11
BETH NIELSEN CHAPMAN World Of Hurt (Artemis)	+11

Reporters

WAPR/Akron, OH PD/MD: Bill Gruber No Adds	KBXR/Columbia, MD PD/MD: Lana Trezise CHRIS ISAAK "One"	WVPS/Memphis, TN * PD/MD: Alexandra Inzer COUSTEAU "Myself" DANA WASHINGTON "1" JOHN MAYER "Your Body"	WYEP/Pittsburgh, PA PD: Rosemary Welsch APD/MD: Chris Griffin DANA WASHINGTON "1" JOHN MAYER "Your Body" TREY ANASTASIO "Alive" DAVID BAERWALD "Nothing's" MOBY "We Are All" BENNETT & BIRCH "Shame" LUCE "Good Day"	KFQD/San Francisco, CA * PD: Dave Benson APD/MD: Hailey Jones No Adds
KTZD/Albuquerque, NM * PD: Scott Soubrade MD: Don Kelley OASIS "One Day"	KBGD/Denver-Boulder, CO * PD: Scott Arbough MD: Keefler 9 CHUCK PROPHET "Thing" BIG HEAD TODD "Agass"	KTGZ/Minneapolis, MN * PD: Lauren MacLach APD/MD: Mike Wolf No Adds	WCLZ/Portland, ME PD: Herb by MD: Brian James No Adds	KDTR/San Luis Obispo, CA PD: Drew Bass MD: Greg Pfler 8 DAVID BAERWALD "Bring" 4 GRAHAM NASH "Acceptor"
KGSR/Austin, TX * PD: Jody Denberg MD: Susan Castle 6 BONNIE RAITT "Wherever" GREY EYE BLINDS "Bring"	WDET/Detroit, MI PD: Judy Adams MD: Martin Bandky AMD: Chuck Horn 3 DAVID BAERWALD "Bring" 3 NEIL HALSTEAD "Seasons"	WGVM/Minneapolis, MN * DM: Dave Hamilton MD: Jeff Collins 23 MOBY "Shame" 17 PETER DINKlage "Hands"	KINK/Portland, OR * PD: Dennis Constantine MD: Kevin Welch 8 AMY POE "Come" 5 VANESSA CARLISLE "Bliss" 5 MICHELLE SPARKS "Love/Hurt"	KBAC/Santa Fe, NM GM/MD: Ira Gordon 14 COUSTEAU "Myself"
WRNR/Salt Lake City, UT DM: Jon Peterson PD: Alex Cortright MD: Damian Einstein ROSEY "Afterlife" JEFF YARBAR "Shame"	WVUD/Eitzenberg City, NC PD: Matt Cooper MD: Top Abney No Adds	WZEW/Mobile, AL * PD: Brian Hart MD: Tim Hallmark COUSTEAU "Myself" COUSTEAU "Myself" SHERYL CROW "Soak"	KMTT/Seattle, WA * PD: Greg Gattine APD: Christine Martinez MD: Roger Menell HOWIE DAY "Shame" DAVID BAERWALD "Bring"	KTQA/Santa Fe, NM PD: Brad Hockmeyer APD/MD: Michael Dean 8 VAN MORRISON "Down" 7 GRAHAM NASH "Acceptor" DAVID BAERWALD "Bring" KRISTIN CANNY "Crazy" JOE LOUIS WALKER "7:20"
KRVR/Dallas, ID * DM/PO: Dan McCoy COUSTEAU "Myself" CHRIS ISAAK "One"	WNCV/Greenville, SC PD: Mark Keefe APD/MD: Kim Clark DAVID BAERWALD "Bring" DAVID BAERWALD "Bring" GREY EYE BLINDS "Bring" KEVIN ROSS/LLS "Cherry" LIL ED "Cass"	KPIQ/Monterey, CA PD/MD: Laura Eileen Hopper BRUCE SPRINGSTEEN "Bring"	WOST/Poughkeepsie, NY PD: Greg Gattine APD: Christine Martinez MD: Roger Menell HOWIE DAY "Shame" DAVID BAERWALD "Bring"	KRSH/Santa Rosa, CA * PD: Bill Bowker MD: Pam Long JOE LOUIS WALKER "7:20" KRISTIN CANNY "Crazy" GRAHAM NASH "Acceptor"
WBOS/Boston, MA * PD: Chris Herrmann APD/MD: Michele Williams 5 ELVIS PRESLEY "Bring" 5 DUCK PROPHET "Thing" DUCK PROPHET "Thing"	WTTJ/Indianapolis, IN * PD: Brad Holtz 7 DAVE PERNER "Never"	KTEE/Monterey, CA DM/PO: Chris White MD: Carl Widling 42 GRAHAM NASH "Acceptor" 26 JAMES TAYLOR "Bring" 18 BRUCE SPRINGSTEEN "Bring" 17 JIMMYE "Bring" 18 BRUCE HORNSBY "Stones"	KTHX/Reno, NV * PD: Harry Reynolds MD: Dave Herold JOHN MAYER "Body" JOHN MAYER "Body"	KMTT/Seattle-Tacoma, WA * GM/PO: Chris Mays APD/MD: Shawn Stewart 3 HOWIE DAY "Shame" 2 BETH ORTON "Concrete"
WXRV/Boston, MA * PD: Joanne Doody MD: Dana Marshall No Adds	WTKN/Nashville, TN * DM/PO: David Hall APD/MD: Keith Coes 1 STEAKHOUSE "Bring" 1 PHANTOM PLANET "Lonely"	WRLE/Nashville, TN * DM/PO: David Hall APD/MD: Keith Coes 1 STEAKHOUSE "Bring" 1 PHANTOM PLANET "Lonely"	KENZ/Salt Lake City, UT * DM/PO: Bruce Jones MD: Karl Bushman 16 SILVERCRUSH "We"	KAEP/Spokane, WA * PD: Tim Collier MD: Karl Bushman 7 YANES "Fire" 7 COLDPLAY "Place"
CRNY/Buffalo, NY * DM/PO: Rob White MD: Mike Blavely JARVIS CHURCH "Spoke" COUSTEAU "Myself"	KMTN/Jackson, WY PD/MD: Mark Fishman BRUCE SPRINGSTEEN "Bring" BRUCE SPRINGSTEEN "Bring" BRUCE SPRINGSTEEN "Bring" JEWEL "Way"	WFWU/New York, NY PD: Chuck Shegarden MD: Rita Houston AMD: Russ Borris 9 MOBY "Eternity"	KPRI/San Diego, CA * PD/MD: Dana Shaleh BRUCE SPRINGSTEEN "Bring"	WRNK/Springfield, MA * GM/PO: Tom Davis MD: Donnie Moorhouse BRUCE SPRINGSTEEN "Bring" BRUCE SPRINGSTEEN "Bring" GRAHAM NASH "Acceptor"
WNCS/Burlington, VT APD: Eric Taimus MD: Mark Abuzzahab 3 ROBERT RANDOLPH "Text" 1 GRAHAM NASH "Acceptor"	WFPK/Louisville, KY PD: Dan Reed APD: Stacy Owen DANA WASHINGTON "1" WALKER "Bring" GREY EYE BLINDS "Bring" TUB RAKEL "Bring" LIL ED "Cass" PAUL WESTERBERG "High"	WKOC/Norfolk, VA * PD: Paul Shugrue MD: Kristen Croft 10 ELVIS PRESLEY "Bring" COUSTEAU "Myself" DANA WASHINGTON "1" PHANTOM PLANET "Lonely"	KENI/Salt Lake City, UT * DM/PO: Bruce Jones MD: Karl Bushman 16 SILVERCRUSH "We"	WRNK/Springfield, MA * GM/PO: Tom Davis MD: Donnie Moorhouse BRUCE SPRINGSTEEN "Bring" BRUCE SPRINGSTEEN "Bring" GRAHAM NASH "Acceptor"
WHNY/Cape Cod, MA PD/MD: Barbara Dancy 1 JORMA KAUKONEN "Bring" COUSTEAU "Myself"	KTSG/Kansas City, MO PD: Jon Hart MD: Byron Johnson 11 GRAHAM NASH "Acceptor" COUSTEAU "Myself" JOHN MAYER "Body" SEVEN NATIONS "Yellow"	KCTY/Denver, NE * PD: Max Bumpgardner MD: Christopher Dean 15 JACK JOHNSON "Bring" 4 COLDPLAY "Place"	KENI/Salt Lake City, UT * DM/PO: Bruce Jones MD: Karl Bushman 16 SILVERCRUSH "We"	WRNK/Springfield, MA * GM/PO: Tom Davis MD: Donnie Moorhouse BRUCE SPRINGSTEEN "Bring" BRUCE SPRINGSTEEN "Bring" GRAHAM NASH "Acceptor"
WDDO/Chattanooga, TN * DM/PO/MD: Danny Howard	WMMM/Madison, WI * PD/MD: Tom Teuber BETH ORTON "Concrete"	WXPR/Philadelphia, PA PD: Bruce Warren APD/MD: Helen Lecht DAVID BAERWALD "Bring"	KENI/Salt Lake City, UT * DM/PO: Bruce Jones MD: Karl Bushman 16 SILVERCRUSH "We"	WRNK/Springfield, MA * GM/PO: Tom Davis MD: Donnie Moorhouse BRUCE SPRINGSTEEN "Bring" BRUCE SPRINGSTEEN "Bring" GRAHAM NASH "Acceptor"

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JOHN SCHOENBERGER

jschoenberger@radioandrecords.com

Right Place, Right Time

□ Singer-songwriter-pianist Norah Jones is on the fast track to fame

Why does one talented artist struggle for years in near-obscurity and often never fulfill his or her dream, while another reaches commercial and critical success at a very early stage of his or her career? An answer to this kind of question is difficult, because the road for each artist is different. But, occasionally, one is at the right place at the right time.

One thing is for sure though: **Norah Jones**, at the tender age of 22, is on the fast track. Not only is her popularity in the U.S. growing rapidly, a quick check of chat rooms and message boards concerning Ms. Jones shows that they have worldwide contributors. You'll see postings from Belgium, Brazil, Italy, New Zealand, Australia, France, Argentina, Spain, Japan, Taiwan, Hong Kong and just about every city in America.

The postings almost always read something like this: "I don't know much about music, but I know when I find a gem to seize it. My friend told me I would love this album, and I just kinda brushed it off. Then I overheard the album. When I found out who it was, I rushed to grab a copy of the CD. It is so refreshing to hear quality in a sea of music that I had started to care very little about."

Since the release of her debut album on Blue Note earlier this year, Jones has toured constantly, endured relentless interviews and television appearances, enjoyed a top 10 record at Triple A with strong crossover potential and was recently awarded a Gold certification by the RIAA for *Come Away With Me*.

Every now and again word about an artist spreads faster and more completely than any record-label marketing team could hope for. Somehow, the buzz starts, and, before you know it, it seems like everyone is along for the ride. It appears that Jones is an overnight sensation. But, as is almost always true in these cases, she had attained a few plateaus of recognition prior to her current explosion of popularity.

Humble Beginnings

Jones' natural father is famed sitar player Ravi Shankar, but it is not due to any effort on his part that she's where she's at today — except for maybe passing along some amazing musical genes. In fact, Shankar's relationship with Jones' mother, Sue, was short-lived, and Jones barely has a relationship with Shankar.

Born in New York in 1979, Jones and her mother moved to the Dallas suburb of Grapevine when she was 4 years old and lived a quiet, normal life. When Jones was 15, the two



Norah Jones

moved to central Dallas, allowing Jones to enroll in the Booker T. Washington High School for the Performing and Visual Arts.

It was here that her unique and natural talent began to blossom. While still in high school, she won the *Down Beat* Student Music Award for Best Jazz Vocalist and Best Original Composition. She won the SMA for Best Jazz Vocalist again in 1997.

"The music scene in New York is so huge. I found it very exciting. Everything opened up for me."

After graduation, Jones enrolled in the renowned music program at the University of North Texas, majoring in jazz piano. In the summer of 1999 she accepted a friend's offer to sublet an apartment in New York's Greenwich Village and never returned to school — or Texas, for that matter.

"The music kept me there," Jones says. "The music scene in New York is so huge. I found it very exciting. I especially enjoyed hearing amazing songwriters at little places like the Living Room. Everything opened up for me."

Let's Make A Deal

Beginning in December of 1999 Jones began to perform regularly in New York, mostly with the funk-fu-

sion band Wax Poetic, who are now signed to Atlantic. She also recorded with Charlie Hunter, singing two songs on his *Songs From the Analog Playground* album, as well as doing some touring with Hunter and his band. Jones then assembled her own band, which has contained guitarists Jesse Harris and Adam Levy, bassist Lee Alexander and drummers Dan Reiser and Andy Broger.

According to Jones' account in a recent *Rolling Stone* article, word about her and the band got to Bruce Lundvall, President of Blue Note Records. Jones entered a studio in October of 2000 and recorded some demos. On the strength of these recordings and a live showcase, she was signed to the label in early 2001.

Although rumor has it that Lundvall met Jones once and signed her on the spot, the truth is a little more typical of label dealings. "It was actually almost a year before I signed a contract," Jones says. That summer the *First Sessions* EP was released to critical acclaim, and her career was on its way. *Come Away With Me* hit stores earlier this year.

Although Blue Note is a famous jazz label, and Jones' music certainly has the sophistication and class of jazz music, it would do her a great disservice to call her simply a jazz artist. Her influences, as well as her appeal, go way beyond that. One can easily sense blues, country, folk and pop in her musical cauldron, in addition to jazz.

Much of this has to do with her mother's diverse record collection. Jones was equally enamored of Billie Holiday, Ray Charles, Judy Garland, Fred Astaire, Aretha Franklin, Frederick Chopin, Willie Nelson and Luciano Pavarotti. "My mom had this eight-album Billie Holiday set. I picked out one disc that I liked and played it over and over again. 'You Go to My Head' — that was my favorite."

Breadth Of Range

This breadth of range comes into play with her debut album, as there are compositions by Hank Williams ("Cold, Cold Heart"), J.D. Loudermilk ("Turn Me On") and Hoagy Carmichael ("The Nearness of You")



JONES IS GOLDEN

Come Away With Me, the debut album by singer-pianist Norah Jones, was recently certified Gold by the RIAA. Celebrating are (l-r) Blue Note President Bruce Lundvall, producer Arif Mardin, EMI Recorded Music North America Chairman/CEO David Munns, Jones, EMI Group Worldwide Chairman/CEO Alain Levy, managers Sam Feldman and Steve Macklam and co-producers Craig Street and Jay Newland.

on it, as well as her self-penned title track and "Nightingale."

The rest of the material was written by bandmates Harris and Alexander, including the lead single, "Don't Know Why," "Feelin' the Same Way" and "I've Got to See You Again." The band seems to have a deep understanding of the musical strains Jones draws from, as every song is natural fit for her sultry vocals and adroit piano technique.

"I never thought I'd end up with a record like this. I thought it would be at least five years before I'd reach this point. This is really the record I wanted to make."

Veteran producer-arranger Arif Mardin, who has worked with artists ranging from Aretha Franklin and Dusty Springfield to Laura Nyro and Willie Nelson, was given charge of the project. The equally renowned Craig Street is credited with original production on three tracks. Jay Newland also has co-production credits, and he worked the board. Their professionalism led to an album that is well-produced, yet open enough to let Jones' sensational talent stand on its own merits.

"I was nervous at first," Jones admits. "I didn't want some amazing producer who'd done all these famous recordings to come in and have me be scared to tell him what I thought. But Arif is the nicest guy in the world; he's very easygoing."

"He was there to keep my act together and make sure I got a good record. I never thought I'd end up with a record like this. I thought it would be at least five years before I'd

reach this point. This is really the record I wanted to make."

In addition to the core band, several notable guests joined in the sessions, including Kevin Breit and Bill Frisell (guitar), Brian Blade and Kenny Wollensen (drums), Jenny Scheinman (violin), Rob Burger (accordion) and Sam Yabel (Hammond B-3).

A Modern Girl

In spite of her respect for the past, Jones is very much a modern girl. For all of her reserve and subtlety when it comes to performing, Jones is a firecracker off the stage. She's young and restless, hot-tempered, passionate and little overwhelmed at how quickly her career has taken off. However, all the work that is being thrown at her is beginning to take its toll.

Once again quoting Jones in *Rolling Stone*: "We're all young, and we just want to be dumb, and I shouldn't complain. But it's been really kinda scary, because no one expected the record to do this well. I never wanted to do a lot of interviews and stuff, and it's gotten me down a bit. It's not as much fun as it once was. I'm going to have to find a way to bring the fun back into all of this."

Besides her talent, Jones' exotic good looks haven't gone unnoticed either. She and her band just finished filming a live club performance of "The Nearness of You" for a Sandra Bullock and Hugh Grant romantic comedy tentatively titled *Two Week Notice*, scheduled for release around Christmas.

For more information, you can contact Kevin Carroll at Blue Note at 212-253-3128. Jones and her band are on tour in the U.S. and abroad for the rest of the year. For dates and other information, log on to www.blue-note.com.

TELL US WHAT YOU THINK!

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"With his album *No Other Love* and the incredible first track *Summertime Thing*, former Green On Red guitarist and songwriter Chuck Prophet has come into his own. I can't wait to hear *Summertime Thing* blasting from countless car radios soon...art & reality will converge! Help Me Rhonda!"

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July 12, 2002

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	DAVE MATTHEWS BAND Where Are You Going (RCA)	680	+20	40392	8	27/0
2	2	COUNTING CROWS American Girls (Geffen/Interscope)	595	-2	35698	9	27/0
3	3	JACK JOHNSON Flake (Enjoy/Universal)	581	+6	41316	21	28/0
5	4	JIMMY EAT WORLDO The Middle (DreamWorks)	490	-7	34992	17	18/0
4	5	SHERYL CROW Soak Up The Sun (A&M/Interscope)	485	-17	31365	20	25/0
7	6	NORAH JONES Don't Know Why (Blue Note/Virgin)	437	+6	34620	10	23/0
6	7	GOO GOO DOLLS Here Is Gone (Warner Bros.)	433	-49	22409	17	20/0
17	8	BRUCE SPRINGSTEEN The Rising (Columbia)	385	+148	38333	2	20/0
8	9	JOHN MAYER Your Body Is A Wonderland (Aware/Columbia)	350	+6	23522	5	23/2
13	10	CHUCK PROPHET Summertime Thing (New West/Red Ink)	319	+55	20732	4	22/2
9	11	TREY ANASTASIO Alive Again (Elektra/EEG)	296	-14	16484	12	22/0
12	12	JOHN MAYER No Such Thing (Aware/Columbia)	291	+16	24629	45	22/0
11	13	DROPLINE Fly Away From Here (...Day) (143/Reprise)	287	0	12380	5	18/0
14	14	DISHWALLA Somewhere In The Middle (Immergent)	254	0	9472	15	15/0
18	15	CHRIS ISAAK One Day (Reprise)	245	-8	17059	6	21/1
10	16	MOBY We Are All Made Of Stars (V2)	236	-69	15863	13	18/0
Debut	17	COLDPLAY In My Place (Capitol)	232	+125	16017	1	24/4
15	18	C. KROEGER F/J. SCOTT Hero (Roadrunner/Columbia/IDJMG)	232	-17	10377	6	8/0
19	19	LUCE Good Day (Nettwerk)	212	-2	8353	6	14/0
23	20	ALANIS MORISSETTE Precious Illusions (Maverick/Reprise)	199	+23	5604	3	13/0
21	21	PUDDLE OF MUDD Blurry (Flawless/Geffen/Interscope)	196	+2	6085	20	9/0
22	22	LOS LOBOS Hearts Of Stone (Mammoth)	194	+12	7494	8	13/0
24	23	SHANNON MCNALLY Now That I Know (Capitol)	185	+14	9539	7	12/0
25	24	RED HOT CHILI PEPPERS By The Way (Warner Bros.)	182	+12	6856	5	8/0
28	25	MAIA SHARP Willing To Burn (Concord)	180	+28	4436	3	12/0
20	26	THE CORRS When The Stars Go Blue (143/Lava/Atlantic)	176	-24	13691	12	11/0
29	27	DAVE PIRNER Never Recover (Ultimatum)	174	+26	10827	2	18/1
26	28	INDIGO GIRLS Become You (Epic)	155	-1	10237	4	14/0
Debut	29	NO DOUBT Hella Good (Interscope)	147	+18	4414	2	6/0
30	30	HOWIE DAY Ghost (Epic)	146	+7	7071	2	12/1

28 Triple A reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 6/30-7/6. Buillets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 15 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from the Arbitron Company (copyright 2002, The Arbitron Company). (C) 2002, R&R, Inc.

Most Added®

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ARTIST TITLE LABEL(S)	ADDS
COUSTEAU Talking To Myself (Palm Pictures)	5
COLDPLAY In My Place (Capitol)	4
JOHN MAYER Your Body Is A Wonderland (Aware/Columbia)	2
CHUCK PROPHET Summertime Thing (New West/Red Ink)	2
BETH ORTON Concrete Sky (Astralwerks/Heavenly/Virgin)	2
PHANTOM PLANET Lonely Day (Daylight/Epic)	2
KIRSTIN CANDY Crazy (About You) (Liquid 8)	2
SHERYL CROW Steve McQueen (A&M/Interscope)	2
ELVIS VS. JXL A Little Less Conversation (RCA)	2
GRAHAM NASH Lost Another One (Artemis)	2

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
BRUCE SPRINGSTEEN The Rising (Columbia)	+148
COLDPLAY In My Place (Capitol)	+125
CHUCK PROPHET Summertime Thing (New West/Red Ink)	+55
BRUCE HORNSBY Sticks & Stones (RCA)	+49
MOBY Extreme Ways (V2)	+38
BIG HEAD TODD & THE MONSTERS Again & Again (Big)	+31
BETH ORTON Concrete Sky (Astralwerks/Heavenly/Virgin)	+30
MAIA SHARP Willing To Burn (Concord)	+28
DAVE PIRNER Never Recover (Ultimatum)	+26
ELVIS VS. JXL A Little Less Conversation (RCA)	+25

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
LENNY KRAVITZ Stillness Of Heart (Virgin)	210
U2 In A Little While (Interscope)	182
PETE YORN Strange Condition (Columbia)	181
DAVE MATTHEWS BAND Everyday (RCA)	180
TRAIN Drops Of Jupiter (Tell Me) (Columbia)	168
CHRIS ISAAK Let Me Down Easy (Reprise)	159
CALLING Wherever You Will Go (RCA)	152
LIFEHOUSE Hanging By A Moment (DreamWorks)	148
DEFAULT Wasting My Time (TVT)	145
AFRO-CELT... F/P. GABRIEL When... (Real World/Virgin)	142
U2 Beautiful Day (Interscope)	138
PETE YORN Life On A Chain (Columbia)	136
DAVID GRAY Babylon (ATO/RCA)	125
ALANIS MORISSETTE Hands Clean (Maverick/Reprise)	122
NICKELBACK How You Remind Me (Roadrunner/IDJMG)	120
EDDIE VEDDER You've Got To Hide Your... (V2)	120
INCUBUS Drive (Immortal/Epic)	118

New & Active

MARAH Float Away (E-Squared/Artemis)

Total Plays: 144, Total Stations: 14, Adds: 0

NEIL FINN Driving Me Mad (Nettwerk)

Total Plays: 144, Total Stations: 13, Adds: 0

VAN MORRISON Down The Road (Universal)

Total Plays: 135, Total Stations: 11, Adds: 0

DAVID BOWIE Slow Burn (ISO/Columbia)

Total Plays: 122, Total Stations: 10, Adds: 0

BIG HEAD TODD & THE MONSTERS Again & Again (Big)

Total Plays: 119, Total Stations: 13, Adds: 1

JOHNNY A. Oh Yeah (Favored Nations/Artemis)

Total Plays: 118, Total Stations: 11, Adds: 0

BETH ORTON Concrete Sky (Astralwerks/Heavenly/Virgin)

Total Plays: 114, Total Stations: 11, Adds: 2

CREED One Last Breath (Wind-up)

Total Plays: 114, Total Stations: 4, Adds: 0

CALLING Adrienne (RCA)

Total Plays: 90, Total Stations: 6, Adds: 0

OASIS Stop Crying Your Heart Out (Epic)

Total Plays: 86, Total Stations: 9, Adds: 1

R&R Station Playlists have moved to the web.
See all of our monitored reporters at
www.radioandrecords.com.

Songs ranked by total plays

SHERYL CROW STEVE McQUEEN

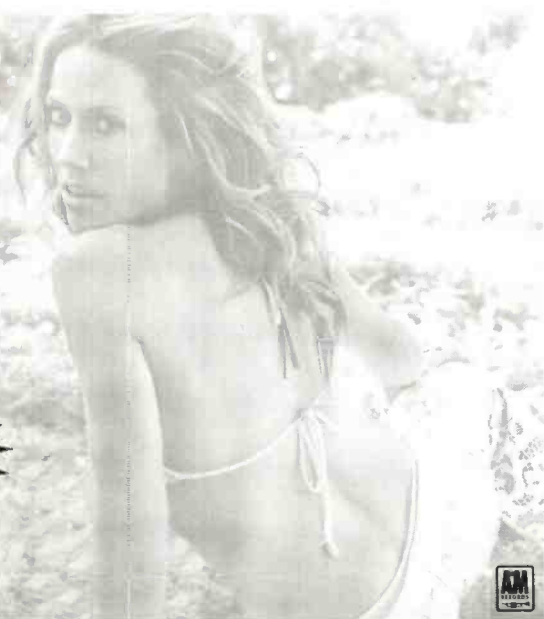
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★★★★ !!! — *Tower's Pulse*

"'About A Boy' counts at least a half-dozen masterful songs, including the breathy piano rambler 'Silent Sigh,' the jaunty acoustic workout 'River, Sea, Ocean' and the surefire single, 'Something to Talk About.' ★★★ 1/2" — *Rolling Stone*

"Single band soundtracks are hard to pull off, but the coupling of Damon 'Badly Drawn Boy' Gough and the film 'About a Boy' makes some real sense; Paul and Chris Weitz's film is based on a Nick Hornby novel about finding an emotional center, and Gough's greatest strength are his calm and assured vocals and melodies. B+!"

— *Entertainment Weekly*

"Gough is a singer-songwriter of the top level... (the 'About a Boy' soundtrack) is a knockout—a rare example of a soundtrack holding up outside the film. ★★★ 1/2!" — *Los Angeles Times*

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ON THE RECORD

With
By Helen Leicht
Asst. PD/MD,
WXPN/Philadelphia



In the early 1990s I was hired by Mike Morrison to launch a new-music show at WXPN, *The Saturday Mix*, from noon-3pm. We played a lot of new, as well as local, music on the program. One of the local cassettes I received came from a DJ friend. It was the first batch of Marah songs, and I loved it. In 1998 came the first album, *Let's Cut the Crap and Hook Up Later on Tonight*, from which we played "Firecracker." • After a SXSW showcase, Steve Earle signed Marah to his label, E-Squared, put them on his album *Transcendental Blues* and went on the road with them, playing our annual Singer Songwriter Weekend in 2000. That was the year of the release of the critically acclaimed *Kids in Philly* album, which included "Faraway You" from the very first cassette I had received. • Enter the new CD, *Float Away With the Friday Night Gods*, produced by the Bielanko brothers and Owen Morris [Oasis] in Wales. We love "Float Away," with Springsteen; "Crying on an Airplane," with fellow Philly player Mike "Slo-Mo" Brenner; and "4 All We Know We're Dreaming," with an amazing choir from Caldicott. If you played *Crap* in '98, you'll love the new record. It's got the energy of the earliest recordings with a much fuller and more polished sonic presentation. • Marah have been from Philly to England, Ireland and Wales, through New York and are now back to Philly as the band I first heard and loved on the cassette. They'll be out touring all summer, and once you see them perform, you'll understand how proud we are of the "kids from Philly."

As we come out the other end of a four-day break (most of us, anyway — sorry, radio), several new releases are off and running: **Cousteau**, **David Baerwald** and **Graham Nash** each have eight first-week adds, and **Phantom Planet** and **Kirstin Candy** also have good starts ... **Bruce Springsteen**, **Coldplay**, **John Mayer**, **Bruce Hornsby**, **Chuck Prophet** and **Beth Orton** close some important holes ... On the monitored airplay chart, **Dave Matthews Band** regain their bullet at No. 1, **Jack Johnson** holds solid at 3*, **Norah Jones** gains 7*-6*, **Springsteen** jumps 17*-8* (he's the top spin gainer this week, with an increase of another 149 plays), **Mayer** is at 9*, and **Prophet** cracks the top 10 at 10* ... Movers this week include **Chris Isaak** (18*-15*), **Alanis Morissette** (23*-20*), **Maia Sharp** (28*-25*) and **Dave Pirner** (29*-27*). Debuts this week include **Coldplay** (at 17* with a 125-play increase) and **No Doubt** ... On the indicator airplay chart, **Counting Crows** move up to 1*, **Sharp** goes top five at 5*, **Jones** moves into the top 10 at 7*, and **Los Lobos** hold at 10* ... Big movers include **Mayer** (21*-13*) and **Phil Lesh & Friends** (30*-26*) ... **Springsteen** debuts at 15*, and **Coldplay** debut at 22*, while **Hornsby** and **Eels** also debut ... Keep an eye on **Marah**, **Neil Finn**, **David Bowie**, **Big Head Todd & The Monsters** and **Johnny A**.

Triple A ON THE RADIO

— John Schoenberger, Triple A Editor

AAA ARTIST OF THE WEEK

ARTIST: **Robert Plant**

LABEL: **Universal**

By **JOHN SCHOENBERGER** / TRIPLE A EDITOR



Robert Plant

In 1968 a young singer from the Black Country Hills in England named Robert Plant and his friend and drummer John Bonham joined up with a session guitarist named Jimmy Page and bassist-keyboardist John Paul Jones to form one of the most important bands in rock 'n' roll, Led Zeppelin. After the death of Bonham from alcohol poisoning in 1980, the band split up.

Not long after, Plant began his solo career and has enjoyed considerable success along the way. And even though he and Page have reconvened for a couple of projects over the years—*No Quarter* and *Walking Into Clarksdale*—Plant's musical journey post-Zep has been varied and inspired. With Zeppelin and as a solo artist, Plant's interest in Middle-Eastern and Asian musical styles has been well-documented, but with his eighth and latest effort, *Dreamland*, these influences have come to full fruition. "My music," he says, "has got to be an honest reflection of where I'm coming from today."

For this project, Plant eased himself in slowly and without pressure. He had been touring on a low-key level for a couple years with a collection of musicians called Priory Of Brion, playing many of the songs that had influenced him in the early days of his career. He enjoyed singing, and, more important, reinterpreting the songs so much that he decided to take the concept further and record an album made up largely of the American '60s folk, blues and psychedelic songs that have always held special meaning for him. "I wanted to sing those songs while I could still sing," he jokes.

The journey resulted in much more than a trip down memory lane. With the help of Porl Thompson and Justin Adams on guitar, Charlie Jones on bass, Clive Dreaumer on drums and John Baggott on keys — collectively known as Strange Sensation — Plant has taken the basics

of songs by Bob Dylan, Tim Buckley, Tim Rose, Jesse Colin Young and others and stripped them down to their basics, only to reconstruct them in new and exciting ways. Sure, the Middle-Eastern, blues, folk and psychedelic elements inform the rock foundation of the material, yet something much greater than the sum of these parts emerges.

The often-mysterious, often-unexpected sound of songs such as "Darkness, Darkness," "Hey Joe," "Morning Dew," "Song to a Siren," "Win My Train Fare Home" and "One More Cup of Coffee" allow us the rare opportunity to explore the musical alleyways and catacombs that exist in the mind of Robert Plant. In addition, we also get a glimpse into how this endeavor has influenced his current work in originals such as "Red Dress" and "Last Time I Saw Her."

"I guess I can go anywhere I want to go," says Plant. "I don't know whether there's a place for me within contemporary pop culture, or if there's a place for it in my head right now, but I know there's an energy about this music and a style that is worth pursuing and pushing a bit more. There's a kind of music empathy I haven't been aware of for a long time."

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The Picture Page

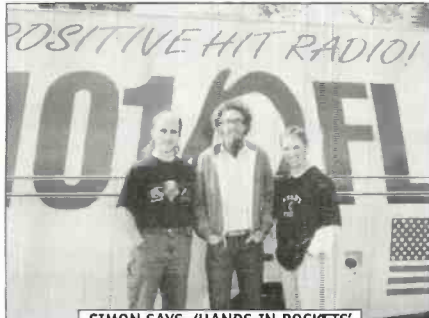
Visual pleasure for the masses

Many pictures are worthy of being included in R&R each week, but space restrictions limit the number we can run. So, to pay homage to many of you in radio, this week I offer up a complete page of your smiling faces for everyone to see. Enjoy the view!



GROVES AND SOME TITAN POWER

Rockettown's Shawn Groves poses with friends before his performance at the WAYM/Nashville Summer Brown Bag concert a few weeks ago. More than 2,000 listeners came out to the Bicentennial Amphitheatre in Nashville for the event. Pictured (l-r) are Tennessee Titans wide receiver Chris Sanders, the WAY-FM Network's Jeff Brown, Groves and WAY-FM's Marcia Ware.



SIMON SAYS, 'HANDS IN POCKETS'

New Sparrow artist David Crowder of The David Crowder Band visits with WQFL/Rockford, IL PD and morning host Mike Schlote. Seen here on what was apparently a chilly morning are (l-r) Schlote, Crowder and Sparrow Records Dir./National Promotions Brian Dishon.



WE'VE GOT SOUL

Squint's newest addition, 38th Parallel, hang out with the staffers of the syndicated *Soul2Soul* during a promotional tour. Pictured are (front, l-r) *Soul2Soul* Exec. Producer Mike Becht; 38th Parallel's Aaron Nordyke, (back, l-r) Nathan Rippe and Jeff Barton; *Soul2Soul* Director Chris Copernoll; and bandmembers Mark Jennings and Shane Moe.



ARMY OF LOVE

Reunion artists Jake hosted a concert with WJTL/Lancaster, PA, then stayed on to sign autographs at the Rockvale Square Outlet Mall. Fans packed the food court to hear the brothers perform selections from their sophomore release, *Amy of Love*. Pictured are (front, l-r) Toby Penner of Jake, the Bible Factory Outlet store's Betty Kissinger and Chris Phillips, Jake drummer Zooks, WJTL Promotions Director Kurt Weaver, Rockvale Square Regional Property Services Manager Mark Fisher and (back, l-r) Jake's Josh and Marty Penner.



GOING SOLO

Ardent artist and former lead vocalist of Big Tent Revival Steve Wiggins spent time with Moody Bible Institute Broadcasting during a promotional tour for his latest recording, *Faith That Is Real*. Pictured in MBI's Chicago studios are Wiggins (l) and MBI Broadcasting Sr. Creative Services Producer Tim Sinclair.



THE HALL IN THE NEWS

Sparrow Records band Newsboys performed an exclusive concert at the Rock and Roll Hall of Fame in Cleveland to launch their new studio album, *Thrive*. Pictured (l-r) are Newsboys Jody Davis, Duncan Philips and Peter Furler; Hall VP Dave Spero; and bandmembers Jeff Frankenstein and Phil Joel.



SMITTY GETS FISHY

Michael W. Smith hooks up with staffers of WFHM (The Fish)/Cleveland at a recent station event. Shown here are (l-r) Fish morning man Mark Rein and Asst. PD/MD Steve Brown, Smith and Fish midday jock Rob Schuler and afternoon host Len Howser.

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TAYLOR SIGHTING

Ardent artists Skillet cop a rare photo opportunity with none other than the legendary Steve Taylor at the Opry Mills Mall's Gibson Cafe in Nashville. Pictured (l-r) are Skillet's Corey and John Cooper, Taylor and Skillet's Ben Kasica and Lori Peters.

The CCM Update

Christian Retail, Radio & Records Newsweekly

The CCM Update

Executive Editor
Rick Edwards
Editor
Lizza Connor

The CCM Update is published weekly in R&R by CCM Communications, 104 Woodmont Blvd., Suite 300, Nashville, TN 37205. Ph: 615/386-3011 Fax: 615/386-3380

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Talk back to CCM

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

E-mail:

lconnor@ccmcom.com

What's Going On?

THE CCM UPDATE peeps in on a few radio folks and artists

We hope you all enjoyed the long Independence Day weekend. Below are some of the prints that have been piling up in our offices. Enjoy the view, and keep sending in your pics!



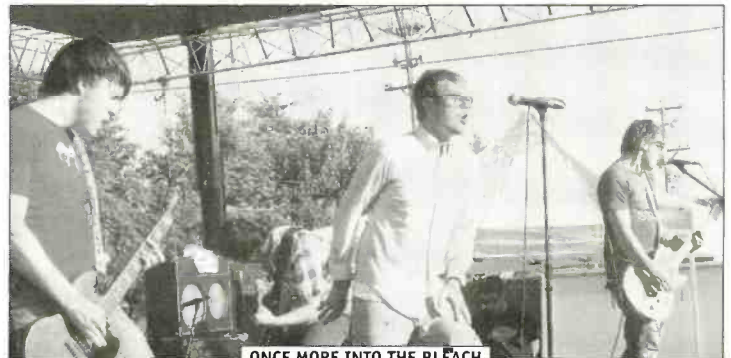
A POSITIVE VIBE

Essential Records pop quartet True Vibe traveled to New York recently for a night of music and ministry to honor the firefighters, police officers, rescue workers, military personnel and families impacted by the Sept. 11 tragedies. The concert took place during Fleet Week, designated by New York to show the city's appreciation for the sailors and Marines who serve the country. Posing with Navy personnel are (l-r) True Vibe's Jason Barton, Jordan Roe, Nathan Gaddis and Jonathan Lippmann.



MERCY, MERCYME

MercyMe recently celebrated the RIAA Gold certification of their INO Records debut, *Almost There*, with family and industry leaders at Nashville's ASCAP offices. *Almost There* is the fastest new-artist project to go Gold in the history of Contemporary Christian music. Pictured at the party are (l-r) BrickHouse Entertainment's Scott Brickell, MercyMe's Robby Shaffer, ASCAP's Connie Bradley and Mike Scheuchzer, bandmembers Bart Millard and Nathan Cochran, ASCAP's Dan Keen, bandmember Jim Bryson and INO Records President Jeff Moseley.



ONCE MORE INTO THE BLEACH

Rock artists Bleach recently performed new music from their upcoming fourth album, *Again for the First Time*, at a pregame show for minor-league baseball team the Nashville Sounds. The concert was part of Faith Night, presented by Thomas Nelson Publishers and the WAY-FM network. With the band's Aug. 27 album-release date approaching, the Nashville stop was just one of many for Bleach as they prepare for a tour that will include summer music festivals, dates with PAX 217 and the Back to the Few Tour with Relient K this fall. Pictured (l-r) are Bleach's Milan Byers, Jerry Morrison, Dave Baysinger and Sam Barnhart.



RETREAT INTO EDEN

Gotee recording artists Out Of Eden displayed their hosting and performing talents at last month's nationally televised Bobby Jones Artist Retreat in Las Vegas. As hosts of the New Artist Showcase, a platform for aspiring gospel performers from throughout the United States, Out Of Eden shared the stage with such seasoned gospel talents as Ultimate recording artists Blessed and Church Howse recording artists Ted & Sheri. Pictured (l-r) are Out Of Eden's Andrea Kimmey Baca, Dr. Bobby Jones and Out Of Eden's Lisa and Danielle Kimmey.

In Memory Of Grant Cunningham



Grant Cunningham

Sparrow Label Group VP/A&R Grant Cunningham passed away on Sunday, July 7, at age 37. On July 3 Cunningham suffered a severe head injury while playing soccer. He underwent emergency surgery at Vanderbilt University Hospital in Nashville but died peacefully on Sunday afternoon with his family by his side. Grant is survived by his wife, Kristin, 5-year-old twin sons Will and Evan and 1-year-old son Blake.

In a letter to his staff, Sparrow Label Group President Peter York celebrated the life of Cunningham, who joined Sparrow in 1994 as an A&R Project Manager. York wrote, "Grant was an extraordinary human being who, at the young age of 37, has left a profound legacy that has touched and will continue to touch many lives. We will all miss him greatly. His character exemplified a great man of personal and godly integrity. His gifts and his talents have made an immeasurable contribution to us, to our artists and to their music. Everyone loved Grant, and I know

we will find it difficult to go forward without him."

Cunningham was responsible for the creative direction and development of Avalon and signed Michelle Tumes and pop group Jump5. He had been working on new projects from Jump5, Chris Tomlin and Avalon members Jody McBrayer and Janna Long, as well as several multiartist and concept projects.

In addition to Grant's impact as an A&R professional, he was a prolific songwriter for EMI Christian Music Publishing. Grant wrote or co-wrote No. 1 songs for Point Of Grace, Avalon, Cindy Morgan, Steve Green and Jonathan Pierce and penned numerous other songs for such artists as Amy Grant, The Martins, Sandi Patty and Kathy Troccoli. Grant won a Dove Award for Pop Song of the Year in 1996 for "The Great Divide," recorded by Point Of Grace.

In lieu of flowers, the Cunningham family has asked that donations be directed to the Grant Cunningham Memorial Fund, administered at this time by Christ Community Church, where Cunningham served as an elder. Gifts can be mailed to Christ Community Church, Attention: Grant Cunningham Memorial Fund, 1215 Hillsboro Road, Franklin, TN 37069. Phone: 615-468-2200.



GETTING CROWDER IN HERE

The David Crowder Band, Sparrow Records' biggest-selling debut artists ever, recently completed an eight-day promotional tour of 11 radio stations in the Midwest and South. Above, Crowder performs "My Hope" from *Can You Hear Us?* live on WJIE-FM/Louisville.

July 12, 2002

CHR Top 30

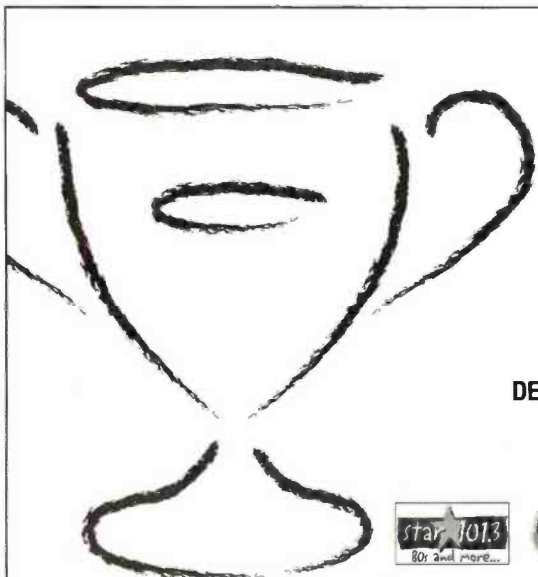
LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART
1	1	PAUL COLMAN TRIO Turn (Essential)	1106	-1	15
2	2	THIRD DAY It's Alright (Essential)	923	+1	17
5	3	JARS OF CLAY Fly (Essential)	791	+62	6
6	4	DAILY PLANET Flying Blind (Reunion)	786	+96	8
4	5	JEFF DEYO Let It Flow (Gotee)	715	-39	16
3	6	AUDIO ADRENALINE Rejoice (Forefront)	699	-66	17
7	7	OUT OF EDEN Day Like Today (Gotee)	690	+25	11
8	8	JENNIFER KNAPP Say Won't You Say (Gotee)	652	-12	14
9	9	GINNY OWENS I Am (Rocketown)	635	-24	21
10	10	TAIT Bonded (Forefront)	612	-36	15
11	11	ZOE GIRL Here And Now (Sparrow)	503	-78	12
17	12	FFH Fly Away (Essential)	502	+20	5
14	13	BEBO NORMAN Holy Is Your Name (Essential)	498	+5	14
16	14	NEWSBOYS Million Pieces (Sparrow)	497	+13	3
15	15	TOBY MAC Irene (Forefront)	489	-2	7
12	16	SALVADOR Breathing Life (Word)	474	-30	6
13	17	STACIE ORRICO Bounce Back (Forefront)	458	-46	17
18	18	ALL TOGETHER SEPARATE We Know (Ardent)	443	-29	11
20	19	BENJAMIN GATE The Calling (Forefront)	414	+41	3
19	20	NEWSBOYS It Is You (Sparrow)	380	-1	28
22	21	REBECCA ST. JAMES Song Of Love (Forefront)	362	+33	3
26	22	JAKE Brighter (Reunion)	350	+49	4
21	23	FREDDIE COLLOCA Savior My Savior (One Voice)	326	-20	11
27	24	RELIENT K For The Moments I Feel Faint (Gotee)	316	+16	12
25	25	KEVIN MAX You (Forefront)	313	-1	5
23	26	MERCY ME I Can Only Imagine (INO)	312	-9	25
28	27	DOWNHERE Free Me Up (Word)	297	+1	3
<i>Debut</i>	28	PLUS ONE I Don't Care (Atlantic)	295	+134	1
<i>Debut</i>	29	DAVID CROWDER BAND My Hope (Sparrow)	293	+43	1
24	30	SKILLET One Real Thing (Ardent)	290	-25	22

30 CHR reporters. Songs ranked by total plays for the airplay week of Sunday 6/30-Saturday 7/6.
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Rock Top 30

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART
1	1	PAX217 Tonight (Forefront)	434	+7	14
2	2	P.O.D. Boom (Atlantic)	428	+46	12
3	3	12 STONES Broken (Wind-up)	334	+17	7
4	4	BENJAMIN GATE Do What You Say (Forefront)	297	-11	6
12	5	38TH PARALLEL Horizon (Squint)	277	+63	3
7	6	LAOS International Mystery Man (Cross Driven)	267	+8	6
6	7	TOBY MAC What's Goin' Down (Forefront)	257	-11	13
9	8	PILLAR Fireproof (Flicker)	244	+7	19
5	9	NEWSBOYS John Woo (Sparrow)	226	-51	15
16	10	KUTLESS Your Touch (BEC)	226	+44	2
8	11	TAIT Bonded (Forefront)	210	-29	10
19	12	TINMAN JONES I Will (Independent)	208	+34	2
14	13	SHILOH Shackles (Accidental Sirens)	207	+9	10
15	14	STRANGE OCCURRENCE Reach (Steel Roots)	200	+7	4
<i>Debut</i>	15	MXPX My Mistake (Tooth & Nail)	184	+57	1
21	16	LINCOLN BREWSTER Everybody Praise The Lord (Vertical)	181	+8	3
17	17	JOHN REUBEN Hindsight (Gotee)	180	-2	4
11	18	SKILLET Earth Invasion (Ardent)	176	-44	15
10	19	ESO Sad Mary (Bettie Rocket)	176	-47	10
20	20	DAILY PLANET Tangled Web (Reunion)	174	+1	3
13	21	G.S. MEGAPHONE Prodigal Dad (Spindust)	169	-37	13
23	22	SLICK SHOES My Ignorance (Tooth & Nail)	169	+8	6
18	23	FIVE IRON FRENZY Spartan (5 Minute Walk)	164	-17	19
24	24	KEVIN MAX You (Forefront)	162	+2	10
25	25	THIRD DAY Get On (Essential)	158	+8	19
26	26	PLANET SHAKERS Shake the Planet (Crown)	149	+2	8
30	27	COMMON CHILDREN Celebrity Virtue (Galaxy 21)	139	+11	14
<i>Debut</i>	28	CR33 Birth of Defiance (Bettie Rocket)	138	+11	1
27	29	AUDIO ADRENALINE Rejoice (Forefront)	136	+5	11
—	30	RELIENT K Those Words Are Not Enough (Gotee)	121	+3	22

45 Rock reporters. Songs ranked by total plays for the airplay week of Sunday 6/30-Saturday 7/6.
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AC Top 30

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART
1	1	STEVEN CURTIS CHAPMAN Magnificent... (Sparrow)	1810	+73	12
3	2	FFH Fly Away (Essential)	1459	+60	11
2	3	THIRD DAY It's Alright (Essential)	1458	-85	18
5	4	AUDIO ADRENALINE Ocean Floor (Forefront)	1441	+112	8
6	5	VOICES OF HOPE In God We Trust (Sparrow)	1335	+45	13
9	6	SALVADOR Breathing Life (Word)	1321	+152	10
4	7	4HIM Surrender (Word)	1204	-171	18
8	8	MARK SCHULTZ Back In His Arms Again (Word)	1108	-96	20
7	9	FREDDIE COLLOCA Savior My Savior (One Voice)	981	-242	16
12	10	ZOE GIRL Here And Now (Sparrow)	954	+2	15
15	11	REBECCA ST. JAMES Song Of Love (Forefront)	947	+154	7
13	12	SHAUN GROVES Move Me (Rocketown)	931	+84	7
10	13	BEO NORMAN Holy Is Your Name (Essential)	911	-111	17
16	14	JARS OF CLAY Fly (Essential)	833	+53	5
14	15	NEWSONG Wide Open (Reunion)	825	+10	15
11	16	NATALIE GRANT What Other Man (Curb)	821	-175	18
17	17	JENNIFER KNAPP Say Won't You Say (Gotee)	803	+44	14
18	18	AMY GRANT The River's Gonna Keep On Rolling (Word)	799	+43	8
22	19	BIG DADDY WEAVE In Christ (Fervent)	796	+198	4
19	20	KATINAS Rejoice (Gotee)	784	+100	6
24	21	NEWSBOYS Million Pieces (Sparrow)	728	+145	4
20	22	NICOLE C. MULLEN Come Unto Me (Word)	721	+62	5
21	23	SONICFLOOD Write Your Name Upon My Heart (INO)	690	+35	12
27	24	RACHAEL LAMPA I'm All Yours (Word)	589	+174	2
29	25	CAEDMON'S CALL We Delight (Essential)	492	+112	2
26	26	LINCOLN BREWSTER All I Really Want (Vertical)	462	+27	2
	Debut 27	J. HANSON & S. GROVES Traveling Light (Creative Trust)	435	+105	1
	Debut 28	ALLEN ASBURY All About Grace (Doxology)	417	+153	1
30	29	DAVID CROWDER BAND My Hope (Sparrow)	391	+35	3
	Debut 30	TRUE VIBE See The Light (Essential)	383	+70	1

57 AC reporters. Songs ranked by total plays for the airplay week of Sunday 6/30-Saturday 7/6.
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Inspo Top 20

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART
1	1	JACI VELASQUEZ In Green Pastures (Creative Trust)	305	-5	6
3	2	STEVEN CURTIS CHAPMAN Magnificent... (Sparrow)	261	+3	6
4	3	BOB CARLISLE You're Beautiful (Diadem)	245	+12	6
2	4	4HIM Surrender (Word)	232	-68	6
8	5	LINCOLN BREWSTER All I Really Want (Vertical)	204	+30	3
10	6	NICOLE C. MULLEN Come Unto Me (Word)	193	+39	2
6	7	MICHAEL CARD Scribbling In The Sand (M2.0)	191	-15	6
15	8	REBECCA ST. JAMES Song Of Love (Forefront)	189	+44	4
5	9	MARK SCHULTZ Back In His Arms Again (Word)	175	-46	6
12	10	TIM HUGHES Here I Am To Worship (Worship Together)	173	+24	5
19	11	RONNIE FREEMAN The Only Thing (Rocketown)	167	+39	4
11	12	JASON INGRAM Restore Me (INO)	165	+12	6
7	13	NEWSONG Wide Open (Reunion)	164	-26	6
16	14	MICHAEL W. SMITH Purified (Reunion)	163	+24	3
13	15	MARTINS Lord Most High (Spring Hill)	156	+9	5
14	16	GINNY OWENS I Am (Rocketown)	140	-6	6
18	17	COREY EMERSON I Will Remember (Discovery House)	138	+4	4
9	18	VOICES OF HOPE In God We Trust (Sparrow)	133	-29	6
	Debut 19	DAVID PHELPS You Can Dream (Spring Hill)	111	+7	1
17	20	STEVE GREEN The Pleasures Of The King (Sparrow)	108	-30	6

19 Inspo reporters. Songs ranked by total plays for the airplay week of Sunday 6/30-Saturday 7/6.
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Rhythmic Specialty Programming

RANK	ARTIST TITLE LABEL(S)
1	JOHN REUBEN Hindsight (Gotee)
2	DJ MAJ /DJ FORM 7 Factors (Gotee)
3	TRIN-I-TEE 5:7 Holla (Gospe Centric)
4	GRITS Here We Go (Gotee)
5	TOBY MAC Irene (Forefront)
6	WOODY ROCK Believer (Gospe Centric)
7	ILL HARMONICS Take Two (Uprok)
8	KATINAS Dance (Gotee)
9	BK & ASSOCIATES What I Love (Uprok)
10	JAVEN Never Give Up On Love (Crown)

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MIDWEST

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RADIO & RECORDS

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R&R is published weekly, except the week of December 25. Subscriptions are available for \$325.00 per year (plus applicable sales tax) in the United States, \$320.00 in Canada and Mexico, and \$495.00 overseas (U.S. funds only) from Radio & Records Inc., at 10100 Santa Monica Blvd., 3rd Floor, Los Angeles, California 90067. Annual subscription plan includes the weekly newspaper plus two R&R Directories issues and other special publications. Refunds are prorated based on the actual value of issue received prior to cancellation. Nonrefundable quarterly rates available. All reasonable care taken but no responsibility assumed for unsolicited material. R&R reserves all rights in material accepted for publication. All letters addressed to R&R or its Editors will be assumed intended for publication reproduction and may therefore be used for this purpose. Letters may be edited for space and clarity and may appear in the electronic versions of R&R. The writer assumes all liability regarding the content of the letter and its publication in R&R. Nothing may be reproduced in whole or in part without written permission from the Publisher.

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WEST

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Deadline

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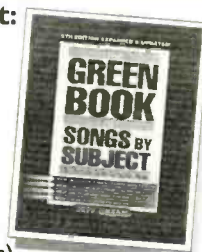
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Monitored Airplay Overview: July 12, 2002

CHR/POP

LW	TW	ARTIST	SON	LABEL
1	1	NELLY	Hot In Herre (Fo' Reel/Universal)	
2	3	AVRIL LAVIGNE	Complicated (Arista)	
3	2	EMINEM	Without Me (Shady/Aftermath/Interscope)	
4	4	C. KROEGER F.J. SCOTT	Hero (Roadrunner/Columbia/IDJMG)	
5	5	JIMMY EAT WORLD	The Middle (DreamWorks)	
6	6	VANESSA CARLTON	A Thousand Miles (A&M/Interscope)	
11	7	JENNIFER LOPEZ F/MAS	I'm Gonna Be Alright (Epic)	
7	8	DIRTY VEGAS	Days Go By (Capitol)	
12	9	DJ SAMMY & YANU	Heaven (Robbins)	
15	10	PINK	Just Like A Pill (Arista)	
8	11	P. DIDDY F/USHER & LOON	I Need A Girl (Part One) (Bad Boy/Arista)	
10	12	NO DOUBT	Hella Good (Interscope)	
9	13	ASHANTI	Foolish (Murder Inc./Def Jam/IDJMG)	
13	14	FAT JOE F/ASHANTI	What's Luv? (Terror Squad/Atlantic)	
14	15	MICHELLE BRANCH	All You Wanted (Maverick/WB)	
17	16	SHERYL CROW	Soak Up The Sun (A&M/Interscope)	
16	17	PINK	Don't Let Me Get Me (Arista)	
20	18	DEFAULT	Wasting My Time (TVT)	
19	19	PUDDLE OF MUDD	Blurry (Flawless/Geffen/Interscope)	
18	20	CRAIG DAVID	Walking Away (Wildstar/Atlantic)	
23	21	SOLUNA	For All Time (DreamWorks)	
27	22	JOHN MAYER	No Such Thing (Aware/Columbia)	
25	23	BRANDY	Full Moon (Atlantic)	
30	24	CAM'RON	Oh Boy (Roc-A-Fella/IDJMG)	
26	25	KELLY OSBOURNE	Papa Don't Preach (Epic)	
28	26	CREED	One Last Breath (Wind-up)	
29	27	KYLIE MINOGUE	Love At First Sight (Capitol)	
22	28	MARY J. BLIGE	Rainy Dayz (MCA)	
31	29	ANASTACIA	One Day In Your Life (Epic)	
32	30	ENRIQUE IGLESIAS	Don't Turn Off The Lights (Interscope)	

#1 MOST ADDED

MICHELLE BRANCH Goodbye To You (Maverick/WB)

#1 MOST INCREASED PLAYS

AVRIL LAVIGNE Complicated (Arista)

TOP 5 NEW & ACTIVE

BRITNEY SPEARS Boys (Maverick/Reprise)

YING YANG TWINS Say I Yi Yi (Koch)

HOOBASTANK Running Away (Island/IDJMG)

VANESSA CARLTON Ordinary Day (A&M/Interscope)

CELINE DION I'm Alive (Epic)

CHR/POP begins on Page 27.

AC

LW	TW	ARTIST	SON	LABEL
1	1	CELINE DION	A New Day Has Come (Epic)	
2	2	FIVE FOR FIGHTING	Superman (It's Not Easy) (Aware/Columbia)	
3	3	JOSH GROBAN	To Where You Are (143/Reprise)	
4	4	MARC ANTHONY	I've Got You (Columbia)	
5	5	ENRIQUE IGLESIAS	Hero (Interscope)	
6	6	JO DEE MESSINA	Bring On The Rain (Curb)	
9	7	BRYAN ADAMS	Here I Am (A&M/Interscope)	
7	8	DARYL HALL & JOHN DATES	Do It For Love (BMG/Heritage)	
8	9	MATCHBOX TWENTY	If You're Gone (Lava/Atlantic)	
12	10	VANESSA CARLTON	A Thousand Miles (A&M/Interscope)	
10	11	LONESTAR	I'm Already There (BNA)	
11	12	MICHAEL BOLTON	Only A Woman Like You (Jive)	
15	13	CAROLYN DAWN JOHNSON	So Complicated (Arista)	
16	14	SHERYL CROW	Soak Up The Sun (A&M/Interscope)	
14	15	ENYA	Wild Child (Reprise)	
17	16	JENNIFER LOPEZ	Alive (Epic)	
19	17	CELINE DION	I'm Alive (Epic)	
30	18	JAMES TAYLOR	On The 4th Of July (Columbia)	
18	19	BONNIE RAITT	I Can't Help You Now (Capitol)	
20	20	LUTHER VANDROSS	I'd Rather (J)	
21	21	CALLING	Wherever You Will Go (RCA)	
22	22	ELTON JOHN	Original Sin (Rocket/Universal)	
24	23	JOHN MAYER	No Such Thing (Aware/Columbia)	
23	24	ENRIQUE IGLESIAS	Escape (Interscope)	
25	25	TAMARA WALKER	Angel Eyes (Curb)	
26	26	MARC ANTHONY	I've Got You (Columbia)	
27	27	GARTH BROOKS	When You Come Back To Me Again (Capitol)	
28	28	BARRY MANILOW	They Dance! (Concord)	
29	29	ALL-4-ONE & JIM BRICKMAN	Beautiful As U (AMC)	
—	30	MICHAEL DAMIAN	Shadows... (Modern Voices/Weir Bros.)	

#1 MOST ADDED

CELINE DION I'm Alive (Epic)

#1 MOST INCREASED PLAYS

JAMES TAYLOR On The 4th Of July (Columbia)

TOP 5 NEW & ACTIVE

MICHELLE BRANCH All You Wanted (Maverick/WB)

KATHY MATTEA They Are The Roses (Narada)

PET SHOP BOYS Home And Dry (Sanctuary/SRG)

BEN GREEN Two To One (Antarctia)

STEELY Simple Girl (NFE)

AC begins on Page 53.

CHR/RHYTHMIC

LW	TW	ARTIST	SON	LABEL
1	1	NELLY	Hot In Herre (Fo' Reel/Universal)	
2	2	CAM'RON	Oh Boy (Roc-A-Fella/IDJMG)	
5	3	P. DIDDY F/GINUWINE	I Need A Girl (Part II) (Bad Boy/Arista)	
3	4	BIG TYMERS	Still Fly (Cash Money/Universal)	
4	5	EMINEM	Without Me (Shady/Aftermath/Interscope)	
9	6	IRV GOTTI	Down 4 U (Murder Inc./Def Jam/IDJMG)	
6	7	TRUTH HURTS F/RAKIM	Addictive (Aftermath/Interscope)	
8	8	JENNIFER LOPEZ F/MAS	I'm Gonna Be Alright (Epic)	
10	9	MARIO	Just A Friend 2002 (J)	
7	10	ASHANTI	Foolish (Murder Inc./Def Jam/IDJMG)	
20	11	NELLY F/KELLY ROWLAND	Dilemma (Fo' Reel/Universal)	
19	12	ASHANTI	Happy (Murder Inc./Def Jam/IDJMG)	
14	13	FAT JOE F/ASHANTI	What's Luv? (Terror Squad/Atlantic)	
11	14	JA RULE	Down Ass Chick (Murder Inc./Def Jam/IDJMG)	
15	15	BRANDY	Full Moon (Atlantic)	
13	16	AVANT	Makin' Good Love (Magic Johnson/MCA)	
12	17	P. DIDDY F/USHER & LOON	I Need A Girl (Part One) (Bad Boy/Arista)	
18	18	ANGIE MARTINEZ	If I Could Go (EastWest/EEG)	
16	19	B2K	Gots Ta Be (Epic)	
32	20	EVE F/ALICIA KEYS	GANGSTA LOVIN' (Ruff Ryders/Interscope)	
28	21	N.D.R.E.	Nothin' (Def Jam/IDJMG)	
17	22	TWEET	Call Me (Gold Mind/Elektra/EEG)	
21	23	KHIA	My Neck, My Back (Lick It) (Dirty Down/Artemis)	
26	24	AMERIE	Why Don't We Fall In Love (Rise/Columbia)	
27	25	LUDACRIS	Move Bitch (Def Jam South/IDJMG)	
30	26	CLIPSE	Grindin' (Star Trak/Arista)	
23	27	MARY J. BLIGE	Rainy Dayz (MCA)	
25	28	BUSTA RHYMES	Pass The Courvoisier (Part II) (J)	
22	29	MUSIQ	Halfcrazy (Def Soul/IDJMG)	
39	30	EMINEM	Cleaning Out My Closet (Shady/Aftermath/Interscope)	

#1 MOST ADDED

BEENIE MAN F/JANET Feel It Boy (Virgin)

#1 MOST INCREASED PLAYS

NELLY F/KELLY ROWLAND Dilemma (Fo' Reel/Universal)

TOP 5 NEW & ACTIVE

FABOLOUS F/P. DIDDY & JAGGED.. Trade It All (Part II) (Epic)

SLUM VILLAGE Tainted (Barak/Capitol)

JERZEE MONET Most High (DreamWorks)

NIVEA Don't Mess With My Man (Jive)

DJ SAMMY & YANU Heaven (Robbins)

CHR/RHYTHMIC begins on Page 33.

HOT AC

LW	TW	ARTIST	SON	LABEL
1	1	SHERYL CROW	Soak Up The Sun (A&M/Interscope)	
2	2	JIMMY EAT WORLD	The Middle (DreamWorks)	
3	3	VANESSA CARLTON	A Thousand Miles (A&M/Interscope)	
4	4	AVRIL LAVIGNE	Complicated (Arista)	
7	5	C. KROEGER F.J. SCOTT	Hero (Roadrunner/Columbia/IDJMG)	
6	6	JOHN MAYER	No Such Thing (Aware/Columbia)	
5	7	CALLING	Wherever You Will Go (RCA)	
8	8	NICKELBACK	How You Remind Me (Roadrunner/IDJMG)	
10	9	PUDDLE OF MUDD	Blurry (Flawless/Geffen/Interscope)	
9	10	GOO GDD DDLLS	Here Is Gone (Warner Bros.)	
11	11	MICHELLE BRANCH	All You Wanted (Maverick/WB)	
12	12	DAVE MATTHEWS BAND	Where Are You Going (RCA)	
13	13	NO DOUBT	Hella Good (Interscope)	
14	14	TRAIN	Drops Of Jupiter (Tell Me) (Columbia)	
15	15	CREED	One Last Breath (Wind-up)	
16	16	PINK	Don't Let Me Get Me (Arista)	
17	17	DEFAULT	Wasting My Time (TVT)	
18	18	JACK JOHNSON	Flake (Enjoy/Universal)	
19	19	THE CORRS	When The Stars Go Blue (143/Lava/Atlantic)	
23	20	ALANIS MORISSETTE	Precious Illusions (Maverick/Reprise)	
21	21	RUBYHORSE	Sparkle (Island/IDJMG)	
22	22	DRÖPLINE	Fly Away From Here (...Day) (143/Reprise)	
20	23	CALLING	Adrienne (RCA)	
24	24	DISHWALLA	Somewhere In The Middle (Immergent)	
25	25	COUNTING CROWS	American Girls (Geffen/Interscope)	
27	26	DIRTY VEGAS	Days Go By (Capitol)	
28	27	NICKELBACK	Too Bad (Roadrunner/IDJMG)	
26	28	SHAKIRA	Underneath Your Clothes (Epic)	
29	29	BRUCE SPRINGSTEEN	The Rising (Columbia)	
29	30	NORAH JONES	Don't Know Why (Blue Note/Virgin)	

#1 MOST ADDED

MICHELLE BRANCH Goodbye To You (Maverick/WB)

#1 MOST INCREASED PLAYS

BRUCE SPRINGSTEEN The Rising (Columbia)

TOP 5 NEW & ACTIVE

STRETCH PRINCESS Freakshow (Wind-up)

SPLENDER Save It For Later (J)

CELINE DION I'm Alive (Epic)

REMY ZERO Perfect Memory (I'll...) (Elektra/EEG)

DASHBOARD CONFSSIONAL Screaming Infidelities (Vagrant)

AC begins on Page 53.

URBAN

LW	TW	ARTIST	SON	LABEL
1	1	NELLY	Hot In Herre (Fo' Reel/Universal)	
2	2	CAM'RON	Oh Boy (Roc-A-Fella/IDJMG)	
3	3	TRUTH HURTS F/RAKIM	Addictive (Aftermath/Interscope)	
4	4	MUSIQ	Halfcrazy (Def Soul/IDJMG)	
6	5	P. DIDDY F/GINUWINE	I Need A Girl (Part II) (Bad Boy/Arista)	
5	6	BIG TYMERS	Still Fly (Cash Money/Universal)	
7	7	MARIO	Just A Friend 2002 (J)	
13	8	IRV GOTTI	Down 4 U (Murder Inc./Def Jam/IDJMG)	
11	9	AMERIE	Why Don't We Fall In Love (Rise/Columbia)	
8	10	TWEET	Call Me (Gold Mind/Elektra/EEG)	
9	11	B2K	Gots Ta Be (Epic)	
10	12	BRANDY	Full Moon (Atlantic)	
17	13	CLIPSE	Grindin' (Star Trak/Arista)	
18	14	ASHANTI	Happy (Murder Inc./Def Jam/IDJMG)	
20	15	N.O.R.E.	Nothin' (Def Jam/IDJMG)	
14	16	USHER U	Don't Have To Call (LaFace/Arista)	
12	17	ASHANTI	Foolish (Murder Inc./Def Jam/IDJMG)	
15	18	RUFF ENDDZ	Someone To Love You (Epic)	
21	19	LUDACRIS	Move Bitch (Def Jam South/IDJMG)	
16	20	DONELL JONES	You Know That I Love You (Untouchables/Arista)	
19	21	EMINEM	Without Me (Shady/Aftermath/Interscope)	
22	22	KHIA	My Neck, My Back (Lick It) (Dirty Down/Artemis)	
27	23	HAPPY ROOTS Po' Folks	(Atlantic)	
23	24	MARY J. BLIGE	Rainy Dayz (MCA)	
28	25	WYCLEF JEAN	Two Wrongs (Columbia)	
31	26	ASHANTI	Baby (Murder Inc./Def Jam/IDJMG)	
29	27	GINUWINE	Stingy (Epic)	
26	28	BUSTA RHYMES	Pass The Courvoisier (Part II) (J)	
30	29	LIL' WAYNE	Way Of Life (Cash Money/Universal)	
37	30	R. KELLY	Heaven I Need A Hug (Jive)	

#1 MOST ADDED

EVE F/ALICIA KEYS Gangsta Lovin' (Ruff Ryders/Interscope)

#1 MOST INCREASED PLAYS

IRV GOTTI Down 4 U (Murder Inc./Def Jam/IDJMG)

TOP 5 NEW & ACTIVE

TANK One Man (BlackGround)

FAITH EVANS Bum'n' Up (Bad Boy/Arista)

MARY MARY In The Morning (Columbia)

AVANT Don't Say No, Just Say Yes (Magic Johnson/MCA)

EVE F/ALICIA KEYS Gangsta Lovin' (Ruff Ryders/Interscope)

URBAN begins on Page 39.

ROCK

LW	TW	ARTIST	SON	LABEL
1	1	C. KROEGER F.J. SCOTT	Hero (Roadrunner/Columbia/IDJMG)	
2	2	RED HOT CHILI PEPPERS	By The Way (Warner Bros.)	
3	3	PUDDLE OF MUDD	Drift & Die (Flawless/Geffen/Interscope)	
4	4	CREED	One Last Breath (Wind-up)	
5	5	TOMMY LEE	Hold Me Down (MCA)	
6	6	PUDDLE OF MUDD	Blurry (Flawless/Geffen/Interscope)	
7	7	GODSMACK	I Stand Alone (Republic/Universal)	
9	8	DEFAULT	Deny (TVT)	
8	9	NICKELBACK	Too Bad (Roadrunner/IDJMG)	
12	10	PAPA ROACH	She Loves Me Not (DreamWorks)	
11	11	JERRY CANTRELL	Anger Rising (Roadrunner/IDJMG)	
10	12	DEFAULT	Wasting My Time (TVT)	
13	13	NICKELBACK	How You Remind Me (Roadrunner/IDJMG)	
15	14	ROBERT PLANT	Darkness, Darkness (Universal)	
14	15	ALBERTSMITH	Girls Of Summer (Columbia)	
16	16	RUSH	Secret Touch (Atlantic)	
17	17	AUDIOVENT	The Energy (Atlantic)	
19	18	HOOBASTANK	Running Away (Island/IDJMG)	
18	19	EARSHOT	Get Away (Warner Bros.)	
—	20	BRUCE SPRINGSTEEN	The Rising (Columbia)	
21	21	FILTER	Where Do We Go From Here (Reprise)	
26	22	SYSTEM OF A DOWN	Aerials (American/Columbia)	
23	23	TRUSTCOMPANY	Downfall (Geffen/Interscope)	
23	24	TOOL	Parabola (Volcano)	
24	25	STAINED	Epiphany (Hip/Elektra/EEG)	
20	26	COURSE OF NATURE	Wall Of Shame (Lava/Atlantic)	
25	27	KORN	Here To Stay (Immortal/Epic)	
—	28	KORN	Thoughtless (Immortal/Epic)	
22	29	RUSH	One Little Victory (Anthem/Atlantic)	
27	30	KID ROCK	You Never Met A Mother**er... (Top Dog/Lava/Atlantic)	

#1 MOST ADDED

NICKELBACK Never Again (Roadrunner/IDJMG)

#1 MOST INCREASED PLAYS

BRUCE SPRINGSTEEN The Rising (Columbia)

TOP 5 NEW & ACTIVE

DEF LEPPARD Now (Island/IDJMG)

SINCH Something More (Roadrunner/IDJMG)

NICKELBACK Never Again (Roadrunner/IDJMG)

P.O.D. Boom (Atlantic)



Monitored Airplay Overview: July 12, 2002

URBAN AC

LW	TW	ARTIST	SON	Label
3	1	JAHEIM	Anything (Divine Mill/WB)	
4	2	MUSIQ	Halfcrazy (Def Soul/IDJMG)	
1	3	JOE	What If A Woman (Jive)	
2	4	LUTHER VANDROSS	I'd Rather (J)	
5	5	ANGIE STONE	Wish I Didn't Miss You (J)	
6	6	RUFF ENDZ	Someone To Love You (Epic)	
7	7	DONELL JONES	You Know That I Love You (L/Intouchables/Arista)	
9	8	BOYZ II MEN	The Color Of Love (Arista)	
11	9	GLENN LEWIS	Don't You Forget It (Epic)	
8	10	MAXWELL	Lifetime (Columbia)	
10	11	YOLANDA ADAMS	I'm Gonna Be Ready (Elektra/EEG)	
13	12	REGINA BELLE F/GLENN JONES	From Now On (Peak)	
14	13	ANN NESBY F/AL GREEN	Put It On Paper (Universal)	
17	14	ASHANTI	Foolish (Murder Inc./Def Jam/IDJMG)	
16	15	MARY MARY	In The Morning (Columbia)	
15	16	DAVE HOLLISTER	Keep Lovin' You (MCA)	
18	17	YOLANDA ADAMS	The Battle Is The Lords (Verity)	
19	18	USHER	U Don't Have To Call (LaFace/Arista)	
20	19	RL	Good Man (J)	
26	20	KIRK FRANKLIN	Brighter Days (Gospo Centric/Jive)	
23	21	BONEY JAMES F/JAHEIM	Ride (Warner Bros.)	
25	22	R. KELLY	Heaven I Need A Hug (Jive)	
24	23	TONY TERRY	In The Shower (Golden Boy)	
22	24	SIR CHARLES JONES	Is There Anybody Lonely... (Independent)	
21	25	ALICIA KEYS	How Come You Don't Call Me (J)	
28	26	BRANDY	Full Moon (Atlantic)	
—	27	KEITH SWEAT	One On One (Elektra/EEG)	
27	28	WILL DOWNING	Cool Water (GRP/VMG)	
29	29	DERZEE MONET	Most High (DreamWorks)	
30	30	GLENN LEWIS	It's Not Fair (Epic)	

#1 MOST ADDED

LATHUN BBQ (Motown)

#1 MOST INCREASED PLAYS

KIRK FRANKLIN Brighter Days (Gospo Centric/Jive)

TOP 5 NEW & ACTIVE

USHER Can U Help Me (LaFace/Arista)

WYCLEF JEAN Two Wrongs (Columbia)

B2K Gots Ta Be (Epic)

DARIUS RUCKER Wild One (Hidden Beach/Epic)

LATHUN BBQ (Motown)

URBAN begins on Page 39.

ACTIVE ROCK

LW	TW	ARTIST	SON	Label
1	1	PUDDLE OF MUDD	Drift & Die (Flawless/Geffen/Interscope)	
2	2	GODSMACK	I Stand Alone (Republic/Universal)	
3	3	RED HOT CHILI PEPPERS	By The Way (Warner Bros.)	
5	4	PAPA ROACH	She Loves Me Not (DreamWorks)	
6	5	EARSHOT	Get Away (Warner Bros.)	
4	6	C. KROEGER F.J. SCOTT	Hero (Roadrunner/Columbia/IDJMG)	
7	7	KORN	Here To Stay (Immortal/Epic)	
14	8	SYSTEM OF A DOWN	Aerials (American/Columbia)	
8	9	STAINED	For You (Flip/Elektra/EEG)	
16	10	DEFAULT	Deny (TVT)	
9	11	TOOL	Parabola (Volcano)	
11	12	P.O.D.	Boom (Atlantic)	
13	13	HOOBASTANK	Running Away (Island/IDJMG)	
10	14	TOMMY LEE	Hold Me Down (MCA)	
22	15	FILTER	Where Do We Go From Here (Reprise)	
16	16	SYSTEM OF A DOWN	Toxicity (American/Columbia)	
12	17	KORN	Thoughtless (Immortal/Epic)	
15	18	JERRY CANTRELL	Anger Rising (Roadrunner/IDJMG)	
19	19	TRUSTCOMPANY	Downfall (Geffen/Interscope)	
17	20	AUDIOVENT	The Energy (Atlantic)	
20	21	CREED	One Last Breath (Wind-up)	
18	22	3RD STRIKE	No Light (Hollywood)	
24	23	ADEMA	Freaking Out (Arista)	
23	24	STAINED	Epiphany (Flip/Elektra/EEG)	
25	25	ROB ZOMBIE	Demon Speeding (Geffen/Interscope)	
25	26	OUR LADY PEACE	Somewhere Out There (Columbia)	
26	27	NONPOINT	Your Signs (MCA)	
30	28	SINCH	Something More (Roadrunner/IDJMG)	
34	29	CHEVELLE	The Red (Epic)	
32	30	EPIDEMIC	Walk Away (Elektra/EEG)	

#1 MOST ADDED

NICKELBACK Never Again (Roadrunner/IDJMG)

#1 MOST INCREASED PLAYS

FILTER Where Do We Go From Here (Reprise)

TOP 5 NEW & ACTIVE

LOSTPROPHETS Fake Sound Of Progress (Columbia)

COLOR RED Sore Throat (RCA)

30 SECONDS 2 MARS Capricorn (Immortal/Virgin)

HATEBREED I Will Be Heard (Universal)

STEPA Aquarium (Locomotive)

ROCK begins on Page 65.

COUNTRY

LW	TW	ARTIST	SON	Label
4	1	TOBY KEITH	Courtesy Of The Red, White... (DreamWorks)	
2	2	KENNY CHESNEY	The Good Stuff (BNA)	
1	3	BRAD PAISLEY	I'm Gonna Miss Her (Fishin') (Arista)	
6	4	GARY ALLAN	The One (MCA)	
5	5	LONESTAR	Not A Day Goes By (BNA)	
3	6	GEORGE STRAIT	Living And Living Well (MCA)	
7	7	BROOKS & DUNN	My Heart Is Lost To You (Arista)	
8	8	KELLIE COFFEY	When You Lie Next To Me (BNA)	
9	9	DIXIE CHICKS	Long Time Gone (Monument)	
10	10	O'ARRYL WORLEY	I Miss My Friend (DreamWorks)	
11	11	ANDY GRIGGS	Tonight I Wanna Be Your Man (RCA)	
12	12	TIM MCGRAW	Unbroken (Curb)	
13	13	TRACY BYRD	Ten Rounds With Jose Cuervo (RCA)	
14	14	SARA EVANS	I Keep Looking (RCA)	
16	15	JOE NICHOLS	The Impossible (Universal South)	
15	16	TRACE ADKINS	Help Me Understand (Capitol)	
17	17	MARK CHESNUTT	She Was (Columbia)	
18	18	BLAKE SHELTON	O' Red (Warner Bros.)	
20	19	DIAMOND RIO	Beautiful Mess (Arista)	
19	20	BRAD MARTIN	Before I Knew Better (Epic)	
21	21	PHIL VASSAR	American Child (Arista)	
22	22	MARTINA MCBRIDE	Where Would You Be (RCA)	
23	23	LEE ANN WCMACK	Something Worth Leaving Behind (MCA)	
25	24	GARTH BROOKS	Thicker Than Blood (Capitol)	
24	25	PINMONKEY	Barbed Wire And Roses (BNA)	
26	26	JO DEE MESSINA	Dare To Dream (Curb)	
28	27	ALAN JACKSON	Work In Progress (Arista)	
35	28	KEITH URBAN	Somebody Like You (Capitol)	
29	29	SIXWIRE	Look At Me Now (Warner Bros.)	
30	30	REBECCA LYNN HOWARD	Forgive (MCA)	

#1 MOST ADDED

CAROLYN DAWN JOHNSON One Day Closer To You (Arista)

#1 MOST INCREASED PLAYS

TOBY KEITH Courtesy Of The Red, White... (DreamWorks)

TOP 5 NEW & ACTIVE

CAROLYN DAWN JOHNSON One Day Closer To You (Arista)

TRAVIS TRITT Strong Enough To Be Your Man (Columbia)

TRISHA YEARWOOD I Don't Paint Myself Into... (MCA)

CHAD BROCK A Man's Gotta Do (Broken Bow)

NEAL MCCOY What If (Warner Bros.)

COUNTRY begins on Page 45.

ALTERNATIVE

LW	TW	ARTIST	SON	Label
1	1	RED HOT CHILI PEPPERS	By The Way (Warner Bros.)	
5	2	HOOBASTANK	Running Away (Island/IDJMG)	
4	3	INCUBUS	Warning (Immortal/Epic)	
3	4	PUDDLE OF MUDD	Drift & Die (Flawless/Geffen/Interscope)	
2	5	C. KROEGER F.J. SCOTT	Hero (Roadrunner/Columbia/IDJMG)	
7	6	JIMMY EAT WORLD	Sweetness (DreamWorks)	
6	7	PAPA ROACH	She Loves Me Not (DreamWorks)	
8	8	BDX CAR RACER	I Feel So (MCA)	
9	9	HIVES	Hate To Say I Told You So (Burning/Epitaph/Sire/Reprise)	
13	10	SYSTEM OF A DOWN	Aerials (American/Columbia)	
10	11	STAINED	For You (Flip/Elektra/EEG)	
11	12	OUR LADY PEACE	Somewhere Out There (Columbia)	
12	13	KORN	Here To Stay (Immortal/Epic)	
21	14	NEW FOUND GLORY	My Friends Over You (Drive-Thru/MCA)	
15	15	SYSTEM OF A DOWN	Toxicity (American/Columbia)	
20	16	VINES	Get Free (Capitol)	
18	17	TRUSTCOMPANY	Downfall (Geffen/Interscope)	
14	18	P.O.D.	Boom (Atlantic)	
19	19	EARSHOT	Get Away (Warner Bros.)	
16	20	EMINEM	Without Me (Shady/Aftermath/Interscope)	
27	21	FILTER	Where Do We Go From Here (Reprise)	
24	22	CREED	One Last Breath (Wind-up)	
26	23	KORN	Thoughtless (Immortal/Epic)	
25	24	AUDIOVENT	The Energy (Atlantic)	
23	25	DEFAULT	Deny (TVT)	
28	26	STAINED	Epiphany (Flip/Elektra/EEG)	
32	27	ADEMA	Freaking Out (Arista)	
28	28	WEEZER	Keep Fishin' (Geffen/Interscope)	
39	29	TRIK TURNER	Sacrifice (RCA)	
34	30	WHITE STRIPES	Fell In Love With A Girl (Third Man/V2)	

#1 MOST ADDED

NICKELBACK Never Again (Roadrunner/IDJMG)

#1 MOST INCREASED PLAYS

FILTER Where Do We Go From Here (Reprise)

TOP 5 NEW & ACTIVE

BUTCH WALKER My Way (HiFi/Arista)

PAUL OAKENFOLD Ready, Steady, Go (Maverick/Reprise)

12 STONES Broken (Wind-up)

LINKIN PARK Point Of Authority (Remix) (Warner Bros.)

EPIDEMIC Walk Away (Elektra/EEG)

ALTERNATIVE begins on Page 72.

SMOOTH JAZZ

LW	TW	ARTIST	SON	Label
1	1	CRAIG CHAIQUO	Luminosa (Higher Octave)	
2	2	BONEY JAMES RPM	(Warner Bros.)	
3	3	PETER WHITE	Bueno Funk (Columbia)	
7	4	JOE SAMPLE X	Marks The Spot (PRA/GRP/VMG)	
5	5	JOYCE COOLING	Daddy-O (GRP/VMG)	
6	6	DOWN TO THE BONE	Electra Glide (GRP/VMG)	
8	7	NORAH JONES	Don't Know Why (Blue Note/Virgin)	
4	8	JEFF GOLUB	Cut The Cake (GRP/VMG)	
14	9	KIM WATERS	In The House (Shanachie)	
11	10	BRAXTON BROTHERS	Whenever I See You (Peak)	
10	11	JIMMY SOMMERS	Lowdown (Higher Octave)	
9	12	ALFONZO BLACKWELL	Funky Shuffle (Shanachie)	
16	13	LARRY CARLTON	Morning Magic (Warner Bros.)	
15	14	SPECIAL EFX	Cruise Control (Shanachie)	
12	15	STEVE COLE	So Into You (Atlantic)	
13	16	BRIAN CULBERTSON	Without Your Love (Warner Bros.)	
20	17	NORMAN BROWN	Just Chillin' (Warner Bros.)	
18	18	CELINE DION	A New Day Has Come (Epic)	
17	19	BOZ SCAGGS	Miss Riddle (Virgin)	
19	20	GERALD ALBRIGHT	Ain't No Stoppin' (GRP/VMG)	
21	21	LUTHER VANDROSS	I'd Rather (J)	
23	22	EUGE GROOVE	Slam Dunk (Warner Bros.)	
24	23	EUE MCBRIDE	Woke Up This Morning (Heads Up)	
22	24	RICHARD ELLIOT	Shotgun (GRP/VMG)	
25	25	CHUCK LOEB	Sarao (Shanachie)	
26	26	JONATHAN BUTLER	Wake Up (Warner Bros.)	
27	27	SADE	Somebody Already Broke My... (Epic)	
28	28	GREG ADAMS	Roadhouse (Ripa)	
—	29	FOURPLAY	Rollin' (Bluebird/RCA Victor)	
—	30	3RD FDRCE	I Believe In You (Higher Octave)	

#1 MOST ADDED

DAVID BENOIT Then The Morning Comes (GRP/VMG)

#1 MOST INCREASED PLAYS

NORMAN BROWN Just Chillin' (Warner Bros.)

TOP 5 NEW & ACTIVE

WILL DOWNING I Can't Help It (GRP/VMG)

JULIA FORDHAM F/INDIA.ARIE Concrete Love (Vanguard)

BOYZ II MEN The Color Of Love (Arista)

REMY SHAND Take A Message (Motown)

VICTOR FIELDS Walk On By (Regina)

Smooth Jazz begins on Page 61.

TRIPLE A

LW	TW	ARTIST	SON	Label
1	1	DAVE MATTHEWS BAND	Where Are You Going (RCA)	
2	2	COUNTING CROWS	American Girls (Geffen/Interscope)	
3	3	JACK JOHNSON	Flake (Enjoy/Universal)	
5	4	JIMMY EAT WORLD	The Middle (DreamWorks)	
4	5	SHERYL CROW	Soak Up The Sun (A&M/Interscope)	
7	6	NORAH JONES	Don't Know Why (Blue Note/Virgin)	
6	7	GOO GOO DOLLS	Here Is Gone (Warner Bros.)	
17	8	BRUCE SPRINGSTEEN	The Rising (Columbia)	
8	9	JOHN MAYER	Your Body Is A Wonderland (Aware/Columbia)	
13	10	CHUCK PROPHET	Summertime Thing (New West/Red Ink)	
9	11	TREY ANASTASIO	Alive Again (Elektra/EEG)	
12	12	JOHN MAYER	No Such Thing (Aware/Columbia)	
11	13	OROLINE	Fly Away From Here (...Day) (143/Reprise)	
14	14	DISHWALLA	Somewhere In The Middle (Immergent)	
18	15	CHRIS ISAAK	One Day (Reprise)	
10	16	MOBY	We Are All Made Of Stars (V2)	
—	17	COLOPLAY	In My Place (Capitol)	
15	18	C. KROEGER F.J. SCOTT	Hero (Roadrunner/Columbia/IDJMG)	
19	19	LUCE	Good Day (Nettwerk)	
23	20	ALANIS MORISSETTE	Precious Illusions (Maverick/Reprise)	
21	21	PUDDLE OF MUDD	Blurry (Flawless/Geffen/Interscope)	
22	22	LOS LOBOS	Hearts Of Stone (Mammoth)	
24	23	SHANNON MCGNALLY	Now That I Know (Capitol)	
25	24	RED HOT CHILI PEPPERS	By The Way (Warner Bros.)	
28	25	MAIA SHARP	Willing To Burn (Concord)	
20	26	THE CORRS	When The Stars Go Blue (143/Lava/Atlantic)	
29	27	DAVE PIRNER	Never Recover (Ultimatum)	
26	28	INDIGO GIRLS	Become You (Epic)	
—	29	NO DOUBT	Hella Good (Interscope)	
30	30	HOWIE DAY	Ghost (Epic)	

#1 MOST ADDED

COUSTEAU Talking To Myself (Palm Pictures)

#1 MOST INCREASED PLAYS

BRUCE SPRINGSTEEN The Rising (Columbia)

TOP 5 NEW & ACTIVE

MARAH Float Away (E-Squared/Artemis)

NEIL FINN Driving Me Mad (Nettwerk)

VAN MORRISON Down The Road (Universal)

DAVID BOWIE Slow Burn (ISO/Columbia)

BIG HEAD TODD & THE MONSTERS Again & Again (Big)

TRIPLE A begins on Page 77.

Publishers' Profile

By Erica Farber



GARY BUCHANAN
President/COO, Three Eagles Communications

Gary Buchanan is President and COO of Three Eagles Communications, which owns and operates 35 stations, all located in the Midwest. Buchanan was born in Poughkeepsie, NY. His father worked for IBM, which Buchanan says stands for "I've Been Moved." Actually, his father's constant relocations gave Buchanan great training for his current position, as he travels about 40 weeks a year, visiting all of his stations.

Having started on-air, Buchanan moved into programming and, later, out of a "strong need for money," made the move into sales. He had decided that salespeople didn't work as hard as programmers, plus they drove nicer cars.

Getting into the business: "I started working on some high school radio programs when I was a junior in high school. I fell in love with the business. I grew up in Boulder and listened to a lot of great stations that were in Denver, the big Top 40 AMs. I thought that would be a lot of fun. They only worked four hours a day. I liked that idea."

Joining Three Eagles: "Rolland Johnson, our Chairman and CEO, hired me. He was President, in the late '80s and early '90s, of Duchossois Communications. That company purchased a standalone FM in Ft. Collins, CO, and he hired me, on the recommendation of Dick Chapin, to manage it. Once I got there and we started to build the process, Duchossois decided it wanted to sell. It owned stations across the U.S., and Ft. Collins was the smallest market where it had stations. It sold off its stations in the larger markets first."

"At that time Rolland was in the process of moving to Colorado from the Chicago area and retiring from the business. You know how, over the years, you bump into people whom you like personally and professionally, people who think like you? That was the magic and chemistry we developed. I kept bugging him. 'You're too young to retire. Let's go out and start a company.' He knew how to get financial backing and how to make it work, and I knew how to run stations."

"He went out and secured the financial package we needed, and, in 1996, we purchased 11 radio stations. As he always tells the story, he tossed a coin. He lived in Monument, CO, and I lived in Ft. Collins. I won and got to move to Lincoln, NE. I never saw the coin, but I've heard a lot about it."

The name of the company: "There are two stories behind it, the real one and the fictional one. Rolland is follicley challenged, so we tell everybody he's the bald eagle. I have a lot of gray hair, so I'm the gray eagle. The staff are the soaring eagle. The reality is, Rolland grew up on a farm in north central Nebraska. There were three rivers that came together there. It was called the Three Eagles Area. He knew that one day he was going to own a business and call it Three Eagles."

The mission of the company: "We're small-market

broadcasters. The largest markets we're in are Lincoln, NE and Joliet, IL. We like full-service radio. We like having live, local announcers. We like our management teams to be a part of the local community. If we serve the local community, the payback and rewards will be handsome for us and for the stations. Both Rolland and I grew up in full-service AM radio, and that's the way we've continued doing what we're doing. We're very focused on serving our communities and getting involved in them. This is a people business. If you take all the people out of the station and park them in the parking lot, you've got a building full of equipment that's now worth about 10 cents on the dollar."

Biggest challenge: "The biggest one is a people issue, not being able to find people who understand our philosophy. We're out here in the Midwest, in Iowa, Nebraska, South Dakota, Minnesota and Illinois. Through the years these stations have been hooked up to satellite. They haven't been treated the way they should. We're having a very difficult time finding people who understand our mission. We're not working for Wall Street; we're a privately held company that is here to serve the community. I had a recent opening for a GM position in Mankato, MN, a wonderful market and a great radio station. It took me about three months to find the right individual for the job. We had lots of applicants, but not qualified applicants."

Long-term goals: "We are always looking at opportunities to buy radio stations. We want to stay in the Midwest. We like it because we like the culture and the people. The people are honest; they show up for work every day. They know they have to work for a living. As much as I loved Colorado, I jokingly called it the land of *mañana*. People showed up to get a paycheck for a couple weeks, and then they were gone. Here in the Midwest you seem to have more solid, grounded people."

"We'd like to be a little stronger in Iowa and Illinois. We don't want to go much farther north in Minnesota and South Dakota than where we are. I'm the guy who travels to all the markets, 52 weeks a year. In winter, I don't want to go much farther north."

State of the industry: "I stay very focused on what we're doing, because I truly have my hands full, but what I see going on around me concerns me. I wonder if we're trying to save our way to prosperity in this business. Too many people are paying attention to Wall Street, not Main Street."

"As an example, there's a station here in Nebraska that was purchased by a large company. It basically terminated the station's local news department, and the station is importing its news from another state. They mispronounced the governor's name and the name of the state the other day. They're mispronouncing the towns. That, to me, is insanity. It's giving people a reason to turn off the radio."

"The major consolidation that's going on, where you have one sales force repping seven or eight stations, is a crime. We have some consolidated markets, but where do we, we have separate sales staffs."

Business this year: "It's good, not great. Obviously, anything would be better than '01, probably one of the toughest years I've had in my career. The first quarter started out very strong for us. A lot of our stations are in farm markets, and we were very dependent on farm and agriculture dollars. They, like radio, have gone through a tremendous amount of consolidation. Whereas 12 to 18 months ago we had anywhere from 15 to 20 vendors, we're down to five. That's been a little bit of a hurt."

"Locally, our business continues to trend up in all markets. Some of the stations are having huge success. We have just stayed the course over the years, and we continue to do what we know how to do by offering a lot of events, packages and promotions and keeping the excitement level high."

Most influential individual: "I've been fortunate to work with some great people. Obviously, Rolland Johnson, whom I speak and think very highly of. Roger Dodson continues to be a good friend. He hired me 25 years ago to do mornings in Grand Island, NE. Dick Chapin is another one. When I went to work for Stuart, I went to work for Dick. He's been a broker on several of our properties. Both he and Roger live here in Lincoln. They've all done an awful lot for my career."

Career highlight: "I've had a fun career. I spent a lot of time on the air in a small market, in Grand Island, NE. Myself and an engineer kept the stations on the air while the town was being hit by tornados that destroyed it. That was real radio. We were involved, communicating with the town. There were about 30,000 people there, and only four lost their lives. I say that only because of the devastation. It looked like a war zone."

"In Ft. Collins I was on a gang task force where we did a lot of stuff to get rid of graffiti in the area. I like the business, and it's fun to build a team and watch them go on to bigger things. Those are the types of things that really trip my trigger."

Career disappointment: "I was involved in some stations in Colorado Springs in the late '80s, and I wish things would have worked out a little differently. I worked for a guy who was a wonderful human being. Unfortunately, the financial package on the stations wasn't nearly as solid as we all thought it was. There were lots of problems between the money people and the owner. That went down the chute, and a lot of people got booted out the door. It was no fault of anybody who worked there; it was just one of those things that happened, and I wish it hadn't."

Something about his company that might surprise our readers: "We've always been one to stay off the radar screens. We're the quiet company that goes around and tries to develop good stations in good markets. We're real honest. We open up and say, 'This is who we are. Talk to anyone in our company if you want to find out more about us. We don't play with hidden agendas. We're very careful to make sure that we don't make promises that we can't keep.'"

Favorite radio format: "Classic Rock or Classic Hits, followed by Oldies."

Favorite television show: "*The Practice*. And I also like *The Osbournes*. I think it's a scream."

Favorite song: "The first song I ever spun on radio was 'Lucky Man' by Emerson, Lake & Palmer. I'm a big Beatles fan. Cream, that type of stuff."

Favorite movie: "I jokingly tell people *Wall Street*. When he got up and said, 'Greed is good,' it was a tearful moment for me."

Favorite book: "I read a lot of management and inspirational books. *Raving Fans*; *Fish!*; *First, Break All the Rules*. And I read car magazines and books."

Favorite restaurant: "Gino & Georgetti's in Chicago. I love the 'Garbage Salad.'"

Beverage of choice: "Red wine."

Hobbies: "Work, travel, work, travel some more. I'm not a golfer. I go to a few baseball and football games. I go to a lot of car shows. I've bought and sold many cars. Motorcycle shows and rallies."

E-mail address: "gbuchanan@linconet.com."

Advice for broadcasters: "People in the industry are clearly very focused on Wall Street. We need to start paying a little more attention to serving our community. We need to be a little more focused on understanding the goals of the people who work for us and making sure they achieve those goals. This is truly a people business, and there's not enough of that. There's too much coming in and terminating people and trying to shore up bottom lines. Too much national programming being imported, and not enough attention is being paid to what's going on in the community."

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