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Beenie's The Add Man This Week

Beenie Man grabs Most Added honors this week at CHR/Rhythmic and Urban, and he comes in a close second at CHR/Pop. He did the trick with "Feel It Boy" — and with the help of Janet, who's featured on the Virgin release. The song racks up 123 adds across all three formats this week.



R&R
RADIO & RECORDS
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JULY 19, 2002

People Meter On The Hot Seat

Radio consultants got a detailed briefing of Arbitron's Portable People Meter last week. Included were breakouts of station ratings from the Philadelphia test market. Needless to say, the results raised some eyebrows. Details on Page 1.

Countdown
 To The
People Meter

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WKSE	WKSS	WEZB	KSLZ	WFKS
WPXY	WFHN	KKSS	WDJX	KBFM
WYCR	KJYO	WYOY	WJBQ	KZMG
WFLY	WKKF	KHTT	WDKF	WHZZ...

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At many radio stations, automobiles are the reigning advertising category. Certain formats, such as Sports, Urban AC, Gospel and those in the Spanish-language arena, index very high among potential auto buyers. It so happens that July and August are prime buying months for both domestic and imported cars, and dealers will soon be looking to clear out their current model cars in preparation for the 2003 models. So now's the time to bone up on the category. Turn to our Management, Marketing & Sales section and read up on everything you need to know about new cars!

Pages 8-10

KEITH EUBANKS REMEMBERED

The ubiquitous voice of Alternative radio was silenced last week. Keith Eubanks left behind a great professional legacy — at one time he was the imaging voice on three out of every four Alternative stations in the country — but he also left a personal legacy that deeply touched just about every radio and record professional he came into contact with. **Jim Kerr** captures some of those memories in his column this week.

Page 74

IN THE NEWS

- **Viacom** stock suffers after analyst report
- **Jonathan Adelstein** officially nominated to FCC
- **Jerry McKenna** named PD for WQSX/Boston

Page 3

THIS #1 WEEK

- CHR/POP**
 - **AVRIL LAVIGNE** Complicated (Arista)
- CHR/RHYTHMIC**
 - **NELLY** Hot In Herre (Fo' Reel/Universal)
- URBAN**
 - **NELLY** Hot In Herre (Fo' Reel/Universal)
- URBAN AC**
 - **JOE** What If A Woman (Jive)
- 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**
 - **BONEY JAMES** RPM (Warner Bros.)
- ROCK**
 - **KROEGER & SCOTT** Hero (Roadrunner/Columbia/DJMG)
- ACTIVE ROCK**
 - **PUDDLE OF MUDD** Drift ... (Flawless/Geffen/Interscope)
- ALTERNATIVE**
 - **RED HOT CHILI PEPPERS** By The Way (Warner Bros.)
- TRIPLE A**
 - **DAVE MATTHEWS BAND** Where Are You Going (RCA)



PPM Gets Hearing In Front Of Consultant Community

■ Some Philly stations see steep declines with People Meter; no word yet on rate increases

By **RON RODRIGUES**
R&R EDITOR-IN-CHIEF
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COLUMBIA, MD — Arbitron took to the consultant community last week in its efforts to drum up support for

Countdown To The People Meter

the Portable People Meter. The company offered a detailed briefing on how respondents are recruited and used in sample panels and how results from the Philadelphia test differ from a comparable diary survey. It also warned that the PPM will be derailed if Nielsen Media Research does not come on board as a partner.

Arbitron President/U.S. Media Services Owen Charlebois emphasized that his company — which has drawn the wrath of many radio group executives for not being upfront about the extent of

price increases when the PPM is implemented — is not being coy about pricing, it just doesn't know what its own financial exposure is at this point.

The escalating tension between the group owners and Arbitron is also a result of noticeable differences between PPM-generated results and diary returns in morning drive. The owners are wondering aloud if any price increases will make up for audience losses in radio's most important daypart.

About 100 prominent research and programming consultants attended the meeting at Arbitron headquarters last week for an all-day seminar titled "How Radio Will Be Measured With the PPM."

Of greatest concern among the attendees were the results. It's been often reported that cue figures have skyrocketed and time spent listening

PPM/See Page 10

Haley Tapped To Head Promotion At WB/Nashville

By **LON HELTON**
R&R COUNTRY EDITOR
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Former MCA/Nashville Sr. VP Promotion **David Haley** has been named head of Warner Bros./Nashville's promotion department. He succeeds Jack Purcell, a 17-year WB/Nashville veteran who has left the label.

WB/Nashville CEO/President **Jim Ed Norman** told R&R, "It is a privilege and

HALEY/See Page 13



Haley



Automobile Pictured Not Actual Size

Hollywood Records borrowed an idea from Roald Dahl's book *Charlie and the Chocolate Factory* in order to promote BBMAK's new single, "Out of My Heart (Into My Hands)." Instead of giving out Golden Tickets, the label slipped the sound of a car horn onto 50 copies of the promotional single it sent to PDs across the country. Those who received the qualifying CDs — and reported to Hollywood that they heard the horn — were entered into a drawing for a new Mini Cooper car, which was won by WSTW/Wilmington, DE PD John Wilson. Seen here celebrating the promotion are (l-r) Hollywood Sr. VP/Promotion **Justin Fontaine**; BBMAK members **Christian Burns**, **Mark Barry** and **Ste McNally**; and Hollywood VP/Pop Promotion **Scott Finck**.

Gotham Turns Up The 'Power'

By **ADAM JACOBSON**
R&R RADIO EDITOR
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As the weather heats up in New York, so does the city's hip-hop battle between Clear Channel and Emmis.

Clear Channel's recently launched Urban WWPR (Power 105.1) soared 2.8-4.2 in the market's spring 2002 Arbitrons, landing in a tie for third 12+ with CHR/Pop sister WHTZ.

Power's move sent Emmis' CHR/Rhythmic WQHT down 6.1-4.3, but 'QHT still maintained second place as Clear Channel's AC WLTW remained at No. 1 with a 6.3-6.4 trend. WWPR's debut also affected Inner City's Urban

WBLS, which dipped 4.2-3.6 and finished in a tie for eighth.

In nearby Nassau-Suffolk, information stations dominated. While Clear Channel's AC WALK remained on top with a 5.4-4.7 move, Infinity's News WCBS-AM (also the new Yankees flagship), ABC's Talk WABC and Infinity's Sports and Mets flagship WFAN rounded out the top four. WABC also scored impressive results in Westchester, where it ranked No. 1.

In Riverside, meanwhile, a Frog is being perturbed by a Toad. Infinity-owned Country KFRG (K-Frog)'s market lead

RATINGS/See Page 27

New York				Nassau-Suffolk			
Station (Format)	W1	'02	Sp '02	Station (Format)	W1	'02	Sp '02
WLTW-FM (AC)	6.3		6.4	WALK-FM (AC)	5.4		4.7
WQHT-FM (CHR/Rhy)	6.1		4.3	WCBS-AM (News)	3.7		4.6
WHTZ-FM (CHR/Pop)	4.1		4.2	WABC-AM (Talk)	3.0		4.4
WWPR-FM (Urban)	2.8		4.2	WBAB/WHFM (Rock)	3.9		4.4
WCBS-FM (Oldies)	4.5		4.1	WFAN-AM (Sports)	3.4		4.4
WSKQ-FM (Tropical)	4.3		4.1	WCBS-FM (Oldies)	3.8		4.3
WINS-AM (News)	4.0		3.7	WBLI-FM (CHR/Pop)	5.5		4.1
WABC-AM (Talk)	3.6		3.6	WXRK-FM (Alt.)	4.0		4.0
WBLS-FM (Urban)	4.2		3.6	WLTW-FM (AC)	3.8		3.6
WRKS-FM (Urban AC)	3.4		3.6	WHTZ-FM (CHR/Pop)	3.6		3.5

COMPLETE RESULTS FROM THESE MAJOR MARKETS: PAGE 27
ALL MARKETS, ALL THE TIME: www.radioandrecords.com

Schuon Now Infinity Pres./Programming

■ Bebel takes over as pressplay President/CEO

Andy Schuon has returned to Viacom, taking the President/Programming post for **Infinity Radio**. Schuon, a former PD of Infinity's Alternative KROQ/Los Angeles and Exec. VP/Programming for Viacom's VHI and MTV, was most recently President/CEO of online music subscription service pressplay.



Schuon

In his new position, Schuon will concentrate on programming

opportunities for Infinity's group of 183 radio stations and work with stations on the local level on developmental strategies. He reports to Infinity Broadcasting Chairman/CEO **John Sykes**, with whom he worked at VHI.

"We are very pleased that Andy is back home at Infinity," Sykes said. "He is an incredibly creative thinker

SCHUON/See Page 13

Caparro Appointed CEO Of WEA Inc.

Longtime record industry executive **Jim Caparro** has been appointed CEO of **WEA Inc.**, Warner Music Group's manufacturing, packaging and distribution operation. Caparro will also serve as Chairman of WMG's Global Media Manufacturing and Distribution Committee, and he'll oversee Warner Strategic Marketing, which consists of Rhino Entertainment, Warner Special Products, Warner Commercial Marketing and the Alternative Distribution



Caparro

CAPARRO/See Page 27

30 SECONDS TO MARS

30 SECONDS TO MARS

CAPRICORN

[A BRAND NEW NAME]

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FROM THE SELF-TITLED
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Top 5 phones @ WNFZ!!!

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—Larry McFeelie, MD, KUPD/Phoenix



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Adelstein Gets Nomination For Vacant FCC Seat

By Joe Howard
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Saying he believes the telecommunications industry is in a state of crisis, FCC nominee **Jonathan Adelstein**

told a Senate panel Tuesday that the public has lost confidence in the sector due to the accounting scandals that have wracked companies like WorldCom and Enron. If he is confirmed by the Senate for

a commission seat, Adelstein vowed to help "implement a sensible, bipartisan approach" to maintaining what he called America's leadership in communications.

The legislative aide to Sen. Tom Daschle has for months been President Bush's intended nominee to fill the vacant commissioner's seat, but his nomination was delayed due to wrangling between the White House and Sens. Daschle, Trent Lott and John McCain over administration nominees. Those parties reached an agreement on July 10, prompting the committee to schedule the long-delayed hearing on Adelstein's nomination to the FCC.

ADELSTEIN/See Page 12

McKenna Moves To 'QSX/Boston As PD

Jerry McKenna has been named PD of Entercom's Rhythmic AC WQXS (Star 93.7)/Boston. McKenna joins Star from the PD post at WWKX (Hot 106)/Providence and succeeds Jeff Scott, who recently exited

"Jerry is an extremely bright and talented person," Entercom VP Programming Pat Paxton told R&R. "He's achieved great success on the radio and record sides of the industry. I look forward to his sharing his perspectives and applying his abilities."

Julie Kahn, VP/GM of Entercom/Boston's FM Group, commented, "We are extremely excited to welcome Jerry back to Boston. Jerry's knowledge of the market and the Star 93.7 format and his broad experience in the music industry make

McKENNA/See Page 27

Oldies And Goodies



Infinity's Oldies WCBS-FM/New York recently celebrated its 30th anniversary with a daylong broadcast from the New York branch of the Museum of Television & Radio. The festivities included guest appearances by Ronnie Spector and Lou Christie and a call-in by station alumnus Ron Lundy. Pictured here during the broadcast are (l-r) PD Joe McCoy, who has programmed WCBS for 20 years, and air personality "Cousin Bruce" Morrow.

Mark Kasner

Analyst: Viacom Selloff 'Unwarranted'

■ Wall Street report sends shares down 12%

By MOLLIE ZIEGLER
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A recent analyst's report that cast doubt on the strength of Infinity sent Viacom stock tumbling last week to a nine-month low. But another analyst — and Viacom's Chairman/CEO — came to the rescue and helped the company fight back.

Noting that "a recovery in Viacom's radio business could take longer than Wall Street currently expects," J.P. Morgan Securities analyst Spencer Wang on July 10 initiated coverage on the issue with a long-term "buy" rating but pointed out that Q1 cash flow for the Infinity division would have dropped 22% compared to the same quarter in 2001 if Westwood One hadn't had increases in revenue and expense reimbursements. Wang's report sent Viacom stock down 12% that day, to \$35.79.

But on July 11 Banc of America Securities analyst Timothy Wallace called concerns over Infinity — and the previous day's massive selloff of Viacom stock due to Wang's forecast — unwarranted. "Fears that the division's underlying cash flow declined by over 20% are unrealistic, in our opinion," Wallace said.

He noted that, minus the impact of the Westwood One payments, Infinity's cash flow declined 12%. And while he said that decline is "meaningful," Wallace predicted that results in Q2 and beyond will show improvement. He also estimated that Infinity's Q1 2002 radio revenues reached \$439.6 million, only 1% less than the Q1 2001 result.

Wallace also believes that fundamentals are improving throughout the company and expects that the strength of large-market radio — reflected by accelerating national industry revenues — will "directly impact" Infinity in Q2.

"We believe the market overreacted [on July 10] and has thus offered investors a compelling opportunity to buy the company's shares," Wallace said. Viacom stock rose to \$37.25 after Wallace's report was released.

Meanwhile, Viacom Chairman/CEO Sumner Redstone used a public forum to assure investors that his company is on the right track. In a July 12 interview with the *New York Post*, Redstone said that the company will be only minimally affected in the long run should President/COO Mel Karmazin depart when his contract expires in late 2003.

"I'm not for a moment suggesting that he's going to go," Redstone said. "But we have a wonderful management team. This company is not about one person. Even Mel says this to everyone."

Redstone explained that when Viacom obtained CBS, Redstone and the board created a multiyear contract for Karmazin that gave him operational control over the company and the ability to take over should Redstone be deposited or step down. But Redstone said that it was only a short-term provision and part of the deal to get CBS. "It was a sacrifice," he said. "I think both of us realized that the arrangement was for a limited period of time."

VIACOM/See Page 12

JULY 19, 2002

NEWS & FEATURES

Radio Business	4	Sound Decisions	24
Business Briefs	4	Going For Adds	26
Transactions	6	Publisher's Profile	92
MMS	8		
Internet News & Views 11		Opportunities	88
National Music Formats 14		Marketplace	89
National Video Charts 15			
Legends	19		
Street Talk	20		

FORMATS & CHARTS

News/Talk/Sports	16	Adult Contemporary	57
Classic Rock	18	AC Chart	59
Retail Top 50	25	AC RateTheMusic	60
CHR/Pop	28	AC/Hot AC Action	61
CHR/Pop Chart	31	Hot AC Chart	62
Pop Action	33	Hot AC RateTheMusic	63
CHR/Pop RateTheMusic	34	Smooth Jazz	64
CHR/Rhythmic	36	Smooth Jazz Chart	65
CHR/Rhythmic Chart	37	Smooth Jazz Action	66
Rhythmic Action	39	Rock	67
CHR/Rhythmic RateTheMusic	40	Rock Chart	68
Urban	42	Active Rock Chart	70
Urban Chart	45	Active Rock RateTheMusic	71
Urban Action	46	Rock Action/Rock Specialty Show	72
Urban AC Chart	47	Alternative	74
Country	48	Alternative Chart	75
Nashville	50	Alternative Action	76
Country Chart	52	Alternative RateTheMusic/	
Country Indicator	53	Specialty Show	77
Country Callout	54	Triple A	79
Country Action	55	Triple A Chart	80
		Triple A Action	83
		Christian	84
		CCM Update	85
		Christian Charts	86-87

The Back Pages 90

KRNB/Dallas Welcomes Weaver As OM

Veteran programmer **Sam Weaver** has been named OM of

Service Broadcasting's Urban AC KRNB/Dallas. Weaver comes to Dallas after a decade as PD of Carter's Urban KPRS/Kansas City, a station that consistently ranks in the top three with persons 12+, 18-34 and 25-54.

"I feel good about the position I left KPRS in," Weaver told R&R. "There are some good people there, but this opportunity just presented itself. I have some friends



Weaver

here on the inside, and it seemed like a really good situation." When asked about his immediate game plan, Weaver said, "I plan to learn the turf. My first order of business is to get to know the people, both inside and outside the station. This is like being traded from one sports team to another. It takes time to learn a new system, to figure out the chemistry and see how things work. The X's and

WEAVER/See Page 13

BusinessTalkRadio Makes Metter Pres./CEO

Michael Metter has been named President/CEO of Chicago-based BusinessTalkRadio Network. The former owner of Metter Broadcasting — a chain of Northeastern radio stations that he sold in 1988 — assumes the position that was most recently held by Chet Tart, who left BTR earlier this year to return to

station ownership in Florida. During his 20-year career on Wall Street, Metter worked as a banker, broker and investor who financed, negotiated, managed and underwrote more than \$200 million for start-up companies in the small-cap

METTER/See Page 27

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Entercom's Battle For KWOD Drags On

By ADAM JACOBSON
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Entercom Communications and Royce International have been battling for control of Alternative KWOD/Sacramento for more than six years, and on July 11 the FCC dismissed a sale application that would have ended Entercom's struggle to conclude its purchase of the station from Royce. The FCC decision is not a denial of the sale, but Entercom will have to once again apply to the commission to approve the transfer of control of KWOD.

Entercom and Royce signed a four-page letter of intent for the \$25 million sale of the station in February 1996, but Royce later backed away from the letter and soon after claimed that, because it was only a letter of intent, the agreement was not enforceable. A California Superior Court disagreed, however, and ruled that the letter constituted a binding sales contract.

In fall 2001 Royce filed for bankruptcy, a move Entercom claims was simply a tactic to block the sale of KWOD. A federal court threw out the bankruptcy claim earlier this year, and on June 12 the sale application for KWOD and the original letter of intent were filed with the FCC. As R&R reported, at that time Royce President Ed Stolz claimed the application had

"The FCC has dismissed the false and spurious assignment application."

Ed Stolz

been sent to the commission without his company's knowledge and said it should not have been submitted. Apparently, the FCC agreed, giving Stolz a small victory.

"The FCC has dismissed the false and spurious assignment application that was concocted by Entercom

without our consent," Stolz told R&R. In fact, he said this was the third time that Entercom has filed — and the FCC has dismissed — an assignment application related to KWOD.

Entercom General Counsel Jack Donlevie called the FCC's decision "a temporary situation" and explained, "If one party says it doesn't want to go through with a deal, the FCC will dismiss the application. It doesn't care why."

Matters were further complicated on July 12, when an appellate court judge ruled that the court cannot set a bond amount for Royce to pay if it wishes to continue with its appeal of the lower-court decree that it sell KWOD to Entercom. Donlevie told R&R that an evidentiary hearing in which both parties will present their cases is expected before a bond amount can be set. Entercom and Royce will confer to set a hearing date that fits the court's calendar. While he noted that Royce has every right to appeal, Donlevie said the appeal won't affect the outcome of the matter. "This is all procedural," he said.

BUSINESS BRIEFS

Radio Groups, NAB Appeal Webcast Royalties

On Monday Clear Channel Communications, Emmis Communications, Entercom Communications, Bonneville Communications, Susquehanna Radio and Cox Radio joined the NAB in appealing last year's U.S. District Court ruling that they're not exempt from paying musicians and copyright holders performance royalties for AM and FM broadcasts streamed over the Internet. The appeal, filed with the U.S. Third Circuit Court in Philadelphia, says the District Court was wrong to uphold an earlier Copyright Office rulemaking saying that AM and FM web simulcasts are not "nonsubscription broadcast transmissions," which would be exempt from the performance royalties required under the Digital Millennium Copyright Act. The DMCA was passed in 1998, and the court fight over this issue dates back to March 2000, when the RIAA petitioned the Copyright Office for the original rulemaking.

Live365 Asks Members To Pay Share Of Royalties

Enormously popular Internet-only webcaster Live365 is asking the music fans and hobbyists who program its channels to pay \$5 a month, beginning next month, to help pay its webcast-royalties bill. Every stream, whether music or Talk, will be charged the fee, which the webcaster says will be applied to administrative and legal costs, as well as to royalties. If all 40,000 or so Live365 members pay up, about \$200,000 a month will be coming in to help offset the bills. The perennial webcast-ratings leader typically streams about 8 million hours of programming a month, most of it music, so it could potentially owe hundreds of thousands of dollars in monthly royalties — in addition to retroactive payments going back to its launch in July 1999. Members have until Aug. 1 to decide whether to pay or lose their stations.

Three Broadcast Streams Move Into Arbitron Top 25

Sea-Comm Media's WFXZ/Wilmington, DE just joined the Arbitron Webcast Ratings, and the Classic Rocker makes a strong debut, taking the No. 12 spot with 233,500 hours of listening in June. Two other broadcast streams, both Alternatives, move into the top 25 for the first time: Clear Channel's WWDC-FM/Washington, which takes the No. 23 slot with 136,400 hours, and Balogh Broadcasting's WOXY/Cincinnati, in 25th place with 123,700 hours. Leading the channel ratings for the 10th

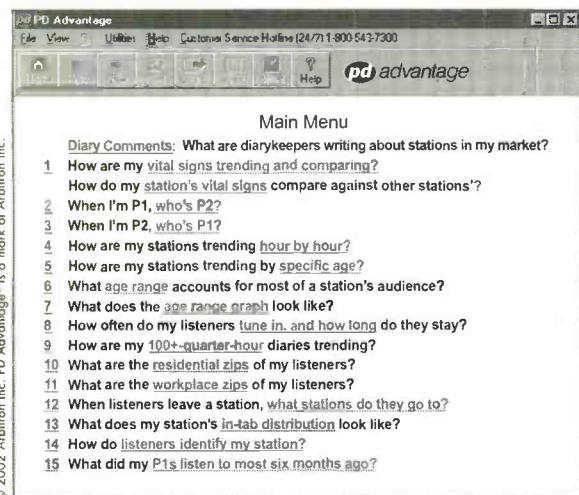
Continued on Page 13

R&R Stock Index

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

	Change Since				
	7/12/01	7/3/02	7/12/02	7/12/01	7/3/02-7/12/02
R&R Index	269.83	185.28	186.17	-31%	+0.5%
Dow Industrials	10,498.99	9054.97	8801.53	-16%	-2.8%
S&P 500	1208.14	953.99	927.37	-23%	-2.8%

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FCC Sets More Hearings For Clear Channel Deals

Company faces new opposition to Ackerley acquisition

By MOLLIE ZIEGLER
R&R WASHINGTON BUREAU
mziegler@ronline.com

The FCC followed up on its March announcement that it would hold a hearing on Clear Channel Communications' long-pending acquisition of Air Virginia's WUMX/Charlottesville, VA by designating for hearings Clear Channel's acquisitions of seven stations in three deals. In question are Clear Channel's purchases of KLFX/Killeen, TX; WNIO-AM, WAKZ-FM, WICT-FM & WNCD-FM/Youngstown, OH; and WSKW-AM & WHQO-FM/Augusta, ME. The commission has not held a hearing on a proposed sale since 1969.

In Killeen, Clear Channel already owns two stations and Cumulus holds another five. The proposed deal for KLFX would give the two broadcasters control of 98% of Killeen's ad revenues and 100% of listening share.

In Youngstown, Clear Channel owns three stations and Cumulus owns eight. The proposed purchase would give the two control of 95.3% of market revenue. The FCC has already rejected Clear Channel's argument that

the deal would allow it to compete more effectively with Cumulus' strong market presence.

In Augusta, the proposed sale would give Clear Channel and Citadel a combined 99.5% of ad revenues. Between them, the two would own 14 of the 15 commercial stations in the market. "This market structure," the FCC said of the Augusta case, "increases the risk of coordinated behavior leading to

FCC/See Page 13

The Only Static You'll Get Is From The Caller On Line 1

You may get a lot of noise from an opinionated caller, but your show sounds crystal clear to the radio audience. That is if you have a Gentner Broadcast Telephone System from Harris.

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simultaneously. And each one will be heard loud and clear. Even Mr. Cranky on line 1.

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DEAL OF THE WEEK

- **KRCY-FM/Dolan Springs, AZ (Las Vegas, NV)**
\$12.43 million

2002 DEALS TO DATE

Dollars to Date: **\$4,496,929,885**
(Last Year: \$3,869,025,728)

Dollars This Quarter: **\$77,088,500**
(Last Year: \$242,094,925)

Stations Traded This Year: **450**
(Last Year: 1,046)

Stations Traded This Quarter: **26**
(Last Year: 136)

TRANSACTIONS AT A GLANCE

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

- Cortaro/One Mart Station Swap \$130,000 plus facility assets
- WCGO-AM/Chicago Heights (Chicago), IL \$750,000
- WYLA-FM/Lacombe and WXXM-FM/Reserve (New Orleans), LA \$3.95 million
- WJOR-FM/St. Joseph, TN (Florence, AL) \$1.48 million
- KXGJ-FM/Bay City and KIOX-FM/EI Campo (Victoria) \$3.15 million
- KORQ-FM/Winters (Abilene), TX \$675,000

Entravision Doubles Up In Las Vegas

Acquires AZ-licensed class C in \$12.4 million deal; Wilks adds in Big Easy

Deal of The Week

Arizona

KRCY-FM/Dolan Springs (Las Vegas, NV)

PRICE: \$12.43 million

TERMS: Asset sale for cash. A sum of \$725,000 will be placed in escrow. Of that amount, \$425,000 will be used to move the station's transmitter from Bullhead City, AZ to Dolan Springs, AZ. A sum of \$300,000 will represent the earnest money deposit. Entravision will then make two payments of \$6 million; the first one is less the earnest money deposit. At the same time, Spectrum Scan has petitioned the FCC for a facility move of KRCY to Moapa Valley, NV.

BUYER: Entravision Communications Co. LLC, headed by Chairman/CEO Walter Ulloa. Phone: 310-447-3870. It owns 53 other stations, including KRRN-FM/Las Vegas.

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

FREQUENCY: 105.9 MHz
POWER: 100kw at 1,775 feet
FORMAT: Oldies

COMMENT: This deal originally appeared in the July 12 issue of R&R with a price of \$6 million.

Multistate Deal

Metropolitan/Word Transaction

PRICE: \$1.25 million

TERMS: Asset sale for cash

BUYER: Word Broadcasting Network Inc., headed by President Robert Rodgers. Phone: 502-968-1220. It owns one other station. This represents its entry into these markets.

SELLER: Metropolitan Radio Group, headed by President Mark Acker. Phone: 719-547-0411

BROKER: John Pierce of John Pierce & Co.

Florida

WOBX-AM/Jacksonville

FREQUENCY: 1530 kHz

POWER: 50kw

FORMAT: Gospel

Virginia

WCKO-AM/Norfolk

FREQUENCY: 1110 kHz

POWER: 50kw

FORMAT: Gospel/Talk

State-By-State Transactions

Arizona

Cortaro/One Mart Station Swap

PRICE: \$130,000 plus facility assets

TERMS: One Mart is swapping KCKY-AM to Cortaro Broadcasting for KEVT-AM/Cortaro, AZ. One Mart will also receive \$130,000 from Cortaro related to the exchange of facilities.

BUYER: Cortaro Broadcasting Corp., headed by President Moises Herrera Jr. Phone: 520-889-8904. It owns no other stations.

SELLER: One Mart Inc., headed by President Armando Zamora. Phone: 602-882-9129

Cortaro is receiving the following station:

KCKY-AM/Coolidge (Phoenix)

FREQUENCY: 1150 kHz

POWER: 5kw day/1kw night

FORMAT: Spanish Religious

One Mart is receiving the following station, along with \$130,000:

KEVT-AM/Cortaro (Tucson)

FREQUENCY: 1030 kHz

POWER: 10kw day/1kw night

FORMAT: Regional Mexican

Illinois

WCGO-AM/Chicago Heights (Chicago)

PRICE: \$750,000

TERMS: Asset sale for cash
BUYER: Kovas Communications, headed by President Frank Kovas. Phone: 219-747-1511. It owns four other stations, including WKKD-AM & WONX-AM/Chicago.

SELLER: Q Broadcasting Corp. Inc., headed by President George Arroyo. Phone: 407-830-0800

FREQUENCY: 1600 kHz
POWER: 1kw day/20 watts night
FORMAT: Adult Standards
BROKER: Doyle Hadden of Hadden & Associates Media Brokers

Louisiana

WYLA-FM/Lacombe and WXXM-FM/Reserve (New Orleans)

PRICE: \$3.95 million

TERMS: Asset sale for cash
BUYER: Wilks Broadcasting LLC, headed by CEO Jeff Wilks. Phone: 404-394-8000. It owns 10 other stations, including KKND-FM & KMEZ-FM/New Orleans.

SELLER: Styles Broadcasting Inc., headed by CEO Kim Styles. Phone: 850-234-8388

FREQUENCY: 94.7 MHz; 94.9 MHz
POWER: 5kw at 348 feet; 14kw at 440 feet
FORMAT: Rock; Rock

COMMENT: WXXM and WYLA are simulcast partners.

Tennessee

WJOR-FM/St. Joseph (Florence, AL)

PRICE: \$1.48 million

TERMS: Asset sale for cash

BUYER: Clear Channel Communications, headed by Radio CEO Randy Michaels. Phone: 859-655-2267. It owns 1,212 other stations. This represents its entry into the market.

SELLER: Brenda Chandler. Phone: 931-845-4172

FREQUENCY: 101.5 MHz

POWER: 6kw at 404 feet

FORMAT: Country/Gospel

Texas

KXGJ-FM/Bay City and KIOX-FM/EI Campo (Victoria)

PRICE: \$3.15 million

TERMS: Asset sale for cash

BUYER: Liberman Broadcasting Inc., headed by Exec. VP Lennard Liberman. Phone: 323-461-9300. It owns 12 other stations. This represents its entry into the market.

SELLER: Guajillo Investments

Continued on Page 13

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- More new-car buyer stats, Page 9
- Automotive media advertising by market, Page 9

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PART ONE OF A TWO-PART SERIES

INDUSTRY X-RAY: NEW AUTOMOBILES

■ Now is the time to shift your sales efforts into gear

By Jeff Green

Executive Editor
jgreen@radioandrecords.com



JEFF GREEN

The automobile business is radio's ultimate love affair. According to the RAB, \$288.7 million was spent in the automotive category, including accessories and equipment, in 2000. That was up 12.8% from 1999 and put automotive behind only retail and media advertising in the RAB's top 30 national network- and spot-radio categories. CMR estimates that national spot radio earned 4.7% of the total pool of auto-dealer and manufacturer dollars spent on newspapers (daily and Sunday), spot TV and spot radio in 2001 across 75 major and medium markets.

Sales of new domestic cars are strongest between March and August. For import-car buyers, May to August is the top sales season, as it is among those looking at used cars. With business beginning to cool off along with the weather, dealers will be looking to finish the year by clearing out 2002 inventory and promoting the 2003 models rolling into showrooms. This X-Ray profiles automobile owners, especially those interested in buying or leasing new cars, trucks and SUVs.

SNAPSHOT OF CAR BUYERS AND LESSEES

Media Audit and Scarborough report that 10%-15% of adults intend to buy or lease a new car in the next 12 months. The most likely buyers? Not surprisingly, affluent, married, well-educated families with kids will be the first ones heading to the dealerships. Media Audit reports that 55% of new-car buyers are male (indexing at 115), 65% are between 25-54 (110), 52% are employed at management level or higher (147), 61% have household income of \$50,000 or more (138), 42% are college grads (123), and 30% regularly buy items online (150).

Scarborough reports that the average planned auto-purchase or -lease price is \$22,660, more than double the typical used-car expenditure of \$10,340. What are Americans driving off the dealer lots? The majority of forthcoming purchases will be utility-related vehicles: SUVs (23%), pickup trucks (23%) and vans (15%). Among other vehicles, midsized cars lead the pack (25%), while luxury cars (12%), compacts (11%) and full-sized cars (10%) are at the bottom of the list.

TOP PLANNED AUTO-PURCHASE AND -LEASE MARKETS

They don't call it Motown for nothing: Detroit leads the nation in people planning to buy or lease a car in the next 12 months, according to both Scarborough and Media Audit. The state of Texas is also riding high, with four of the top 10 markets. Here are the top

15 consensus metros for wheeling and dealing. Note: In unduplicated markets, Scarborough rates El Paso at 134 and Media Audit scores Ann Arbor, MI at 136.

Market	Index	
	Scarborough	Media Audit
1 Detroit	172	178
2 Houston	137	122
3 Dallas-Ft. Worth	133	125
4 Miami-Ft. Lauderdale	137	120
5 West Palm Beach	122	132
6 New Orleans	123	125
7 San Antonio	119	123
8 Austin	145	96
9 Los Angeles	124	110
10 Atlanta	120	107
(tie) New York	123	104
12 Las Vegas	123	103
13 Toledo	110	115
14 Albany, NY	116	107
15 Washington, DC	116	103

TOP FORMATS FOR AUTO BUYERS

Below are the major formats indexing highest among those who are planning to buy an auto soon. Male-oriented and Urban formats score particularly well.

Format	Index
Sports	150
Active Rock	134
Urban AC	134
Smooth Jazz	133
Gospel	129
Urban	129
Talk	126
Oldies	125
Spanish-language	124
CHR/Rhythmic	123
Alternative	123
Classic Rock	123
Hot AC	122
News/Talk	120
Rock	119
CHR/Pop	117
AC	115
Triple A	111
Country	99

Source: Media Audit

TOP-INDEXING SUV-OWNER FORMATS

Approximately 20% of all radio-listening households own SUVs, and Triple A, at 26%, is the leading format among these listeners. This chart looks at the 10 formats

AUTOMOTIVE SEEDING AND SELLING POINTS

• Price and dealer reputation are the most important factors in the decision to buy a new car. Price or value, at 27%, leads the list of criteria for buyers selecting a dealership, so, if the dealer can back it up, make sure your copy points include this advantage. Second most important to buyers is a dealer's reputation, at 18%, followed by selection, at 16%; location, 14%; service, 12%; other, 9%; dealer financing, 8%; and dealer warranty, 7%. (Scarborough)

• Location is an influential swing factor in buying decisions. The average distance people traveled to buy their last new car was 16 miles one way. If your account is on the outskirts of the metro, it will need to emphasize price and reputation. Tell listeners "It's worth the trip to Mojo Motors" — 45% of adults would drive an extra 50 miles to save \$300. If a dealer is not as competitive on price or reputation but is centrally located, promoting that it's "right around the corner" plays well with a significant percentage of people — 14% — who weight convenience more than other factors. (Scarborough, J.D. Power & Associates)

• Radio delivers car buyers as well as newspapers and better than TV. Heavy users of radio are more inclined to be planning a new-vehicle purchase than people who watch a lot of TV: Radio and TV index at 115 and 93, respectively. Radio is virtually tied with heavy newspaper users (116) among people planning auto purchases. (Media Audit)

• Car buyers index highest with radio after 7pm (even better overnight) and use the Internet to research their purchases. Maximize your efficiency by using evening inventory to reach buyers. Offer additional visibility on your website to help your auto accounts attract prospects. (Media Audit, Dohring Co.)

• Customers are not impulsive about car purchases, so work to get a long-term schedule from your accounts. The average buyer spends 85 hours researching his or her purchase and checks out at least four dealerships. Nearly one in five buyers visits a dealer at least two months before selecting a new vehicle. (CNW Marketing Research, J.D. Power & Associates)

• Take advantage of the appeal of eco-friendly and safer cars. Research shows that 30% of potential car buyers say they would definitely consider a hybrid electric vehicle, while another 30% might be interested. Additionally, safety features are an overwhelmingly popular benefit. (J.D. Power & Associates, Dohring Co.)

• Stress a dealer's customer focus. While 90% of new-car buyers are satisfied with their dealership experience, 78% say auto shopping is a hassle, 60% say salespeople are not trustworthy, 55% don't enjoy negotiating, and 51% find the buying process intimidating. (Gallup/Wirthlin, Forrester)

with at least 2% format preference that index the highest among those who own SUVs. (Those stations that carry Radio Disney should note that the Children's format indexes at a whopping 133. No real surprise, but an ideal account to pitch for local avails.)

Format	Index
Triple A	130
'80s	129
Classic Hits	125
Pop/Alternative	122
Classic Rock	122
Alternative	120
Sports	119
Hot AC	119
CHR	118
Rock	115

Source: Scarborough

IMPORT DEALERS BUY RADIO

While radio earned an average 12.75% of total ad dollars in 52 VoiceTrak markets over the first three quarters of 2000 and 2001, many import dealers' associations among the top 30 advertisers support radio in a big way. Here's radio's share of the following 16 combined dealers' associations and manufacturers' ad budgets.

Dealer	% Of Budget
Mitsubishi	44.7
Saab	39.5
Suzuki	25.85
BMW	19.30
Isuzu	18.65
Volkswagen	18.5
Jaguar	18.25
Infiniti	18.00
Audi	16.75
Subaru	16.30
Lexus	15.85
Toyota	14.35
Cadillac	14.2
Mazda	13.95
Hyundai	13.75
Nissan	12.95

Source: VoiceTrak

MEDIA ADVERTISING BY MARKET: CAR AND TRUCK DEALER ASSOCIATIONS

Total 2001 spending, in thousands of dollars. Newspaper totals include both daily and Sunday. For info on markets below No. 35, contact Jeff Green at R&R.

Market	Newspaper	Car-Truck Dealer Assn./Domestic		Newspaper	Car Truck Dealer Assn./Asia		Car-Truck Dealer Assn./Europe-Near East		
		Spot TV	Spot Radio		Spot TV	Spot Radio	Newspaper	Spot TV	Spot Radio
1 New York	13,037	40,217	4,567	6,907	28,623	4,819	3,084	8,653	5,731
2 Los Angeles	26,689	38,801	989	43,285	38,643	522	27,287	9,491	3,045
3 Chicago	51,314	22,369	0	25,871	9,115	268	23,634	3,270	1,282
4 San Francisco	9,449	15,162	1,447	9,725	11,049	3,008	11,949	4,753	2,768
5 Dallas	22,261	23,916	1,169	5,158	11,611	2,094	3,340	1,135	1,414
6 Philadelphia	9,421	20,219	4,748	16,145	7,853	4,879	8,888	2,822	2,863
7 Washington, DC	10,409	3,586	2,945	15,854	10,453	2,968	15,666	2,006	2,610
8 Boston	6,492	18,575	1,681	5,482	19,481	4,640	12,028	3,133	3,057
9 Houston	17,590	25,331	1,529	25,724	10,674	1,875	2,779	1,130	1,154
10 Detroit	20,547	11,431	2,256	17,629	1,775	249	4,045	807	0
11 Atlanta	4,399	15,267	241	6,310	6,093	760	6,916	1,367	890
12 Miami	21,596	19,707	313	70,597	9,349	1,609	7,293	2,494	2,372
14 Seattle	5,846	8,612	280	16,421	5,873	175	2,663	934	415
15 Phoenix	7,292	15,587	530	15,339	6,828	1,337	712	750	360
16 Minneapolis	7,276	8,575	1,657	4,407	2,392	522	993	628	457
17 San Diego	4,549	7,654	408	1,963	3,958	167	3,457	675	900
19 St Louis	2,586	5,304	325	764	3,730	63	117	326	494
20 Baltimore	4,196	1,821	988	7,276	4,428	1,298	2,599	806	633
21 Tampa	14,485	12,844	864	17,688	3,865	969	2,080	222	270
22 Denver	20,248	10,234	933	8,649	4,875	378	5,993	802	1,092
23 Pittsburgh	1,993	4,336	2,053	5,179	3,023	1,203	1,197	1,004	385
24 Portland, OR	1,789	4,763	310	1,541	2,667	606	816	427	494
25 Cleveland	1,161	4,707	1,913	3,810	4,647	274	659	402	712
26 Cincinnati	13,303	4,020	108	20,172	3,630	223	233	231	547
27 Sacramento	1,171	5,819	583	599	3,933	1,774	0.82	256	682
29 Kansas City	7,614	3,780	130	4,972	2,555	443	180	182	0
31 San Antonio	11,247	10,667	1,242	2,972	3,026	493	0	9	196
32 Milwaukee	4,288	3,106	388	988	2,323	222	219	297	90
34 Salt Lake City	1,667	3,844	271	807	2,130	423	403	41	278
35 Providence	629	2,509	352	105	3,783	119	510	290	326

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JONES RADIO NETWORKS



PPM

Continued from Page 1

results have shrunk when measured by the PPM. Arbitron has reported that, on a marketwide basis, PPM AQH figures are comparable to diary AQH numbers. That is true, but there is great variation among the stations.

MORNING DRIVE LOSSES

Using PPM data gathered between April 25 and May 22 and comparing it to the March-April-May Arbitrends, the Philadelphia market lost 10% of AQH listening in morning drive using the PPM. All-News KYW suffered a 30% drop in its AQH in the daypart, and Urban AC WDAS-FM took a 20% hit.

Arbitron reports that upper demos and black listeners, for some reason, report lower AQH results overall using the People Meter than do other listeners. But that doesn't explain why CHR/Pop WIOQ or Alternative WPLY — neither of which has large numbers of upper-demo or black listeners — lost 40% and 25%, respectively, of their morning drive AQH listening.

Furthermore, while other dayparts fared better on the whole with the PPM than with the diary, certain stations still suffered. KYW's PPM figures were off 25% in middays and 15% in evenings while it did slightly better in afternoons and weekends.

When looking at a typical day that combines all dayparts, KYW fared the worst, losing 15% of its AQH listening. WDAS-FM was down 10%, WIOQ was off 9%, and WPLY was up 3%. Other stations fared significantly better using the PPM, including WXTU (up 20%), WMMR (up 20%) and WBEB (up 15%).

Despite the ups and downs of the AQH results, Arbitron Sr. VP/GM Scott Musgrave declared, "Radio will be able to compete better against TV and cable," thanks to radio cume levels that are more comparable to the large cumes that competing media already claim.

Researchers at Arbitron pulled up a number of interesting stats from PPM usage. While the average diarykeeper entered three stations over the course of a week, the typical PPM panelist heard six stations. A third of the panel heard eight or more stations, while 18% heard 10 or more stations.

In Philadelphia, according to the diaries, the typical station's P1 audience constituted 31% of its cume, and that P1 audience contributed 68% of quarter-hours. According to the PPM, only 16% of a station's cume is P1, and that 16% contributes 54% of a station's quarter-

hours. Also, the PPM virtually eliminates "very high quarter-hour" listeners. Nearly 8% of Philadelphia's diaries have 100-plus quarter-hours credited to one station or another, but in the PPM just 1% of the listeners show tuning to one station for 100 or more quarter-hours in a week.

PROGRAMMING STRATEGY MAY CHANGE

These results raise questions about how programmers will attract listeners in the future, whether the current focus on "core listeners" will apply and whether the emphasis on recall will remain paramount.

But none of this matters if the PPM isn't around, and Arbitron executives have made it clear that if Nielsen Media Research chooses not to become an equity partner in the People Meter, Arbitron will abandon its use as a radio-measurement tool in this country.

As things stand, Arbitron's Charlebois said he doesn't know which way Nielsen is leaning. All he knows is that

Countdown To The People Meter



Nielsen has until the end of the year to decide and that it is closely monitoring the PPM test in Philadelphia.

Charlebois also emphasized that "we are not in a position to say what the price of the PPM will be at this moment." He said several issues, such as sampling methodology, sample sizes and what share each of the partners will take in the new venture, will determine how much of a burden radio will be expected to shoulder.

Arbitron brass took pains to explain the differences between a PPM panel and a diary sample. When the PPM comes online, measurement will occur with listeners who will be wearing the People Meter for as long as two years, compared to diarykeepers who only record their listening for one week.

PPM panelists will be selected through a process called enumeration, an additional step that helps identify various consumer characteristics of a listening household. The eight characteristics are county of residence, presence of children, race/ethnicity, existence of cable/satellite, household size, employment status, language preference and number of TV sets. Several of these characteristics were created as nods to Nielsen's needs.

Once a random telephone sample has been created, Arbitron finds households with various combinations of

the above characteristics to replicate the characteristics of a market. Households that agree to participate in a survey are then placed in a "bucket" until they are called upon for a survey. Arbitron points out that, as a result of enumeration, there will be less need for postmeasurement weighting.

Arbitron's Bob Patchen said the "enumeration completion rate" — the percentage of households that make it through the initial stages of recruitment — is 54%. Of that group, about 44% agree to join a panel. Of that group, Arbitron said it has successfully installed PPM equipment in 83% of households. Once you crunch all the numbers, the result is that about 20% of the households in a random sample eventually become part of a PPM panel.

That figure is significantly lower than the 30%-40% response rates that Arbitron now sees by way of the diary, but Arbitron said it expects to pump up its PPM-placement batting average as time goes on.

The company acknowledges that the radio industry has not warmed to the concept of two-year PPM panelists, preferring perhaps a one-year participation period. But the TV industry would be more interested in two-year panelists, so Arbitron may end up proposing 18-month panel periods. According to results from the Wilmington and Philadelphia tests, 50% of the panels turn over every six months.

INFINITY, ABC SIGN EXTENSIONS

In related news, Arbitron announced this week that it has extended by one year its contracts with **Infinity Broadcasting** and **ABC Radio**. Infinity had been without an Arbitron contract for several months, and its executives have expressed the most concern over implementation of the People Meter.

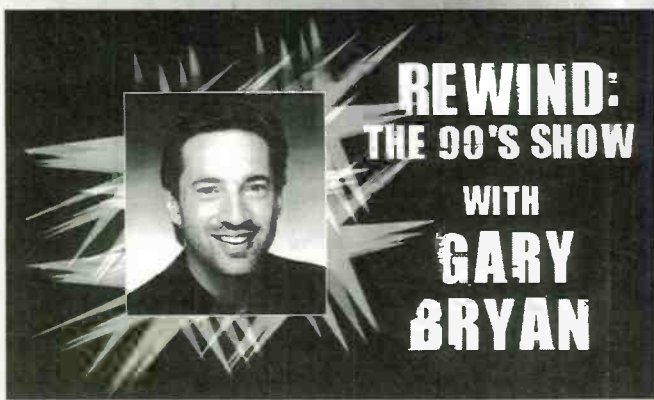
Indeed, Arbitron President/CEO Steve Morris acknowledged that the PPM will be central to a long-term agreement with both companies. "How the Portable People Meter will affect the scope of our radio ratings services over the next few years is an important topic of discussion between Arbitron and our customers," he said. "As we make progress in our market trial of the Portable People Meter and in our joint-venture discussions with Nielsen Media Research, we will be better able to articulate the value proposition for the new ratings service. This contract extension is specifically designed to provide the time we need to give our customers the information they have requested in our continuing discussions for the long-term renewals of their ratings contracts."

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Take Off The Brakes

At a time when webcasters and online music services are trying to figure out their futures, the legislators in Congress are poised to make some of those decisions for us. If that happens, we may not be happy with the results.



David Lawrence

Rep. Rick Boucher had some advice for the music industry at last week's Jupiter Plug-In conference in New York: Take the brakes off digital music. And implicit in that advice was a threat of help from the government to do so.

In the past we've suggested that the music industry look past digital rights management to the MP3 file itself and the possibilities of providing a "superfile" that would provide the same end-user experience as a CD. Instead of the catch-as-catch-can quality of MP3 files available on pirate sites, it would be a great service to make available files that include complete ID tags, album art, bios, lyrics and links to artist's sites. Players like Winamp, the MusicMatch Jukebox (our favorite) and the Windows Media Player could take full advantage of such files.

In addition, offering several levels of file size and quality on the CD itself — just as the local photo shop does when it puts snapshots on CDs in digital format — would give the end user a choice of versions for different situations. Imagine a set of MP3 files for each cut, from a smaller, 96kbps joint-stereo version for saving space on a portable device to a typical 128k joint-stereo version for use on a laptop with more hard-drive space and better audio processing, all the way up to a high-quality 320k, true stereo version for use on audiophile home entertainment centers.

Services like EMusic, whose new access to portions of Universal's current and back catalogs in plain, unprotected MP3 format and as part of an all-you-can-download \$10 per month subscription, is an experimental step in the right direction, and should be watched closely. If EMusic doesn't lead anywhere, any future steps may end up being taken for us.

On another topic, I'll be hosting a benefit concert for the International Webcasters Association to support its efforts to fight the Copyright Office's webcast royalties structure. The show is set for Monday, July 22 at 7:30pm at Falls Church, VA's State Theater. The show, with headliner Jay Geils (formerly of The J. Geils Band), will be webcast on TVWorldwide.com.



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

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

Country

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

Hot AC

LW	TW	ARTIST	CD/Title
1	1	AVRIL LAVIGNE	<i>Let Go</i> /"Complicated"
2	2	VANESSA CARLTON	<i>Be Not Nobody</i> /"Miles"
3	3	SHERYL CROW	<i>C'mon, C'mon</i> /"Soak"
2	4	JOHN MAYER	<i>Room For Squares</i> /"Such"
5	5	DAVE MATTHEWS BAND	<i>Busted Stuff</i> /"Going"
12	6	COUNTING CROWS	<i>Hard Candy</i> /"American"
5	7	MICHELLE BRANCH	<i>The Spirit Room</i> /"Wanted"
8	8	LINKIN PARK	<i>Hybrid Theory</i> /"End"
7	9	NICKELBACK	<i>Silver Side Up</i> /"Remind," "Bad"
—	10	NORAH JONES	<i>Come Away With Me</i> /"Know"
11	11	GOO GOO DOLLS	<i>Guttertowel</i> /"Gone"
13	12	PUDDLE OF MUDD	<i>Come Clean</i> /"Blurred"
14	13	CALLING	<i>Camino Palmero</i> /"Adrienne"
10	14	MOBY	<i>18</i> /"Stars"
17	15	NO ODOUBT	<i>Rock Steady</i> /"Hella"
—	16	PINK	<i>Missundaztood</i> /"Get"
—	17	DIRTY VEGAS	<i>Dirty Vegas</i> /"Days"
11	18	JIMMY EAT WORLD	<i>Bleed American</i> /"Middle"
15	19	COURSE OF NATURE	<i>Superkaka</i> /"Caught"
—	20	CREED	<i>Weathered</i> /"Breath"

Urban

LW	TW	ARTIST	CD/Title
1	1	EMINEM	<i>The Eminem Show</i> /"Without"
2	2	ASHANTI	<i>Foolish</i> /"Foolish," "Baby," "Happy"
3	3	JENNIFER LOPEZ	<i>J. Lo</i> /"Alright"
4	4	MARY J. BLIGE	<i>No More Drama</i> /"Rainy"
5	5	ANGIE STONE	<i>Mahogany Soul</i> /"Wish"
6	6	FAITH EVANS	<i>Faithfully</i> /"Love"
17	7	USHER	<i>8701</i> /"Call"
8	8	JDE	<i>Better Days</i> /"Woman"
9	9	P. DIDDY	<i>P. Diddy & Bad Boy</i> /"Need," "Girl"
12	10	LUDACRIS	<i>Word Of Mout</i> /"Move"
11	11	JAHEIM	<i>Ghetto Love</i> /"Anything"
10	12	MUSIQ	<i>Juslisen</i> /"Halfcrazy"
13	13	LUTHER VANDROSS	<i>Luther Vandross</i> /"Rather"
—	14	MAXWELL	<i>Now</i> /"Work"
14	15	B2K	<i>B2K</i> /"Gots"
15	16	REMY SHAND	<i>Way I Feel</i> /"Message"
15	17	'N SYNC	<i>Celebrity</i> /"Girlfriend"
18	18	ALICIA KEYS	<i>Songs In A Minor</i> /"How"
19	19	MR. CHEEKS	<i>John P. Kelly</i> /"Lights"
—	20	RUFF ENDS	<i>Someone To Love You</i> /"Someone"

Smooth Jazz

LW	TW	ARTIST	CD/Title
1	1	NORAH JONES	<i>Come Away With Me</i> /"Why"
2	2	CELINE DION	<i>A New Day Has Come</i> /"Day"
3	3	KIM WATERS	<i>From The Heart</i> /"Dawn," "House"
4	4	CRAIG CHAQUICO	<i>Shadow & Light</i> /"Luminosa"
7	5	3RD FORCE	<i>Gentle Force</i> /"Believe"
8	6	BRAXTON BROTHERS	<i>Both Sides</i> /"Whenever"
11	7	NORMAN BROWN	<i>Just Chillin'</i> /"Chillin'"
9	8	JOYCE COOLING	<i>Third Wish</i> /"Daddy-D"
10	9	PIECES OF A DREAM	<i>Acquainted...</i> /"Vision"
14	10	LARRY CARLTON	<i>Deep Into It</i> /"Magic"
12	11	JONATHAN BUTLER	<i>Surrender</i> /"Wake"
—	12	PETER WHITE	<i>Glow</i> /"Bueno"
13	13	WAYMAN TISDALE	<i>Face To Face</i> /"Hide"
16	14	RUSS FREEMAN	<i>To Grover With Love</i> /"East"
17	15	EUGE GROOVE	<i>Euge Groove</i> /"Sneak"
—	16	BRIAN CLBERTSON	<i>Nice And Slow</i> /"Without"
19	17	THE RIPPINGTONS	<i>Life In The Tropics</i> /"Caribbean"
—	18	DOWN TO THE BONE	<i>Crazy Vibes & Things</i> /"Glide"
—	19	GERALD ALBRIGHT	<i>To Grover With Love</i> /"WineLight"
18	20	PAUL TAYLOR	<i>Hypnotic</i> /"Hypnotic"

Alternative

LW	TW	ARTIST	CD/Title
1	1	KORN	<i>Untouchables</i> /"Stay," "Thoughtless"
2	2	CHAD KROEGER	<i>Spider-Man</i> /"Hero"
8	3	PAPA ROACH	<i>Lovehatetragedy</i> /"Not"
4	4	EMINEM	<i>The Eminem Show</i> /"Without"
5	5	BOX CAR RACER	<i>Box Car Racer</i> /"Feel"
3	6	PUDDLE OF MUDD	<i>Come Clean</i> /"Drift"
6	7	INCUBUS	<i>Morning View</i> /"Warning"
9	8	HIVES	<i>Veni Vidi Vicious</i> /"Hate"
11	9	HOOBASTANK	<i>Hoobastank</i> /"Running"
12	10	SYSTEM OF A DOWN	<i>Toxicity</i> /"Toxicity," "Aerials"
10	11	P.O.D.	<i>Satellite</i> /"Boom"
7	12	STAINO	<i>Break The Cycle</i> /"You," "Epiphany"
16	13	RED HOT CHILI PEPPERS	<i>By The Way</i> /"Way"
13	14	CREED	<i>Weathered</i> /"Breath"
14	15	UNWRITTEN LAW	<i>Elva</i> /"Red"
15	16	JIMMY EAT WORLD	<i>Bleed American</i> /"Sweetness"
—	17	OUR LADY PEACE	<i>Gravity</i> /"Somewhere"
17	18	JACK JOHNSON	<i>Brushfire</i> /"Fairytale"/"Flake"
20	19	DEFAULT	<i>Fallout</i> /"Deny"
—	20	DAVE MATTHEWS BAND	<i>Busted Stuff</i> /"Going"

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.Beaonair.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. © 2002 Online Today, Net Music Countdown.



Hugo Cole
General Manager/Data Services
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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>	9
2	2	NELLY	<i>Nellyville</i>	3
—	3	RED HOT CHILI PEPPERS	<i>By The Way</i>	1
3	4	LINKIN PARK	<i>Hybrid Theory</i>	85
4	5	UTADA HIKARU	<i>Deep River</i>	4
6	6	SYSTEM OF A DOWN	<i>Toxicity</i>	45
5	7	ASHANTI	<i>Ashanti</i>	15
7	8	CREED	<i>Weathered</i>	34
10	9	BEATLES	<i>One</i>	78
11	10	AVRIL LAVIGNE	<i>Let Go</i>	5
8	11	ENYA	<i>A Day Without Rain</i>	71
14	12	ALICIA KEYS	<i>Songs In A Minor</i>	55
12	13	PINK	<i>Missundaztood</i>	28
13	14	NICKELBACK	<i>Silver Side Up</i>	44
9	15	U2	<i>All That You Can't Leave Behind</i>	91
19	16	CELINE DION	<i>A New Day Has Come</i>	16
16	17	JOHN MAYER	<i>Room For Squares</i>	15
21	18	LIMP BIZKIT	<i>Chocolate Starfish And...</i>	92
18	19	NORAH JONES	<i>Come Away With Me</i>	12
—	20	COUNTING CROWS	<i>Hard Candy</i>	1
20	21	SHAKIRA	<i>Laundry Service</i>	35
26	22	PUDDLE OF MUDD	<i>Come Clean</i>	32
15	23	KORN	<i>Untouchables</i>	5
24	24	LUDACRIS	<i>Word Of Mout</i>	33
22	25	P.O.D.	<i>Satellite</i>	30
31	26	AEROSMITH	<i>O, Yeah! Ultimate Aerosmith Hits</i>	2
25	27	BLINK-182	<i>Take Off Your Pants & Jacket</i>	57
23	28	ORIGINAL SOUNDTRACK	<i>O Brother...</i>	31
17	29	OASIS	<i>Heathen Chemistry</i>	2
27	30	CRAIG DAVID	<i>Born To Do It</i>	3
30	31	KYLIE MINOGUE	<i>Fever</i>	20
29	32	MOBY	<i>18</i>	9
35	33	STAINO	<i>Break The Cycle</i>	60
34	34	JACK JOHNSON	<i>Brushfire</i> /"Fairytale"	6
32	35	USHER	<i>8701</i>	40
47	36	DAVE MATTHEWS BAND	<i>Everyday</i>	65
37	37	ORIGINAL SOUNDTRACK	<i>Moulin Rouge</i>	37
—	38	JOSH GROBAN	<i>Josh Groban</i>	4
40	39	ENRIQUE IGLESIAS	<i>Escape</i>	28
41	40	PINK FLOYD	<i>Echoes (The Best Of Pink Floyd)</i>	36
38	41	JENNIFER LOPEZ	<i>J. Lo</i>	53
50	42	SADE	<i>Lovers Rock</i>	44
33	43	LENNY KRAVITZ	<i>Greatest Hits</i>	92
28	44	ORIGINAL SOUNDTRACK	<i>Spider-Man</i>	11
36	45	JIMMY EAT WORLD	<i>Bleed American</i>	5
—	46	STYLES A	<i>Gangster And A Gentleman</i>	1
49	47	STROKES	<i>Is This It</i>	14
44	48	BRITNEY SPEARS	<i>Britney</i>	35
42	49	JA RULE	<i>Pain Is Love</i>	41
39	50	TOOL	<i>Lateralus</i>	55

Adelstein

Continued from Page 3

As Adelstein faced questioning from the Senate Committee on Commerce, Science and Transportation, McCain asked point-blank if the industry is in a crisis. "There's an unprecedented downturn. I believe, in the telecommunications economy," Adelstein said.

"There's a challenge now in confidence in the system. We've seen a problem with major corporations that have been alleged to have engaged in fraudulent activities. If we don't have investor confidence in this sector, it's going to be difficult to raise the capital needed to continue to maintain America's leadership."

McCain also cautioned Adelstein that the job he's nominated for is an important one. "There is no body more important to the future of this country than the FCC," McCain said. "This is not a task that can lend itself to mediocrity."

But McCain also threw his support behind Adelstein, saying he finds the 15-year Senate veteran to be "thoughtful and committed to serving consumer interests." McCain added. "I appreciate his willingness to undertake the tremendous responsibility of serving as an FCC commissioner."

Adelstein's longtime boss agreed. Daschle told the committee that he has "never presented a nominee with greater confidence and with greater enthusiasm."

"I know him as a fast learner, as a fair and balanced analyst, as someone with wise intellectual capacity and as someone who is committed to rural America," Daschle continued. "It's a pleasure for me to be at his side on this special occasion."

Adelstein — who has also worked for Sens. Harry Reid and Donald Riegle — had equally kind words for Daschle, for whom he's worked as a legislative aide since 1995. "You mean the world to me," Adelstein told Daschle. "I can't think of a better mentor."

Einstein, Jacobs Join RCA Victor

Industry vet David Einstein has joined RCA Victor Group as VP/Promotions. Additionally, Susan Jacobs has been appointed VP/Worldwide Publicity.

"I am pleased to welcome both Susan and David to our worldwide marketing team," RCA Sr. VP/Worldwide Marketing Jeb Hart said. "They bring a tremendous breadth of experience and skill to the company and will be invaluable additions to the RCA Victor Group."

Einstein spent his first 20 years in radio in the Washington/Baltimore area, most notably at WHFS. He has also been national head of promotion for the Palm/Rykodisc label, Sr. Director/National Promotion for Mercury Records and Mid-Atlantic Regional Promotion Manager



Einstein

Jacobs

for RCA. More recently, he was an editor at *Gavin*.

Jacobs has worked as an independent consultant for such events as the New York Film Festival and Lincoln Center's Midsummer Night Swing. Prior to that she was VP/Worldwide Publicity for Sony Classical.

Viacom

Continued from Page 3

If Karmazin does leave, "it's certain that no one else will," Redstone boasted. "I think Mel is a very good operator. He has certainly kept our costs down, which is important. With or without him, or with or without me, this company will do very well."

If he gets Senate approval, Adelstein will leave that relationship behind to take on the myriad challenges facing the FCC. While he declined to comment to R&R about specific radio-related issues, Adelstein shared in his committee testimony his general outlook and aspirations.

"The telecommunications sector is so important to the overall productivity and efficiency of the economy," he said. "If we don't have the best system in the world — if we don't maintain our edge — we're not going to be able to be as competitive in the global economy

Viacom stock was up to \$39.10 on July 12 but had fallen to \$37.20 at R&R's Tuesday press time.

Ad Forecaster Predicts Mild Recovery In 2002

Universal McCann Sr. VP and Director/Forecasting Robert Coen lowered his growth estimate for

as we otherwise could be. If confirmed, I commit to you to do everything possible, using the tools of the Telecommunications Act, to try to turn the situation around."

While the topic of broadcast indecency wasn't raised, Adelstein demonstrated that broadcast content is an important issue for him. When Sen. Sam Brownback sought his input on how violent television content affects children, Adelstein referred to his 1-year-old son, Adam, and said, "It is something that is of great concern to me personally because of him and because of all children and the entire nature of the society that

UPDATE

ESPN Radio Debuts In San Diego On XMMM

XMMM-AM/Tijuana-San Diego dropped its Spanish News/Talk programming on Monday and became the latest affiliate of ABC-owned ESPN Radio. Broadcasting from south of the border, the new "ESPN 800" now airs a full slate of ESPN network programming and plans to carry University of Southern California football and basketball play-by-play this fall.

XMMM is owned and operated by Cadena Baja California and managed in the U.S. by San Diego-based Media Access Partners. Media Access Partners is headed by market broadcast veterans Rodger Seelert and Randy Phillips.

Commenting on how the new XMMM will differ from crosstown Clear Channel-operated Sports/Talker XTRA-AM, Seelert told R&R, "ESPN Radio 800 will offer San Diego listeners a different style of Sports radio; it will have a national perspective, rather than the more local or regional perspective of XTRA. Many San Diegans grew up somewhere else in the country, and we believe there is demand and room for an alternative Sports/Talk station that spends equal time with all the issues and teams that make up the various leagues and conferences in professional and amateur sports. That said, we are committed to San Diego, so we'll also provide solid coverage of the local professional and collegiate sports scene."

U.S. ad spending this year from 2.4% to 2.1%, saying gains from the recent Winter Olympics and upcoming midterm elections this fall will most likely be offset by continued cooling in such major advertising sectors as airlines, computers

and financial services, as well as continued jitteriness on Wall Street.

"The stock market situation makes me nervous," said Coen, whose estimates for 2002 are better than many other forecasters', including that of Zenith Optimedia, which recently improved its U.S. ad-spending estimate from a 1.8% decrease to a 1.2% decrease.

Another analyst said that July radio pacsings were unexpectedly strong. Both May and June finished weaker than they started, CIBC's Jason Helfstein noted, so the news about July surprised him. If the current trend continues, "Companies may be more optimistic with their Q3 guidance than current investor sentiment indicates," he said. Still, Helfstein cautions that only one week of the five-week month has been booked.

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Joe Howard, Adam Jacobson and Julie Gidlow contributed to this report.

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Dave Stewart

Weaver

Continued from Page 3

O's of programming will come later."

Weaver's career highlights include stints as an air personality for Bartel Radio Group in St. Louis and Detroit and as MD of Country WUSN (US99) Chicago. He was also a programmer in Pittsburgh, Greensboro and New Orleans. His first PD gig was at Urban WDIA/Memphis.

Talking about his new job prompted Weaver to quip, "You're asking me about my career, and poor Ted Williams is frozen somewhere in Arizona? I just wonder how long he's going to keep in that heat."

CHRONICLE

BIRTHS

WAPL/Appleton, WI PD Joe Calgario and wife Carrie, son Joshua Anthony, July 8.

WCCC/Hartford APD/MD Mike Karolyi and wife Denise, son Michael Jace, July 8.

CONDOLENCES

Wall Street Journal Radio Network reporter Vicki Lynn Kelley, 45, July 14.

Haley

Continued from Page 1

a pleasure for all of us at Warner Bros. to have this professional relationship with David. His commitment to artists and their music is unmatched, and his commitment to employees, peers and friends is unquestioned. We are indeed fortunate he has chosen to join our team and our family."

Haley said, "I'm thrilled with this

opportunity and look forward to working with this great roster of artists and the entire Warner Bros. staff. Our focus will be to build strong relationships with Country radio while taking these artists to the next level. I'm extremely excited about new projects from Faith Hill, John Michael Montgomery and Trick Pony, which are coming very soon."

WB/Nashville is only the second stop in Haley's 17-year record-industry career. He was PD of WJQS/Jackson, MS when he joined MCA/Nashville for regional promotion in July 1984. He was elevated from Sr. Director/Midsouth-Midwest to Sr. Director/Regional Promotion & Field Specialist in July '95, to Sr. Director/National Promotion in October '95, to VP/Promotion in March '97 and to Sr. VP/Promotion in December 2000.

PROS ON THE LOOSE

Al Fuentes, PD of WPAT (Amor 93.1)/New York, 917-402-5011.

Transactions

Continued from Page 6

LLC, headed by Managing Member Cheryl Stewart. Phone: 979-245-4642
 FREQUENCY: 101.7 MHz; 96.9 MHz
 POWER: 100kw at 981 feet, 100kw at 981 feet
 FORMAT: Country; Country

KORQ-FM/Winters (Abilene)

PRICE: \$675,000
 TERMS: Unavailable
 BUYER: Doud Media Group, headed by Partner Richard Doud Sr. No phone listed. It owns no other stations.
 SELLER: Dove Media Inc., headed by VP Bruce Campbell. Phone: 915-673-5289
 FREQUENCY: 96.1 MHz
 POWER: 50kw at 492 feet
 FORMAT: Oldies
 BROKER: Doyle Hadden of Hadden & Associates Media Brokers

BUSINESS BRIEFS

Continued from Page 6

consecutive month is London Hot AC Virgin Radio U.K., which streamed 1.2 million hours in June; at No. 2 is JazzFM U.K., with 853,500 hours; and Classical WQXR-FM/New York is third, with 702,600 hours. Leading the network ratings — also for the 10th consecutive month — is Live365, but it dips from 8.4 million hours of streaming in May to 8.2 million in June. Clear Channel Worldwide comes in second for June, with 7.4 million hours; and ChainCast/StreamAudio is third, with 1.9 million hours.

MeasureCast also released its June webcast ratings this week, and Clear Channel Worldwide leads once again. The network, which has claimed the top spot every month since it joined the survey in mid-March, streamed 7.1 million hours in June with its 202 AM and FM simulcasts. WarpRadio, a mix of terrestrial simulcasts and Internet-only streams, is in second place with 3.05 million hours, followed by Los Angeles-based multichannel 'Net-only Radio Free Virgin, which streamed 3.043 million hours. In what may be a hopeful sign for webcasters hoping to move to a paid model, subscription service MusicMatch joins the MeasureCast network ratings in fourth place with 2.6 million hours of streaming. Leading the individual channel ratings once again is Virgin Radio U.K., which streamed 1.6 million hours in June. That's followed by JazzFM, with 1.2 million hours, and third-place Classical WQXR-FM/New York, which streamed 704,259 hours.

FCC

Continued from Page 4

price discrimination, division of advertising accounts and lower-quality programming." No dates have been set for the sale hearings.

Buckley Continues To Protest CC-Ackerley Merger

Buckley Radio, which aggressively lobbied the FCC to deny Clear Channel's acquisition of the Ackerley Group, filed a petition July 11 with the commission claiming that Clear Channel and Ackerley are not living up to assurances they made to the commission when the deal was approved.

When the FCC granted the merger, it gave Ackerley 30 days to rewrite the LMA it had with KCBA-TV/Salinas, CA owner Seal Rock Broadcasters to read that Ackerley could receive revenues only from the 15% of KCBA's programming that Ackerley provides. The earlier LMA stipulated that Ackerley could control 15% of the station's programming but could collect all revenues from non-network programming.

Buckley, which owns 18 stations and the WOR Radio Network, alleges that, although a new LMA was drawn up, nothing has changed. It charges that Clear Channel employ-

ees are selling KCBA's ad time and said that, while Seal Rock has a new employee serving "at least nominally" as GM, PD and sales manager of the TV station, the only real change is that Seal Rock may now "theoretically" collect profits from the 85% of programming it is supposed to provide.

Buckley also suggested that Seal Rock may be consulting with Clear Channel on programming decisions, just as it did with Ackerley. "The reality of the situation is exactly the same," Buckley told the FCC.

Joe Howard contributed to this report.

Schuon

Continued from Page 1

and strategist. Andy is one of the most prolific programming executives I have ever met, and his knowledge of the divisions of Viacom, along with his experience in radio, television, music and the Internet, makes him the perfect executive to take the programming at Infinity to new levels of success."

Schuon said, "I made my first dollar in radio, and what initially attracted me to it still holds true today: It's a playing field of ideas and creativity limited only by one's imagination. So, I am thrilled to have the opportunity to return to radio, to work with John Sykes again and to reconnect with so many of my friends and colleagues at Infinity and Viacom."

Before joining pressplay, Schuon founded and was President/COO of Farmclub.com. He has also been Exec. VP/GM of Warner Bros. Records. Schuon began his career as an air personality at KOZZ/Reno, NV in 1981.

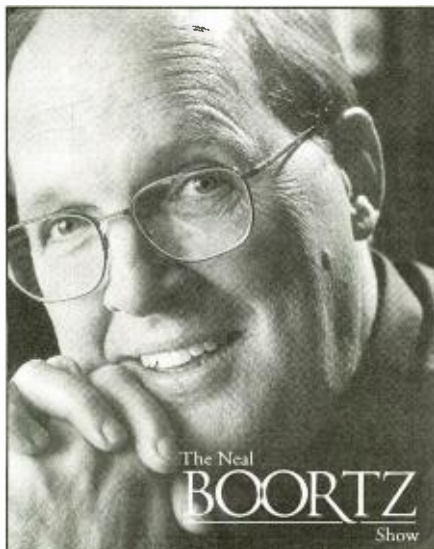
Meanwhile, pressplay has elevated COO Michael Bebel to President/CEO to succeed Schuon. Bebel will work closely with joint-venture partners Universal Music Group and Sony Music Entertainment and continue the ongoing development of the Internet-based music service.

"Pressplay has made tremendous strides as a company and as a service," Bebel said. "I'm excited to lead the company through its next phase of growth as we break new ground in the world of online music."

"We have a great team at pressplay and a number of exciting developments coming this year, including a new version of the service that will keep pressplay at the forefront of the online-music space. I am indebted to Andy for all he has done to successfully launch pressplay in the marketplace, and I wish him well in his endeavors."

Before joining pressplay last year Bebel was Exec. VP of Universal Music Group's eLabs division, where he played an integral role in the development of pressplay. He has also served as Sr. VP/Strategic Planning & Business Development for UMG's eCAT division, where he developed numerous online ventures and strategic alliances with such firms as GetMusic.

— Adam Jacobson



The Neal BOORTZ Show

Source: Atlanta Arbitron, Winter '02, 25-54, AQH, exact times; subject to limitations printed therein

Boortz is #1

Rush Limbaugh, Dr. Laura, & now Glenn Beck.

Do you have #1 Show 25-54? We do!

Atlanta 9AM to Noon / Adults 25-54 AQH Share	
Boortz	11.7 #1
Beck	1.4 #21

Atlanta Noon to 1PM / Adults 25-54 AQH Share	
Boortz	9.0 #1
Limbaugh	5.6 #4

Amy Bolton 800.611.5663
 Paul Douglas 404.962.2078





Lori Parkerson • 202-380-4425

20n20 (XM20)

Kane
 BBMAK Out Of My Heart
 CAM'RON Oh Boy
 EVE I/ALICIA KEYS Gangsta Lovin'
 KHIA My Neck, My Back (Lick It)
 SHAKIRA Objection

BPM (XM81)

Blake Lawrence
 4 STRINGS Take Me Away
 CASSIUS I'm A Woman

The Boneyard (XM41)

Charlie Logan
 DEF LEPPARO Now

Real Jazz (XM70)

Maxx Myrick
 THREE TENORS NO OPERA Deconstruction...

X Country (XM12)

Jessie Scott
 BRUCE SPRINGSTEEN The Rising
 CALVIN RUSSELL Rebel Radio
 OALE WATSON Live In London
 OOLLY PARTON Halos & Horns
 MARK OLSON & CREEKOPPERS December's...

XM Cafe (XM45)

Bill Evans
 BRYAN FERRY Frantic
 OUNCAN SHEIK On A High
 WILLY PORTER Willy Porter

RAW (XM66)

CLIPSE Grindin'
 STYLES Goodtimes
 STYLES & PHAROHE MONCH The Life
 PETEY PABLO I Told Y'all
 E-40 I/FABOLOUS Automatic
 NAS You're Da Man
 MYSTICAL I/BUTCH CASSIOY Taramula
 KHIA My Neck, My Back (Lick It)
 TRICK DADDY I/CEE-LO In Oa Wind
 SLUM VILLAGE Tainted
 SWIZZ BEATS I/BOUNTY KILLERS Guilty
 SMILEZ & SOUTHSTAR Who Wants This
 CEE-LO Getting Grown
 FABOLOUS I/JAGGED EDGE Trade It All, Pt. 2
 EMINEM Without Me
 E-40 I/PETEY PABLO... Rap Yo City
 AZ I'm Back
 FREEWAY Line 'Em Up
 N.O.R.E. Nothin'
 BIG MOE I/TYTE EYEZ Confidential Plays
 LUDACRIS I/MYSTIKAL Move Bitch
 JIN YANG TWINS Say I Yi Yi
 DJ QUIK Trouble
 SCARFACE Love & Friendship

Music CHOICE

23 million homes
 27,000 businesses
 Available on digital cable and DirecTV
 Adam Neiman • 646-459-3300

HIT LIST

Seth Neiman

EVE I/ALICIA KEYS Gangsta Lovin'
 JENNIFER LOVE HEWITT Barenaked
 MICHELLE BRANCH Goodbye To You
 VANESSA CARLTON Ordinary Day

SOFT ROCK

Seth Neiman

BRUCE SPRINGSTEEN The Rising

R&B & HIP-HOP

Damon Williams

FAITH EVANS Burnin' Up
 IRV GOTTI PRESENTS... Down 4 U
 STINGY Ginuwine

RAP

Damon Williams

MAC-K-10 Hittin Switches
 SCARFACE On My Block

SMOOTH R&B

Damon Williams

RAPHAEL SAAOIQ Faithful
 TWEET Best Friend

ROCK

Gary Susalis

BLINDSIDE Pitiful
 COLOR REO Sore Throat
 MAO AT GRAVITY Historypeats
 NONPOINT Your Sign

TODAY'S COUNTRY

Liz Opoka

ALAN JACKSON Work In Progress
 RASCAL FLATTS These Days

PROGRESSIVE

Liz Opoka

ALEX LLOYD Amazing
 GRAHAM NASH Lost Another One
 LUNA Black Postcards
 TOM WAITS God's Away On Business

LITE JAZZ

Gary Susalis

RIC MANDELL A Road Less Traveled



10 million homes 180,000 businesses
 Rick Gillette • 800-494-8863

DMX Specialty Retail
Jim Fisher

The hottest tracks at specialty retail, which includes toy stores, home and office furnishings, kitchen stores, cosmetics, shoe stores, etc., targeted at 25-54 females.

YOUNG MC Bust A Move 2002
 CIRRUS Boomerang
 ROSEY The Time
 DIRTY VEGAS 7AM
 BEBEL GILBERTO Tanto Tempo (Peter...)
 ESTHERO WITH DANNY SABER Song For Holly
 PHATS AND SMALL This Time Around
 HAKAN LIDBO All I Want
 MOBY In My Heart
 KINOBE SUMMER In The Studio
 SOUL HOOLIGAN Numb In Both Lips
 SELF Patteryaka

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

CHR/POP

Jack Patterson
 BEEMIE MAN Feel It Boy
 ELVIS PRESLEY VS. JXL A Little Less Conversation

CHR/RHYTHMIC

Mark Shands
 FRANK THE PUG I Will Survive

URBAN

Jack Patterson
 IRV GOTTI PRESENTS... Down 4 U
 SEEK Right Here

ALTERNATIVE

Dave Sloan
 30 SECONDS TO MARS Capricorn (A Brand...)
 CLINIC Walking With Thee
 FINCH Letters To You
 BLINDSIDE Pitiful

ROCK

Stephanie Mondello
 P.O.D. Boom

ADULT ALTERNATIVE

Stephanie Mondello
 JAY NASH Sleepwalking
ADULT CONTEMPORARY
Jason Schiff
 ELVIS PRESLEY VS. JXL A Little Less Conversation

INTERNATIONAL HITS

Mark Shands
 FRANK THE PUG I Will Survive

COUNTRY

Leanne Flask
 RASCAL FLATTS These Days

DANCE

Danielle Ruysschaert
 TYRELL Alright, Alright (Static Revenger Mix)

RAP/HIP-HOP

Mark Shands
 No Adds



Phil Hall • 972-991-9200

Hot AC

Steve Nichols
 THE CORRS When The Stars Go Blue
 CREED One Last Breath

ALTERNATIVE PROGRAMMING
Gary Knoll • 800-231-2818

Rock

SEETHER Fine Again
 SINCH Something More
 BRUCE SPRINGSTEEN The Rising

Alternative

SEETHER Fine Again
 SINCH Something More
 UNWRITTEN LAW Up All Night
 WEEZER Keep Fishin'

Triple A

SHERYL CROW Steve McQueen

CHR

CAM'RON Oh Boy
 EVE I/ALICIA KEYS Gangsta Lovin'
 P. DIDDY I/GINUWINE I Need A Girl, Pt II

Mainstream AC

MICHELLE BRANCH Goodbye To You
 BRUCE SPRINGSTEEN The Rising

Lite AC

BEN GREEN Two To One
 PET SHOP BOYS Home And Dry

NAC

CHUCK LOEB Sarao
 SPECIAL FX Cruise Control
 KIM WATERS In The House

Christian AC

TRUE VIBE See The Light

UC

LIL' BOW WOW Basketball
 MARY MARY In The Morning
 HAPPY ROOTS Po' Folks
 N.O.R.E. Nothin'
 SMILEZ & SOUTHSTAR Who Wants This
 TRICK DADDY In Oa Wind

Country

EMERSON DRIVE Fall Into Me
 PHIL VASSAR Words Are Your Wheels



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

Alternative

Steve Young/Kristopher Jones
 LINKIN PARK Points Of Authority
 WHITE STRIPES Oad Leaves And Dirty Ground

Active Rock

Steve Young/Kristopher Jones
 NICKELBACK Never Again

Heritage Rock

Steve Young/Kristopher Jones
 DEF LEPPARD Now
 FILTER Where Do We Go From Here
 NICKELBACK Never Again

Hot AC

Steve Young/Josh Hosler
 JACK JOHNSON Flake
 NORAH JONES Don't Know Why

CHR

Steve Young/Josh Hosler
 MICHELLE BRANCH Goodbye To You
 ELVIS VS. JXL A Little Less Conversation
 P. DIDDY & THE BAD BOY CREW I Need A Girl



Pos.	Artist	Avg. Gross (in 000s)
1	PAUL MCCARTNEY	\$2,636.3
2	N' SYNC	\$1,124.3
3	EAGLES	\$1,168.5
4	BRITNEY SPEARS	\$925.7
5	DAVE MATTHEWS BAND	\$856.0
6	CROSBY, STILLS, NASH & YOUNG	\$806.5
7	GREEN DAY/BLINK-182	\$431.6
8	BROOKS & DUNN	\$350.2
9	ROBIN WILLIAMS	\$302.5
10	ALAN JACKSON	\$290.8
11	HAGAR/ROTH	\$270.9
12	KENNY CHESNEY	\$249.9
13	DIANA KRALL	\$229.8
14	INCUBUS	\$221.6
15	LORD OF THE DANCE	\$197.4

Rhythmic CHR

Steve Young/Josh Hosler
 DANIEL BEDINGFIELD Gotta Get Through This
 CLIPSE Grindin'
 FABOLOUS Trade It All

Mainstream Country

Ray Randall/Hank Aaron
 KEITH URBAN Somebody Like You

New Country

Hank Aaron
 MARK CHESNUTT She Was
 MARTINA MCBRIE Where Would You Be

Lia

Ken Moultre/Hank Aaron
 MARK CHESNUTT She Was

24 HOUR FORMATS

Jon Holiday • 303-784-8700

ADULT HIT RADIO

JJ McKay

DJ SAMMY & YANOU Heaven
 JACK JOHNSON Flake
 PINK Just Like A Pill

CD COUNTRY

Rick Morgan
 KELLIE COFFEY At The End Of The Day
 DERYL ODDO Honky Tonk Champagne
 SHANNON LAWSON Oream Your Way To Me
 MICHAEL PETERSON Modern Man

US COUNTRY

Penny Mitchell
 KEVIN DENNEY Cadillac Tears

GREAT AMERICAN COUNTRY

Jim Murphy • 303-784-8700
 EMERSON DRIVE Fall Into Me
 TIFT MERRITT Virginia, No One Can Warn You
 PINMONKEY Barbed Wire And Roses



After Midnite

KEITH URBAN Somebody Like You



Alternative

Chris Reeves • 970-949-3339
 FLIPP Freak
 GREENWHEEL Breathe

Country

Jim West
 REBECCA LYNN HOWARD Forgive
 MONTGOMERY GENTRY My Town
 ANTHONY SMITH II That Ain't Country
 KEITH URBAN Somebody Like You



Charlie Cook • 661-294-9000

Soft AC

Andy Fuller
 JAMES TAYLOR On The 4th Of July

Bright AC

Jim Hays
 ALANIS MORISSETTE Precious Illusions

Hot Country

Jim Hays
 MONTGOMERY GENTRY My Town

Young & Elder

David Felker
 MONTGOMERY GENTRY My Town



Artist/Title	Total Plays
A*TEENS Can't Help Falling In Love	81
SIMON AND MILO Get A Clue	80
CHRISTINA MILIAN Call Me, Beep Me	78
PLAY I'm Gonna Make You Love Me	78
AVRIL LAVIGNE Complicated	78
LIL' BOW WOW Take Ya Home	77
VANESSA CARLTON A Thousand Miles	75
LMNT Juliet	75
'N SYNC Pop	74
PINK Get The Party Started	37
BAHA MEN Who Let The Dogs Out	36
MICHELLE BRANCH Everywhere	34
BAHA MEN Move It Like This	34
BRITNEY SPEARS Dverprotected	34
WILL SMITH Black Suits Comin' (Nod Ya Head)	34
JUMPS God Bless The USA	33
DESTINY'S CHILD Survivor	30
NINE DAYS Absolutely (Story Of A Girl)	30
PINK Most Girls	30
AARON CARTER I'm All About You	29



Playlist for the week ending July 13.



WEST	
1.	KYLIE MINOGUE Love At First Sight
2.	BRITNEY SPEARS Boys
3.	NAPPY ROOTS Po' Folks
4.	BEYONCÉ Work It Out
5.	A*TEENS Can't Help Falling In Love
MIDWEST	
1.	BRITNEY SPEARS Boys
2.	KYLIE MINOGUE Love At First Sight
3.	NAPPY ROOTS Po' Folks
4.	A*TEENS Can't Help Falling In Love
5.	BEYONCÉ Work It Out
SOUTHWEST	
1.	KYLIE MINOGUE Love At First Sight
2.	BRITNEY SPEARS Boys
3.	LMNT Juliet
4.	BEYONCÉ Work It Out
5.	THICKE Alone
NORTHEAST	
1.	KYLIE MINOGUE Love At First Sight
2.	BRITNEY SPEARS Boys
3.	ABENAA Rain
4.	THICKE Alone
5.	SHEILA NICCOLLS Faith
SOUTHEAST	
1.	BRITNEY SPEARS Boys
2.	NAPPY ROOTS Po' Folks
3.	KYLIE MINOGUE Love At First Sight
4.	TRACY LYONS Love Hurts
5.	JENE Get Into Something

72 million households


 Tom Calderone
VP/Programming

Plays

NELLY Hot In Herre	27
EMINEM Without Me	24
BIG TYMERS Still Fly	21
IRV GOTTI PRESENTS... Down 4 U	19
PINK Just Like A Pill	18
AVRIL LAVIGNE Complicated	17
RED HOT CHILI PEPPERS By The Way	16
CAM'RON I/JUELZ SANTANA Oh Boy	14
BRITNEY SPEARS Boys	13
JENNIFER LOPEZ I/INAS I'm Gonna Be Alright	12
P. DIDDY I/GINUWINE... I Need A Girl, Pt. 2	12
VINES Get Free	12
AMERIE Why Don't We Fall In Love	11
ENRIQUE IGLESIAS Don't Turn Off The Lights	11
WEEZER Keep Fishin'	10
PAPA ROACH She Loves Me Not	10
DIRTY VEGAS Days Go By	10
B2K Gots To Be	9
MARIO Just A Friend	9
BRANDY Full Moon	9
KYLIE MINOGUE Love At First Sight	9
TWEET Call Me	9
JIMMY EAT WORLD Sweetness	9
INCUBUS Warning	8
DUR LADY PEACE Somewhere Out There	8
JOHN MAYER No Such Thing	8
LIL' BOB WOVW Basketball	8
ASHANTI Happy	7
VANESSA CARLTON Ordinary Day	7
HIVES Hate To Say I Told You So	7
LUDACRIS Move Bitch	7
NEW FOUND GLORY My Friends Over You	7
WILL SMITH Black Suits Comin'...	6
BEYONCÉ Work It Out	6
PUDDLE OF MUDD Drift & Die	6
JERMAINE DUPRI I/LUDACRIS Welcome To Atlanta	6
AEROSMITH Girls Of Summer	6
N. D. R. E. Nothin'	5
NAPPY RODTS Aw Naw	5
HOOBASTANK Running Away	5
KHIA My Neck, My Back...	5
KID ROCK You Never Met A MF Quite...	5
OUTKAST Land Of A Million Drums	5
KORN Thoughtless	5
TRUTH HURT'S Addictive	4
BOX CAR RACER I Feel So	4
DEFAULT Deny	4
DAVE MATTHEWS BAND Where Are You Going	4
PAULINA RUBIO Don't Say Goodbye	4
CLIPSE Grindin'	4
WYCLEF JEAN I/CLAUDETTE ORTIZ Two Wrongs	4
JENNIFER LOVE HEWITT Barenaked	4
SYSTEM OF A DOWN Aerials	4
CHAD KROEGER I/JOSEY SCOTT Hero	3
TRUST COMPANY Downfall	3
STAIN'D Epiphany	3
THICKE When I Get You Alone	3
CAM'RON Hey Ma	3
EVE I/ALICIA KEYS Gangsta Lovin'	3
N. E. R. D. Rock Star	3
STROKES Hard To Explain	2
CREED One Last Breath	2
DONNELL JONES You Know That I Love You	2
STYLES Goodtimes	2
WHITE STRIPES Fell In Love With A Girl	2
COUNTING CROWS American Girls	2
FAITH EVANS I/MISSY ELLIOTT & LOON Burnin' Up 2	2

Video playlist for the week ending July 13.

75 million households


 Paul Marszalek
VP/Music Programming

ADDS

BBMAK Out Of My Head...	31
DEF LEPPARD Now	29
JENNIFER LOVE HEWITT Barenaked	29
CHAD KROEGER I/JOSEY SCOTT Hero	29
SHERYL CROW Soak Up The Sun	29
NO DOUBT Hella Good	29
JIMMY EAT WORLD The Middle	27
JOHN MAYER No Such Thing	26
AEROSMITH Girls Of Summer	24
RED HOT CHILI PEPPERS By The Way	23
PINK Just Like A Pill	23
CREED One Last Breath	21
DIRTY VEGAS Days Go By	21
DAVE MATTHEWS BAND Where Are You Going	20
MING TEA I/AUSTIN POWERS Daddy Wasn't There	20
ALANIS MORISSETTE Precious Illusions	18
TOMMY LEE Hold Me Down	16
DUR LADY PEACE Somewhere Out There	16
NORAH JONES Don't Know Why	16
CELINE DION I'm Alive	15
ANASTACIA One Day In Your Life	15
COUNTING CROWS American Girls	15
THE CORRS I/BDNO When The Stars Go Blue	13
SHAKIRA Objection (Tango)	13
KID ROCK You Never Met A M/F Quite...	11
NO DOUBT Underneath It All	10
WEEZER Keep Fishin'	10
SHERYL CROW Steve McQueen	9
ENRIQUE IGLESIAS Don't Turn Off The Light	8
BRANDY Full Moon	8
BEYONCÉ Work It Out	8
TOMMY LEE Hold Me Down	7
KYLIE MINOGUE Love At First Sight	7
ELTON JOHN Original Sin	4
MUSIQ Halfcrazy	3
311 Amber	3
JENNIFER LOPEZ I/INAS I'm Gonna Be Alright	3
DARLUS RUCKER Wild One	3
WILL SMITH Black Suits Comin'...	2
WYCLEF JEAN I/CLAUDETTE ORTIZ Two Wrongs	1
DIXIE CHICKS Long Time Gone	1
ROBERT PLANT Darkness, Darkness	1
AMERIE Why Don't We Fall In Love	1
COLDPLAY In My Place	1
ASHANTI Happy	1

Video airplay for July 22-29.

55 million households


 Peter Cohen
VP/Programming

Rap Adds

SEAN PAUL Gimme The Light
SHADE SHEIST Money Owners
SCARFACE On My Block
NDN PHIXION Rock Stars

Pop Adds

BBMAK Out Of My Heart...
ELVIS VS. JXL A Little Less Conversation

Urban Adds

SCARFACE On My Block
SEAN PAUL Gimme The Light
SHADE SHEIST Money Owners

Rhythmic Adds

ELVIS VS. JXL A Little Less Conversation
4 STRINGS Take Me Away

Rock Adds

SEETHER Fine Again
GLASSJAW Cosmopolitan Blood Loss
AIMEE ALLEN Revolution
STROKES Someday

Adds for the week of July 22.

Video playlist for the week ending July 21.


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

ADDS

RHONDA VINCENT I'm Not Over You
SIXWIRE Look At Me Now
EMERSON DRIVE Fall Into Me

TOP 20

ALAN JACKSON Drive (For Daddy Gene)
DARRYL WORLEY I Miss My Friend
TRACE ADKINS Help Me Understand
BROOKS & DUNN My Heart Is Lost To You
KENNY CHESNEY The Good Stuff
GARY ALLAN The One
STEVE AZAR I Don't Have To Be Me (Til Monday)
LDNESTAR Not A Day Goes By
MARK CHESNUTT She Was
BRAD MARTIN Before I Knew Better
PHIL VASSAR American Child
DIAMOND RIO Beautiful Mess
LEE ANN WOMACK Something Worth Leaving Behind
WILLIE NELSON Maria (Shut Up And Kiss Me)

HEAVY

BROOKS & DUNN My Heart Is Lost To You
DARRYL WORLEY I Miss My Friend
DIXIE CHICKS Long Time Gone
KELLIE COFFEY When You Lie Next To Me
KENNY CHESNEY The Good Stuff
TOBY KEITH Courtesy Of The Red, White And Blue
TRACE ADKINS Help Me Understand

HOT SHOTS

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

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

Information current as of July 16, 2002


 Jim Murphy, VP/Programming
19 million households

ADDS

EMERSON DRIVE Fall Into Me
PINMONKEY Barbed Wire And Roses
TIFT MERRITT Virginia. No One Can Warn You

TOP 10

TOBY KEITH Courtesy Of The Red, White And Blue
DIXIE CHICKS Long Time Gone
BLAKE SHELTON Of Red
GARY ALLAN The One
CLEDUS T. JUDD Breath
ANDY GRIGGS Tonight I Wanna Be Your Man
RHONDA VINCENT I'm Not Over You
TAMMY COCHRAN Life Happened
BRAD MARTIN Before I Knew Better
KENNY CHESNEY The Good Stuff

Information current as of July 19, 2002

TELEVISION

TOP TEN SHOWS

 Total Audience
(105.5 million households)

1 MLB All-Star Game
2 CSI
3 MLB All-Star Pre-Game
4 Everybody Loves Raymond
5 Law & Order
6 Movie (The Horse Whisperer)
7 60 Minutes
8 48 Hours (Monday)
9 Becker
10 Dog Eat Dog

July 8-14

 Adults
25-54

1 MLB All-Star Game
2 CSI
3 Everybody Loves Raymond
4 Law & Order
5 MLB All-Star Pre-Game
6 Big Brother 3 (Wednesday)
7 48 Hours (Monday)
(tie) Dog Eat Dog
9 Fear Factor
10 Becker
(tie) Movie (Men In Black)

Source: Nielsen Media Research

COMING NEXT WEEK

Friday, 7/19

- OutKast, *The Tonight Show With Jay Leno* (NBC, check local listings for time).
- Audiovent, *Late Late Show With Craig Kilborn* (CBS, check local listings for time).



Saturday, 7/20

- Moby, *Saturday Night Live* (NBC, check local listings for time).
- B2K, *Showtime at the Apollo* (check local listings for time and channel).



Monday, 7/22

- Dashboard Confessional, *Late Show With David Letterman* (CBS, check local listings for time).

Tuesday, 7/23

- Beyoncé Knowles, *Jay Leno*.



- Kinky, *David Letterman*.
- Bonnie Raitt, *Late Night With Conan O'Brien* (NBC, check local listings for time).
- Kylie Minogue, *Last Call With Carson Daly* (NBC, check local listings for time).

Wednesday, 7/24

- Goo Goo Dolls, *Craig Kilborn*.
- Nelly, *Carson Daly*.

Thursday, 7/25

- Jewel, *Jay Leno*.
- Weezer, *David Letterman*.
- Los Lobos, *Conan O'Brien*.
- Chris Isaak, *Craig Kilborn*.

— Julie Gidlow

FILMS

 BOX OFFICE TOTALS
July 12-14

Title	Distributor	\$ Weekend	\$ To Date
1 Men In Black 2 (Sony)		\$24.41	\$132.68
2 Road To Perdition (DreamWorks)*		\$22.07	\$22.07
3 Reign Of Fire (Buena Vista)*		\$15.63	\$15.63
4 Halloween: Resurrection (Miramax)*		\$12.29	\$12.29
5 Mr. Deeds (Sony)		\$10.84	\$93.97
6 Crocodile Hunter: Collision Course (MGM/UA)*		\$9.53	\$9.53
7 Lilo & Stitch (Buena Vista)		\$8.02	\$118.41
8 Like Mike (FOX)		\$7.83	\$32.81
9 Minority Report (FOX)		\$7.21	\$110.13
10 The Bourne Identity (Universal)		\$5.76	\$99.02

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

COMING ATTRACTIONS: This week's opener's include *Stuart Little 2*, starring Geena Davis and the voice of Michael J. Fox. Nathan Lane contributes his voice to the film and a song ("One") to the film's Epic soundtrack, which also contains Celine Dion's "I'm Alive," Chantal Kreviazuk's "An-

other Small Adventure," Billy Gilman's "Count on Me" and Mary Mary's version of "Put a Little Love in Your Heart." Vintage tunes from The Romantics ("What I Like About You") and Gilbert O'Sullivan ("Alone Again, Naturally") complete the ST.

— Julie Gidlow



AL PETERSON
apeterson@radioandrecords.com

Talk Radio Research Potpourri

■ A collection of data from recent studies on News/Talk/Sports

According to several recently released radio-research studies, it's not just the weather that's heating things up across America this summer. When it comes to listening among adults, News/Talk/Sports radio is hot!

Following the huge ratings spikes most stations experienced in fall 2001, there was a bit of hand-wringing when ratings came back down to earth in the winter 2002 Arbitron. But early indicators point to solid results in the upcoming spring book, which will again confirm that more Americans listen to Talk radio than to any other format, both when times are good and when they're bad.

Add to that some very positive audience information, and you have good news for programmers and sellers of spoken-word radio.

The Update From Interop

First up is Interop's annual state-of-the-format update, which calls News/Talk radio "an integral part of the daily lives of Americans."

Admittedly, Interop's report is based on Arbitron numbers and Media-mark research from fall 2001, and, as already noted, that period was certainly a high-water mark for Talk formats, but that doesn't change the consistent performance of Talk formats from year to year in adult demographics, with the majority of the audience falling into the category of high-income consumers.

When it comes to the listeners

coveted by most advertisers, Interop says that News/Talk continues to "dominate the share of the adult radio-listening audience" while delivering "consumers with spending power."

In the top 25 markets, among persons 18+ (Monday-Sunday, 6am-midnight), News/Talk dominates with a 17.6% share. By comparison, No. 2 Spanish-language radio posts a 10.9% share. Rounding out the top five most listened-to adult formats are Urban, with 10.8%; AC, 10.8%; and Classic Rock, 7.5%.

According to Interop, News/Talk radio reaches nearly one-third of adults 18+ in the top 25 markets, with an audience gender makeup that remains fairly well-balanced at 43% female and 57% male. And, while News/Talk's cume remains best among adults 35-64 — 60% — Interop notes that it also cumes very well with adults 25-54 (59%) and 45+ (59%).

The News/Talk audience has a significantly higher concentration of well-educated adults than is found in the general population; in fact, more than one-third of News/Talk listeners are college graduates.

As for household income, News/

Talk reaches adults in all income brackets but shows its greatest strength among upscale households. While only 15.6% of the U.S. population lives in homes with a household income of \$100,000 or more, 24.5% of the News/Talk audience lives in households at that income level.

The results for the three other upper income categories — \$50,000, \$60,000 and \$75,000 — are similarly impressive. The greatest percentage of News/Talk listeners, 31%, are employed in professional or managerial occupations. In fact, compared to the entire U.S. adult population, News/Talk listeners are much more likely to be working on the highest rungs of the career ladder.

Some Consumer Facts

Interop's study continues with a look at how News/Talk listeners perform in several key consumer categories. In the area of banking and investments, the format's audience has formidable financial clout, with extremely high indices among people using banking services.

In fact, News/Talk listeners handily outperform the national average when it comes to such financial categories as owning IRAs, participa-

News/Talk Radio Listeners By Market

Market	% News/Talk Listeners	Market	% News/Talk Listeners
St. Louis	40	Washington, DC	21
Milwaukee	39	Indianapolis	20
Seattle	37	Raleigh	20
Boston	34	Richmond	19
Cincinnati	34	Spokane	19
Minneapolis	32	Flint, MI	19
Des Moines	32	Harrisburg	18
Denver	31	Charlotte	18
Rochester, NY	31	West Palm Beach	18
San Francisco	31	Las Vegas	17
San Diego	28	New York	17
Salt Lake City	28	Albuquerque	17
Albany, NY	28	Tucson	17
Buffalo	28	Jacksonville	17
Chicago	28	Oklahoma City	16
Providence	27	Fresno	16
Atlanta	27	Roanoke	16
Pittsburgh	27	Austin	16
Portland, OR	27	Miami	16
Baltimore	27	Tampa	15
Phoenix	26	Ft. Myers	15
Louisville	26	El Paso	15
Dallas	25	Birmingham	15
Cleveland	25	Greensboro	15
Detroit	24	Los Angeles	15
Hartford	24	Orlando	15
New Orleans	23	Knoxville	14
Kansas City	23	Norfolk	14
Syracuse	23	Philadelphia	14
Columbus, OH	22	Wichita	14
Dayton	22	Nashville	13
Toledo	22	Lexington	12
Sacramento	22	Mobile	12
Tulsa	22	Wilkes-Barre	12
Houston	22	Charleston	11
Grand Rapids	21	Memphis	10
San Antonio	21	Greenville, SC	10
		Honolulu	9

National average 22%

Source: Scarborough Research

tion in 401(k) plans, owning stocks and bonds, investing in mutual funds and owning money market funds.

News/Talk listeners also outperform the national average in Internet use and ownership of desktop PCs, laptops and hand-held units. When they're online, they index well above the norm for using the

*Net to make travel plans, track investments, send and receive e-mail, bank and make personal purchases.

A vital consumer group for the travel industry, News/Talk listeners index above average when it comes to domestic and international airline travel and memberships in frequent-flyer programs.

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In the automotive category, News/Talk radio listeners are far more likely than the average consumer to spend \$40,000 or more on a new car, and they are the most likely to be decisionmakers in their households when it comes to making a new-vehicle purchase. The same holds true for business spending on items like personal computers, software, office machines, corporate travel, engineering and construction services, banking services and telephone and communications equipment.

Finally, Interop compared News/Talk's weekly reach to that of other media. Compared to similarly formatted newsmagazines, News/Talk radio's average weekly come of 36 million adults 18+ in the top 25 markets beats *Time* magazine's 22.9 million, *Newsweek's* 20.5 million and *U.S. News and World Report's* 11.3 million.

When it comes to reaching key decisionmakers — professionals and managers who make more than \$60,000 annually — News/Talk's average weekly come of 9.3 million beats *Newsweek's* 5 million weekly issue average and the 4.1 million average of CBS-TV's *60 Minutes*. Results for other magazines and TV news shows were similar.

One In Four Listens To Talk

Scarborough Research's latest radio-format study indicates that almost a quarter — 22% — of American adults 18+ listen to News/Talk radio.

The markets that have the highest penetrations of News/Talk radio listeners are St. Louis, with 40%; Milwaukee, 39%; Seattle/Tacoma, 37%; and Boston and Cincinnati, both at 34%. The markets with the lowest penetrations are Honolulu, 9%; Memphis and Greenville, SC tied at 10%; Charleston, SC, 11%; and Lexington, Mobile and Wilkes-Barre, all at 12%. Penetrations for some other major metropolitan cities: Chicago, 28%; Washington,

DC, 21%; and New York, 17%.

Scarborough's study also finds that News/Talk's median listener age is 52, with nearly one-fourth (24%) of the audience in the 45-54 demographic. With regard to younger demos, the report says only 3% of News/Talk radio listeners are ages 18-24, and 11% fall into the 25-34 demo.

Like Interop's findings, this study confirms that better-educated and affluent individuals are more likely to be News/Talk listeners: More than half (52%) of the audience is made up of white-collar workers. Additionally, 37% of people with household incomes of \$250,000 or more listen to the format. Scarborough also reports that over 80% of News/Talk listeners own their residences, and 53% have used a gold or platinum credit card within the past three months.

Like Interop, Scarborough notes that investing is an important trait of News/Talk radio listeners, with close to half (45%) of those surveyed say-

ing they are invested in a mutual fund. Long-term investments also rank high: Twenty-nine percent of News/Talk listeners say they own an individual retirement account.

News/Talk radio listeners like to stay active. Close to two-thirds (63%) walk for exercise, and more than half (53%) enjoy gardening. Other leisure activities that rank high are swimming (35%), photography (28%) and bicycling (26%). The study also finds that adults who enjoy antiquing are 80% more likely to listen to News/Talk radio.

Audience Advantage Index

R&R Exec. Editor Jeff Green recently analyzed Interop Research's 2002 "Study of Radio Formats" to develop the Audience Advantage index, in which a format receives one index point per audience percentage point in four categories: household income of \$75,000 or more, bachelor's degree or higher, employed full-time and owns a home.

The Audience Advantage crown goes to Sports/Talk radio, with a total of 260 points. Also note that News, Talk and News/Talk formats occupy four of the top five slots. Here's a breakdown of format performance using these criteria.

1	Sports	54	45	79	82	260
2	Classical	51	53	60	78	242
3	News	49	43	64	75	231
4	Talk	43	37	62	82	224
5	News/Talk	40	35	59	81	215
6	Smooth Jazz	42	36	68	68	214
7	Soft AC	41	30	61	75	207
8	Classic Rock	36	23	74	70	203
9	AC	37	27	66	71	201
10	Oldies	35	25	66	74	200
11	Rock	36	25	71	66	198
12	Alternative	39	27	68	60	194
13	Religious	28	26	59	77	190
14	Variety	29	31	64	65	189
15	Country	26	17	61	77	181
16	Adult Standards	29	25	45	82	181
16	Ethnic	25	29	60	67	181
18	CHR	32	20	64	61	177
19	Easy Listening	22	23	38	84	167
20	Gospel	24	14	64	56	158
21	Urban	24	14	63	52	153
22	Spanish-language	17	10	63	49	139

And which format delivers the overall most affluent radio listener? Once again, the answer is Sports/Talk. According to the "Study of Radio Formats," Sports radio has the highest percentage of listeners with annual household income of \$75,000 or more. Here are the top 10:

1	Sports	54%	7	News/Talk	40%
2	Classical	51%	8	Alternative	39%
3	News	49%	9	AC	37%
4	Talk	43%	10	Classic Rock	36%
5	Smooth Jazz	42%	(tie)	Rock	36%
6	Soft AC	41%			

While Talk formats don't finish at the top of the list when it comes to the format with the most homeowners, nonmusic formats dominate the top 10:

1	Easy Listening	84%	6	Classical	78%
2	Adult Standards	82%	7	Country	77%
2	All-Talk	82%	7	Religious	77%
2	Sports	82%	9	Soft AC	75%
5	News/Talk	81%	(tie)	News	75%

Classical stations — among which there are very few commercial outlets — finish first when it comes to the format with the highest percentage of listeners with bachelor's degrees or greater. But, again, it's Talk-based formats in three of the top five slots. Here's how the top 10 finishers look:

1	Classical	53%	7	Variety	31%
2	Sports	45%	8	Soft AC	30%
3	News	43%	9	Ethnic	29%
4	Talk	37%	10	AC	27%
5	Smooth Jazz	36%	(tie)	Alternative	27%
6	News/Talk	35%			

Our last table shows the format with the most listeners employed full-time, and, once again, it's Sports/Talk leading the pack. Here are the top 10:

1	Sports	79%	(tie)	Oldies	66%
2	Classic Rock	74%	8	News	64%
3	Rock	71%	(tie)	Gospel	64%
4	Alternative	68%	(tie)	CHR	64%
4	Smooth Jazz	68%	(tie)	Variety	64%
6	AC	66%			

For more information about the studies reviewed on these pages, contact Michele Skettino at Interop at 212-916-0536 or michele_skettino@interop.com; Deirdre McFarland or Tara Goldstein at Scarborough Research, 212-593-4123 or info@scarborough.com; or R&R Exec. Editor Jeff Green, 615-244-8822 or jgreen@radioandrecords.com.

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What Lies Ahead

□ McVay Media's Greg Gillispie addresses the issues Classic Rock faces

A good number of Classic Rock programmers have much to smile about these days. Solid ratings, low burn scores among the format's A-list records and resolute listener loyalty have helped to make Classic Rock the format of choice for America's adults. But what lies ahead for Classic Rock? We asked McVay Media's Greg Gillispie for his opinion on the many concerns programmers may soon face.

Although Gillispie's official title at McVay is VP/Rock-Alternative, roughly half of the 26 stations he consults are Classic Rockers. Our discussion quickly turned to the success of Susquehanna's KDBN (The Bone)/Dallas, which was profiled in a recent Classic Rock column (R&R 6/14).

While The Bone's success can be attributed to several factors, its abundance of tracks from the 1980s certainly played a role in the station's instant ascent to the top position among North Texas Rockers. So what are other Classic Rockers to do? Is there a need to start adding more material from the 1980s, or should the format hunker down and maintain its current '70s focus for as long as it can?

"That is dependent on the strategy of the particular radio station in its particular cluster and how that station would be packaged and presented," Gillispie says. "In most cases, Classic Rock stations have come to the realization that the broad target of the format is 35-49 or 35-54. Within that target, the 41- or 42-year-old guy is the person we're looking for. That kind of determines what you're going to do with the music."

Based on McVay's research, Classic Rock's appeal has surged among those in the younger end of the demo — particularly those between 35 and 40. But programmers shouldn't rush into the '80s by filling their playlists with material that may not be compatible with their stations' core artists and overall images.

Furthermore, Gillispie says there is no need for a Classic Rock station to start rethinking its median target age. While Oldies now faces a graying problem, Gillispie believes that Classic Rock is far from dealing with such challenges.

The Rock 'N' Roll Chasm

While music from the 1970s remains the most desired at Classic Rock, titles released during the '80s are finding their way onto more and more stations. This can present chal-



Greg Gillispie

lenges for some stations, and Gillispie notes that a schism has developed in regard to what older Classic Rock listeners may accept as classic rock and what those in their 30s believe it to be.

"Of the '80s material, Guns 'N' Roses, Def Leppard and Ozzy Osbourne have been found to be very polarizing," he says. But he notes that other artists, such as Tom Petty and John Mellencamp, work very well.

"In the early 1980s I programmed what was considered a Rock station, and I thought that Def Leppard fit into the whole sound of the station," Gillispie says. Today there is polarization on all Def Leppard tracks — even the band's older, harder material.

"There are people in the upper demos who don't even make the connection that Def Leppard would be considered classic rock," Gillispie says. "That type of material doesn't really mix well."

Other bands may get exceptionally high test scores with their earlier material but fail to generate similar results with their later recordings. Case in point: Van Halen. "I find it interesting that David Lee Roth-era Van Halen records test very well and that there are some Sammy Hagar-era Van Halen songs that don't test at all," Gillispie says. "I think listeners have come to the realization that the David Lee Roth version of Van Halen was hotter, at least for their tastes."

Ripe For Riches

Throughout the '80s and '90s Oldies enjoyed considerable success from both the ratings and revenue standpoints, thanks to low burn scores and the ongoing desire of American adults to relive the memories of their youth. Now it seems that Classic Rock — along with Classic Hits — is set to displace Oldies as the "nostalgia" format for the next generation. As Gillispie points out, Classic Rock in the late '80s and

'90s was a format with core listeners in the 35-44 demo. Those listeners are now in the 45-54 demo.

This shift in demos has taken its toll on Oldies. Classic Rock beat Oldies for the first time among 35-44s in winter 1997. By winter 2000, Classic Rock beat Oldies in the 45-54 demo, and it hasn't looked back since. "It's been a natural transition," Gillispie says. "The culture of that cell's natural upbringing, based on what was going on in their youth, puts them squarely in the Classic Rock zone, rather than Oldies."

The advertising community has yet to set its sights on the Classic Rock crowd, however. Perhaps it's time for that to change. "They've got to come to the realization that there is a huge element of the population that is aging differently from the previous generation," Gillispie says.



"They are more active, healthier and have more resources at their disposal. Sooner or later Madison Avenue has got to realize that there is a tremendous amount of opportunity to market to these people and realize that it's not all about just 25-54-year-olds. There is some great value in marketing to upper-demo Classic Rock listeners."

The Drive

In fact, one radio operator, Bonneville, decided to roll the dice and create a radio format specifically designed to attract the upper end of the 35-54 demo. Today, WDRV (The Drive)/Chicago is a top player among the market's adult listeners and has become a concern for the local Triple A, WXRT, a heritage station with heavy listening among those in the 35-54 range.

Bonneville is now seeking to replicate The Drive's success in San Francisco with KKDV, which competes with a heritage Triple A with high 35-54 listening (KFOG) and complements a hard-charging Classic Rocker (KSN).

"Pinpoint somebody in the 35-50-year-old crowd and say, 'That's the guy.' Pick a 42- or 43-year-old guy, someone who graduated high school in 1978."

"Once again, here's a format coming in and trying low-personality, no-promotion, no-intrusion radio," Gillispie says of The Drive concept. "When Classic Rock came on back in the mid-1980s, they did it as a jukebox, a music machine. Album-oriented Rock stations realized that they had the personality behind them, and they adjusted."

Today, however, some of the biggest Classic Rock stations have proven that it takes more than a good playlist to be an across-the-board winner. "KQRS/Minneapolis is a great station, but if you took Tom Bernard away from it, it would just be an OK radio station," Gillispie says. "It's the morning show, the station's involvement in the community and its ability to reflect rock elements that makes it stand out above the rest."

Burn-Free Zone

As stations decide whether to drop older titles from the Woodstock era and replace them with songs from the Live Aid era, the desire to hear tracks from Classic Rock's biggest bands has hardly waned.

"People who were into the Oldies format were into songs," Gillispie says. "Now we're in a situation where the people who have been brought up on Classic Rock were brought up on bands. It's about Fleetwood Mac, not 'Go Your Own Way.' At this time, there are no signs of the Classic Rock audience getting tired of or burned on a particular title or a particular artist."

Gillispie relates the story of one client, a PD who struggled over what to do with The Eagles' "Hotel California," a staple for just about every Classic Rocker in North America. "One PD told me that on 'Hotel California' the burn score was at the threshold, but it was still good enough to be played in power rotation," he says. Did the PD dare pull the song out of power? Not a chance.

"I don't see anything in the immediate future that says the Classic Rock population is going to wake up one day and say, 'Hey, I don't like Led Zeppelin anymore,'" Gillispie says.

In fact, Active Rockers are seeing incredibly good scores on some particularly old artists. "It's always Black

Sabbath, Jimi Hendrix and The Doors," Gillispie says. "Younger listeners are going back and discovering this music.

"They were dangerous, and they are dead — there's an element of that that appeals to those who are just discovering Hendrix and Morrison. Even though there's renewed interest in some of the younger demos, though, it's just icing on the cake."

Stay Focused

But, while Active Rockers may have no problem with Jim Morrison mingling with Fred Durst, Gillispie believes that Classic Rockers should think twice about adding a band like Guns 'N' Roses to their playlists. "It depends on who you want to target and the specifics of your market," he says.

"If you look at what's going on musically now in the 30-36-year-old age group, they are not 100% comfortable with what is considered rock music today. They have a difficult time digesting Korn and Limp Bizkit, but they may find some of the stuff at Classic Rock wimpy. It's difficult to make a very, very broad Classic Rock station. You've got to be focused.

"When you look at an Active Rock station that utilizes some elements of Classic Rock, you have to take a snapshot of the station and see what it is playing. Is it Metallica, Korn and Godsmack with a Led Zeppelin song stuck in between? If so, you're going to blow off that 35-54 listener.

"But in some markets you're flying two stations wingtip to wingtip. In any case, the main target is 35-50-year-olds. Pinpoint somebody in that crowd and say, 'That's the guy.' Pick a 42- or 43-year-old guy, someone who graduated high school in 1978."

Once that's done, have some fun, like one McVay client did with its liners and positioners. Gillespie says, "One liner a client uses says, 'In the '70s you used killer weed. Today you use weed killer. Some things change, but the music stays the same.'"

"Remember, Classic Rock done properly is kind of like that comfortable pair of blue jeans. Classic Rock can make you feel comfortable and make you feel good. Even if you wear a shirt and tie to work, you can come home and relax."

Mike Joseph, America's First Consultant

Advice from a co-worker leads to Top 40 success

By Ron Rodrigues

R&R Editor-in-Chief
ronr@radioandrecords.com

Mike Joseph was having a good time as National Program Director of the Founders Chain, a group of stations in Flint, MI; Honolulu; New Orleans; and Syracuse (see Legends 2/1). But there was one problem: He wasn't being paid nearly what he felt he was worth. He began the job — we're talking the 1950s here — making \$135 a week, and, after turning all of the company's properties around, had earned all of a \$25 per week raise.

"My dilemma was how to make more money," he recalls. "Here I was making so much money for the salesman, the sales manager, the station managers and the owners. Program people were looked down on during those years. So, in 1957, the Honolulu sales manager said, 'Mike, if you can do it for us, why can't you do it for yourself? Why don't you go into business for yourself?'"

That advice resonated with Joseph. Most of his family owned their own businesses, and, frankly, he got bored hanging around the same station too long. Radio consulting was an unheard-of profession in those days, and it took Joseph six months to plan his business and draw up contracts. He hung out his shingle in January of 1958.

His first call was from WMAX/Grand Rapids, a daytime Top 40 operation owned by two former salesman he had worked with in the past. Joseph recalls, "We had been No. 1 in the market, so they knew of my success in Grand Rapids and also knew of my success at WFAC/Flint, which was one of the first Top 40 stations in America."

WMAX was an instant smash. It was a daytimer, but it pulled a 42 share.

When a potential client called, Joseph made it clear that he wanted 100% carte blanche going in. For the first six months to a year that he was on the scene, he would be a virtual general manager, calling the shots from top to bottom.

BUFFALO BECKONS

Before long, the phone began to ring more often: WROK/Rockford, IL; WKZO/Kalamazoo, MI; KDAL/Duluth, MN. Then Joseph scored his first major-market station, WKBW/Buffalo.

Joseph says that WKBW was perhaps his favorite station. With the legendary on-air names who worked

there — including Art Roberts, Russ Syracuse, Dick Biondi and Tom Shannon — it's no wonder.

WKBW was also known for its ultra-short playlist. It was down to 20 records at times and had a very fast power rotation. Joseph hyperpromoted the station and accentuated things with tight and fast pacing. The personalities were very well-known, and that, in combination with the tight list, exciting jingles and great promotions, made for magic.

It didn't hurt to be on a 50kw blowtorch that reached Florida, but back in those days most of Joseph's clients were daytimers or Class IV AMs that dropped down to 250 watts at night. Not a lot of owners were willing to commit their big-signal stations to Top 40, but Joseph says he did just fine with whatever he got. That is, until Arbitron — whose methodology gave an edge to big-signal stations — started up.

Joseph says that one of the worst major-market signals he ever worked with was WKNR/Detroit. It was 1963, and three Top 40s were battling it out in the Motor City. Joseph signed on WKNR and realized that the station's pattern looked like a handprint. Yet the station — with its 31-song playlist — knocked off WXYZ, WJBK and CLKW in mere weeks. And it stayed in first until 1970, when the Paul Drew-led CKLW reassumed first place.

Joseph did the same thing in Ft. Wayne, IN, where 250-watt WLYV knocked off 50,000-watt WOWO.

MAJOR MARKETS SIGN ON

Joseph's reputation began to precede him, and his client roster slowly turned into a marquee list of major-market properties. Of course, they weren't exactly *prime* properties.

"These stations were absolute dogs at one time," Joseph says. "It is very hard to believe, but stations like WABC/New York, WFIL/Philadelphia and WKNR/Detroit were not even in the book at the time I went in. They were unrated. Where do you want me to start?"

Well, he started at WABC in October 1960. The station was doing old-line MOR with some of the greatest old-time traditional jocks in America, but it was ranked 11th, and 11th in those days meant it was losing nearly a million dollars a year.

Hal Neal, GM of WXYZ/Detroit, was brought in to fix things, and his first order of business was to hire the consultant who beat him in the Motor City.

With a lineup that included Herb Oscar Anderson, Charlie Greer, Jack Carney, Chuck Dunaway and Scott

Muni, WABC's Top 40 format was born on Dec. 7, 1960. Six months later the station brought in two names who would define WABC's sound: Dan Ingram and Bruce Morrow.

PROGRAMMING POTPOURRI

As exciting as it was building the new format, there were challenges galore. Seven people were required to put on a disc-jockey show: the personality, an engineer, a record turner, a staff announcer to give station breaks and into the news, a director who prepared the show and gave cues to all the others, a newscaster and another engineer to press the button to start the tape for the news actualities.

"The jock just talked," Joseph says. "The engineer handled the mike switch and the pots, and the record turner spun the disc. We had to deal with so many unions that I can't even remember the initials."

On top of that, WABC's programming commitments nearly destroyed its attempts to attract a young-adult audience. Each day at 9am the station broke away for an hour for *Don McNeal's Breakfast Club*, an old-line network radio talk show for which WABC served as the flagship. At 6pm the station had a 90-minute news block. Then there were 11 daily short features hosted by Dick Van Dyke. And then from midnight to 6am the station couldn't run any music because it ran *Roe Rosenfield's Happiness Exchange Show*, a lonely hearts club show.

That wasn't all: WABC also carried the Metropolitan Opera on Saturday afternoons, New York Mets baseball and New York Jets football.

"Weekends were virtually wiped out for music, except for three or four hours a day, because of commitments to public affairs, religion, sports and the network," Joseph says. "But we still made it!"

And made it despite a number of naysayers, including one prominent WABC personality, sports-caster Howard Cosell.

"He always looked down at anybody who came in from the boondocks because he was a native New Yorker, and nobody else had a chance," Joseph says. "Cosell would come into my office, sit down and throw at me, 'Mike, this is the Big Apple, man. This is the big time. This isn't Buffalo, man. You're not going to make it.'"

Cosell was wrong, and the old-line critics at ABC were wrong. Joseph established himself as the pre-eminent radio consultant of the next couple of decades and went on to establish the "Hot Hits" format. But we'll save that for Part Three.



Mike Joseph

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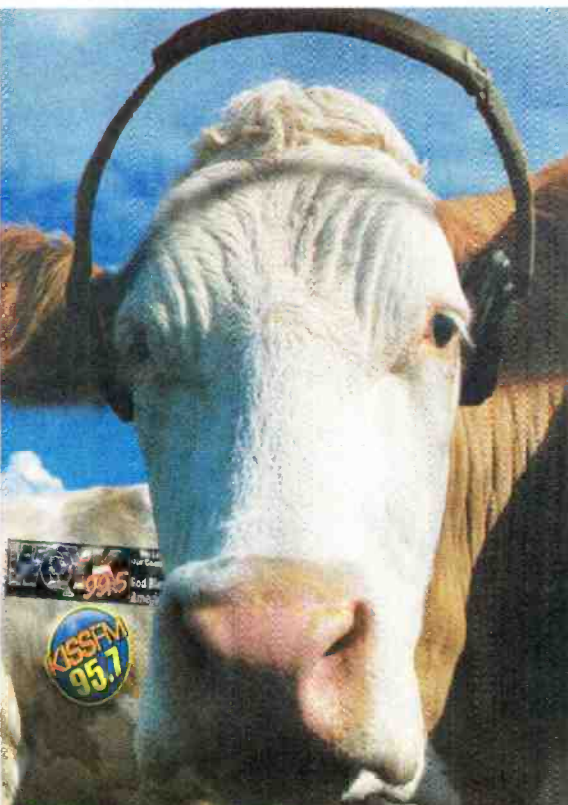


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Street Talk

CC's Mays On Indies 'N' Stuff

It's been a busy seven days for normally press-shy Clear Channel President/COO Mark Mays, who this week suddenly turned into a regular media chatterbox, sharing some rather candid views with the *Los Angeles Times*, among other outlets. Mays told the *Times* that his company earns between \$10 million and \$13 million per year from independent promoters. But, he stressed that the money was not to promote songs. He said, "People think that we are going to let independent promoters influence our playlists by payments of that magnitude? When I'm risking \$3 billion [in radio revenue] by not giving the consumers what they want? The math doesn't work. We may be hicks from San Antonio, but we ain't that dumb."

In a separate interview with Bloomberg, Mays characterized the record industry as being "in a state of total disarray," adding, "They are grasping and trying to figure out how to rework their own business model." Meanwhile, the *L.A. Times'* Jeff Leeds asked Mays about certain record execs who told Mays they feared that if they ceased paying indies, some of their rivals might not follow suit, thus getting an edge in obtaining airplay. "I think they are a paranoid group," Mays responded. "I said, 'Grow up.' It seems to me, if they're that insecure about their own business, they have some real business issues. They have come to Congress and said, 'Please prevent us from paying these independent promoters.' How about just not signing a check, have you thought about that?"



Mark Mays

Furthermore, Mays spoke his mind about Sen. Russ Feingold's proposed legislation to rein in what the senator believes are abuses by big companies in the concert and radio industries. Mays said, "I think all of our brethren in the radio industry are ready to take it on. We are going to join arms and treat it as a real serious threat. It's not a threat, but we have to treat it as such." But Mays told Bloomberg that he isn't concerned about mounting too strong a defense to Feingold's proposal. "I've seen more analyst quotes that there is a zero-percent chance that the Feingold legislation gets anywhere, and that's accurate in my opinion," Mays said. "He's not even going to get a hearing."

After seven weeks in radio limbo, WBBM-FM (B96)/Chicago morning hosts Ed Volkman and Joe Bohannon will be back in their old familiar quarters come Monday morning. Perhaps it was the whiff of a \$21 million contract that gives each more than \$1.5 million per year for seven years that helped sway them. "At least they won't be living paycheck to paycheck anymore," B96 PD Todd Cavanah tells *ST*. *Chicago Sun-Times* columnist Robert Feder reports that, while crosstown Clear Channel rival WKSC made a comparable offer, the guys were ultimately moved by loyalty and by the personal intervention last week of Viacom President Mel Karmazin and Infinity Chairman/CEO John Sykes — who will fly in to personally announce Eddie & Jobo's return in a live, on-air press conference set for July 22 at 7am.

The Real Men In Black

The United States Secret Service has no discernible sense of humor — just ask WQEN/Birmingham, which received a special visit from

the boys during a recent stop in town by President Bush. After morning show producer Cari Kates made some ill-advised comments on-air prior to Bush's arrival, a big black Chevy Blazer materialized at the station. Among Kates' comments, which were recorded and sent to the agency by a concerned citizen: "I'll be there trying desperately to get in as much trouble as possible. My goal is to have the Secret Service run me out of the place." Here's the *piece de resistance*: "I'd love to have my face on the FBI's 10 Most Wanted list by the end of the day." Kates' apartment and car were subsequently searched, while PD Johnny Vincent enjoyed a three-hour chat with the suits. A remorseful Kates tells *ST*, "People who know me know how ridiculous this whole thing was. There's nothing shady about me. I'm just a little church girl who happens to play booty music for a living."

The July 15 issue of *People* features a story about former Malrite Communications radio guru Milton Maltz, who is opening the International Spy Museum in Washington, DC. The five-building complex is billed as the largest museum of all things cloak-and-dagger and includes such items as the Kiss of Death pistol, which is disguised as lipstick, and a Nazi encoding device known as Enigma, the subject of the film *U-571*. Maltz is no novice at this museum thing — he's one of the founders of the Rock and Roll Hall of Fame.

ESPN on July 15 suspended radio and TV host Tony Kornheiser for one week without pay for allegedly making remarks critical of management during his radio show. Sources said management was unhappy with comments Kornheiser made during commercial breaks that weren't heard on the radio but were broadcast over the Internet. Kornheiser tells the *Washington Post* he's uncertain why he received the timeout.

Olsen Empire Strikes Back

For the past three years, Cox Radio Syndication/Jones Radio Network-syndicated wakeup warriors Lex & Terry have been counting the days until teen superstars Mary-Kate and Ashley Olsen (pictured) cease being jailbait (that would be their 18th birthday). The WFYV/Jacksonville-based hosts have also been selling special commemorative "Open Season" Olsen T-shirts on their website. All this undying devotion to the onetime *Full House* stars got the hosts a C&D from the twins' legal team, alleging copyright infringement on the term "Olsen Twins." The lawsuit also threatens "civil damage and penalties" unless Lex & Terry knock it off and stop discussing the Olsen ladies. Says a heartbroken Terry Jaymes, "I guess, in retrospect, calling their 18th birthday 'Open Season' on the T-shirts was a bit over the line. I wonder if Nellie Oleson from *Little House on the Prairie* is legal?"



And now, *ST* presents more Big Dumb Promotions We Love: Last week *WXTB (98 Rock)/Tampa* shamelessly exploited dead and currently frozen baseball great Ted Williams by giving someone a chance to take home their own frozen wad of Ted's DNA — on an autographed baseball. "Ted held the ball while



PAULINA RUBIO

"The One You Love"

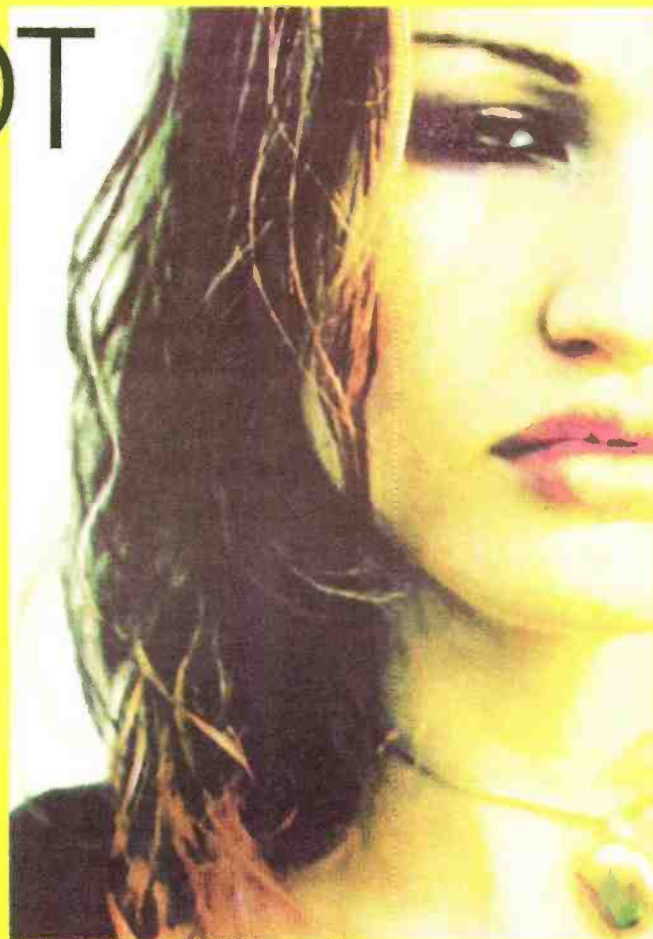
Going For Adds
at Pop Radio
NOW!

**KFMS/Las Vegas
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UNIVERSAL
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AMY STUDDT

"JUST A LITTLE GIRL"



Early:

- | | |
|---------------------|---------------------|
| Z100/New York | KIIS/Los Angeles |
| WDRQ/Detroit | WKQI/Detroit |
| KBKS/Seattle | KHTS/San Diego |
| KZHT/Salt Lake City | KUDD/Salt Lake City |
| WPRO/Providence | WFHN/Providence |
| WNCI/Columbus | KFMS/Las Vegas |
| WQZQ/Nashville | WKSS/Hartford |
| WFLY/Albany | WNTQ/Syracuse |
| WVKS/Toledo | WFMF/Baton Rouge |
| WRHT/Greenville | KLAL/Little Rock |
| KQAR Little Rock | WYKS/Gainesville |

and many more!

**Official
Add Date:
7/30**

Continued from Page 20

311 amber

“Amber” is the color of a HIT!

**TOP 40
Big Adds This Week:**

**KRBV/Dallas WPRO/Providence
G105/Raleigh
WAEZ WWSR
Top 10 Phones:
KXXM/San Antonio 31x**

**Modern AC BDS 28-23*
Hot AC BDS 39-35***

Adds This Week:

**WMC/Memphis KALZ/Fresno
KLTG/Corpus Christi
WTMX/Chicago 31x WSSR/Tampa 53x
KRBZ/Kansas City 31x WPTE/Norfolk 20x
KAMX/Austin 52x KUCD/Honolulu 80x**

**Modern Rock BDS 20-17*
Modern Rock BDS
Audience Chart 12-11***

Re-Adds This Week:

Q101 KFMA KSYR

**KROQ/LA 41x #1 KTBZ/Houston 52x #1
WHFS/D.C. 46x WFNX/Boston 35x
WSUN/Tampa 54x #1 WEND/Charlotte 40x**

**Back in Rotation at:
WBRU KMBY KNXX KLEC
Going to Power This Week at:
WFNX KPNT WARQ**

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signing it, so his bodily oils are all over the leather cover.” XTB Promotion Director Mike Oliviero tells ST. “We froze the ball inside a block of ice.” All qualifiers scored tickets to see Ted’s old team, the Boston Red Sox, play the Tampa Bay Devil Rays. The grand-prize winner got to bring home the Ted-sicle.

KHTS/San Diego’s morning show, *AJ’s Playhouse*, decided to have a little fun by stealing a concept from that classic *Seinfeld* episode known as “The Contest.” KHTS’s Queen of the Castle, **Diana Laird**, who played along, explains how it worked: “No solo or tandem gratification missions were allowed.”

The person who held out the longest scored a trip to Las Vegas. “I sent strippers into the studio to give them 90 minutes of free lap dances,” Laird says. The next day the *Playhouse* paid her back by enlisting the help of Laird’s “imaginary boyfriend,” Seven of pop act Seven & The Sun, who spent several agonizing minutes torturing Laird over the phone, on the air. The next morning Laird was the first one to cave. When asked about listener reaction, she says, “Surprisingly, it’s been very quiet — although I did get one e-mail from a listener that said, ‘You need to get a Bible.’”



KHTS/San Diego’s A.J. enjoys his job

And then there’s **WJHM (102 Jamz)** Orlando, which proudly presents its Gusher for Usher promotion. Asst. PD/Promo Hound **Keith Memoly** tells us more: “We had a dozen people compete for front-row tickets and backstage passes to see Usher by seeing which person’s bladder could survive the longest without exploding.” A dozen people stood outside the TD Waterhouse Center — in front of a gushing fountain — and chugged various Pepsi products. Memoly says, “During the first hour they had to down a soda every 10 minutes. We then upped it to every five minutes.” The madness lasted for more than two hours, with people alternately dropping out and fleeing to the nearest bathroom. The ultimate winner of the Iron Bladder award consumed more than a case of soda!

Alberts Lands As 'LAV PD

Brent Alberts, most recently PD of Classic Rocker WNRQ/Nashville, takes similar duties at Citadel’s Classic Rock **WLAV/Grand Rapids**. He succeeds **Tony Gates**, who will now serve as VP/Station Development for both ‘LAV and Active Rock sister WKLQ while continuing to host the ‘LAV morning show.

Clear Channel/Salt Lake City Cluster VP/GM **Tom Sly** exits, along with OM **Lee Douglas**. No replacements have been named.

Clear Channel’s Classic Hits **WLLC (Alice 106.7)/Detroit** cranks up the tempo and repositions itself as WDTW. Its new moniker: “106.7 The Drive.” Premiere’s syndicated **Bob & Tom** are added for mornings.

Ted Stecker is now interim PD at ABC’s Country KSCS/Dallas. He replaces (at least for now) **Dean James**, who exits.

On the heels of a flamethrowin’ debut in the Arbitrons, **Colby Colb** exits the MD slot at Clear Channel Urban **WWPR (Power 105.1)/New York**.

RADIO & RECORDS



1



Rush Limbaugh

- **Rush Limbaugh** re-ups with Premiere, inking an eight-year, \$250 million deal.
- **Richard Sanders** set as Exec. VP/GM of RCA Records.
- **KGB/San Diego** sets **Diana Laird** as OM, **Jay Isbell** as PD.

5

- **Charles Warfield** tapped as VP/GM of WDAS-AM & FM/Philadelphia.
- **Chris Gallu** appointed VP/GM for Pulitzer/Phoenix.
- **Daniel Manella** made GM of Milwaukee Radio Alliance.
- **Paul Duckworth** lands KOMO/Seattle PD post.
- **Ron Rodrigues** promoted to Editor-in-Chief of R&R.

10



Scott Borchetta

- **Scott Borchetta** elevated to VP/Field Promotion for MCA/Nashville.
- **Johnny Michaels** made PD of WYNY/New York.
- **Tony Fields** takes KACE/Los Angeles PD duties.
- **WKQX/Chicago** goes New Rock Alternative.

15

- **WMAQ/Chicago** VP/GM **Mike Lonke** adds duties at WKQX/Chicago.
- **Jim Ashbery** named Program Manager of WSB-AM/Atlanta.
- **Moon Mullins** shines as WSM-AM/Nashville PD.

20

- **Dan Vallie** ascends to VP/Programming at EZ Communications.
- **Michael Spears** selected as VP of Service Broadcasting.
- **Rich Fitzgerald** joins Geffen Records as National Promotion Director.
- **Tom Bender** becomes OM of WFAA/Dallas.
- **Richard Blade** joins KROQ/Los Angeles as Production Director.



Rich Fitzgerald

25

- **Roger Skolink** named PD of WDAI/Chicago.
- **Clark Smidt** accepts the PD chair at WEEI-FM/Boston.
- **Steve Rivers** tapped as PD of WAPE/Jacksonville.

L.A. radio veteran **Nicole Sandler** goes home to South Florida, becoming Asst. PD/midday host at Clear Channel Classic Rocker **WBGG (Big 106)/Miami**. She replaces **Steve Stansell** on-air. At the same time, former **KRBZ/Kansas City** air talent **Doc Reno** succeeds **Kimba** in afternoons.

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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Elvis Has Re-Entered The Building

□ How electronic music and soccer heralded the King's return

By Frank Correia, Music Editor
fcorreia@radioandrecords.com

From impersonators and skydiving teams to collectors' plates and hip-shakin' wall clocks, Elvis Presley, the icon, has been alive for years. But now, thanks to Nike's global advertising campaign for World Cup soccer and an exciting electronic remix of Presley's "A Little Less Conversation," the King's name is once again on everyone's lips for the right reason — his music.

During the global frenzy that accompanied this year's World Cup tournament, Nike's "Secret Tournament" ad campaign featured soccer stars in a Thunderdome-like elimination tournament. The music for the spots was "A Little Less Conversation," remixed by Amsterdam-based DJ Tom Holkenberg, a.k.a. Junkie XL.



Ron Geslin

Credited to Elvis Vs. JXL, "A Little Less Conversation" became the talk of many a town, earning No. 1 status in Denmark, Ireland and Norway. And, after a longtime tie with The Beatles for most No. 1 songs in the U.K., Presley, via the remix, debuted in the U.K.'s top spot and finally claimed the throne.

With the rest of the world all shook up, Elvis Vs. JXL is starting to make more noise than a neglected hound dog in the States. For two weeks in a row it's been the best-selling single in the U.S. In addition, the main character of Disney's new animated movie *Lilo & Stitch*, happens to be a huge fan of Elvis.

The timing couldn't be better, as Aug. 16, 2002 marks the 25th anniversary of Presley's death. For fans, label execs and programmers alike, the celebration culminates this September with the release of *Elvis: 30 No. 1 Hits*.

Similar to the mega-successful *The Beatles 1*, RCA's latest greatest-hits compilation for Presley will feature 30 of his No. 1 hits. And if you thought there was a lot of hoopla surrounding the Presley postage stamp, get ready for a major push for *Elvis: 30 No. 1 Hits* that will feature a direct-response TV campaign and a one-hour network TV special in the fall. Sponsors include Nike, Disney, McDonald's, AOL, Wal-Mart, NASCAR and many, many more.

Little More Conversation

At radio, "A Little Less Conversation" has tongues wagging at multiple formats, especially when it comes to listener requests. "We just threw it on because we thought it was cool, but it's taking off," says WNKS/Charlotte MD Jason McCormick. "There are a lot of calls, and people are digging the Elvis."

So far, CHR/Pop is the torch-

bearing format, with strong support from WNKS, WAPE/Jacksonville and WRBC/Greenville, NC, among others. And, although it hasn't officially added the song yet, KHKS/Dallas has seen a huge response on the phone lines.

"It's won our Big Ass Battle five nights in a row," KHKS MD David Morales

says. "We're talking 9pm, when there are a lot of kids calling. It went up against some great records. It beat Britney one night and Vanessa Carlton's new single the next. I've been working [OM/DPD] Todd Shannon on it. I'm about to come in here with a jumpsuit on."

Over at Rhythmic, WKTU/New York has officially hopped on board. In Memphis, where Elvis' mansion, Graceland, is located, WMC is giving "Conversation" healthy rotation, while other Hot ACs like WTSS/Buffalo, KALC/Denver and KYKY/St. Louis are also supporting the cause. Even a few Alternative tastemakers are beginning to believe, with WNNX/Atlanta adding the song and WXRK/New York, KROQ/Los Angeles and KNND/Seattle continuing with test spins.

"It could become an alternative, cutting-edge type of thing to like Elvis again."

David Morales

"What's really interesting is the incredible multiformat nature of it, which is always a great indication of a massive mass-appeal, mass-demographic hit," says RCA Sr. VP/Promotion Ron Geslin. "We watched the activity build in Europe during the World Cup frenzy, and eventually the song's success made it an issue for the United States, even though soccer isn't that big here."

While the soccer angle wasn't a big reason to begin working the

single to the U.S. market, "A Little Less Conversation" began to make a lot of sense in the context of the upcoming *No. 1 Hits* album. "Something that wasn't really planned ended up being a tremendous coincidence, much like the *Lilo & Stitch* movie, and helped to create a whole year of activities leading up to the release of *Elvis 30 No. 1 Hits*," Geslin says. "There are a lot of planets lining up, and it's wonderful."

A Big Hunk O' Love

Although the buzz is big, Geslin notes that the Elvis Vs. JXL project is still in the beginning stages. He says, "It probably seems like it's farther along than it really is because of the news coverage on CNN, FOX News and *The Today Show*, which did a segment on the mixer and the whole phenomenon of Elvis being No. 1 in Europe and beating the old Beatles record for No. 1 songs in England.

"That was worldwide news, so it's become a real event record tied to what, I think, will be the event album of the year, globally. We're looking at putting between 15 million to 20 million albums out by September, worldwide."

It's no secret that the new Elvis collection of 30 No. 1 hits is similar, if not identical, to Capitol's *The Beatles 1* project, released in 2000 — except for one major difference: The Beatles album didn't have a contemporary track to help push sales.

"We probably would have just released one of the remastered tracks, which are beautifully done, integrity-wise, to radio, but this came along," Geslin says. "A Little Less Conversation," which will be included as a bonus track on the *No. 1 Hits* collection. "It's basically a hit record in contemporary form. The Beatles record sold wonderfully whether radio played it or not. For this, we have a piece for radio that is a hit with a contemporary sound."

Despite such contemporary spins on Elvis, Geslin notes that BMG's global marketing campaign and the sound remastering done on *No. 1 Hits* are focused on paying proper respect to Presley's past. "He's been kind of a caricature in the last few decades, but we're looking at Elvis and what he did — not the bobbing-head-doll Elvis or the flying Elvises," he says.

"What's really interesting is the incredible multiformat nature of it, which is always a great indication of a massive mass-appeal, mass-demographic hit."

Ron Geslin

"We really want to look at the original work that was done over time and the credibility of it. The remastering and sound work on *No. 1 Hits* is absolutely one of the most magnificent things I've ever heard. We've been in the studio listening to outtakes and things, and it's been amazing to hear Elvis talking, laughing and singing to live music.

"This campaign is really integrity-driven. It's driven by the great marketing companies that we are working with, as well as our own, and there is an oversight committee that has been instituted by [BMG Chair-

electronica is working well texture-wise for Pop stations. "The beat's cool," McCormick says. "Things are going well with Dirty Vegas and stuff like that, and that type of music is accepted now. Add to that the familiarity of Elvis, who is always cool."

"One of the reasons I like it so much is that it doesn't sound like anything else that's out there," Morales notes. "It kind of breaks up the monotony of the stuff you're hearing a lot. This thing comes at you completely out of left field, and it's catchy."

The King's New Subjects

Geslin can't say for certain if there will be more Elvis remixes like the one from Junkie XL, but some of the remastered versions of Presley originals are slated for release. Time will tell if younger generations become fans, but there are certainly plenty of chances for the King to win new subjects. There are five vintage Presley tracks on the *Lilo & Stitch* soundtrack, not to mention Wynonna's cover of "Burning Love" and A*Teens' take on "Can't Help Falling in Love," a top song on Radio Disney.

Morales, for his part, notes that the massive marketing will help get kids' attention and that the current remix may turn younger demos on to older tracks. "Is it going to get them listening to the old 'Love Me Tender'? I don't know — it very well could. It could become an alternative, cutting-edge type of thing to like Elvis again. Especially with the Elvis Vs. JXL record, it's cool to be a fan again."

"It's great fun to see a record that can be played, for the most part, on every type of radio station in America," Geslin says. "And it's great to really go back and acknowledge the significance of what Elvis started, which has become the current rock and pop idiom that we all enjoy in modern culture. A lot of it came from rhythmic and black roots, but Elvis definitely moved it ahead and made it a phenomenon. A lot came after that that we all take for granted every day."



Elvis Presley

man] Thomas Middlehoff that makes sure we don't drift into tacky situations. The goal here, and the mandate, is integrity and quality, from the sound to the imaging to the marketing to the end result, which is the consumer enjoying Elvis again."

Electronica Elvis?

Of particular note is the lack of backlash when it comes to Junkie XL's electronica Elvis. From digitally enhanced remakes of old movies to posthumous musical duets, fans generally tend to frown on tampering with the classics.

"I think people really enjoy the context of what Junkie XL did," Geslin says. "He did an amazing, festive arrangement. I can see it being the type of record that is played all year at social events. The way he's blended the contemporary rhythm tracks and arrangements with the original vocal tracks and some of the original master tracks is incredible."

"There were no preconceived notions about it," McCormick offers. "It wasn't 'Hound Dog' redone."

"It's not like we're bastardizing one of Elvis' great singles," Geslin concurs. "The beauty of it is that it was a lesser-known record. I think there's a lot to say about this being, literally, a new record."

And the new blend of Elvis with

TALK BACK TO R&R!

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

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THE INDUSTRY'S NO. 1 RETAIL CHART July 19, 2002

LW	TW	ARTIST	ALBUM	LABEL	POWERINDEX	CHANGE
1	1	NELLY	Nellyville	Fo' Reel/Universal	326,610	-23%
—	2	RED HOT CHILI PEPPERS	By The Way	Warner Bros.	277,005	—
2	3	EMINEM	Eminem Show	Shady/Aftermath/Interscope	224,549	-14%
5	4	AVRIL LAVIGNE	Let Go	Arista	162,116	+26%
—	5	COUNTING CROWS	Hard Candy	Geffen/Interscope	148,038	—
—	6	STYLES	A Gangster And A Gentleman	Ruff Ryders/Interscope	124,810	—
3	7	IRV GOTTI PRESENTS...	Various	Murder Inc./IDJMG	102,676	-49%
27	8	JOSH GROBAN	Josh Groban	143/Reprise	82,288	+122
6	9	ASHANTI	Ashanti	Murder Inc./IDJMG	72,268	-17%
4	10	AEROSMITH	O, Yeah! Ultimate Aerosmith	Columbia	70,944	-51%
8	11	PINK	M!\$sundaztood	Arista	60,633	-6%
10	12	VARIOUS	Totally Hits 2002	WSM	52,970	-11%
7	13	KORN	Untouchables	Epic	47,304	-30%
21	14	NORAH JONES	Come Away With Me	Blue Note/Virgin	46,551	+9%
14	15	KENNY CHESNEY	No Shoes, No Shirt, No Problem	BNA	46,142	-11%
—	16	E-40	Grit & Grind	Jive	45,535	—
9	17	P.DIDDY	We Invented The Remix	Bad Boy/Arista	44,990	-26%
23	18	JOHN MAYER	Room For Squares	Aware/Columbia	42,595	+2%
15	19	SHERYL CROW	C'mon, C'mon	A&M/Interscope	42,563	-15%
12	20	N.O.R.E.	Grimey...God's Favorite	Def Jam/IDJMG	42,150	-24%
13	21	LILO & STITCH	Soundtrack	Disney	41,613	-22%
22	22	O BROTHER, WHERE ART THOU?	Soundtrack	Lost Highway/IDJMG	40,118	-4%
11	23	PAPA ROACH	Lovehatetragedy	New Noize/Dreamworks	38,768	-30%
20	24	WILL SMITH	Born To Reign	Columbia	37,367	-15%
17	25	BIG TYMERS	Hood Rich	Cash Money/Universal	36,321	-20%
28	26	DIRTY VEGAS	Dirty Vegas	Capitol	35,477	-4%
29	27	OUR LADY PEACE	Gravity	Columbia	34,925	-4%
24	28	NEW FOUND GLORY	Sticks & Stones	Drive-Thru/MCA	33,920	-13%
26	29	JIMMY EAT WORLD	Jimmy Eat World	DreamWorks	33,074	-13%
35	30	CELINE DION	A New Day Has Come	Epic	33,027	+3%
31	31	VANESSA CARLTON	Be Not Nobody	A&M/Interscope	32,172	-10%
34	32	JACK JOHNSON	Brushfire Fairytales	Enjoy/Universal	31,489	-3%
18	33	TRUTH HURTS	Truthfully Speaking	Aftermath/Interscope	30,616	-32%
—	34	N.E.R.D.	In Search Of...	Virgin	30,000	—
25	35	LIKE MIKE	Soundtrack	So So Def/Columbia	29,863	-23%
—	36	MARC ANTHONY	Mended	Columbia	29,755	—
36	37	NOW VOL.9	Various	UTV	29,13	-8%
33	38	ENRIQUE	Escape	Interscope	28,830	-13%
32	39	SPIDER-MAN	Soundtrack	Roadrunner/Columbia/IDJMG	28,563	-16%
38	40	SHAKIRA	Laundry Service	Epic	28,024	-8%
—	41	KHIA	Thug Misses	Dirty Down/Artemis	25,872	—
37	42	NO DOUBT	Rock Steady	Interscope	25,305	-19%
39	43	ALAN JACKSON	Drive	Arista	25,260	-15%
45	44	CHICAGO	Complete Greatest Hits: Only...	Rhino	24,660	-2%
44	45	CREED	Weathered	Wind-up	24,169	-4%
19	46	OASIS	Heathen Chemistry	Epic	23,076	-48%
43	47	NICKELBACK	Silver Side Up	Roadrunner/IDJMG	22,301	-13%
—	48	HOOBASTANK	Hoobastank	Island/IDJMG	22,110	—
42	49	CAM'RON	Come Home With Me	Roc-A-Fella/IDJMG	21,531	-17%
41	50	PUDDLE OF MUDD	Come Clean	Flawless/Geffen/Interscope	21,257	-25%

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ON ALBUMS

Chili Peppers: Way Hot

Rock fans find the *Way* this week as *By the Way*. The Red Hot Chili Peppers' first album since 1999's *Californication*, provides just the spice a beleaguered retail community needs. Warner Bros.' punk funk progenitors blaze back to the upper regions of the *HITS* Top 50 Albums Chart with a kick-ass No. 2 bow on sales



Red Hot Chili Peppers

north of 275,000, fueled by the No. 1 Alternative track and video. That's a lot of tube socks!

The Chili Peppers' surge, spiked by Best Buy's below-cost \$9.99 price on the July 9 release date, isn't enough to dislodge Fo' Reel/Universal's Nelly from the top spot with the rapper's new cut, "Dilemma," exploding, but it's an impressive first week nonetheless for the 20-year veterans.

Speaking of veteran rockers, Geffen/Interscope's Counting Crows, who also benefited from Best Buy's cut-rate pricing program, lock down the No. 5 spot on nearly 150,000 units — another indication that rock is thriving, even if



Counting Crows

business sucks overall.

Ruff Ryders/Interscope rap DJ Styles garners a top 10 bow with his debut, *A Gangster and a Gentleman*, entering at No. 6.

Best Buy's weeklong \$5.99 pricing on Arista skate-punk diva Avril Lavigne helps keep that album in the top five and boasting a robust 25%+ rise in sales over the previous week.

Aftermath/Interscope hip-hop icon Eminem drops a spot to No. 3 on a still-impressive 225,000, with airplay on both cuts starting to drive album sales.

Rounding out the top 10 are Murder Inc./IDJMG's *Irv Gotti Presents...* at No. 7; 143/Reprise's Josh Groban, who parleys TV appearances into a 27-8 chart rise and a 122% bump in sales; No. 9 Murder Inc./IDJMG's Ashanti; and Columbia/CRG's Aerosmith greatest-hits al-

bum in the 10 spot. Jive rapper E-40 debuts at No. 16.

Heartening upward moves continue to be made by a pair of promising new singer-songwriters: Blue Note/Virgin's Norah Jones, who moves 21-14, and Aware/Columbia John Mayer, up 23-18. Multiformat play continues to expose both to new fans.



Josh Groban

Next week: RCA's Dave Matthews Band, the beneficiary of this week's Best Buy \$9.99 Tuesday, will top the charts with retail sales estimated in the 500,000 area.

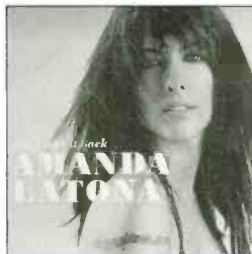
July 19, 2002

Who Is Stanley Climbfall?

Who says creating an imaginary friend is bad? While recording their upcoming sophomore album, **Lifehouse** not only conceptualized Stanley Climbfall, they named the title track of the album after him. "Everyone has their ups and downs," says singer-songwriter Jason Wade. "So, after a lot of wordplay, a song called 'Stand, Climb, Fall' was transformed into an everyday character named Stanley Climbfall who goes through those kinds of changes." The first single from the Ron Aniello-produced *Stanley Climbfall* is "Spin," which debuted at this year's R&R Convention during the second annual Rock and Active Rock "Rate-a-Record/Rate-a-Wine" session. The album hits stores Sept. 17, but "Spin" arrives at Rock, Active Rock and Alternative next week.

Can't get enough **Lifehouse**? Check out **Nine Days'** "Good Friend," featuring Jason Wade as guest guitarist. The band who brought you the hit "Absolutely (Story of a Girl)" go for adds next week at Hot AC and Triple A. "Good Friend" is about vocalist John Hampson's wife, the one who almost got away. Their engagement ended due to the band's intense schedule, prompting the writing of the song. The two reconciled, though, and tied the knot this past December.

Alternative has a lot of excitement coming its way. **30 Seconds To Mars** launch "Capricorn" at Alternative, Rock and Active Rock on Tuesday. You may already be familiar with singer Jared Leto due to his roles in the movies *Panic Room*, *Requiem for a Dream* and *Fight Club*. **Stroke 9** are delivering "100 Girls" to Alternative stations across the country as well (that's the song "100 Girls," not 100 living, breathing females). This is the first offering from their Aug. 27 release, *Rip It Off*. Iceland natives **Quarashi** are also Going for Adds at Alternative with "Mr. Jinx," the followup to their song "Stick 'Em Up." See the band live on the Vans Warped Tour this summer.



Amanda Latona

Amanda Latona arrives at Hot AC next week with "Can't Take It Back," the first single from her upcoming debut album. Latona was formerly a member of the pop girl group **Innosense** and already has numerous fan sites devoted to her even though she has yet to release her solo debut.

Latona isn't the only beautiful lady Going for Adds at Hot AC. Mexico's **Paulina Rubio** delivers "The One You Love" to Hot AC, Pop and Rhythmic. It's the followup to her hit "Don't Say Goodbye." Rubio is a star of both the big and small screens in her home country, and now she's taking the U.S. by storm. Catch this rising star on *Last Call With Carson Daly* (7/18), *The Late Late Show With Craig Kilborn* (8/5) and the covers of *Maxim*, *Blender* and *Stuff* this fall.

Gerald Levert has enjoyed success both as a solo artist and a member of the groups **Levert** and **LSG**. Now he returns to the spotlight with "Funny," the first peck at his Sept. 24 release, *The G Spot*. "Funny" is no joke though — look for this love song to be a serious contender at both Urban and Urban AC.

Smooth Jazz has many songs hitting radio on Monday, and some programmers are getting a head start on the competition.

Jeff Golub remakes the Eddie Harris classic "Cold Duck Time," and KRQS/Albuquerque has decided to add it a week early. KRQS also brightened its playlist with **Russ Freeman's** "Brighter Day." The Rippingtons guitarist enlisted the keyboard skills of Jeff Lorber for the latest single off his solo album, *Drive*. R&R's own Smooth Jazz editor Carol Archer remarks, "Freeman's superb technique is on full display on his solo project, and although 'Cut the Cake' remains in rotation for many stations, 'Cold Duck Time' is simply one of the hottest tracks of the year. Outstanding!"

Keep your playlist bright and new — subscribe to R&R's Going for Adds e-mail by sending an e-mail to gfa@radioandrecords.com with the word "subscribe" in the subject line.

— Mike Trias



Lifehouse

R&R Going For Adds

Week Of 7/22/02

CHR/POP

ANGIE MARTINEZ If I Could Go (*EastWest/EEG*)
MUSIQ Halfcrazy (*Def Soul/IDJMG*)
NO OUBT f/LADY SAW Underneath It All (*Interscope*)
PAULINA RUBIO The One You Love (*Universal*)
3LW I Do (Wanna Get Close To You) (*Epic*)

CHR/RHYTHMIC

LIL' FLIP The Way We Ball (*Suckafree/Loud/Columbia*)
PASTOR TROY Are We Cuttin' (*Universal*)
PAULINA RUBIO The One You Love (*Universal*)

URBAN

BIG FLAV VIP (*Rezmobb*)
GERALD LEVERT Funny (*Elektra/EEG*)
LIL' FLIP The Way We Ball (*Suckafree/Loud/Columbia*)
MIDWIKID Like We Sposed Ta (*Divine Mill/Arista*)

URBAN AC

GERALD LEVERT Funny (*Elektra/EEG*)

COUNTRY

DERYL DODD Honky Tonk Champagne (*Lucky Dog*)
MICHAEL PETERSON Modern Man (*Monument*)
SHANNON LAWSON Dream Your Way To Me (*MCA*)

AC

JACK RUSSELL For You (*Knight*)

HOT AC

AMANDA LATONA Can't Take It Back (*J*)
DEF LEPPARD Now (*Island/IDJMG*)
LUCE Good Day (*Nettwerk*)
NINE DAYS Good Friend (*Epic*)
PAULINA RUBIO The One You Love (*Universal*)

SMOOTH JAZZ

JEFF GOLUB Cold Duck Time (*GRP/VMG*)
MARILYN SCOTT Loving You (*Prana*)
MARION MEADOWS Tales Of A Gypsy (*Heads Up*)
RICARDO SCALES A Bridge Between (*Baysound*)
RUSS FREEMAN Brighter Day (*Peak*)
SHAKATAK Paradise Garden (*Instinct*)
TURNING POINT Wide Open Spaces (*A440 Music Group*)

ROCK

LIFEHOUSE Spin (*DreamWorks*)
THEORY OF A DEADMAN Nothing Could Come Between Us (*Roadrunner/IDJMG*)
30 SECONDS TO MARS Capricorn (*Immortal/Virgin*)

ACTIVE ROCK

LIFEHOUSE Spin (*DreamWorks*)
THEORY OF A DEADMAN Nothing Could Come Between Us (*Roadrunner/IDJMG*)
30 SECONDS TO MARS Capricorn (*Immortal/Virgin*)

ALTERNATIVE

BAD RELIGION Broken (*Epitaph*)
BEFORE BRAILLE 24 Minus 18 (*Aezra*)
LIFEHOUSE Spin (*DreamWorks*)
QUARASHI Mr. Jinx (*Time Bomb/Columbia*)
STROKE 9 100 Girls (*Cherry/Universal*)
30 SECONDS TO MARS Capricorn (*Immortal/Virgin*)

TRIPLE A

CONCRETE BLONDE Take Me Home (*Manifesto*)
DRIVE-BY TRUCKERS Let There Be Rock (*Lost Highway/IDJMG*)
DUNCAN SHEIK On A High (*Atlantic*)
ELVIS COSTELLO 45 (*Island/IDJMG*)
JOHN BUTLER TRIO Pickapart (*Jarrah*)
KATHY MATTEA They Are The Roses (*Narada*)
NINE DAYS Good Friend (*Epic*)
PETER STUART With My Heart In Your Hands (*Vanguard*)
RANDY SHARP Some Walls (*33rd Street*)
REMY SHAND Take A Message (*Motown*)
RICHARD X. HEYMAN Wishful Thinking (*Turn-Up*)
TONY FURTADO Oh Berta, Berta (*W.A.R.?*)
WILLY PORTER If Love Were An Airplane (*Six Degrees*)

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.



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A Perry Capital Corporation

12+ Spring 2002 Arbitron Results

New York — #1

Station (Format)	Owner	W1 '02	Sp '02
WLTW-FM (AC)	Clear Chan.	6.3	6.4
WOHT-FM (CHR/Rhy)	Emmis	6.1	4.3
WHTZ-FM (CHR/Pop)	Clear Chan.	4.1	4.2
WWPR-FM (Urban)*	Clear Chan.	2.8	4.2
WCBS-FM (Oldies)	Infinity	4.5	4.1
WSKQ-FM (Tropical)	SBS	4.3	4.1
WINS-AM (News)	Infinity	4.0	3.7
WABC-AM (Talk)	ABC	3.6	3.6
WBLS-FM (Urban)	Inner City	4.2	3.6
WRKS-FM (Urban AC)	Emmis	3.4	3.6
WQCD-FM (Sm. Jazz)	Emmis	3.2	3.4
WCBS-AM (News)	Infinity	2.6	3.3
WXRK-FM (Alt.)	Infinity	3.3	3.2
WKTU-FM (CHR/Rhy)	Clear Chan.	3.6	3.1
WAXQ-FM (Cl. Rock)	Clear Chan.	2.8	2.7
WFAN-AM (Sports)	Infinity	2.4	2.7
WPLJ-FM (Hot AC)	ABC	2.6	2.6
WPAT-FM (Span. AC)	SBS	2.5	2.5
WQXR-FM (Classical)	NY Times	2.7	2.4
WOR-AM (Talk)	Buckley	2.3	2.3
WCAA-FM (Tropical)	Hispanic	1.8	2.2
WNEW-FM (Talk)	Infinity	1.2	1.7
WADO-AM (Span. NT)	Hispanic	1.1	1.5
WLIB-AM (NT)	Inner City	1.5	1.3
WFME-FM (Christian)	Family	0.7	1.0

*Was Urban AC until March 15, was WTJM-FM until April 16

Nassau-Suffolk — #18

Station (Format)	Owner	W1 '02	Sp '02
WALK-FM (AC)	Clear Chan.	5.4	4.7
WCBS-AM (News)	Infinity	3.7	4.6
WABC-AM (Talk)	ABC	3.0	4.4
WBAB/WHFM (Rock)	Cox	3.9	4.4
WFAN-AM (Sports)	Infinity	3.4	4.4
WCBS-FM (Oldies)	Infinity	3.8	4.3
WBLI-FM (CHR/Pop)	Cox	5.5	4.1
WXRK-FM (Alt.)	Infinity	4.0	4.0
WLTW-FM (AC)	Clear Chan.	3.8	3.6
WHTZ-FM (CHR/Pop)	Clear Chan.	3.6	3.5
WINS-AM (News)	Infinity	2.9	3.2
WAXQ-FM (Cl. Rock)	Clear Chan.	2.8	2.8
WBZO-FM (Oldies)	Barnstable	2.7	2.7
WGSN/WHLJ (Adult Std.)	Barnstable	3.8	2.6
WKJY-FM (AC)	Barnstable	2.2	2.5
WOR-AM (Talk)	Buckley	2.0	2.5
WKTU-FM (CHR/Rhy)	Clear Chan.	2.4	2.4
WQCD-FM (Sm. Jazz)	Emmis	2.3	2.4
WQXR-FM (Classical)	NY Times	2.9	2.3
WNEW-FM (Talk)	Infinity	2.2	2.2
WPLJ-FM (Hot AC)	ABC	1.9	2.2
WOHT-FM (CHR/Rhy)	Emmis	3.1	2.2
WDRE/WLIR (Alt.)	Jarad	1.9	2.0
WSKQ-FM (Tropical)	SBS	1.4	1.9
WWPR-FM (Urban)*	Clear Chan.	1.5	1.8
WRKS-FM (Urban AC)	Emmis	1.3	1.6
WBLS-FM (Urban)	Inner City	1.9	1.5
WRCN-FM (Cl. Hits)	Barnstable	1.4	1.2

*Was Urban AC until March 15, was WTJM-FM until April 16

AC-Adult Contemporary, Adult Std.-Adult Standards, B/EZ-Beautiful/Easy Listening, CHR/Pop-Contemporary Hit Radio/Pop, CHR/Rhy-Contemporary Hit Radio/Rhythmic, Cl. Hits-Classic Hits, Cl. Rock-Classic Rock, Full Serv-Full Service, Hot AC-Hot AC, Misc-Miscellaneous, Reg. Mex-Regional Mexican, Sm. Jazz-Smooth Jazz, Span. AC-Spanish Adult Contemporary, Spanish Con-Spanish Contemporary, Span N/T-Spanish News/Talk, Spanish/O-Spanish Oldies, Triple A-Triple A, Urban/AC-Urban Adult Contemporary, Urban-Urban Contemporary, Urban/O-Urban Oldies

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Ratings

Continued from Page 1

was trimmed to just two-tenths of a point, thanks to the debut of Clear Channel's Classic Country KTDD-AM (The Toad), which earned a 1.0 share. Clear Channel's CHR/Rhythmic KGGI climbed 6.0-6.8 to finish second, and the company's L.A.-based Talker KFI placed third.

Also of note: Anaheim Broadcasting's Rock KCAL soared 3.6-4.9 to take fourth place. KCAL's move came as All-Pro's Alternative KCCX dipped 4.4-2.8.

Caparro

Continued from Page 1

Alliance. He succeeds David Mount, who retired last week.

Caparro will report to WMG Chairman/CEO Roger Ames, who remarked, "All of us at Warner Music Group are extremely pleased to welcome Jim Caparro to our team. In addition to being a well-regarded music executive, Jim has proven himself to be thoroughly knowledgeable about and highly effective at the business of distributing music. His relationships with retailers run deep, and his ability to market albums effectively is the stuff of legend. I'm excited about the future of WEA Inc. under Jim's leadership."

Caparro said, "I'm thrilled by the opportunity Roger has given me, and I look forward to working with the first-rate executives at both the Music Group and at WEA. The Music

McKenna

Continued from Page 3

him a perfect choice to continue Star's ratings growth."

McKenna told R&R, "I'm very pleased to be returning to my Boston roots and equally delighted to be working with Julie Kahn, Pat Paxton and the rest of the incredible Enter-

com family. There's a huge void for adult rhythmic radio here in Boston, and my goal is to take Star 93.7, which is still in its infancy, to the next level and develop it further as a 25-54 heritage radio station for Boston adults."

McKenna previously served as Sr. Director/Crossover Promotion at RCA Records. He has also been MD at Boston stations WXXS & WZOU.

Metter

Continued from Page 3

and emerging-growth arenas. Most recently President of financial holding company RME International, Metter has also held a number of other executive positions in the financial world over the past two decades and

has served as an independent consultant to a broad range of retail and consumer product businesses.

BusinessTalkRadio currently offers a 24-hour lineup of business, financial and specialty talk programs, including *The Ray Lucia Show*, *MG and the Stock Doctor*, *The Gabe Wisdom Show* and *The Mike Schiano Show*.

Group is ideally positioned to capitalize on the revolutionary changes that are impacting our business, and WEA has an important role to play.

"Dave Mount's exceptional leadership at WEA and the culture of creativity and professionalism that he's nurtured there leave me with big shoes to fill. I'm appreciative of everything Dave's done to build such a solid operation and invigorated by the challenge of building on his record of success."

More recently, Caparro created Island Def Jam Music Group and served as its Chairman from 1999 to

2001. He was instrumental in Island Def Jam's acquisition of half of Roadrunner Records, whose roster includes Nickelback and Slipknot. Island Def Jam also partnered with Mercury Nashville and founded Lost Highway Records. That partnership produced the award-winning soundtrack to the film *O Brother, Where Art Thou?*

Caparro has also served as President/CEO of PolyGram Group Distribution and held management positions at CBS Records (now Sony Music).

— Ron Rodrigues



TONY NOVIA
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PART ONE OF A TWO-PART SERIES

Listener Reality Check

□ Focus group delivers timely opinions to broadcasters and labels

One way to get the real deal is to go right to the source. In our industry, that means radio listeners and record buyers. With so few stations spending money on research or listener studies, we decided to conduct an unscientific research session of our own by recruiting 15 women between the ages of 15 and 28 living in the Los Angeles metro area to participate in a focus group.

The participants recorded their radio-listening habits for a week and then spoke frankly to an audience of radio and record-label personnel at R&R Convention 2002 about what they tuned in to. The goal was to get some answers about their radio-listening and music-buying and -downloading habits. We also allowed audience members to ask some of their own questions.

Larry Rosin and Jayne Charneski from Edison Media Research oversaw the recruitment of the panel members and moderated the session. The women were PIs to either CHR/Pop KIIS/Los Angeles or CHR/Rhythmic KPWR (Power 106)/Los Angeles, and there were a few Alternative KROQ/Los Angeles listeners as well. This week and next we present some of the questions they were asked and selected responses.

Likes And Dislikes

LR: *What do you like and dislike about your favorite radio station?*

Responses: • I like KIIS-FM at nighttime because it makes me want to dance, and my two passions are dancing and swimming. My pet peeve is that during the daytime they'll play the same song at least two or three times in the same hour, like that Gwen Stefani [No Doubt] song "Hella Good" and Pink's newest one. It's too much. Repetition is good sometimes, but not every day consistently throughout the week.

• I like KIIS-FM because they play kind of a mix. You can hear songs on KIIS that they play on KROQ and on Power 106. You can hear all different kinds of music, and they play whatever is generally popular. But I don't like mornings; they talk too much. I hate talk in the morning. I think they should just play songs. They play some songs, but not enough.

• I'm more of a KROQ fan simply because it will make me hold off putting in the CD that I'm going to listen to. As far as talk goes, I like Talk radio. I also like AM radio, so I don't mind talk so much. Repetition is definitely not a plus though.

• I have to agree with everybody else: Repetition really bothers me. I

"MTV and all the rap videos, they all use the same formula, like naked women and rolling cars and bling-bling."

like a song, and then I start to hate it.

• There's too much talking and too many commercials.

LR: *You mentioned too many commercials. Can you explain?*

Response: • Commercial breaks are too long. They should shorten them to two minutes. When they start to play commercials, I change the station, because I know it will be a long time before they play music again.

LR: *A lot of stations play a long period of music followed by a long period of commercials. What if they just played shorter periods of music with shorter periods of commercials?*

Responses: • Well, I'd rather have less commercials altogether, but if they can't do that, I think it's better to have a long set of music followed by a long set of commercials, because then I can flip to somewhere else during the commercials. I've also noticed that all the stations play commercials at the same time. When I'm on a station and I hear a commercial, I flip to another station, and I hear commercials there too.

• I don't really have a favorite radio station because of the number of commercials. I'm not going to sit and listen to commercials. I really don't listen to one radio station; I turn on the radio, and within five minutes I'm switching the station and switching again in another five minutes.

I'll also change it if it's a song that I'm hearing for the third time; it's ridiculous. It's kind of sad that radio stations can't play some different music. L.A. is full of bands that play awesome music, and there's no reason

to play the same three songs every hour. We have plenty of music out there to create variety.

• I kind of tune commercials out, because while they are playing, I am concentrating on driving my car.

Time And Money

LR: *How long do you really listen to the radio at one time?*

Responses: • When I'm at work. Eight hours.

• I work for about five hours, and I mostly listen to the radio during that time. But on my own, I listen to it for about an hour; after that, I can't take it anymore.

• I'm the same way. After an hour, I turn to CDs.

• After about two or three hours of listening to it at home while I'm cleaning, I kind of get overwhelmed, so I have to click it off.

• Maybe like an hour or an hour and a half. Pretty much until they start repeating everything again. That's when I zone out and dig into the CD collection.

"I don't really have a favorite radio station because of the number of commercials."

• I'd say two hours. When I get home from school, I put the radio on even if I don't listen to it. I turn it on just to have it in the background.

• I work from home, and if I'm with my business partner, she'll listen to the same station all day, which drives me crazy because there's so much repetition. If I'm by myself, I tend to not listen to the radio because I can't get up and change it when I want to switch to the next station.

• If you're talking about listening or actually paying attention, probably about 20 minutes. When they play a song that I don't like or if a commer-



VANESSA AND KISS

Interscope/A&M recording artist Vanessa Carlton performed at WXSS/Milwaukee's Kiss Klose-Up. Pictured here (l-r) are WXSS Asst. PD/MD/midday host Jo Jo Martinez, Carlton, WXSS PD Brian Kelly and Interscope's Tommy Schuall.

cial comes on, the radio can still be there, but I won't pay attention.

• I usually only listen to the radio when I'm in my car, which is about 20 minutes.

• I pretty much only listen to the radio in my car, so, depending on how much traffic there is, about an hour or so.

• I listen to the radio a lot when I'm doing my homework. I'll have it on for two or three hours at a time. I can kind of tune it out, but when I hear a song I like, I turn it up and put the homework aside.

• I listen to the radio in my car, because at home it's just annoying. In my car it kills a little bit of time, and it's very easy to press the button to change stations. I probably only travel about 15 minutes to half an hour each time I go from one place to the next.

• I listen about eight hours a day because I'm in my car a lot, and I listen in my car.

JC: *Where do you buy your music?*

• I go to Rhino Records.

• Amoeba Records is pretty good. I also go to Penny Lane.

• I like the used-CD stores.

• I go to Best Buy or Tower because they're close to my house. They have everything.

• I used to work at Warehouse Music, and I still get a discount there, so I go there.

LR: *How many of you haven't bought any CDs in the last six months, and why?*

Responses: • My sister does that Columbia House deal, and I usually just borrow CDs from her. I haven't bought a CD in over a year.

• Well, every time I buy a CD or I like a song, I get sick of it. When it's on the radio, I don't like it anymore. That's why I don't buy it.

• I do want CDs, of course, but money is an issue. I use money in different ways. I'd rather buy a person a gift or give something to other people than buy for myself. I'm not into selfish ambitions and selfish wants.

• I just haven't really heard anything that speaks to me enough to go out and purchase it.

No More Bling-Bling

Tony Novia: *What are your thoughts on video channels like MTV, VH1, BET and MTV2?*

Responses: • If I had MTV2, I

would watch it all the time.

• I was actually watching MTV early this morning. It seems like there's never videos on. It's either *The Real World* or *Road Rules*. They never play videos anymore, and I wish they would play more. They have all these new shows now. I do like *The Real World* though.

• MTV and all the rap videos, they all use the same formula, like naked women and rolling cars and bling-bling. Honestly, I think there's way too much of it, and I can't handle it all. I like the hip-hop; it's a lot more respectful of women. My new favorite video is *The White Stripes* video

"Everything sounds the same. If I hear one more band that sounds like Creed, I'm going to shoot myself in the head."

["Fell in Love With a Girl"] because it is original and amazing. I love it.

JC: *How do you feel in general about the music that you're hearing on the radio? Do you feel that it's better, worse or about the same as in the past?*

Responses: • Maybe I'm getting too old, but I really don't care for it much at all. I think that's why I turn to my computer. I guess I'm not moving with the times.

• Everything sounds the same. If I hear one more band that sounds like Creed, I'm going to shoot myself in the head. There are so many talented people out there and so many new, innovative sounds, and I think radio stations need to explore that.

• I often listen to 92.3 [Urban AC KHHT/Los Angeles], because a lot of stuff on stations like Star [Hot AC KYSR/Los Angeles] and KIIS is all the same. KHHT plays a lot of old school. I like that better.

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EXCLUSIVE NATIONAL MUSIC RESEARCH ESTIMATES July 19, 2002

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

HP = Hit Potential ®

ARTIST TITLE LABEL(S)	TOTAL AVERAGE FAVORABILITY ESTIMATE (1-5)				TOTAL % FAMILIARITY	TOTAL % BURN	DEMOGRAPHICS			REGIONS			
	TW	2W	3W	4W			WOMEN 12-17	WOMEN 18-24	WOMEN 25-34	EAST	SOUTH	MID-WEST	WEST
AVRIL LAVIGNE Complicated (Arista)	3.98	3.91	3.98	—	70.1	16.4	4.22	3.96	3.70	3.82	3.88	4.25	3.94
NELLY Hot In Herre (Fo' Reel/Universal)	3.83	3.81	3.77	3.66	71.6	22.4	4.21	3.60	3.57	3.59	3.82	4.01	3.90
JIMMY EAT WORLD The Middle (DreamWorks)	3.69	3.71	3.77	3.68	72.9	21.4	3.92	3.52	3.60	3.88	3.49	3.64	3.71
EMINEM Without Me (Shady/Aftermath/Interscope)	3.65	3.80	3.82	3.64	73.4	25.9	3.62	3.76	3.58	3.70	3.50	3.69	3.72
VANESSA CARLTON A Thousand Miles (A&M/Interscope)	3.62	3.75	3.72	3.56	75.1	26.6	3.65	3.57	3.62	3.36	3.47	3.81	3.78
HP HOOBASTANK Running Away (Island/IDJMG)	3.61	3.65	3.40	3.30	40.3	6.2	3.87	3.33	3.61	3.53	3.59	3.73	3.61
MICHELLE BRANCH All You Wanted (Maverick/WB)	3.61	3.55	3.78	3.47	71.9	21.4	3.84	3.46	3.48	3.79	3.62	3.58	3.45
PINK Just Like A Pill (Arista)	3.61	—	—	—	52.2	9.5	3.78	3.39	3.58	3.32	3.72	3.72	3.73
LINKIN PARK In The End (Warner Bros.)	3.57	3.69	3.65	3.57	74.4	25.6	3.53	3.47	3.71	3.61	3.57	3.57	3.53
KROEGER & SCOTT Hero (Roadrunner/Columbia/IDJMG)	3.56	3.76	3.72	3.58	71.4	21.6	3.74	3.33	3.60	3.65	3.49	3.66	3.43
FAT JOE F/ASHANTI What's Luv? (Terror Squad/Atlantic)	3.53	3.63	3.56	3.39	72.9	28.4	3.70	3.45	3.38	3.33	3.38	3.78	3.58
PUDDLE OF MUDD Blurry (Flawless/Geffen/Interscope)	3.53	3.51	3.63	3.52	68.4	21.6	3.45	3.47	3.69	3.54	3.63	3.57	3.40
ASHANTI Foolish (Murder Inc./IDJMG)	3.52	3.52	3.53	3.49	69.9	31.1	3.81	3.34	3.31	3.35	3.43	3.72	3.53
CREED One Last Breath (Wind-up)	3.50	—	—	—	44.0	10.4	3.40	3.36	3.76	3.21	3.44	3.72	3.70
JENNIFER LOPEZ F/NAS I'm Gonna Be Alright (Epic)	3.47	3.53	3.54	3.27	62.4	16.7	3.82	3.24	3.21	3.38	3.55	3.51	3.45
AALIYAH More Than A Woman (BlackGround)	3.44	3.57	3.45	3.29	60.0	18.9	3.60	3.28	3.36	3.35	3.50	3.60	3.29
DEFAULT Wasting My Time (TVT)	3.42	3.52	3.41	3.39	71.6	24.6	3.40	3.12	3.77	3.44	3.29	3.53	3.41
P. DIIDDY... I Need A Girl (Bad Boy/Arista)	3.42	3.46	3.52	3.54	65.2	27.4	3.68	3.09	3.42	3.35	3.40	3.68	3.24
SHAKIRA Underneath Your... (Epic)	3.40	3.38	3.40	3.29	70.9	24.6	3.33	3.51	3.39	3.30	3.26	3.77	3.27
PINK Don't Let Me Get Me (Arista)	3.39	3.61	3.52	3.55	71.1	28.4	3.45	3.29	3.42	3.30	3.09	3.62	3.52
MARY J. BLIGE Rainy Dayz (MCA)	3.37	3.48	3.46	—	52.7	18.2	3.62	3.09	3.27	3.15	3.40	3.35	3.57
BRANDY Full Moon (Atlantic)	3.32	3.45	—	—	58.2	17.7	3.47	3.20	3.22	3.05	3.47	3.15	3.61
SHERYL CROW Soak Up The Sun (A&M/Interscope)	3.30	3.32	3.36	3.28	69.4	24.9	3.38	3.01	3.50	3.21	2.88	3.48	3.54
NO DOUBT Hella Good (Interscope)	3.29	3.34	3.22	3.37	71.6	29.4	3.24	3.11	3.55	3.51	2.90	3.35	3.37
CRAIG DAVID Walking Away (Wildstar/Atlantic)	3.27	3.50	3.57	3.33	54.2	15.7	3.55	3.01	3.14	3.33	3.29	3.23	3.23
DIRTY VEGAS Days Go By (Capitol)	3.24	3.31	2.92	3.04	74.6	25.6	3.06	3.25	3.42	3.13	3.41	3.18	3.24

CALLOUT AMERICA® Hot Scores

By ANTHONY ACAMPORA

Three songs make impressive debuts on Callout America this week as the survey returns after a hiatus following the recent holiday weekend.

Hoobastank— who have this week's Hit Potential track — debut at No. 6 overall with their top five Alternative smash "Running Away" (Island/IDJMG). "Running" ranks fourth with teens and an impressive seventh among women 25-34.

Pink pulls out a solid score for the third time in a row with "Just Like a Pill" (Arista). The single follows "Get the Party Started" and "Don't Let Me Get Me" by debuting in a tie for sixth overall. It also ranks eighth with teens and ninth 25-34.

Creed are back and off to a solid start with "One Last Breath" (Wind-up). "Breath" ranks a stellar second with women 25-34, scoring 3.76 and trailing **Default's** "Wasting My Time" (TVT) by .01 in the demo.

Avril Lavigne continues on her roll, far ahead of everyone with "Complicated" (Arista). "Complicated" is first with teens and women 18-24 and fourth 25-34.

Nelly seems to be setting records and hitting new heights every week. "Hot in Herre" (Fo' Reel/Universal) ranks second overall and with teens and is a solid third among women 18-24.

Talk about longevity: **Jimmy Eat World** continue to roll as "The Middle" (DreamWorks) ranks third with a 3.69. The track is third with teens, fifth 18-24 and eighth among 25-34s. Along with **Linkin Park's** "In the End" (Warner Bros.), "Middle" will be one of the year's most consistent hits.

Callout America is now available via e-mail! Contact moreinfo@radioandrecords.com if you'd like to make the switch from fax to e-mail.

Total sample size is 400 respondents with a +/-5 margin of error. Total average favorability estimates are based on a scale of 1-5 (1 = dislike very much, 5 = like very much). Total familiarity represents the percentage of respondents who recognized the song. Total burn represents the number of respondents who said they are tired of hearing the song. Songs must reach 40% familiarity before they appear in print. Hit Potential (HP) represents songs that have yet to chart in the top 25 on R&R's CHR/Pop chart. Sample composition is based on females aged 12-34, who responded favorably to a CHR/Pop musical montage in the following regions and markets: EAST: Boston, Nassau-Suffolk, New York, Philadelphia, Pittsburgh, Providence, Washington, DC. SOUTH: Atlanta, Dallas, Houston, Miami, San Antonio, Tampa. MIDWEST: Chicago, Cincinnati, Cleveland, Columbus, Detroit, Kansas City, Milwaukee, Minneapolis, St. Louis. WEST: Denver, Los Angeles, Portland, Sacramento, Salt Lake City, San Diego, San Francisco, Seattle. © 2002, R&R Inc.

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R&R CHR/Pop Top 50

July 19, 2002

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LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (9)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
2	1	AVRIL LAVIGNE Complicated (Arista)	9322	+706	1042846	9	134/0
1	2	NELLY Hot In Herre (Fo' Reel/Universal)	8624	-79	1000164	13	126/0
4	3	C. KROEGER F/J. SCOTT Hero (Roadrunner/Columbia/IDJMG)	8372	+337	888062	10	131/0
3	4	EMINEM Without Me (Shady/Aftermath/Interscope)	7953	-129	855892	11	130/0
9	5	DJ SAMMY & YANOU Heaven (Robbins)	6407	+502	752290	8	123/1
10	6	PINK Just Like A Pill (Arista)	6100	+661	657975	6	133/1
7	7	JENNIFER LOPEZ F/NAS I'm Gonna Be Alright (Epic)	6082	+91	668030	13	130/0
5	8	JIMMY EAT WORLO The Middle (DreamWorks)	5964	-256	612804	18	130/0
6	9	VANESSA CARLTON A Thousand Miles (A&M/Interscope)	5380	-638	515279	22	132/0
8	10	DIRTY VEGAS Days Go By (Capitol)	5264	-670	473945	13	133/0
11	11	P. OIOOY F/USHER & LOON I Need A Girl (Part One) (Bad Boy/Arista)	4491	-825	428984	16	125/0
12	12	NO DOUBT Hella Good (Interscope)	4435	-658	421960	16	133/0
13	13	ASHANTI Foolish (Murder Inc./IDJMG)	4402	-646	457496	18	129/0
14	14	FAT JOE F/ASHANTI What's Luv? (Terror Squad/Atlantic)	4148	-322	420778	20	123/0
16	15	SHERYL CROW Soak Up The Sun (A&M/Interscope)	3576	-153	294190	18	121/0
15	16	MICHELLE BRANCH All You Wanted (Maverick/WB)	3559	-612	408073	27	128/0
22	17	JOHN MAYER No Such Thing (Aware/Columbia)	3309	+381	388495	9	105/5
17	18	PINK Don't Let Me Get Me (Arista)	3271	-376	327597	23	132/0
21	19	SOLUNA For All Time (DreamWorks)	3264	+1	320580	14	124/2
19	20	PUDDLE OF MUDD Blurry (Flawless/Geffen/Interscope)	2991	-338	293678	26	127/1
20	21	CRAIG DAVID Walking Away (Wildstar/Atlantic)	2895	-400	404775	15	115/0
24	22	CAM'RON Oh Boy (Roc-A-Fella/IDJMG)	2752	+311	241159	6	91/5
27	23	KYLIE MINOGUE Love At First Sight (Capitol)	2660	+280	289012	6	119/5
23	24	BRANDY Full Moon (Atlantic)	2657	-198	237270	11	103/1
26	25	CREED One Last Breath (Wind-up)	2498	+107	184925	8	92/1
36	26	NELLY F/KELLY ROWLAND Dilemma (Fo' Reel/Universal)	2491	+1224	309196	2	78/28
33	27	MARIO Just A Friend 2002 (J)	2237	+492	211385	4	117/16
30	28	ENRIQUE IGLESIAS Don't Turn Off The Lights (Interscope)	2071	+151	231433	7	103/2
31	29	SEVEN AND THE SUN Walk With Me (Atlantic)	2065	+225	215624	8	98/4
29	30	ANASTACIA One Day In Your Life (Epic)	2002	+2	235496	9	113/1
35	31	BBMAK Out Of My Heart (Into Your...) (Hollywood)	1888	+377	215254	3	103/6
34	32	TRUTH HURTS F/RAKIM Addictive (Aftermath/Interscope)	1712	+116	167293	6	77/3
25	33	KELLY OSBOURNE Papa Don't Preach (Epic)	1596	-822	187431	8	100/0
28	34	MARY J. BLIGE Rainy Dayz (MCA)	1581	-753	137461	12	105/0
45	35	EVE F/ALICIA KEYS Gangsta Lovin' (Ruff Ryders/Interscope)	1545	+545	209934	2	101/17
Debut	36	VANESSA CARLTON Ordinary Day (A&M/Interscope)	1404	+708	175790	1	111/12
43	37	P. DIDDY F/GINUWINE I Need A Girl (Part II) (Bad Boy/Arista)	1391	+382	234080	2	72/8
50	38	DANIEL BEDINGFIELD Gotta Get Thru This (Island/IDJMG)	1389	+575	226724	2	81/30
38	39	NAUGHTY BY NATURE F/3LW Feels Good (Don't Worry...) (TVT)	1268	+191	129624	4	61/2
44	40	SHAKIRA Objection (Tango) (Epic)	1265	+263	129832	2	96/9
46	41	KHIA My Neck, My Back (Lick It) (Dirty Down/Artemis)	1258	+276	106849	3	57/4
37	42	BIG TYMERS Still Fly (Cash Money/Universal)	1178	+53	114754	5	54/5
49	43	OUR LADY PEACE Somewhere Out There (Columbia)	1172	+290	96154	2	70/5
32	44	AALIYAH More Than A Woman (BlackGround/Virgin)	1155	-606	146007	13	92/0
Debut	45	BRITNEY SPEARS Boys (Maverick/Reprise)	1129	+325	98554	1	68/8
41	46	B2K Gots Ta Be (Epic)	1040	+11	89870	4	66/2
47	47	A1 Caught In The Middle (Columbia)	1033	+73	77879	6	56/4
39	48	NICKELBACK Too Bad (Roadrunner/IDJMG)	986	-79	78769	16	63/0
40	49	GOO GOO DOLLS Here Is Gone (Warner Bros.)	964	-82	82301	18	88/0
42	50	B2K Uh Huh (Epic)	938	-85	86752	18	47/1

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 7/7-13. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 20 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. 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
GOO GOO DOLLS Big Machine (Warner Bros.)	48
BEENIE MAN F/JANET Feel It Boy (Virgin)	36
DANIEL BEDINGFIELD Gotta Get Thru This (Island/IDJMG)	30
MONICA All Eyes On Me (J)	30
NELLY F/KELLY ROWLAND Dilemma (Fo' Reel/Universal)	28
EMINEM Cleaning Out ... (Shady/Aftermath/Interscope)	22
EVE F/ALICIA KEYS Gangsta... (Ruff Ryders/Interscope)	17
ELVIS VS. JXL A Little Less Conversation (RCA)	17
MARIO Just A Friend 2002 (J)	16
VANESSA CARLTON Ordinary Day (A&M/Interscope)	12
MICHELLE BRANCH Goodbye To You (Maverick/WB)	12
DEF LEPPARD Now (Island/IDJMG)	12

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Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
NELLY F/KELLY ROWLAND Dilemma (Fo' Reel/Universal)	+1224
VANESSA CARLTON Ordinary Day (A&M/Interscope)	+708
AVRIL LAVIGNE Complicated (Arista)	+706
PINK Just Like A Pill (Arista)	+661
DANIEL BEDINGFIELD Gotta Get Thru This (Island/IDJMG)	+575
MICHELLE BRANCH Goodbye To You (Maverick/WB)	+568
EVE F/ALICIA KEYS Gangsta... (Ruff Ryders/Interscope)	+545
DJ SAMMY & YANOU Heaven (Robbins)	+502
MARIO Just A Friend 2002 (J)	+492
BEENIE MAN F/JANET Feel It Boy (Virgin)	+412

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
DEFAULT Wasting My Time (TVT)	2957
LINKIN PARK In The End (Warner Bros.)	2551
SHAKIRA Underneath Your Clothes (Epic)	2458
CALLING Wherever You Will Go (RCA)	2101
JENNIFER LOPEZ Ain't It Funny (Epic)	1927
NICKELBACK How You Remind Me (Roadrunner/IDJMG)	1789
MARY J. BLIGE Family Affair (MCA)	1688
'N SYNC Girlfriend (Jive)	1450
ENRIQUE IGLESIAS Escape (Interscope)	1266
JA RULE F/ASHANTI Always On ... (Murder Inc./IDJMG)	1182
KYLIE MINOGUE Can't Get You Out Of My Head (Capitol)	1155
USHER U Got It Bad (LaFace/Arista)	1152

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R&R CHR/Pop Top 50 Indicator

July 19, 2002

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	AVRIL LAVIGNE Complicated (Arista)	2936	+299	86726	8	50/0
1	2	C. KROEGER F/J. SCOTT Hero (Roadrunner/Columbia/IDJMG)	2902	+149	84827	9	51/0
5	3	NELLY Hot In Herre (Fo' Reel/Universal)	2361	+58	67370	11	49/0
4	4	DIRTY VEGAS Days Go By (Capitol)	2304	-59	67726	10	50/0
3	5	JIMMY EAT WORLD The Middle (DreamWorks)	2200	-205	65936	18	46/0
6	6	EMINEM Without Me (Shady/Aftermath/Interscope)	2170	-129	58431	10	44/0
10	7	DJ SAMMY & YANOU Heaven (Robbins)	2097	+347	63233	7	48/1
11	8	PINK Just Like A Pill (Arista)	2077	+360	62867	5	51/0
7	9	VANESSA CARLTON A Thousand Miles (A&M/Interscope)	1972	-127	57415	21	45/0
8	10	NO DOUBT Hella Good (Interscope)	1933	-67	54141	15	46/0
12	11	JENNIFER LOPEZ F/NAS I'm Gonna Be Alright (Epic)	1867	+202	56067	11	46/0
9	12	SHERYL CROW Soak Up The Sun (A&M/Interscope)	1811	-79	49200	18	48/1
15	13	SOLUNA For All Time (DreamWorks)	1736	+213	53234	18	50/1
16	14	JOHN MAYER No Such Thing (Aware/Columbia)	1563	+109	45756	9	48/2
18	15	CREED One Last Breath (Wind-up)	1500	+73	41703	8	47/1
14	16	ASHANTI Foolish (Murder Inc./IDJMG)	1500	-91	44427	16	42/0
13	17	P. DIDDY F/USHER & LOON I Need A Girl (Part One) (Bad Boy/Arista)	1445	-159	40712	14	37/0
17	18	MICHELLE BRANCH All You Wanted (Maverick/WB)	1288	-164	38130	26	37/0
21	19	ENRIQUE IGLESIAS Don't Turn Off The Lights (Interscope)	1266	+187	36384	7	47/0
19	20	CRAIG DAVID Walking Away (Wildstar/Atlantic)	1200	-209	37329	14	36/0
22	21	BRANDY Full Moon (Atlantic)	1146	+81	31031	11	42/0
26	22	SEVEN AND THE SUN Walk With Me (Atlantic)	1091	+196	32072	8	46/2
27	23	KYLIE MINOGUE Love At First Sight (Capitol)	1006	+121	31647	6	42/3
23	24	PUDDLE OF MUDD Blurry (Flawless/Geffen/Interscope)	972	-35	26869	26	33/0
29	25	BBMAK Out Of My Heart (Into Your...) (Hollywood)	910	+223	25961	2	43/1
25	26	PINK Don't Let Me Get Me (Arista)	883	-44	27749	21	31/1
24	27	FAT JOE F/ASHANTI What's Luv? (Terror Squad/Atlantic)	843	-84	22961	20	32/0
33	28	VANESSA CARLTON Ordinary Day (A&M/Interscope)	799	+304	22744	2	48/2
31	29	CAM'RON Oh Boy (Roc-A-Fella/IDJMG)	642	+60	17985	3	35/2
28	30	KELLY OSBOURNE Papa Don't Preach (Epic)	619	-152	17389	6	25/1
39	31	MARIO Just A Friend 2002 (J)	568	+180	13636	2	34/6
32	32	ANASTACIA One Day In Your Life (Epic)	564	+35	16871	6	22/0
35	33	HOOBASTANK Running Away (Island/IDJMG)	539	+82	15791	2	39/3
36	34	TRUTH HURTS F/RAKIM Addictive (Aftermath/Interscope)	477	+61	15637	4	35/3
40	35	SHAKIRA Objection (Tango) (Epic)	473	+95	10921	2	27/0
30	36	MARY J. BLIGE Rainy Dayz (MCA)	427	-199	9841	12	15/0
Debut	37	MICHELLE BRANCH Goodbye To You (Maverick/WB)	406	+348	12166	1	39/9
Debut	38	P. DIDDY F/GINUWINE I Need A Girl (Part II) (Bad Boy/Arista)	385	+192	12349	1	20/4
Debut	39	EVE F/ALICIA KEYS Gangsta Lovin' (Ruff Ryders/Interscope)	378	+211	12579	1	34/6
37	40	GOO GOO DOLLS Here Is Gone (Warner Bros.)	365	-46	12484	17	14/0
Debut	41	NELLY F/KELLY ROWLAND Dilemma (Fo' Reel/Universal)	353	+268	12124	1	29/19
50	42	DANIEL BEDINGFIELD Gotta Get Thru This (Island/IDJMG)	349	+125	8519	2	27/11
34	43	AALIYAH More Than A Woman (BlackGround)	305	-179	7263	10	12/0
Debut	44	OUR LADY PEACE Somewhere Out There (Columbia)	301	+78	8656	1	19/3
41	45	KACI Just An Old Boyfriend (Curb)	299	-51	6917	11	15/0
43	46	SOFIA LOELL Right Up Your Face (Curb)	288	-9	8259	5	29/0
46	47	KHIA My Neck, My Back (Lick It) (Dirty Down/Artemis)	276	+16	7043	4	22/1
Debut	48	ELVIS VS. JXL A Little Less Conversation (RCA)	274	+202	7411	1	22/5
Debut	49	BRITNEY SPEARS Boys (Maverick/Reprise)	256	+49	6115	1	20/5
38	50	UNWRITTEN LAW Seein' Red (Interscope)	250	-145	7911	8	12/0

51 CHR/Pop Indicator reports. Songs ranked by total plays for the airplay week of Sunday 7/7-Saturday 7/13.

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Most Added

ARTIST TITLE LABEL(S)	ADDS
GOO GOO DOLLS Big Machine (Warner Bros.)	25
NELLY F/KELLY ROWLAND Dilemma (Fo' Reel/Universal)	19
DANIEL BEDINGFIELD Gotta Get Thru This (Island/IDJMG)	11
DEF LEPPARD Now (Island/IDJMG)	11
MICHELLE BRANCH Goodbye To You (Maverick/WB)	9
BEENIE MAN F/JANET Feel It Boy (Virgin)	8
EVE F/ALICIA KEYS Gangsta Lovin' (Ruff Ryders/Interscope)	6
MARIO Just A Friend 2002 (J)	6
AURORA Dreaming (Groovilicious/Strictly Rhythm)	6
MDNICA All Eyez On Me (J)	6
ELVIS VS. JXL A Little Less Conversation (RCA)	5
BRITNEY SPEARS Boys (Maverick/Reprise)	5
P. DIDDY F/GINUWINE I Need A Girl (Part II) (Bad Boy/Arista)	4
CUTTING EDGE Love Police (Thunderquest)	4
KYLIE MINOGUE Love At First Sight (Capitol)	3
HOOBASTANK Running Away (Island/IDJMG)	3
TRUTH HURTS F/RAKIM Addictive (Aftermath/Interscope)	3
OUR LADY PEACE Somewhere Out There (Columbia)	3
NO DOUBT F/LADY SAW Underneath It All (Interscope)	3
VANESSA CARLTON Ordinary Day (A&M/Interscope)	2

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
PINK Just Like A Pill (Arista)	+360
MICHELLE BRANCH Goodbye To You (Maverick/WB)	+348
DJ SAMMY & YANOU Heaven (Robbins)	+347
VANESSA CARLTON Ordinary Day (A&M/Interscope)	+304
AVRIL LAVIGNE Complicated (Arista)	+299
NELLY F/KELLY ROWLAND Dilemma (Fo' Reel/Universal)	+268
BBMAK Out Of My Heart (Into Your...) (Hollywood)	+223
SOLUNA For All Time (DreamWorks)	+213
EVE F/ALICIA KEYS Gangsta... (Ruff Ryders/Interscope)	+211
JENNIFER LOPEZ F/NAS I'm Gonna Be Alright (Epic)	+202
ELVIS VS. JXL A Little Less Conversation (RCA)	+202
SEVEN AND THE SUN Walk With Me (Atlantic)	+196
P. DIDDY F/GINUWINE I Need A Girl (Part II) (Bad Boy/Arista)	+192
ENRIQUE IGLESIAS Don't Turn Off The Lights (Interscope)	+187
MARIO Just A Friend 2002 (J)	+180
C. KROEGER F/J. SCOTT Hero (Roadrunner/Columbia/IDJMG)	+149
DANIEL BEDINGFIELD Gotta Get Thru This (Island/IDJMG)	+125
KYLIE MINOGUE Love At First Sight (Capitol)	+121
JOHN MAYER No Such Thing (Aware/Columbia)	+109
ASHANTI Happy (Murder Inc./IDJMG)	+100
SHAKIRA Objection (Tango) (Epic)	+95
BEENIE MAN F/JANET Feel It Boy (Virgin)	+93
GOO GOO DOLLS Big Machine (Warner Bros.)	+88
HOOBASTANK Running Away (Island/IDJMG)	+82
BRANDY Full Moon (Atlantic)	+81
OUR LADY PEACE Somewhere Out There (Columbia)	+78
CREED One Last Breath (Wind-up)	+73
IRV GOTTI Down 4 U (Murder Inc./IDJMG)	+63
TRUTH HURTS F/RAKIM Addictive (Aftermath/Interscope)	+61
CAM'RON Oh Boy (Roc-A-Fella/IDJMG)	+60

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THE INDUSTRY'S NEWSPAPER

ON THE RECORD
with
Ike Douglas
MD, KMXF (Hot Mix 101.9)/
Fayetteville, AR



KMXF hails from the home of the Arkansas Razorbacks, Fayetteville. Being that we're in a college town, our listeners' music tastes tend to have a slight hip-hop lean, but we have no shortage of rock and pop fans. Right now it goes without saying that, over the last month or so, Eminem has, by far, been our most requested song, with Nelly's "Hot in Herre" taking second place. Also doing well for us are Kroeger and Scott's "Hero," Craig David's "Walking Away," Kylie Minogue's "Love at First

Sight" and Aaliyah's "More Than a Woman." There have been a few new names that have been good phoners lately as well, like Avril Lavigne's "Complicated." This is a great song that has taken off lately, and it's great for us all day long, especially with females. John Mayer's "No Such Thing" is also one of my favorites that we play right now. It's a song that sounds good all day long and connects with all demographics. We've also had lots of requests, young and old, for the remake of "Heaven" with DJ Sammy and, of course, Dirty Vegas' "Days Go By." There have also been a few surprises, like the new group LMNT, with "Juliet." It has not been huge on the charts, but it has been one of our top phoners. For a group with little exposure, I was surprised, but the hook of the song is so easy to remember, and it does wonders with the ladies. Also, Khia's "My Neck, My Back" has been big at night. I'm excited about the new Pink, "Just Like a Pill," and Vanessa Carlton's "Ordinary Day," both already doing well for us. And I think the new Eve/Alicia Keys, "Gangsta Lovin'," is going to be huge!

No. 1 is Arista's Avril Lavigne, trying to understand the difficulty of love in her No. 1 single "Complicated." Slipping to No. 2 is Nelly's "Hot in Herre" (Fo' Reel/Universal), while Kroeger & Scott's "Hero" (Roadrunner/Columbia/IDJMG) inches up to No. 3. Eminem's "Without Me" (Shady/Aftermath/Interscope) scoots down to No. 4, and DJ Sammy & Yanou's "Heaven" (Robbins) rises from 9-5 ... Entering the chart this week are Vanessa Carlton with "Ordinary Day" (A&M/Interscope) at No. 36 and Britney Spears with "Boys" (Maverick/Reprise/Jive) at No. 45. Carlton's +692 earns her the runner-up spot for Most Increased Plays ... The biggest chart move belongs to Island/IDJMG's Daniel Bedingfield, as "Gotta Get Thru This" jumps from 50-38 ... Following closely behind are two duets that each jump up 10 spots. Eve, featuring Alicia Keys' smooth vocals, jumps from 45-35 with "Gangsta Lovin'" (Ruff Ryders/Interscope), which increases 545 plays in its second week on the chart. Meanwhile, Nelly, aided by the incredible vocals of (who knew?) Destiny's Child member Kelly Rowland, moves from 36-26 with "Dilemma" (Fo' Reel/Universal). This joint tops the Most Increased Plays column with +1,217 in its second week on the chart. I'm hearing it every hour on the hour out here in Los Angeles.

CHR/Pop
ON THE RADIO

— Anthony Acampora, Director/Charts

ON THE RISE

ARTIST: **Def Leppard**
LABEL: **Island/IDJMG**

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



Def Leppard

In 1978 Def Leppard's debut EP, *Getcha Rocks Off*, became a word-of-mouth success in the U.K. and earned BBC airplay. After signing with AC/DC manager Peter Mensch, Def Leppard secured a contract with Mercury and released their full-length debut, *On Through the Night*, which became a hit in the U.K. and established a foothold in the U.S. Opening shows for Judas Priest, Ted Nugent, Pat Travers and AC/DC also helped the cause.

When the band returned home to play at the Reading Festival, the English crowd didn't put out the welcome mat. Instead, they greeted the band with a rain of tomatoes and beer cans, convinced that they'd sold out to the "Yankee dollar." In July '81 the group's second effort, *High 'n' Dry*, was released, with "sixth member" Robert John "Mutt" Lange as producer. "Bringing on the Heartbreak" earned heavy rotation on then-nascent MTV. Guitarist Pete Willis was kicked out of the band in July 1982 due to alcohol abuse, and former Girl guitarist Phil Collen joined up. Things really heated up for the band with 1983's *Pyromania*, which yielded the hit singles "Photograph" and "Rock of Ages" and launched the band to multi-Platinum superstar status.

The following year was truly a test for the group, after drummer Rick Allen lost his left arm in a New Year's Eve car accident. But the group soldiered on, with the drummer learning to play a customized electronic kit. After a slow start, 1987's followup to *Pyromania*, *Hysteria*, yielded seven singles and sold 15 million copies. Def Leppard were back on top. Sadly, another setback was around the corner: While recording the followup, guitarist Steve Clark died of an overdose of drugs and alcohol.

The band kept going, putting out 1992's *Adrenalize*, which sold 6 million copies. *Retro Active*, a 1993 collection of outtakes and leftovers spanning the group's career, went double Platinum. An impressive greatest hits collection, *Vault*, was released the following year with a new single, "When Love and Hate Collide," becoming their biggest U.K. hit. *Slang* was released in 1996.

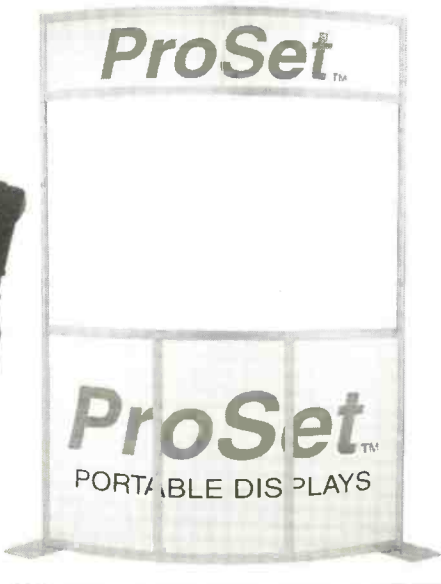
Joining the company of Pink Floyd, George Michael, Eric Clapton and The Beatles, Def Leppard received the Diamond Award in 1999, a new award honoring acts with individual albums that reach over 10 million sales in the U.S. Later that year *Euphoria* was released.

With such a storied past, Def Leppard are now on the eve of *X*. Their aptly titled 10th project is slated for a July 30 release. The debut single, "Now," is a high-spirited request to let love be. The song's urgency is accentuated by Collen's active guitar strumming and Joe Elliott's strong, controlled vocals. Will Def Leppard's latest effort perform as well as the band's past projects? I'd say, by the look of their track record, Platinum status is not in question — it's how many times Platinum *X* will go that is up in the air.

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Artist Title (Label)	TW	LW	Familiarity	Burn	TD	Familiarity	Burn
AVRIL LAVIGNE Complicated (Arista)	4.34	4.26	91%	16%	4.36	91%	15%
CHAD KROEGER F/JOSEY SCOTT Hero (Roadrunner/Columbia/IDJMG)	4.02	4.05	88%	24%	4.10	89%	24%
PINK Just Like A Pill (Arista)	4.00	3.98	87%	14%	3.96	87%	15%
MICHELLE BRANCH All You Wanted (Maverick/WB)	3.99	4.04	95%	38%	4.00	95%	41%
CRAIG DAVID Walking Away (Wildstar/Atlantic)	3.99	4.05	88%	20%	4.04	89%	19%
DJ SAMMY & YANOU Heaven (Robbins)	3.94	3.88	74%	17%	3.79	76%	20%
JOHN MAYER No Such Thing (Aware/Columbia)	3.94	3.77	69%	14%	3.94	70%	15%
JIMMY EAT WORLD The Middle (DreamWorks)	3.93	3.91	89%	32%	3.89	90%	31%
PINK Don't Let Me Get Me (Arista)	3.92	3.93	98%	47%	3.93	97%	46%
DEFAULT Wasting My Time (TVT)	3.90	3.91	85%	30%	3.98	85%	28%
VANESSA CARLTON A Thousand Miles (A&M/Interscope)	3.88	3.87	97%	49%	3.90	97%	51%
EMINEM Without Me (Shady/Aftermath/Interscope)	3.87	3.82	96%	36%	3.93	95%	36%
PUDDLE OF MUDD Blurry (Flawless/Geffen/Interscope)	3.80	3.84	92%	43%	3.90	92%	41%
NELLY Hot In Herre (Fo' Reel/Universal)	3.80	3.73	94%	33%	3.75	92%	33%
JENNIFER LOPEZ FEATURING NAS I'm Gonna Be Alright (Epic)	3.72	3.69	90%	28%	3.73	88%	28%
AALIYAH More Than A Woman (Blackground/Virgin)	3.70	3.67	84%	27%	3.68	84%	28%
SOLUNA For All Time (DreamWorks)	3.69	3.69	51%	10%	3.73	52%	9%
NO DOUBT Hella Good (Interscope)	3.69	3.73	96%	41%	3.74	95%	40%
CREED One Last Breath (Wind-up)	3.69	3.71	69%	16%	3.78	72%	13%
KYLIE MINDGUE Love At First Sight (Capitol)	3.59	-	64%	14%	3.38	63%	17%
FAT JOE F/ASHANTI What's Luv? (Terror Squad/Atlantic)	3.58	3.53	93%	53%	3.52	92%	53%
SHERYL CROW Soak Up The Sun (A&M/Interscope)	3.57	3.59	92%	33%	3.42	94%	37%
ANASTACIA One Day In Your Life (Epic)	3.56	3.59	57%	14%	3.54	55%	14%
ASHANTI Foolish (Murder Inc./IDJMG)	3.55	3.53	90%	47%	3.51	90%	46%
DIRTY VEGAS Days Go By (Capitol)	3.54	3.65	87%	32%	3.46	88%	34%
P. DIDDY F/USHER & LOON I Need A Girl (Part I) (Bad Boy/Arista)	3.52	3.43	94%	46%	3.44	92%	47%
KELLY OSBOURNE Papa Don't Preach (Epic)	3.52	3.43	95%	29%	3.53	95%	28%
BRANDY Full Moon (Atlantic)	3.47	3.45	81%	26%	3.45	79%	28%
MARY J. BLIGE Rainy Dayz (MCA)	3.45	3.36	81%	30%	3.41	79%	29%
CAM'RON Oh Boy (Roc-A-Fella/IDJMG)	3.30	-	64%	24%	3.38	61%	22%

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

HOOBASTANK Running Away (Island/IDJMG)
Total Plays: 876, Total Stations: 56, Adds: 6

MICHELLE BRANCH Goodbye To You (Maverick/WB)
Total Plays: 743, Total Stations: 87, Adds: 12

ELVIS VS. JXL A Little Less Conversation (RCA)
Total Plays: 739, Total Stations: 50, Adds: 17

CELINE DION I'm Alive (Epic)
Total Plays: 687, Total Stations: 58, Adds: 1

BEENIE MAN F/JANET Feel It Boy (Virgin)
Total Plays: 648, Total Stations: 73, Adds: 36

IRV GOTTI Down 4 U (Murder Inc./IDJMG)
Total Plays: 522, Total Stations: 27, Adds: 9

ASHANTI Happy (Murder Inc./IDJMG)
Total Plays: 495, Total Stations: 27, Adds: 11

BEYONCÉ Work It Out (Columbia)
Total Plays: 479, Total Stations: 21, Adds: 0

EMINEM Cleaning Out... (Shady/Aftermath/Interscope)
Total Plays: 430, Total Stations: 29, Adds: 22

AVANT Makin' Good Love (Magic Johnson/MCA)
Total Plays: 290, Total Stations: 23, Adds: 8

Songs ranked by total plays

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SPARKLE ON THE BEACH

WBBO (B985)/Monmouth-Ocean recently held its Free-B Beach Bash, which rocked the Seaside Heights Boardwalk. IDJMG/Island's Rubyhorse was one of the many bands who performed at the free concert. Pictured here (l-r) are Rubyhorse's Dave, WBBO night jock/MD Kid Knight, Rubyhorse's Decky, WBBO morning-show producer Jen Winter and Promotions Coordinator Chris Brown, Rubyhorse's Joe and (kneeling, in front) WBBO weekend jock Nate.



ALL THEY WANTED

WB/Maverick recording artist Michelle Branch performed at WKSE/Bufalo's big summer concert. Pictured here are (l-r) WB rep. Jeff Criden, WKSE PD Dave Universal, Branch and WKSE MD Brian B. Wilde.



DONTAY THOMPSON
dthompson@radioandrecords.com

Young And Talented

□ My day in the life of B2K

B2K are a group of young men with big dreams and aspirations. Discovered at an Epic Records showcase for new talent, the group members amazed record executives by having incredible stage presence at a young age.

Since then the smooth harmonies and hip-jerking performances of 17-year-olds **Omarion** and **Raz-B** and 16-year-olds **Lil' Fizz** and **J-Boog** have caused young girls — and some older women — to go crazy. I recently spent a full day with B2K in Las Vegas while they were in town to perform at KLUC/Las Vegas' Summer Jam. Below is an interview I did with them, and elsewhere on this page are a few photos.

R&R: Before you were discovered by Epic, how did you guys come together?

J-Boog: The group started off more than four years ago with just three members: me, Lil' Fizz and Raz-B. Then we got a new manager, Chris Stokes, who took over the project and brought in Omarion, who is the little brother of Batman from IMx, as well as my cousin.

We got in the studio and went to dance and vocal rehearsals, and then Chris took us to Max Gousse at Epic Records. We flew to New York and met with the heads of Sony — Tommy Mottola and Polly Anthony — and we did a showcase. Tommy signed us on the spot.

R&R: So, you met with these big label heads to be a part of the showcase, and you got signed on the spot. Didn't that trip you out?

Omarion: At first Tommy Mottola just came in the room and said, "It's nice to meet you." And then he said, "Go ahead." Polly Anthony wasn't even in the room yet. We performed, and he said, "Stop. Welcome to your new family." We were tripping.

R&R: Was material already done for an album?

Lil' Fizz: We had a demo, but the next step was to try to make a hit album. We wanted to give music that everybody could enjoy, not just teenagers. After we did the album, we had to choose a single. That was a real hard decision. Our label made the decision, picking "Uh Huh."

We then did the video and began our promotional tour, which included schools and radio-station concerts. It seemed like it did pretty well. And now we are about to go on tour with Lil' Bow Wow and IMx, starting July 25.

R&R: I've seen you guys perform a few times, and your stage presence is off the hook. Did you do a lot of talent shows or showcases? It seems like you

have been doing this for a long time.

Raz-B: I did talent shows with my brother. I was Loverboy, and he was Romance. We called ourselves Brothers 2. I've been around the business all my life. Chris Stokes, our manager, is my cousin.

R&R: With boy groups always coming and going, what do you feel sets you apart from so many other acts?

Raz-B: Good attitudes and reinventing ourselves on every album.

Lil' Fizz: We've established a relationship in the four years that we've been together. If we didn't have the music, we'd still be together — best friends for life. Aside from business, we have friendship.

Omarion: When we're onstage, we have unity. Everybody has a position in this group, and everybody plays that position to the fullest.

R&R: What are those positions?

Omarion: I'm the lead singer, J-Boog does what he does, Raz-B does what he does, and Lil' Fizz is the rapper.

R&R: As young men, how does it feel to have young, and sometimes older, women screaming your names while you are performing?

B2K: It makes us feel good!

J-Boog: We're zoned. That's the only time to really clear our minds. That's our outlet and our reward for all the work we do during the day, like the radio-station visits and homework. That's our reward: to perform.

R&R: How do you maintain your focus with all the radio visits, shows, various appearances, homework, photo shoots and traveling?

Omarion: We have a tutor who travels with us. She keeps us on point. It's not hard at all. We pretty much structure our day. If we have stuff to do throughout the day, we'll wake up that morning and do what we have to do. We always make time for school; we have to.

R&R: Omarion, I was watching television one day, and I swear I saw you in a cereal commercial.

Omarion: Yeah, I actually did a Pops commercial. And I did a McDonald's commercial. Just to let everybody know, B2K will be doing the acting thing. We're trying to win Grammys and Oscars.

R&R: How supportive is your family?

J-Boog: Our family is everywhere.

They may not get on the planes as much, but if it's somewhere local — where they can drive to or take a short flight — they'll come out. They support everything.

R&R: If you guys had to pick one song off your album that you love the most, which one would it be, and why?

Omarion: My favorite song is "Why I Love You." It's the third single to be released. We just shot the video with Eric White, who did "Uh Huh." It's a hot video.

Lil' Fizz: My favorite song is "Gots ta Be." It's for all the ladies, not just the younger ones; the older ones can relate to it too. Our album is not just for kids. You can be 60 years old and pick up our album and enjoy it.

Raz-B: My favorite song is "Hey Little Lady." IMx's production company, Platinum Status — along with my brother T. Scott — produced it. It's like a mackin' song, but the way we did it, it's like the 2002 mackin' version. I suggest everybody listen to that song.

J-Boog: I like "B2K Is Hot." That was the song we got to write. Platinum Status produced the beat. That was the first song we wrote together as B2K, and for it to make it on the album was crazy for us. We didn't expect that to happen. We have a writing company called Mighty Mites, and we have a girl group coming out for whom we are writing, called Tomboys.

Raz-B: They're the female B2K. Omarion: The girl group Tomboys is just sick! They're going to be with us on tour, since they are opening for us.

R&R: Who were some of the producers contributing to the album?

Raz-B: We worked with Tricky Stewart, who did "Uh Huh." We worked with Steve Russell, and The Underdogs did "Gots ta Be." Jermaine Dupri, The Characters and Bad Boy did the remix to "Uh Huh." We have a video out, a DVD that contains backstage footage of "Gots ta Be" and the "Uh Huh" video and never-before-seen interviews.

R&R: Lil' Fizz mentioned that people young and old relate to the album. Was that something you set out to do, or do your writers and A&R people get credit for that?

Raz-B: Kids our age are really mature these days. They see a lot more things than our parents may have

A B2K Day

Here are a few photographic highlights of the day I spent with B2K.



WHAT THE HELL ARE WE ABOUT TO DO?

That's exactly what I was thinking when Lil' Fizz (r) challenged fellow B2K member Omarion to a rock-climbing match at Gameworks on the Las Vegas Strip. After much bragging from Lil' Fizz about how he would beat anyone to the top, Omarion took the challenge.



YOU CAN DO! YOU CAN DO!

Once the race to the top began, disaster struck for Omarion. A minute into the rock-climbing challenge he lost his grip and couldn't regroup to catch Lil' Fizz. As Omarion and other spectators look on from the ground, Lil' Fizz makes his way to the top.



SPEED RACER

While Omarion and Lil' Fizz challenged each other in rock climbing, the other members of B2K played arcade games at Gameworks. Epic's Mike Liberman challenged J-Boog in Daytona 2 Racing, and Raz-B tried to be like Anakin Skywalker. He's pictured playing a game of Star Wars Racer as Epic Rhythm team member Natalie Simpson looks on.



SUMMER JAM III

It was definitely hot at KLUC/Las Vegas' Summer Jam III, what with a lineup that consisted of NBK, Master P, Lil' Bow Wow, Angelina, Naughty By Nature, Amanda Perez, Ja Rule and P. Diddy. When B2K hit the stage, the crowd of more than 17,000 went crazy. Before their performance the band caught up with Ja Rule to show him some love. Seen here are (l-r) B2K's J-Boog and Raz-B, Rule and B2K's Lil' Fizz and Omarion.

seen. Sixteen-year-olds in relationships — it's a little more serious than everybody thinks. We just try to speak about what goes on in teenage lives and not sugarcoat it. We keep it real.

R&R: For those who haven't seen

a B2K show, what can they expect?

J-Boog: Wild participation. Energy.

Raz-B: Dance, backstage passes, whatever, 110%!

Lil' Fizz: On the Bow Wow-IMx-B2K tour, you can expect pyro!

R&R CHR/Rhythmic Top 50

Powered By



July 19, 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)	5364	+61	807891	13	79/1
3	2	P. DIDDY F/GINUWINE I Need A Girl (Part II) (Bad Boy/Arista)	5104	+607	759349	8	79/1
2	3	CAM'RON Oh Boy (Roc-A-Fella/IDJMG)	4337	-170	610562	15	79/1
4	4	BIG TYMERS Still Fly (Cash Money/Universal)	4231	+42	601463	14	78/1
6	5	IRV GOTTI Down 4 U (Murder Inc./IDJMG)	3922	+514	604910	7	77/0
11	6	NELLY F/KELLY ROWLAND Dilemma (Fo' Reel/Universal)	3647	+1106	498721	3	36/8
5	7	EMINEM Without Me (Shady/Aftermath/Interscope)	3280	-426	467779	12	69/1
9	8	MARIO Just A Friend 2002 (J)	3214	+362	452583	12	72/1
7	9	TRUTH HURTS F/RAKIM Addictive (Aftermath/Interscope)	2811	-328	403493	16	76/1
8	10	JENNIFER LOPEZ F/NAS I'm Gonna Be Alright (Epic)	2750	-222	358930	15	60/1
12	11	ASHANTI Happy (Murder Inc./IDJMG)	2412	+478	373178	10	74/2
10	12	ASHANTI Foolish (Murder Inc./IDJMG)	2322	-391	283293	25	78/1
20	13	EVE F/ALICIA KEYS Gangsta Lovin' (Ruff Ryders/Interscope)	2221	+524	335647	3	75/5
21	14	N.O.R.E. Nothin' (Def Jam/IDJMG)	1878	+253	404972	8	58/3
18	15	ANGIE MARTINEZ If I Could Go (EastWest/EEG)	1807	+14	202880	8	63/1
19	16	B2K Gots Ta Be (Epic)	1773	-9	186982	13	65/1
13	17	FAT JOE F/ASHANTI What's Luv? (Terror Squad/Atlantic)	1721	-213	221798	26	75/0
16	18	AVANT Makin' Good Love (Magic Johnson/MCA)	1712	-87	166586	18	62/1
15	19	BRANDY Full Moon (Atlantic)	1675	-126	213631	15	60/1
17	20	P. DIDDY F/FUSHER & LOON I Need A Girl (Part One) (Bad Boy/Arista)	1559	-236	185722	21	76/1
30	21	EMINEM Cleaning Out My Closet (Shady/Aftermath/Interscope)	1525	+410	155979	4	58/25
14	22	JA RULE Down Ass Chick (Murder Inc./IDJMG)	1485	-381	158132	16	56/1
26	23	CLIPSE Grindin' (Star Trak/Arista)	1407	+174	223697	8	55/10
22	24	TWEET Call Me (Gold Mind/Elektra/EEG)	1392	-206	225544	12	58/1
24	25	AMERIE Why Don't We Fall In Love (Rise/Columbia)	1372	+76	139725	9	54/4
25	26	LUDACRIS Move Bitch (Def Jam South/IDJMG)	1295	+19	202995	8	44/4
23	27	KHIA My Neck, My Back (Lick It) (Dirty Down/Artemis)	1256	-189	201959	16	55/1
35	28	LIL' WAYNE Way Of Life (Cash Money/Universal)	1109	+152	122749	4	65/3
32	29	WYCLEF JEAN Two Wrongs (Columbia)	1090	+54	136394	7	46/2
34	30	TRICK DADDY In Da Wind (Slip 'N Slide/Atlantic)	1054	+85	87798	6	52/3
36	31	NAPPY ROOTS Po' Folks (Atlantic)	1048	+173	75646	5	51/1
27	32	MARY J. BLIGE Rainy Dayz (MCA)	1032	-176	118843	19	50/0
31	33	YING YANG TWINS Say I Yi Yi (Koch)	1006	-87	121684	18	50/1
29	34	MUSIQ Halfcrazy (Def Soul/IDJMG)	932	-197	128902	17	36/0
40	35	MONICA All Eyez On Me (J)	921	+258	95874	3	56/4
42	36	USHER Can U Help Me (LaFace/Arista)	848	+191	76876	2	48/4
33	37	DIRTY VEGAS Days Go By (Capitol)	840	-130	140181	13	33/0
39	38	ASHANTI Baby (Murder Inc./IDJMG)	833	+168	98754	5	3/0
44	39	3LW I Do (Wanna Get Close To You) (Epic)	774	+146	86710	2	45/7
Debut	40	FABOLOUS F/P. DIDDY & JAGGED.. Trade It All (Part II) (Epic)	744	+375	127607	1	39/5
38	41	SMILEZ AND SOUTHSTAR Who Wants This? (ARTISTdirect)	691	-32	49428	8	48/0
43	42	GINUWINE Stingy (Epic)	687	+57	112462	4	49/4
45	43	DANIEL BEDINGFIELD Gotta Get Thru This (Island/IDJMG)	620	+74	72320	3	22/3
Debut	44	BEENIE MAN F/JANET Feel It Boy (Virgin)	563	+352	63098	1	57/32
37	45	LADY MAY F/BLU CANTRELL Round Up (Arista)	562	-193	43654	7	37/0
46	46	YASMEEN Blue Jeans (Magic Johnson/MCA)	552	+31	49685	2	46/5
48	47	STYLES Goodtimes (Interscope)	536	+41	189324	2	19/3
Debut	48	FAITH EVANS Burnin' Up (Bad Boy/Arista)	500	+240	104643	1	35/1
49	49	JENE Get Into Something (Motown)	472	+8	32973	5	29/0
47	50	E-40 Automatic (Sick Wid' It/Live)	468	-32	76143	7	19/0

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 7/7-13. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 20 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. 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
BEENIE MAN F/JANET Feel It Boy (Virgin)	32
EMINEM Cleaning Out... (Shady/Aftermath/Interscope)	25
SCARFACE On My Block (Def Jam South/IDJMG)	25
TRINA F/TWEET No Panties (Slip 'N Slide/Atlantic)	16
DONELL JONES Put Me Down (Untouchables/LaFace/Arista)	12
CLIPSE Grindin' (Star Trak/Arista)	10
NELLY F/KELLY ROWLAND Dilemma (Fo' Reel/Universal)	8
3LW I Do (Wanna Get Close To You) (Epic)	7
EVE F/ALICIA KEYS Gangsta Lovin' (Ruff Ryders/Interscope)	5
YASMEEN Blue Jeans (Magic Johnson/MCA)	5
FABOLOUS F/P. DIDDY & JAGGED.. Trade It All (Part II) (Epic)	5
NAS F/AMERIE Rule (Columbia)	5
BONE THUGS-N-HARMONY Get Up And Get It (Epic)	5

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
NELLY F/KELLY ROWLAND Dilemma (Fo' Reel/Universal)	+1106
P. DIDDY F/GINUWINE I Need A Girl (Part II) (Bad Boy/Arista)	+607
EVE F/ALICIA KEYS Gangsta... (Ruff Ryders/Interscope)	+524
IRV GOTTI Down 4 U (Murder Inc./IDJMG)	+514
ASHANTI Happy (Murder Inc./IDJMG)	+478
EMINEM Cleaning Out... (Shady/Aftermath/Interscope)	+410
FABOLOUS F/P. DIDDY & JAGGED.. Trade It All (Part II) (Epic)	+375
MARIO Just A Friend 2002 (J)	+362
BEENIE MAN F/JANET Feel It Boy (Virgin)	+352
MONICA All Eyez On Me (J)	+258

New & Active

NAS F/AMERIE Rule (Columbia)	Total Plays: 443, Total Stations: 33, Adds: 5
SLUM VILLAGE Tainted (Barak/Capitol)	Total Plays: 430, Total Stations: 34, Adds: 3
NIVEA Don't Mess With My Man (Jive)	Total Plays: 409, Total Stations: 25, Adds: 4
JERZEE MONET Most High (DreamWorks)	Total Plays: 389, Total Stations: 35, Adds: 1
OJ QUIK Trouble (Bungalo)	Total Plays: 376, Total Stations: 17, Adds: 0
OJ SAMMY & YANOU Heaven (Robbins)	Total Plays: 373, Total Stations: 11, Adds: 2
LIL BOW WOW F/JD... Basketball (So So Def/Columbia)	Total Plays: 315, Total Stations: 23, Adds: 1
ARCHIE EVERSOLE We Ready (MCA)	Total Plays: 269, Total Stations: 16, Adds: 0
BRITNEY SPEARS Boys (Maverick/Reprise)	Total Plays: 256, Total Stations: 17, Adds: 1
LIL' FLIP The Way We Ball (Suckafree/Loud/Columbia)	Total Plays: 237, Total Stations: 12, Adds: 4

Songs ranked by total plays

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

SCARFACE

"ON MY BLOCK"

A Most Added at both Rhythm/Crossover & Urban!!!!
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With a total of over 70 stations combined!
Top 10 phones continue @ 92Q!

ADD! ADD! ADD! ADD!!!!

FROM THE FORTHCOMING ALBUM "THE FIX" IN STORES AUGUST 6TH

R&R Rhythmic Mix Show Top 30

July 19, 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 TRUTH HURTS f/RAKIM Addictive (Aftermath/Interscope)
- 8 IRV GOTTI PRESENTS Down 4 U (Murder Inc./Def Jam/IDJMG)
- 9 MARID Just A Friend 2002 (J)
- 10 LUDACRIS Move Bi**h (Def Jam South/IDJMG)
- 11 NELLY f/KELLY ROWLAND Dilemma (Fo' Reel/Universal)
- 12 EVE f/ALICIA KEYS Gangsta Lovin' (Ruff Ryders/IDJMG)
- 13 FABOLOUS F/P. DIDDY & JAGGED EDGE Trade It All Part II (Elektra/EEG)
- 14 ASHANTI Foolish (Murder Inc./Def Jam/IDJMG)
- 15 LIL' WAYNE Way Of Life (Cash Money/Universal)
- 16 ASHANTI Happy (Murder Inc./Def Jam/IDJMG)
- 17 STYLES Goodtimes (Ruff Ryders/Interscope)
- 18 JENNIFER LOPEZ f/NAS I'm Gonna Be Alright (Epic)
- 19 AMERIE Why Don't We Fall In Love (Rise/Columbia)
- 20 KHIA My Neck, My Back (Dirty Down/Artemis)
- 21 ANGIE MARTINEZ If I Could Go (EastWest/EEG)
- 22 FAITH EVANS f/MISSY ELLIOTT Burnin' Up (Bad Boy/Arista)
- 23 FAT JOE f/ASHANTI What's Luv (Terror Squad/Atlantic)
- 24 EMINEM Without Me (Shady/Aftermath/Interscope)
- 25 TWEET Call Me (Gold Mind/Elektra/EEG)
- 26 E-40 Automatic (Jive)
- 27 BEENIE MAN f/JANET Feel It Boy (Virgin)
- 28 SCARFACE Guess Who's Back (Def Jam South/IDJMG)
- 29 3LW I Do (Wanna Get...) (Epic)
- 30 YING YANG TWINS Say I Yi Yi (Koch)

Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 7/8-7/15/02.

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PHAT MIX SIX

- CAM'RON Hey Ma (Roc-A-Fella/IDJMG)
 NAS f/AMERIE Rule (Columbia)
 JIM CROW Holla At A Playa (ORCA/Interscope)
 FAITH EVANS f/MISSY ELLIOTT Burnin' Up (Bad Boy/Arista)
 SEAN PAUL Gimme The Light (VP)
 FOXY BROWN Stylin' (Def Jam/IDJMG)



I'm buggin' off of Cam'ron's new one, "Hey Ma" (Roc-A-Fella/IDJMG). I think it's plain and simple that this is a strong record. Give it a few listens and you'll fall in love with it. Also, there's a hot Talib Kweli and DJ Quik record on the *Soundbombing III* album called "Put It on the Air" (Rawkus/MCA). It's a complete Quik beat, and it kind of reminds me of an upbeat version of Tony Toni Tone's "Let's Get Down." This record is a banger!



Chino XL, Technitions



Jo Jo Lopez

I think "Feel It Boy" (Virgin) by Beenie Man and Janet is a great summer record! It's like "Girls Dem Sugar, Pt. 2," but with Janet instead of Mya. A hot dance record that's out right now is "At Night" (Defected) by Shakedown. Just like hip-hop, dance music has East Coast and West Coast records, and I think this is some hot dance flava for the West Coast. And if you ever played "Superthug" by N.O.R.E., you should play "Nothin'" (Def Jam/IDJMG). N.O.R.E. comes with it, and it's his best work to date.

Jo Jo Lopez, KSEQ/Fresno

There are two hot records out right now that are not only tight records, they have improved my game with the ladies. First, I gotta give my man Cam'ron props for coming out with "Hey Ma." The message in this song will give you an idea of how it's improved my game. Also, there is AZ's "Take It Off" (Motown). I think the title is self-explanatory, and need I say more? Shout-outs to all the mix-show DJs, B Lord and Fred Nice.



Cory Hill

Cory Hill (a.k.a. Dirty South DJ of the Year),
 WWBZ/Charleston, SC & Technitions



DJ Speed

Trick Daddy's "In da Wind" (Slip-N-Slide/Atlantic) is so hot, with Cee-Lo and Big Boy on it. This weekend I'm gonna play it about 10 or 15 times at every club I DJ at and shove it down the throats of all the people in the clubs. Also, Brian Sampson from ARTISTdirect told me to say I like Naam Brigade's "Early in the Game," and, hey, since I'm a man of my word, here you go: I love the Naam Brigade record (even though I haven't heard it yet).

DJ Speed, WBBM-FM/Chicago



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HOT 97 35x WPOW 45x WZMX 50x KXJM 45x
 KBBT 50x KQBT 35x WBTT 45x WNVZ 35x



Video Premiering this week on Direct Effect

ON THE RECORD

This Week's Hottest Music

Bruce The Moose MD, WBTT/FL Myers

Nappy Roots' "Po' Folks" (Atlantic): This is starting to blow up for us. It's approaching top 10 requests.

Rated R's "In Here Ta Nite" (241): This record is very catchy. Somebody needs to sign this artist — don't sleep on this record.



Trick Daddy

Nivea featuring Brian & Brandon Casey's "Don't Mess With My Man (Remix)" (Jive): This is hot and blowing up for us.

Beenie Man featuring Janet's "Feel It Boy" (Virgin): This is already getting top five phones.

John Christian

VP/Programming, Silverado Broadcasting & KWIN/Stockton

Amanda Perez's "Angel" (Universal): If "Never" worked for you, "Angel" will be a home-run record for you.

O.D.M.'s "Closer" (Independent): The phones is banging on O to the D to the M — and he doesn't even do nights on my station.

Elvis Vs. JXL's "A Little Less Conversation" (RCA): We're playing this in morning drive. It's been a top-selling single in the country. The King is back, and he never left the building.

Erika

PD, KCAQ/Oxnard

Truth Hurts featuring DJ Quik's "I'm Not Really Lookin'" (Aftermath/Interscope): I love this record! It's definitely a summer hit.

Amerie's "Why Don't We Fall in Love" (Rise/Columbia): We were the first station in the country to play this, back in March on *Love Pad* and in our new-music hour at night. Thanks to the big ears of Asst. PD Big Bear and our night jock, Quay.

Erik Bradley

MD, WBBM-FM/Chicago

Whitney Houston's "I Don't Care What You Say" (Arista): This song is nice.

Daniel Bedingfield's "Gotta Get Thru This" (Island/IDJMG): I believe this record is a smash!

Phil Becker

PD, WJFX/FL Wayne, IN

Nas featuring Amerie's "Rule" (Columbia): Nas could come to Ft. Wayne and do a mock lynching of Jay-Z and we would still play this song.

Beenie Man featuring Janet "Feel It Boy": Janet must have a thing for guys with dreadlocks. First it's Busta Rhymes and her, then her and Beenie Man. Being white sucks, 'cause I can't grow dreads, and now I can't do a song with Janet.

Dana Cortez

PD/MD, KMRK/Odessa, TX

Clipse's "Grinding (Remix)" (Star Trak/Arista):



Beenie Man & Janet



Amerie

This is a hard-core phat joint!

Nelly featuring Kelly Rowland's "Dilemma" (Universal): The ladies love it, and the guys are feeling it too.

Mr. Shadow's "West Coast Party" (Independent): Very street — the vibe on this record is strictly party!

Beata

MD, WLLD/Tampa

Ms. Jade featuring Timbaland & Nelly Furtado's "Ching Ching" (Beatclub/Interscope): Straight heat! I cannot stress "straight heat" enough! A Timbaland-produced track with Nelly Furtado on the hook. Straight heat!

Joe's "Wonderful Woman (All-Star Remix)" (Jive): Sounds like another "Stutter." This song is hot!

Skillz featuring Missy Elliott's "Crew Deep" (Rawkus/MCA): It's warming up for us in the mix, and I'd like to see it grow to regular rotation. I'm crossing my fingers.

Mark McCray

PD/MD, WMBX/West Palm Beach

Usher's "Can U Help Me" (LaFace/Arista): We're getting great early female response.

Nelly featuring Kelly Rowland's "Dilemma": It's already No. 1 phones.

Nappy Roots' "Po' Folks": This one's blowing up out of the mix show.

Diamond Dave

MD, KBTU/Monterey

Toni Braxton's "No More Loving" (Arista): This is off the hook!

Bone Thugs-N-Harmony featuring 3LW's "Get Up & Get It" (Epic): This is a great comeback for these guys. 3LW are on everything — what are they, Ja Rule?

Nas featuring Amerie's "Rule": This song should be a No. 1 record. I'm surprised it hasn't blown up already.

Greg Williams

PD, KDGS/Wichita

Mack 10's "Hittin' Switches" (D3): I love this song! Great beat — this track is hot.

Naughty By Nature's "Swing Swang" (TVT): This is a fuckin' smash!

Skillz featuring Missy Elliott's "Crew Deep": It's a fuckin' smash!

Lil' Flip's "The Way We Ball" (Suckafree/Loud/Columbia): Big Tymers hit big; now watch Lil' Flip. This one could achieve the same success. It is a sleeper that could be the big hit of the summer.

Trina featuring Tweet's "No Panties" (Slip-N-Slide/Atlantic): I like this track a lot.



Naughty By Nature

R Dub

MD, KOHT/Tucson

Nas featuring Amerie's "Rule": Smash! It's gonna hit big.

Bone Thugs-N-Harmony featuring 3LW's "Get Up & Get It": Sizzlin' hot — everybody's feelin' this one.

Naughty By Nature's "Swing Swang": These guys are back, and they ain't gonna be stopped. I like this better than "Feels Good," which was a home run for us.

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America's Best Testing CHR/Rhythmic Songs 12+ For The Week Ending 7/19/02.

Table with columns: Artist Title (Label), TW, LW, Familiarity, Burn, TD, Familiarity, Burn. Lists top CHR/Rhythmic songs for the week ending 7/19/02.

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.

HEADLINE RUSH

ARTIST: Beenie Man LABEL: Virgin



The last time we heard from dance-hall king Beenie Man, he and Mya were tearing up the charts with "Girls Dem Sugar."

Though he's only in his late 20s, Moses Davis, a.k.a. Beenie Man, has been in entertainment for more than two decades.

"Feel It Boy" is an amalgam of musical elements coming together flawlessly. Complementary Beenie Man's reggae-style verses are Janet's sweet-yet-sexy vocals on the catchy hook.

Reporters

Grid of reporter names and their monitored stations across various markets like Atlanta, Charlotte, Dallas, etc.

Monitored Reporters 95 Total Reporters

82 Total Monitored

13 Total Indicator 12 Current Indicator Playlists

Did Not Report For Two Consecutive Weeks; Data Not Used (1): KWWW/San Luis Obispo, CA

Stations and their adds listed alphabetically by market

Reporters

WAJZ/Albany, NY * PD/MD: Sugar Bear APD: Marie Cristal 11 TRUTH HURTS F/QUIK "Looking" 4 BEENIE MAN F/ANJET "Feel" HUSTLECHILD "Cool" NAS F/AMERIE "Rule" SCARFACE "Block"	WZZD/Birmingham, AL * PD: Rob Neal MD: Tabari Daniels 7 BEENIE MAN F/ANJET "Feel" 4 SHADES "Everything" BIG MOE "Playa" G. DEP "Everyday" HUSTLECHILD "Cool" DONELL JONES "Down" MACK 10 "Connected" SCARFACE "Block" SHADE SHEIST "Money" TRINA F/TWEET "Parties"	WPWX/Chicago, IL * PD: Jay Alan MD: Tracy Reynolds 24 NAS F/AMERIE "Rule" 3 USHER "Ride" 3 BEENIE MAN F/ANJET "Feel" 2 TRICK DADDY "Wind" 1 DONELL JONES "Down" 1 SCARFACE "Block" TRIN-I-TEE 5.7 "Hotz"	WROU/Dayton, OH * PD: Marco Simmons MD: Theo Smith 4 E-40 "City" 2 HUSTLECHILD "Cool" 1 BEENIE MAN F/ANJET "Feel" 1 SCARFACE "Block" DONELL JONES "Down" TRIN-I-TEE 5.7 "Hotz"	WJMI/Jackson, MS * PD/MD: Stan Branson 26 SCARFACE "Block" 4 TRINA F/TWEET "Parties" 1 HUSTLECHILD "Cool" 4 SHADES "Everything" BEENIE MAN F/ANJET "Feel" BIG MOE "Playa" DONELL JONES "Down" MACK 10 "Connected"	KIPR/Little Rock, AR * DMP/MD: Joe Booker 32 SCARFACE "Block" 3 TRINA F/TWEET "Parties" 1 MACK 10 "Connected" 1 SCARFACE "Block" 4 SHADES "Everything" BIG MOE "Playa" DONELL JONES "Down" MACK 10 "Connected"	WZHT/Montgomery, AL * PD: Darryl Elliott MD: Michael Long 18 3LW "Wanna" 10 TRINA F/TWEET "Parties" 9 SMILEZ AND SOUTHSTAR "Wants" BEENIE MAN F/ANJET "Feel" HUSTLECHILD "Cool"	WQOK/Raleigh-Durham, NC * PD: Cy Young MD: Sean Alexander 5 TRICK DADDY "Wind" ASHANTI "Baby"	WFUN/St. Louis, MO * PD: Mo Shay APD: Craig Black MD: Koa Koa Thai 29 TRICK DADDY "Wind" 6 FAITH EVANS "Burnin" EVE FALUJICA KEYS "Gangsta"
KBCF/Alexandria, LA * PD/MD: Kenny Smoov APD: Dell Banks 5 BEENIE MAN F/ANJET "Parties" 5 TRINA F/TWEET "Parties" 5 BEENIE MAN F/ANJET "Feel" 4 SHADES "Everything"	WBDT/Boston, MA * PD: Steve Gouby APD: Lamar Robinson MD: T. Clark TRICK DADDY "Wind" ASHANTI "Baby"	WZLW/Cleveland, OH * PD: Sam Syk 5 21 NORTH "Shuttle" 4 EVE FALUJICA KEYS "Gangsta" AALIYAH "Care"	WDTJ/Detroit, MI * VP/Prog.: Lance Patton OM: Monica Starr PD/MD: Spence 8 AVANT "Say" 8 AVANT "Say"	WRJH/Jackson, MS * PD: Steve Poston MD: Lili Home 6 BEENIE MAN F/ANJET "Feel" 2 SCARFACE "Block" 1 HUSTLECHILD "Cool" MACK 10 "Connected" TRINA F/TWEET "Parties" G. DEP "Everyday"	KKBT/Los Angeles, CA * PD: Rob Scorpio MD: Dorey Fuller 6 BEENIE MAN F/ANJET "Feel" 6 GINUWINE "Slip" 5 SMILEZ AND SOUTHSTAR "Wants" 5 SLUM VILLAGE "Tainted"	WQUE/New Orleans, LA * OM: Carla Boatner PD: Angela Watson 13 ASHANTI "Happy" 11 KHIA "Back"	WDXK/Rochester, NY * PD: Andre Marci MD: Kala O'Neal 7 NAS F/AMERIE "Rule" 7 BEENIE MAN F/ANJET "Feel" G. DEP "Everyday" DONELL JONES "Down" SCARFACE "Block"	WPHR/Syracuse, NY * PD: Butch Charles MD: Kenny Dies 13 BEENIE MAN F/ANJET "Feel" 9 HUSTLECHILD "Cool" 3 SCARFACE "Block"
KEGG/Alexandria, LA * OMP/MD: Jay Stevens MD: Wade Hampton 16 BIG MOE "Playa" 9 BEENIE MAN F/ANJET "Feel" TRINA F/TWEET "Parties" 4 SHADES "Everything"	WBLK/Buffalo, NY * PD/MD: Skip Dilard 13 BEENIE MAN F/ANJET "Feel" DONELL JONES "Down" SCARFACE "Block" TRINA F/TWEET "Parties" HUSTLECHILD "Cool"	WHXT/Columbia, SC * PD: Chris Conner MD: Bill Black 11 BEENIE MAN F/ANJET "Feel" 4 SCARFACE "Block" DONELL JONES "Down"	WJLB/Detroit, MI * PD: KJ Holiday APD/MD: Kris Kelley 6 BOYZ II MEN/EVANS "Reax" 5 E-40 "City" 1 SCARFACE "Block" BEENIE MAN F/ANJET "Feel" HUSTLECHILD "Cool" DONELL JONES "Down"	WRJH/Jackson, MS * PD: Steve Poston MD: Lili Home 6 BEENIE MAN F/ANJET "Feel" 2 SCARFACE "Block" 1 HUSTLECHILD "Cool" MACK 10 "Connected" TRINA F/TWEET "Parties" G. DEP "Everyday"	WZGB/Louisville, KY * PD: Mark Gumm MD: Gerald Harrison 10 SCARFACE "Block" TRICK DADDY "Wind"	WBLS/New York, NY * PD: Terry Brown MD: Denene Womack No Adds	WDMW/Rochester, NY * PD: Andre Marci MD: Kala O'Neal 7 NAS F/AMERIE "Rule" 7 BEENIE MAN F/ANJET "Feel" G. DEP "Everyday" DONELL JONES "Down" SCARFACE "Block"	WTMP/Tampa, FL * Interim PD: Big Money Ced Interim MD: Eric Storm 38 BEENIE MAN F/ANJET "Feel" 34 4 SHADES "Everything" 15 BIG MOE "Playa"
WHTA/Atlanta, GA * PD: Jerry Smokin' B APD: Ryan Cameron MD: Ramona Dubraux 1 EVE FALUJICA KEYS "Gangsta" PASTOR TROY "Gustin"	WWWZ/Charleston, SC * DMP/MD: Terry Base MD: Yanni O'Donohue 3 BEENIE MAN F/ANJET "Feel" 3 G. DEP "Everyday" 1 SCARFACE "Block" 4 SHADES "Everything" BIG MOE "Playa" DONELL JONES "Down"	WHXJ/Columbia, SC * PD: Chris Conner MD: Bill Black 11 BEENIE MAN F/ANJET "Feel" 4 SCARFACE "Block" DONELL JONES "Down"	WJMN/Detroit, MI * PD/MD: Tony Black 12 BEENIE MAN F/ANJET "Feel" 10 DO OR DIE "Damien" 10 TRINA F/TWEET "Parties" 7 BIG MOE "Playa" 4 SHADES "Everything"	WRJH/Jackson, MS * PD: Steve Poston MD: Lili Home 6 BEENIE MAN F/ANJET "Feel" 2 SCARFACE "Block" 1 HUSTLECHILD "Cool" MACK 10 "Connected" TRINA F/TWEET "Parties" G. DEP "Everyday"	WZLW/Cleveland, OH * PD: Sam Syk 5 21 NORTH "Shuttle" 4 EVE FALUJICA KEYS "Gangsta" AALIYAH "Care"	WJNC/Wilmington, NC * PD: Rod Cruise APD: Garrett Davis MD: Taylor Morgan 4 SCARFACE "Block" NAPPY ROOTS "Fols"	WDMW/Rochester, NY * PD: Andre Marci MD: Kala O'Neal 7 NAS F/AMERIE "Rule" 7 BEENIE MAN F/ANJET "Feel" G. DEP "Everyday" DONELL JONES "Down" SCARFACE "Block"	WJUC/Toledo, OH * PD: Charlie Mack MD: Nikki G 12 EVE FALUJICA KEYS "Gangsta" 3 SCARFACE "Block" 1 DONELL JONES "Down" 4 SHADES "Everything" BEENIE MAN F/ANJET "Feel" BIG MOE "Playa" BOYZ II MEN/EVANS "Reax" E-40 "City" G. DEP "Everyday" HUSTLECHILD "Cool" MACK 10 "Connected" TRINA F/TWEET "Parties"
WVFA/Atlanta, GA * OMP/MD: Ron Thomas APD: Mojo 1 LIL WAYNE "Lil" 1 TRICK DADDY "Wind" 1 GINUWINE "Slip" EVE FALUJICA KEYS "Gangsta"	WPEG/Charlotte, NC * PD: Terri Avery MD: Nate Duick 15 NAS F/AMERIE "Rule" 16 TRINA F/TWEET "Parties" 4 BEENIE MAN F/ANJET "Feel" 4 DONELL JONES "Down" 2 SCARFACE "Block" 3LW "Wanna" PASTOR TROY "Gustin" YING YANG TINGS "Myself"	WFXE/Columbus, GA * PD: Michael Soul 15 TRUTH HURTS F/QUIK "Looking" 16 TRINA F/TWEET "Parties" 7 BEENIE MAN F/ANJET "Feel" 6 CEE-LO "Party" 5 BLACK COFFEY/JACKSON "Boyz" 5 DONELL JONES "Down" 5 NAS F/AMERIE "Rule" 4 SCARFACE "Block" 3 BIG MOE "Playa" 2 HUSTLECHILD "Cool"	WZZZ/Flint, MI * PD/MD: Chris Reynolds BEENIE MAN F/ANJET "Feel" MASTER P "Block" SCARFACE "Block"	WRJH/Jackson, MS * PD: Steve Poston MD: Lili Home 6 BEENIE MAN F/ANJET "Feel" 2 SCARFACE "Block" 1 HUSTLECHILD "Cool" MACK 10 "Connected" TRINA F/TWEET "Parties" G. DEP "Everyday"	WVFA/Atlanta, GA * OMP/MD: Ron Thomas APD: Mojo 1 LIL WAYNE "Lil" 1 TRICK DADDY "Wind" 1 GINUWINE "Slip" EVE FALUJICA KEYS "Gangsta"	WVIZ/Indianapolis, IN * PD: Keith Landecker MD: Magie 15 SCARFACE "Block" 7 BEENIE MAN F/ANJET "Feel" 17 TRINA F/TWEET "Parties" 4 BEENIE MAN F/ANJET "Feel" 4 DONELL JONES "Down" 2 SCARFACE "Block" 3LW "Wanna" PASTOR TROY "Gustin" YING YANG TINGS "Myself"	WVIZ/Indianapolis, IN * PD: Keith Landecker MD: Magie 15 SCARFACE "Block" 7 BEENIE MAN F/ANJET "Feel" 17 TRINA F/TWEET "Parties" 4 BEENIE MAN F/ANJET "Feel" 4 DONELL JONES "Down" 2 SCARFACE "Block" 3LW "Wanna" PASTOR TROY "Gustin" YING YANG TINGS "Myself"	WVIZ/Indianapolis, IN * PD: Keith Landecker MD: Magie 15 SCARFACE "Block" 7 BEENIE MAN F/ANJET "Feel" 17 TRINA F/TWEET "Parties" 4 BEENIE MAN F/ANJET "Feel" 4 DONELL JONES "Down" 2 SCARFACE "Block" 3LW "Wanna" PASTOR TROY "Gustin" YING YANG TINGS "Myself"
WPRW/Augusta, GA * PD: Tim Sneli MD: Nighttrain 14 BEENIE MAN F/ANJET "Feel" 3 SCARFACE "Block" DONELL JONES "Down" TRINA F/TWEET "Parties" BIG MOE "Playa"	WJTT/Chattanooga, TN * PD: Keith Landecker MD: Magie 15 SCARFACE "Block" 7 BEENIE MAN F/ANJET "Feel" 17 TRINA F/TWEET "Parties" 4 BEENIE MAN F/ANJET "Feel" 4 DONELL JONES "Down" 2 SCARFACE "Block" 3LW "Wanna" PASTOR TROY "Gustin" YING YANG TINGS "Myself"	WCKX/Columbus, OH * PD: Paul Strong MD: Warren Stevens 10 GINUWINE "Slip" 4 TRICK DADDY "Wind" 2 EVE FALUJICA KEYS "Gangsta" 1 SCARFACE "Block"	WZZZ/Flint, MI * PD/MD: Chris Reynolds BEENIE MAN F/ANJET "Feel" MASTER P "Block" SCARFACE "Block"	WRJH/Jackson, MS * PD: Steve Poston MD: Lili Home 6 BEENIE MAN F/ANJET "Feel" 2 SCARFACE "Block" 1 HUSTLECHILD "Cool" MACK 10 "Connected" TRINA F/TWEET "Parties" G. DEP "Everyday"	WVFA/Atlanta, GA * OMP/MD: Ron Thomas APD: Mojo 1 LIL WAYNE "Lil" 1 TRICK DADDY "Wind" 1 GINUWINE "Slip" EVE FALUJICA KEYS "Gangsta"	WVIZ/Indianapolis, IN * PD: Keith Landecker MD: Magie 15 SCARFACE "Block" 7 BEENIE MAN F/ANJET "Feel" 17 TRINA F/TWEET "Parties" 4 BEENIE MAN F/ANJET "Feel" 4 DONELL JONES "Down" 2 SCARFACE "Block" 3LW "Wanna" PASTOR TROY "Gustin" YING YANG TINGS "Myself"	WVIZ/Indianapolis, IN * PD: Keith Landecker MD: Magie 15 SCARFACE "Block" 7 BEENIE MAN F/ANJET "Feel" 17 TRINA F/TWEET "Parties" 4 BEENIE MAN F/ANJET "Feel" 4 DONELL JONES "Down" 2 SCARFACE "Block" 3LW "Wanna" PASTOR TROY "Gustin" YING YANG TINGS "Myself"	WVIZ/Indianapolis, IN * PD: Keith Landecker MD: Magie 15 SCARFACE "Block" 7 BEENIE MAN F/ANJET "Feel" 17 TRINA F/TWEET "Parties" 4 BEENIE MAN F/ANJET "Feel" 4 DONELL JONES "Down" 2 SCARFACE "Block" 3LW "Wanna" PASTOR TROY "Gustin" YING YANG TINGS "Myself"
WEMX/Baton Rouge, LA * OM: James Alexander PD/MD: Adrian Long 13 BEENIE MAN F/ANJET "Feel" 4 BIG MOE "Playa" 1 MYSTICAL "Feel" 1 SCARFACE "Block" DONELL JONES "Down"	WGCJ/Chicago, IL * OMP/MD: Eloy Smith APD/MD: Tiffany Green 17 NELLY/KING/RANDALL "Dilemma" MARINE "Close" SCARFACE "Block"	WCKX/Columbus, OH * PD: Paul Strong MD: Warren Stevens 10 GINUWINE "Slip" 4 TRICK DADDY "Wind" 2 EVE FALUJICA KEYS "Gangsta" 1 SCARFACE "Block"	WZZZ/Flint, MI * PD/MD: Chris Reynolds BEENIE MAN F/ANJET "Feel" MASTER P "Block" SCARFACE "Block"	WRJH/Jackson, MS * PD: Steve Poston MD: Lili Home 6 BEENIE MAN F/ANJET "Feel" 2 SCARFACE "Block" 1 HUSTLECHILD "Cool" MACK 10 "Connected" TRINA F/TWEET "Parties" G. DEP "Everyday"	WVFA/Atlanta, GA * OMP/MD: Ron Thomas APD: Mojo 1 LIL WAYNE "Lil" 1 TRICK DADDY "Wind" 1 GINUWINE "Slip" EVE FALUJICA KEYS "Gangsta"	WVIZ/Indianapolis, IN * PD: Keith Landecker MD: Magie 15 SCARFACE "Block" 7 BEENIE MAN F/ANJET "Feel" 17 TRINA F/TWEET "Parties" 4 BEENIE MAN F/ANJET "Feel" 4 DONELL JONES "Down" 2 SCARFACE "Block" 3LW "Wanna" PASTOR TROY "Gustin" YING YANG TINGS "Myself"	WVIZ/Indianapolis, IN * PD: Keith Landecker MD: Magie 15 SCARFACE "Block" 7 BEENIE MAN F/ANJET "Feel" 17 TRINA F/TWEET "Parties" 4 BEENIE MAN F/ANJET "Feel" 4 DONELL JONES "Down" 2 SCARFACE "Block" 3LW "Wanna" PASTOR TROY "Gustin" YING YANG TINGS "Myself"	WVIZ/Indianapolis, IN * PD: Keith Landecker MD: Magie 15 SCARFACE "Block" 7 BEENIE MAN F/ANJET "Feel" 17 TRINA F/TWEET "Parties" 4 BEENIE MAN F/ANJET "Feel" 4 DONELL JONES "Down" 2 SCARFACE "Block" 3LW "Wanna" PASTOR TROY "Gustin" YING YANG TINGS "Myself"
KTCX/Sauntom, TX * OM: Jim West PD/MD: Chris Clay 9 BEENIE MAN F/ANJET "Feel" HUSTLECHILD "Cool" DONELL JONES "Down" SCARFACE "Block"	WGCJ/Chicago, IL * OMP/MD: Eloy Smith APD/MD: Tiffany Green 17 NELLY/KING/RANDALL "Dilemma" MARINE "Close" SCARFACE "Block"	WCKX/Columbus, OH * PD: Paul Strong MD: Warren Stevens 10 GINUWINE "Slip" 4 TRICK DADDY "Wind" 2 EVE FALUJICA KEYS "Gangsta" 1 SCARFACE "Block"	WZZZ/Flint, MI * PD/MD: Chris Reynolds BEENIE MAN F/ANJET "Feel" MASTER P "Block" SCARFACE "Block"	WRJH/Jackson, MS * PD: Steve Poston MD: Lili Home 6 BEENIE MAN F/ANJET "Feel" 2 SCARFACE "Block" 1 HUSTLECHILD "Cool" MACK 10 "Connected" TRINA F/TWEET "Parties" G. DEP "Everyday"	WVFA/Atlanta, GA * OMP/MD: Ron Thomas APD: Mojo 1 LIL WAYNE "Lil" 1 TRICK DADDY "Wind" 1 GINUWINE "Slip" EVE FALUJICA KEYS "Gangsta"	WVIZ/Indianapolis, IN * PD: Keith Landecker MD: Magie 15 SCARFACE "Block" 7 BEENIE MAN F/ANJET "Feel" 17 TRINA F/TWEET "Parties" 4 BEENIE MAN F/ANJET "Feel" 4 DONELL JONES "Down" 2 SCARFACE "Block" 3LW "Wanna" PASTOR TROY "Gustin" YING YANG TINGS "Myself"	WVIZ/Indianapolis, IN * PD: Keith Landecker MD: Magie 15 SCARFACE "Block" 7 BEENIE MAN F/ANJET "Feel" 17 TRINA F/TWEET "Parties" 4 BEENIE MAN F/ANJET "Feel" 4 DONELL JONES "Down" 2 SCARFACE "Block" 3LW "Wanna" PASTOR TROY "Gustin" YING YANG TINGS "Myself"	WVIZ/Indianapolis, IN * PD: Keith Landecker MD: Magie 15 SCARFACE "Block" 7 BEENIE MAN F/ANJET "Feel" 17 TRINA F/TWEET "Parties" 4 BEENIE MAN F/ANJET "Feel" 4 DONELL JONES "Down" 2 SCARFACE "Block" 3LW "Wanna" PASTOR TROY "Gustin" YING YANG TINGS "Myself"

* Monitored Reporters

77 Total Reporters

66 Total Monitored

11 Total Indicator



Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
JAHEIM Anything (Divine Mill/WB)	860
BUSTA RHYMES Pass The Courvoisier (Part II) (J)	755
AVANT Makin' Good Love (Magic Johnson/MCA)	671
FAITH EVANS I Love You (Bad Boy/Arista)	448
TWEET Oops (Oh My) (Gold Mind/Elektra/EEG)	437
FAT JOE F/ASHANTI What's Luv? (Terror Squad/Atlantic)	428
MR. CHEEKS Lights, Camera, Action (Universal)	400
AALIYAH Rock The Boat (BlackGround)	371
JERMANE DUPRI F/LUDACRIS Welcome To Atlanta (So So Def/Columbia)	365
AALIYAH More Than A Woman (BlackGround)	358
KEKE WYATT Nothing In This World (MCA)	336
JENNIFER LOPEZ Ain't It Funny (Epic)	309
BEANIE SIGEL & FREEWAY Roc The Mic (Roc-A-Fella/IDJMG)	291
MAXWELL This Woman's Work (Columbia)	286
NAPPY ROOTS Awnaw (Atlantic)	260
JA RULE F/ASHANTI Always On Time (Murder Inc./IDJMG)	256
USHER U Got It Bad (LaFace/Arista)	248
GINUWINE Differences (Epic)	234
LUDACRIS Saturday (Oooh! Oooh!) (Def Jam South/IDJMG)	226
FAT JOE We Thuggin' (Terror Squad/Atlantic)	218

Indicator

Most Added.

BEENIE MAN F/ANJET Feel It Boy (Virgin)
BIG MOE Confidential Playa (Priority/Capitol)
TRINA F/TWEET No Panties (Slip 'N Slide/Atlantic)
4 SHADES Everything (Real Deal)
DO OR DIE Diamenz (Virgin)
STYLES Goodtimes (Interscope)
BLACK COFFEY F/ROB JACKSON Country Boyz (Motown)
HUSTLECHILD I'm Cool (Elektra/EEG)
SCARFACE On My Block (Def Jam South/IDJMG)
SMILEZ AND SOUTHSTAR Who Wants This? (ARTISTdirect)
TANK One Man (BlackGround)
FAITH EVANS Burnin' Up (Bad Boy/Arista)
3LW I Do (Wanna Get Close To You) (Epic)
P. DIDDY F/GINUWINE I Need A Girl (Part II) (Bad Boy/Arista)
CEE-LO Gettin' Grown (LaFace/Arista)
DONELL JONES Put Me Down (Untouchables/LaFace/Arista)
NAS F/AMERIE Rule (Columbia)
R. KELLY Heaven I Need A Hug (Jive)
TRUTH HURTS F/DJ QUIK I'm Not Really Looking (Aftermath/Interscope)



KASHON POWELL

kpowell@radioandrecords.com

What They Really Want

□ What do women expect from Urban and Urban AC radio?

How many men have asked the question "What do women really want?" Well, radio continues to ask the same thing.

A recent Arbitron study revealed some really interesting information about what women who listen to Urban and Urban AC radio really desire from their radio stations. More than a thousand women between the ages of 18 and 54 were interviewed, and one of the things the study revealed was that these listeners truly use the radio as a source of information.

Seventy-two percent of the Urban and Urban AC listeners interviewed strongly agree that weather reports are important, compared to 52% for other formats. Sixty-five percent of the women said they tune in to hear the traffic, and 54% listen for news and news headlines. Sixty-two percent listen to get information on community activities.

These women love to hear contests with a chance to win prizes, but, surprisingly, they don't necessarily care to participate. Forty-five percent of the women surveyed said contests are "fun to listen to," even if they don't play. Only 23% of other formats' listeners agreed. Twenty-one percent of all women interviewed said they would tune out during contests, but only 12% of Urban and Urban AC women said they'd tune out. So contests should be attention-grabbing for the women who don't want to take part but do want to listen.

It seems as though air personalities' role for listeners has not changed much over the years: Personalities must continue to produce an atmosphere that adds amusement to listeners' lives. A majority of the females interviewed said funny air personalities are important to them, with 62% saying "Funny DJs/air personalities" are the reason they tune in. Funny features, comedy and jokes are also among these women's reasons for listening, and more than half believe radio should make them laugh.

In addition, a majority of female Urban listeners use the radio to change their mood, especially when they are at work. More than half of the women surveyed said radio eases their stress at work, and nearly 80% agreed that they listen to the radio to relax.

With music one of the most important factors in radio, it's no sur-

prise that 87% of Urban/Urban AC listeners regard "music I like" as being very important to them. Eighty-two percent of Urban/Urban AC women said hearing their favorite older songs is something that will make them listen to the radio, and 15% said that what they "like, even love" about radio are the "classic/oldies" songs.

What's That Song?

It appears that song identification is more important to women who prefer the Urban and Urban AC formats than it is to female listeners of any other format. Seventy percent of Urban/Urban AC women don't think radio stations announce song

A majority of female Urban listeners use the radio to change their mood, especially when they are at work.

titles enough. It has already been established that women use the radio as a source of information, so information, in this instance, could mean announcing artists and song titles, as well as telling listeners more about the artists.

Of course, too many spots will probably always be a major complaint from listeners about any commercial radio station, and in the Arbitron study it was the No. 1 reason given for tuning out. Seventy-three percent of Urban and Urban AC's female listeners agreed that hearing too many commercials will cause them to tune out or turn off.

Programmers must consistently monitor station spotloads — and station promos as well, because, as we all know, listeners consider everything that isn't music to be a commercial. Another key complaint among listeners: too much talk. Sixty-eight percent of the women

surveyed said too much talk will cause them to tune out.

Women like call-in shows that give advice, and they like them even if they don't agree with the air personalities. Almost one-third of the Urban/Urban AC women interviewed said they listen to radio for "advice on relationships, including sexual concerns." They also seem to like the controversial shows: Twenty-two percent will listen to "hear programs with opinions they don't agree with," compared to 10% in other formats.

Make The Connection

It goes without saying that programmers must constantly monitor the content of the music they're playing and what the air personalities are saying. Women say they are concerned about what's on the air's being appropriate for children, with 65% saying they think radio should "broadcast things that are OK to listen to with the kids." Fifty-five percent said they will not listen if they feel the content is not good for their kids to hear.

It looks as though radio's traditional advertising method, TV, is still an excellent vehicle. Seventy-eight percent of Urban/Urban AC women, the most for any format, say television is a great way for radio to reach them.

Radio makes a great connection with the audience when listeners feel like the people on the air are their friends and if they feel like they really know the air personalities. Women generally develop relationships with their favorite radio stations. Twenty-six percent of the Urban and Urban AC listeners surveyed said they'd like it if people from radio stations visited their workplace; that's compared to 15% for other formats. Almost 20% of Urban/Urban AC women think of their favorite air personalities as friends.

And, of course, they want fewer commercials and less talk. Women want the air personalities to make them laugh and to help them relax. And women who listen to Urban and Urban AC are definitely saying great things about radio — far more than women who listen to any other format.

KP'S KORNER

This week we take a trip to the west side as we shine our spotlight on **Kesha Monk** of KKBT/Los Angeles.

Kesha, midday host at KKBT, is a phenomenal radio personality and a talented vocalist and instrumentalist, and it was no surprise that she would embrace a career that involved her passion for music. Kesha is a product of a musical family: Both her parents were professional gospel recording artists, and she's the great-niece of legendary jazz musician Thelonious Monk. She attended the world-acclaimed High School of Performing Arts in Manhattan, where she studied instrumental music and played the bassoon in various citywide orchestras.



Kesha Monk

This Queens, NY native is a graduate of Shaw University in Raleigh. During her last year in college she changed her major from music education to mass communications because of her fascination with the broadcast industry. She couldn't seem to stay away from the college radio station, and that's where it all started. Upon graduation, Kesha landed her first gig, as the afternoon personality at WAUG/Raleigh. She later took a seasonal part-time opportunity at WFXC & WFXX/Raleigh and, following a brief stay there, was hired by WQOK/Raleigh as its full-time *Quiet Storm* host. Her smooth and sultry vocal skills led to No. 1 finishes for seven consecutive ratings periods.

In 1999 Kesha ventured to WJZZ/Pittsburgh, where she took the airwaves by storm. A huge leap of faith allowed her to quit that position for a shot on the New York airwaves, and she accepted a part-time position at WRKS. A month later management saw her vision and placed her in the morning chair next to Isaac Hayes and comedian George Wallace. Finally, Radio One made Kesha an offer she could not refuse: the midday position at KKBT.

Kesha is a member of the National Association of Black Female Executives in Music and Entertainment and Delta Sigma Theta sorority. Her passion for the broadcast industry, her tireless energy, her undying determination and her dedication make her one of the nation's most dynamic broadcast personalities.



THEY'RE BACK

Onyx pose with the WAJZ/Albany, NY crew. Seen here are (l-r) Koch Records regional Marlo Martin-Jackson, Onyx's Sticky Fingaz, WAJZ PD Sugar Bear and mixer DJ Biz. Onyx's Fredro Starr and WAJZ personality Baby Bear.



JUST MY FRIEND

Seen here mugging for the camera are (l-r) J Records Mix Show/Rap Marketing Manager Russ Jones, J Records artist Mario and WBLK/Buf-falo PD Skip Dillard.



Gerald Levert Funny

The premiere single and video from his new album **The G Spot**
No doubt you'll be feeling this one.

Produced by Gerald Levert for Trevel Production Company Inc.
& Randall Bowland for Smoobie Production Company

The G Spot coming September 24

Management: Leonard Brooks for LB Management

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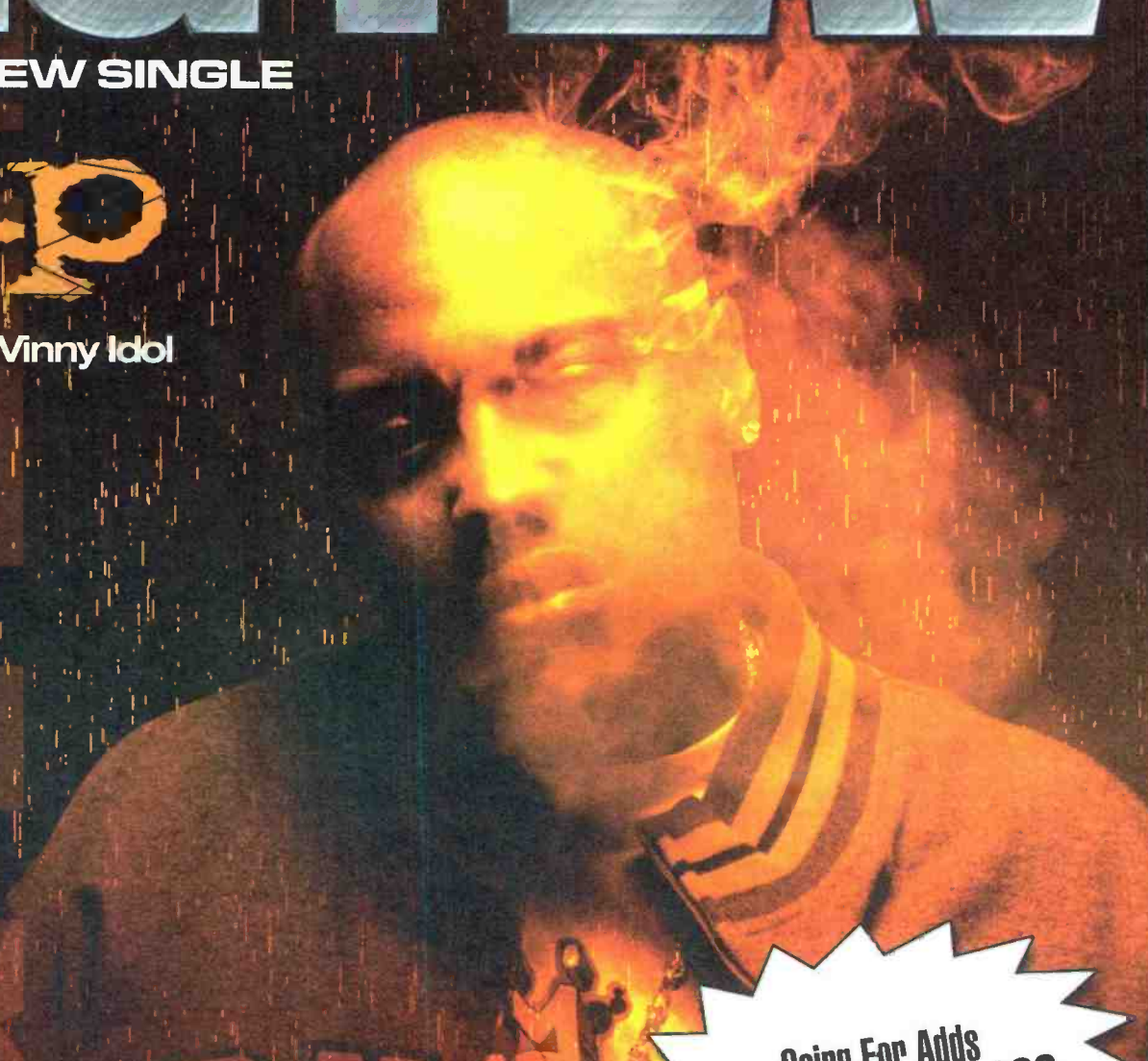
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The Slamming B Side

"up in here"

"The Track Is Crazy, Flav Is Going To Take Off"

DJ POOUCH Power99 Philadelphia, PA

"The S-t is Hot" **RICKO** Power 92 Richmond, VA

"Pure Flava" **JANELLE BILLARD** Land Speed

"Where Is My VIP Pass, The Track Is Hot" **LONNIE B** Power 92 Richmond, Va

"Defenitty A Track Banger" **DJ FLAKE** Hot 105FM, Montgomery, AL



QUIET MAN ENTERTAINMENT

Executive Produced by Johnathan Splurge Smith
A&R By Bro Drayton Muhammad For Quiet Man Entertainment
Business Affairs By Justin Kennedy Esq. For The Kennedy Firm
Photography By Kevin Knight For I-Candy

OFF HIS FORTHCOMING ALBUM

THE OTHER SIDE OF THE HAMPTONS



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July 19, 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)	2950	+85	532566	12	61/0
2	2	CAM'RON Oh Boy (Roc-A-Fella/IDJMG)	2405	-73	415410	14	58/0
5	3	P. DIDDY F/GINUWINE I Need A Girl (Part II) (Bad Boy/Arista)	2381	+164	409850	7	49/0
4	4	MUSIQ Halfcrazy (Def Soul/IDJMG)	2274	+3	402131	22	63/0
7	5	MARIO Just A Friend 2002 (J)	2236	+143	349227	11	64/3
8	6	IRV GOTTI Down 4 U (Murder Inc./IDJMG)	2191	+277	350706	5	59/2
3	7	TRUTH HURTS F/RAKIM Addictive (Aftermath/Interscope)	2135	-229	357242	14	60/0
6	8	BIG TYMERS Still Fly (Cash Money/Universal)	2061	-71	340287	17	59/0
9	9	AMERIE Why Don't We Fall In Love (Rise/Columbia)	2018	+123	312754	9	60/0
10	10	TWEET Call Me (Gold Mind/Elektra/EEG)	1924	+91	306511	12	62/0
14	11	ASHANTI Happy (Murder Inc./IDJMG)	1767	+298	323844	8	62/1
15	12	N.O.R.E. Nothin' (Def Jam/IDJMG)	1739	+297	285274	6	60/1
13	13	CLIPSE Grindin' (Star Trak/Arista)	1675	+151	265944	9	57/0
11	14	B2K Gots Ta Be (Epic)	1525	-125	244122	17	58/0
19	15	LUDACRIS Move Bitch (Def Jam South/IDJMG)	1403	+152	254788	10	51/0
12	16	BRANDY Full Moon (Atlantic)	1363	-219	197609	15	57/0
16	17	USHER U Don't Have To Call (LaFace/Arista)	1219	-124	230137	26	60/0
17	18	ASHANTI Foolish (Murder Inc./IDJMG)	1206	-104	213543	23	64/0
27	19	GINUWINE Stingy (Epic)	1171	+251	185910	4	57/3
18	20	RUFF ENDZ Someone To Love You (Epic)	1164	-117	222388	23	54/0
23	21	NAPPY ROOTS Po' Folks (Atlantic)	1152	+133	113664	5	53/1
20	22	DONELL JONES You Know That I Love You (Untouchables/Arista)	1141	-69	225670	17	48/0
22	23	KHIA My Neck, My Back (Lick It) (Dirty Down/Artemis)	1135	+13	176157	11	43/1
26	24	ASHANTI Baby (Murder Inc./IDJMG)	1132	+211	211202	5	4/2
25	25	WYCLEF JEAN Two Wrongs (Columbia)	1081	+159	176429	6	48/1
21	26	EMINEM Without Me (Shady/Aftermath/Interscope)	1050	-73	135365	10	46/0
29	27	LIL' WAYNE Way Of Life (Cash Money/Universal)	996	+113	130582	6	47/1
30	28	R. KELLY Heaven I Need A Hug (Jive)	941	+94	170000	3	2/1
44	29	MONICA All Eyez On Me (J)	892	+323	139847	2	57/1
24	30	MARY J. BLIGE Rainy Dayz (MCA)	871	-109	148008	19	55/0
Debut	31	NELLY F/KELLY ROWLAND Dilemma (Fo' Reel/Universal)	851	+503	161778	1	2/1
34	32	SLUM VILLAGE Tainted (Barak/Capitol)	803	+61	110419	3	53/4
31	33	JA RULE Down Ass Chick (Murder Inc./IDJMG)	760	-10	140706	15	42/0
38	34	TRICK DADDY In Da Wind (Slip 'N Slide/Anti)	758	+123	97532	5	47/9
33	35	ARCHIE EVERSOLE We Ready (MCA)	730	-16	77549	6	34/0
35	36	STYLES Goodtimes (Interscope)	723	+37	91129	3	26/0
32	37	P. DIDDY F/USHER & LOON I Need A Girl (Part One) (Bad Boy/Arista)	706	-61	144343	20	53/0
Debut	38	EVE F/ALICIA KEYS Gangsta Lovin' (Ruff Ryders/Interscope)	681	+298	105056	1	54/8
42	39	LIL BOW WOW F/JD & FABOLOUS Basketball (So So Def/Columbia)	671	+85	109616	4	46/0
Debut	40	TANK One Man (BlackGround)	648	+167	93613	1	50/2
36	41	RL Good Man (J)	620	-38	92040	9	41/0
40	42	JERZEE MONET Most High (DreamWorks)	609	-24	66937	10	35/0
50	43	AALIYAH I Care 4 U (BlackGround)	593	+108	107643	3	3/1
39	44	YING YANG TWINS Say I Yi Yi (Koch)	582	-51	77600	20	44/0
49	45	USHER Can U Help Me (LaFace/Arista)	570	+73	78642	2	39/1
43	46	NIVEA Don't Mess With My Man (Jive)	556	-18	58303	4	37/3
Debut	47	FAITH EVANS Burnin' Up (Bad Boy/Arista)	555	+155	90697	1	31/1
41	48	SCARFACE Guess Who's Back? (Def Jam South/IDJMG)	554	-57	83948	11	42/0
45	49	LOVHER How It's Gonna Be (Def Soul/IDJMG)	534	-20	68127	6	30/0
37	50	B RICH Whoa Now (Atlantic)	519	-127	56383	11	33/0

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 7/7-13. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 20 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. 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
BEENIE MAN F/JANET Feel It Boy (Virgin)	43
SCARFACE On My Block (Def Jam South/IDJMG)	40
DONELL JONES Put Me Down (Untouchables/LaFace/Arista)	30
HUSTLECHILD I'm Cool (Elektra/EEG)	20
G. DEP Everyday (Arista)	17
TRINA F/TWEET No Panties (Slip 'N Slide/Anti)	17
MACK 10 Connected For Life (Cash Money/Universal)	15
BIG MOE Confidential Playa (Priority/Capitol)	14
E-40 Rep Your City (Sick Wid' It/Jive)	10
4 SHADES Everything (Real Deal)	10

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
NELLY F/KELLY ROWLAND Dilemma (Fo' Reel/Universal)	+503
MONICA All Eyez On Me (J)	+323
ASHANTI Happy (Murder Inc./IDJMG)	+298
EVE F/ALICIA KEYS Gangsta... (Ruff Ryders/Interscope)	+298
N.O.R.E. Nothin' (Def Jam/IDJMG)	+297
IRV GOTTI Down 4 U (Murder Inc./IDJMG)	+277
GINUWINE Stingy (Epic)	+251
ASHANTI Baby (Murder Inc./IDJMG)	+211
BEENIE MAN F/JANET Feel It Boy (Virgin)	+168
TANK One Man (BlackGround)	+167

New & Active

SMILEE AND SOUTHSTAR Who Wants This? (ARTISTdirect)	Total Plays: 494, Total Stations: 37, Adds: 2
AVANT Don't Say No, Just Say Yes (Magic Johnson/MCA)	Total Plays: 478, Total Stations: 44, Adds: 1
KEITH SWEAT One On One (Elektra/EEG)	Total Plays: 389, Total Stations: 34, Adds: 0
FABOLOUS F/P. DIDDY & JAGGED.. Trade It All (Part II) (Epic)	Total Plays: 384, Total Stations: 38, Adds: 1
E-40 Rep Your City (Sick Wid' It/Jive)	Total Plays: 348, Total Stations: 25, Adds: 10
MR. BIGGSS Trial Time (Wartlock)	Total Plays: 339, Total Stations: 11, Adds: 1
MASTER P Rock It (No Limit/Universal)	Total Plays: 333, Total Stations: 25, Adds: 1
BEENIE MAN F/JANET Feel It Boy (Virgin)	Total Plays: 313, Total Stations: 45, Adds: 43
YASMEEN Blue Jeans (Magic Johnson/MCA)	Total Plays: 312, Total Stations: 29, Adds: 0

Songs ranked by total plays

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

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"Halfcrazy" is a musical lobotomy for the heart. Musiq has creatively and melodically shined the spotlight on a situation that is an endearing Catch-22. "Crossing the line" with a best friend puts one in a very uncomfortable and compromising situation. How do you ignore the intense romantic feelings that materialize from an intimate physical encounter in order to resume the trusting, supportive and unconditional love that true

friendship exudes? • J. Lo knows how to stay atop the charts: Enlist the lyrical talents of the hottest rappers, grab a hot beat — whether a sample or not — and sing a simple, catchy chorus. • It seems like the teen group B2K entered the music scene like a gentle lamb; however, their effort to keep belting out hits takes a fierce yet rhythmically entertaining approach. • Wow! If the ever-so-souful Dave Hollister keeps on releasing joints like "Keep on Lovin' You," we'll keep on lovin' him! Hollister knows how to use his vocals to complement any melody and intensify any lyrics. • Usher maintains his presence on the chart. His single "Can U Help Me" is doing well with our listeners. He's the R&B and hip-hop version of Ja Rule. • Speaking of Ja, Irv Gotti Presents' "Down 4 U" is bubbling. It'll boil over soon. And why not? With Ja Rule and Ashanti on the joint, you know their respective magnetisms will saturate this single to the point of No. 1.

Pull up a chair and rest a bit," say the veterans of the Urban chart to newcomers Faith Evans, Tank, Eve and Nelly. Evans, with the help of Missy Elliott and Loon, ignites the chart with "Burnin' Up" (Arista) at No. 47*. Tank's riding solo on "One Man" (BlackGround) at No. 40*, while Eve brings Alicia Keys on board to praise some "Gangsta Lovin'" (Ruff Ryders/Interscope) at No. 38*. Finally, Nelly uses Kelly Rowlands' vocals to shed some light on his "Dilemma" (Fo' Reel/Universal), resting temporarily at 31*. And, with a +503, Nelly and Kelly garner Most Increased Plays honors this week ... Speaking of Nelly, "Hot in Herre" (Fo' Reel/Universal) remains at No. 1* for the third week in a row ... Cam'ron maintains his No. 2 slot with "Oh Boy" (Roc-A-Fella/Def Jam/IDJMG), and P. Diddy's "I Need a Girl, Pt. 2" (Bad Boy/Arista) moves from 5-3* ... Ken Wilson is happy today: Mario's "Just a Friend 2002" (J) moves from 7-5* ... At No. 29, Usher's "Can U Help Me" (LaFace/Arista) is the week's only debut on the Urban AC chart ... The biggest chart move is made by Keith Sweat's "One on One" (Elektra/EEG): The crooner jumps from 27-21* and picks up the Most Increased title with +93. On his heels with a +92 are Mary Mary, whose "In the Morning" (Columbia) leaps from 15-10* ... Most Added honors at long last to **BeeNee Man & Janet's** "Feel It Boy" (Virgin) with 45; **Scarface's** "On My Block" (Def Jam/IDJMG) is a close second with 40.



— Anthony Acampora, Director/Charts

PHUNDAMENTALLY Phat

ARTIST: Lathun
LABEL: Motown

By TANYA O'QUINN / ASSISTANT EDITOR



Lathun

Riding the neo-soul wave, Lathun finds a home at Motown Records and uses *Fortunate* as the outlet to share his soulful vibe. The Detroit native not only introduces himself with his debut effort, he also exposes to us the heart inside the artist. "The songs, lyrically and musically, are very personal, and most of them are true stories," Lathun says. "Being that the eyes are like windows to the soul, to me, the album is like looking into a part of me." The self-taught pianist-guitarist-drummer releases a joint worthy of airtime. From the heart of a male to the essence of the female, *Fortunate* is like a geographic map of the heart. You're able to vividly see certain points of interest: the point of emotional appreciation, the point of guilt and remorse, the point of dedication and the point of unrelenting love. If *Fortunate* were a directory in a mall, the arrow that reads "You are here" would place those who take this sensual and sentimental journey smack dab in the middle of Lathun's heart.

This self-described master of his own fate is not dependent upon producers to analyze his artistry and attempt to create a flow that would complement his spirit. He wrote much of the album and is a gifted musician who sings most of his backgrounds. Though he's new to us, Lathun is not new to the art of musical entertainment. At age 8 he was a member of a group called The Dynamite Explosion, which was managed by his mother. The group was later called Valley Boys and gave birth to Lathun, the songwriter. He began writing songs and making homemade tapes with his Casio keyboard. The practice obviously paid off, as, a few years later, Lathun became a producer for Immature, Jermaine Dupri and Xscape. When he worked with these artists, they heard the control and melody his vocals radiated and urged him to get into singing. His entrance is *Fortunate*.

The romantic cruise through what I refer to as

the "Red Sea" — red because of the color of the heart, and a sea because love, to me, is like water: life-giving, life-threatening and, in an ideal situation, free-flowing — begins with "Love Won't Let Me." The hypnotic effect of love places limitations on Lathun's day-to-day activities. Just in time for summer, "BBQ" ignites precious nostalgic memories of family gatherings. Instead of some inciting, rhythmic heat to get you to sweatin', Lathun opts for a smooth, melodic groove to get you to vibrate. "It's such a shame that God only made one of you/Giving you to me was such a blessing," says the tenderhearted love-struck victim in "Sweetest Thing."

The Graduate had its Mrs. Robinson, and Lathun has "Miss Sally." Track No. 5 is the story of an infatuation with an older woman. And even though both parties have aged, Lathun determines that he is now old enough to turn fantasy into reality. It seems by the end of the song that Miss Sally agrees. "Forever One Flesh" is the ode to that special someone. "A dream is a wish that your heart makes/And I'm ready to fall asleep," sings Lathun. This passionate and loving ballad gives appreciation to a love that has never been experienced and will never be matched. (Ahhh ... I need some tissue and a soulmate.)

Fortunate is a 13-track collection of short love stories set to music. Lathun's mom's dream of musical stardom is planted on fertile ground with this talented, musically inclined and vocally gifted young man serving as the soil on which her seeds of hope have been sowed.

Urban AC Reporters

Stations and their adds listed alphabetically by market

WALR/Atlanta, GA * PD: Tracie Chamost PD: Ron Davis No Adds	WVAZ/Chicago, IL * PD: Joey Smith APD: Armando Rivera CHESSE "Ago" GERALD "Lover" "Sunny" WILL DOWNING "Task"	WMXD/Detroit, MI * PD: Janet G APD: Onel Stevens MD: Sheila Little RL "Task"	WKXJ/Jackson, MS * PD/MD: Stan Branson No Adds	WRWB/Macon, GA PD/MD: Lisa Chaires BRANDY MOSS-SCOTT "Ready" KETH SWEAT "One"	WDQK/Nashville, TN * Interim PD: Jim Kennedy APD: Bruce Lowe No Adds	WCFB/Olando, FL * PD: Steve Holtrop MD: Joe Davis No Adds	KJHM/St. Louis, MO * MD/MD: Chuck Akers MD: Brian Anthony KIRK FRANKLIN "Brighter"
WVIN/Baltimore, MD * VP/Prog.: Kathy Brown PD: Tim Wais MD: Keith Fisher No Adds	WZAK/Cleveland, OH * PD: Kim Johnson No Adds	WUKS/Fayetteville, NC * PD: Ron Crispie APD: Garrett Davis MD: Calvin Poe 10 WILLIE CLAYTON "Party" 13 WILLIE CLAYTON "Baby" 15 LAMAR "Bliss" 9 R KELLY "Rag" 7 ALLYAN "Sad"	WSOL/Jacksonville, FL * PD: Russ Allen APD/MD: K.J. No Adds	KJMS/Memphis, TN * PD: Julie Bell MD: Eileen Nathaniel BOY II MEAT: EVANS "Real"	WYBC/New Haven, CT * MD: Wayne Schmidt PD: Juan Castillo APD: Steven Richardson MD: Doc P 17 USHER "Daf" 9 FAITH EVANS "Love" 8 KETH SWEAT "One" 5 ASHANTI "Foolish"	WDAS/Philadelphia, PA * Sta. Mgr./PD: Joe Tamburro MD: Brian Gamble No Adds	WLWH/Savannah, GA PD: Gary Young No Adds
KQXL/Baton Rouge, LA * MD: James Alexander PD/MD: Mya Vernon No Adds	WLXC/Columbia, SC * JH: PD: Doug Williams MD: Tre Taylor No Adds	WFLM/Ft. Pierce, FL * PD/MD: Michael James No Adds	KMJK/Kansas City, MO * PD: Greg Love MD: Trey Michaels STREETWAVE "Rock" TWED "Dope"	WHDT/Miami, FL * PD: Derrick Brown APD/MD: Karen Vaughn 34 THREE PIECE "Daf" 32 KETH SWEAT "Ready" 7 TANK "One"	WYLD/New Orleans, LA * MD: Carla Boatner PD/APD/MD: Aaron "A.J." Apple PD: ASHANTI "Foolish"	WFXC/Raleigh-Durham, NC * MD/MD: Cy Young APD/MD: Neil Berry 1 KETH SWEAT "One"	WHUR/Washington, DC * PD/MD: David A. Dickinson No Adds
WBHK/Birmingham, AL * PD: Jay Dixon MD: Darryl Johnson No Adds	WACH/Columbus, GA PD: Rashade MD: Ed Lewis BRANDY MOSS-SCOTT "Ready"	WQMG/Greensboro, NC * PD: Alvin Stowe No Adds	KNEK/Lafayette, LA * MD: James Alexander PD/MD: Darlene Prajean 4 PRINCE "Loves" RAY CHARLES "Master"	WJMR/Milwaukee-Racine, WI * PD/MD: Laurl Jones 2 R KELLY "Rag" 1 KIRK FRANKLIN "Brighter"	WRKS/New York, NY * PD: Tony Bestley MD: Julie Gustines No Adds	WKJS/Richmond, VA * PD/MD: Kevin Kotz No Adds	WHMM/Washington, DC * VP/Prog./PD: Kathy Brown MD: Mike Chant MD: James Fair No Adds
WMGL/Charleston, SC * PD: Terry Eise APD/MD: Galinda Parker TRIN-I-TEE 57 "Lord"	KRNB/Dallas-Ft. Worth, TX * PD: AJ Payne MD: Rudy "V" No Adds	KMJD/Houston-Galveston, TX * PD: Carl Conner MD: Sam Choice No Adds	KOKY/Little Rock, AR * PD: Mark O'Han MD: Jamal Dawkins 25 LATHUN "One" TRIN-I-TEE 57 "Lord"	WMCS/Milwaukee, WI MD: Steve Scott PD/MD: Tyrone Jackson DARIUS RUCKER "Want"	WSVY/Norfolk, VA * PD/MD: Michael Maurzone No Adds	WVBE/Roanoke-Lynchburg, VA * PD: Walt Ford 3 SHADES "Everything" BRANDY MOSS-SCOTT "Ready"	WVPR/Prog./PD: Kathy Brown MD: Mike Chant MD: James Fair No Adds
WBAV/Charlotte, NC * PD/MD: Tom Avery FOURPLAY "Make"	WDMK/Detroit, MI * VP/Prog.: Lance Patton ONYX: Monica Starr APD: Berita "Lady B" Gray MD: Sunny Anderson KETH SWEAT "One"	WTLN/Indianapolis, IN * MD/MD: Brian Wallace MD: Garth Adams No Adds	KHHT/Los Angeles, CA * 10 NELLIE MELBA "Rag" "Lover" 7 NB RDAZ FRANKLIN "Runaway"	WDLT/Mobile, AL * PD: Steve Crumley MD: Kathy Barlow BOY II MEAT: EVANS "Real" TANK "One" USHER "Real"	WSVY/Norfolk, VA * PD/MD: DC No Adds	WVBE/Roanoke-Lynchburg, VA * PD: Walt Ford 3 SHADES "Everything" BRANDY MOSS-SCOTT "Ready"	WVPR/Prog./PD: Kathy Brown MD: Mike Chant MD: James Fair No Adds
WLTV/Chattanooga, TN * PD: Terry Shyne MD: Jimmy Rash No Adds	WDMK/Detroit, MI * VP/Prog.: Lance Patton ONYX: Monica Starr APD: Berita "Lady B" Gray MD: Sunny Anderson KETH SWEAT "One"	WTLN/Indianapolis, IN * MD/MD: Brian Wallace MD: Garth Adams No Adds	KJLH/Los Angeles, CA * PD/MD: Cliff Winston 2 AMERIE "Real" 1 CONYA DOSS "Cofee"	WDLT/Mobile, AL * PD: Steve Crumley MD: Kathy Barlow BOY II MEAT: EVANS "Real" TANK "One" USHER "Real"	WSVY/Norfolk, VA * PD/MD: DC No Adds	WVBE/Roanoke-Lynchburg, VA * PD: Walt Ford 3 SHADES "Everything" BRANDY MOSS-SCOTT "Ready"	WVPR/Prog./PD: Kathy Brown MD: Mike Chant MD: James Fair No Adds

*Monitored Reporters
48 Total Reporters
44 Total Monitored
4 Total Indicator

R&R Urban AC Top 30

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July 19, 2002

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
3	1	JOE What If A Woman (Jive)	1010	+54	167878	19	42/0
2	2	MUSIQ Halfcrazy (Def Soul/IDJMG)	976	+19	180907	17	42/0
4	3	LUTHER VANDROSS I'd Rather (J)	931	-18	131726	26	40/0
1	4	JAHEIM Anything (Divine Mill/WB)	882	-80	125618	31	34/0
6	5	RUFF ENDZ Someone To Love You (Epic)	803	+73	135784	18	36/0
5	6	ANGIE STONE Wish I Didn't Miss You (J)	792	-19	107748	19	42/0
7	7	DONELL JONES You Know That I Love You (Untouchables/Arista)	692	+48	104962	17	35/0
8	8	BOYZ II MEN The Color Of Love (Arista)	557	-12	66926	14	35/0
10	9	MAXWELL Lifetime (Columbia)	551	+17	99356	54	36/0
15	10	MARY MARY In The Morning (Columbia)	519	+92	75389	8	31/0
14	11	ASHANTI Foolish (Murder Inc./IDJMG)	515	+83	107556	15	22/2
11	12	YOLANDA ADAMS I'm Gonna Be Ready (Elektra/EEG)	510	+12	65883	12	36/0
16	13	DAVE HOLLISTER Keep Lovin' You (MCA)	480	+61	66692	10	29/0
12	14	REGINA BELLE F/GLENN JONES From Now On (Peak)	453	-33	47241	16	28/0
13	15	ANN NESBY F/AL GREEN Put It On Paper (Universal)	425	-49	51239	26	27/0
17	16	YOLANDA ADAMS The Battle Is The Lords (Verity)	363	+21	57918	13	18/0
19	17	RL Good Man (J)	349	+34	38525	9	20/1
18	18	USHER U Don't Have To Call (LaFace/Arista)	333	-6	68677	14	9/1
21	19	BONEY JAMES F/JAHEIM Ride (Warner Bros.)	299	+35	41979	5	23/0
22	20	R. KELLY Heaven I Need A Hug (Jive)	295	+39	48647	3	4/2
27	21	KEITH SWEAT One On One (Elektra/EEG)	273	+93	44199	2	28/2
20	22	KIRK FRANKLIN Brighter Days (Gospo Centric/Jive)	246	-61	19999	3	25/3
24	23	SIR CHARLES JONES Is There Anybody Lonely... (Independent)	235	+13	17477	12	15/0
25	24	ALICIA KEYS How Come You Don't Call Me (J)	231	+36	53015	18	16/0
23	25	TONY TERRY In The Shower (Golden Boy)	231	+4	12531	6	14/0
26	26	BRANDY Full Moon (Atlantic)	188	+6	25581	4	12/0
28	27	WILL DOWNING Cool Water (GRP/VMG)	182	+4	17300	15	14/0
29	28	JERZEE MONET Most High (DreamWorks)	168	+16	25485	4	12/0
Debut	29	USHER Can U Help Me (LaFace/Arista)	136	-1	9078	1	16/1
	30	GLENN LEWIS It's Not Fair (Epic)	123	-17	10865	3	14/0

44 Urban AC reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 7/7-7/13. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 15 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. 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

WYCLEF JEAN Two Wrongs (Columbia)
Total Plays: 120, Total Stations: 11, Adds: 0

PRINCE She Loves Me 4 Me (Redline)
Total Plays: 112, Total Stations: 14, Adds: 1

STREETWIZE Rock The Boat (Shanachie)
Total Plays: 111, Total Stations: 14, Adds: 1

LATHUN BBQ (Motown)
Total Plays: 108, Total Stations: 12, Adds: 1

DARIUS RUCKER Wild One (Hidden Beach/Epic)
Total Plays: 108, Total Stations: 12, Adds: 0

KAREN CLARK-SHEARD Be Sure (Elektra/EEG)
Total Plays: 89, Total Stations: 14, Adds: 0

DJ ROGERS JR. Lonely Girl (Motown)
Total Plays: 86, Total Stations: 7, Adds: 0

FOURPLAY Let's Make Love (Bluebird/RCA Victor)
Total Plays: 73, Total Stations: 11, Adds: 1

ABENAA Rain (Nkunim)
Total Plays: 67, Total Stations: 6, Adds: 0

THED Get Your Groove On (TWP Productions)
Total Plays: 65, Total Stations: 5, Adds: 1

Songs ranked by total plays

Most Added®

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ARTIST TITLE LABEL(S)	ADDS
KIRK FRANKLIN Brighter Days (Gospo Centric/Jive)	3
TRIN-I-TEE 5:7 Lord (B-Rite/Jive)	3
KEITH SWEAT One On One (Elektra/EEG)	2
ASHANTI Foolish (Murder Inc./IDJMG)	2
R. KELLY Heaven I Need A Hug (Jive)	2
BOYZ II MEN/FAITH EVANS Relax Your Mind (Arista)	2
TANK One Man (BlackGround)	2

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
KEITH SWEAT One On One (Elektra/EEG)	+93
MARY MARY In The Morning (Columbia)	+92
ASHANTI Foolish (Murder Inc./IDJMG)	+83
RUFF ENDZ Someone To Love You (Epic)	+73
DAVE HOLLISTER Keep Lovin' You (MCA)	+61
JOE What If A Woman (Jive)	+54
LUTHER VANDROSS Take You Out (J)	+54
DONELL JONES You Know That... (Untouchables/Arista)	+48
FOURPLAY Let's Make Love (Bluebird/RCA Victor)	+45
JAHEIM Just In Case (Divine Mill/WB)	+44

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
GLENN LEWIS Don't You Forget It (Epic)	398
REMY SHAND Take A Message (Motown)	373
LUTHER VANDROSS Take You Out (J)	367
MAXWELL This Woman's Work (Columbia)	321
ANGIE STONE Brotha (J)	314
GINUWINE Differences (Epic)	309
GERALD LEVERT Made To Love Ya (EastWest/EEG)	293
FAITH EVANS I Love You (Bad Boy/Arista)	292
USHER U Got It Bad (LaFace/Arista)	237
MICHAEL JACKSON Butterflies (Epic)	233
JILL SCOTT The Way (Hidden Beach/Epic)	225
ALICIA KEYS A Woman's Worth (J)	224
JAHEIM Just In Case (Divine Mill/WB)	218
DONNIE MCCLURKIN We Fall Down (Verity)	217
MUSIQ Love (Def Soul/IDJMG)	215
YOLANDA ADAMS Open My Heart (Elektra/EEG)	209
ALICIA KEYS Fallin' (J)	176

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The Imus Challenge

□ PDs explain why they did — and did not — accept his \$10,000 offer

Every now and then something pops up out of the blue that makes a station's programming department stop dead in its tracks to consider the pros and cons of the opportunity presented.

An example of this occurred a couple of weeks ago when nationally syndicated radio and TV personality **Don Imus** said he'd pay \$10,000 to the first top 10-market Country station that put a song from The Flatlanders' new CD, *Now Again*, into top 10 rotation.

Imus told CNN's Larry King during a recent appearance on King's show,

"I'm very serious about this. The first Country station in any top 10 market ... that puts any single from The Flatlanders' album in its top 10, I'll donate \$10,000 to that radio station's favorite charity or the music director's charity or whatever they want to do."

Imus had the band on his WFAN/New York morning show June 19 and became a big fan. Among the 1-man's fave tracks are "Waving My Heart Goodbye," "My Wildest Dreams" and "Going Away."

Imus told King, "This is the best album I've heard in 25 years. It features three legends in Texas: Jimmie Dale Gilmore, Joe Ely and Butch Hancock. It would be like if you got Bob Dylan, Bruce Springsteen and — I don't know, pick one — together to do an album."

What would you do if presented with an opportunity like this? Would you create a promotional stunt to play the record and give the money to a station charity, or would you stay away from it? Since only the PDs in the top 10 markets had to face this question, I thought I'd ask them to detail their thought processes when they heard about Imus' challenge.

Los Angeles Leads The Way

KZLA/Los Angeles PD R.J. Curtis was the first to put a plan in motion and get The Flatlanders on the air. He spoke to label personnel and set up a plan to get Imus on KZLA with morning personality Peter Tilden to kick off the event. Curtis' plan was to play "Waving My Heart Goodbye" every hour from 7am-midnight while inviting the audience to visit KZLA's website to vote on whether the song should continue to be played.

In the final tally, 52% of the more than 61,000 votes cast were in favor of keeping the song on the air,



Don Imus

so Curtis put it into regular rotation. (Curtis said he chose "Waving" because "if Imus is going to give us \$10,000, I thought he should get to pick the cut we're playing.")

During Imus' chat with Tilden on July 10, Tilden suggested that Imus donate \$5,000 to the Tilden's Children Fund, to which Imus responded, "You guys are playing it, and I am Federal Expressing a check to you for \$10,000."

Curtis added that The Flatlanders have been invited to play on *Studio Z*, a Friday-morning live event on KZLA.

Regarding KZLA's decision to mount this effort, Curtis said, "Radio is always criticized for not playing much variety. This is an example of what radio can do and should do more of: have fun and create interest in music. Plus, Don Imus is talking about country music on his national radio show, and that's not a bad thing. And, ultimately, our listeners — that vast, unpaid research department — will be the final arbiters of taste and will tell us what to do.

"At the end of the day, by playing The Flatlanders, we'll make \$10,000 for a charity that we're passionate about and, at the same time, expose our listeners to music they wouldn't normally hear. And we're letting them make the final choice about it. I see no downside."

Dallas Dichotomy

From the outside, it would seem that if any top 10-market station would jump on this, it would be KPLX (The Wolf)/Dallas, which has immersed itself in the Texas music image for over four years. However, it was KSCS/Dallas that boarded the Flatlanders bandwagon.

Indeed, KSCS was the only Country station to play a Flatlanders song even a single time in the week following Imus' challenge. PD Dean James said "Pay the Alligator" was aired on KSCS's Sunday-night Texas music show. The next morning Terry Dorsey and Hawk-eye of *The Dorsey Gang* morning show spearheaded the effort to put the song into heavy rotation.

James said, "We just thought, 'Hey, what if we do this? We can

do something good by donating the money directly to South Texas flood victims while also having some fun.' Plus, the timing is very right. The band played here a couple of weeks ago and did real well, their album is in the top 20 in Dallas sales, and they were just added to the Down From the Mountain concert tour, which stops here in a couple of weeks."

The song is packaged with a front and back announcement from the morning personalities that explains the challenge and tells where the money is going. "We're making no bones about why we're doing this," said James. "I believe it will do far more good than harm. I suppose programmers could argue the quality of the music all day long and never agree, but this isn't going to hurt us. It's topical, and it's Texas."



The Flatlanders

James added that he sees this as a one-time thing. "I don't ever envision us doing this again," he said. "But if Don Imus wants to give \$10,000 for South Texas flood victims, we'll gladly help out. After all, it's all about Texans helping Texans."

Across town, surprisingly, The Wolf has chosen not to participate. PD Paul Williams said, "Hey, we're the kings of hype, and this is all hype — for Imus, for the band and for the label. [MD] Cody Alan took a listen to the music, but there's so much other great music out right now that we don't have any space for it and don't look to put it into regular rotation. Cody's philosophy is to play music the listeners want to hear.

"Plus, we have a lot going on right now and don't really need the publicity stunt. We'll play some Flatlanders music during our Sun-

"Regardless of the sound or style, nothing from the CD hit me hard enough to make me rush to the studio to put it on. It's not a question of style, it's a question of quality."

Darren Davis

day-night Texas music show, where the passionate Texas music fans are, and if they react, we'll play it."

'Banned' In Boston

Ironically, WKLB/Boston PD Mike Brophy was listening to Imus on KLB sister WTKK-AM the morning Imus was talking with The Flatlanders and playing their music. "I caught the end of their time with Imus and thought their music was interesting," he recalled.

"Imus, of course, plays a lot of country music on his show, but it's usually country music that we wouldn't play on WKLB. It's usually old-time sounding or from the perspective of a different era. It usually doesn't fit with what we do."

The Imus interview spurred Brophy to look for the album, and when he didn't find it in the station, he went to Amazon.com to order it. As fate would have it, the New West release arrived the next day. Brophy gave it a listen and decided to pass on any prospective involvement, explaining, "I judge music by how it's going to work with Boston Country listeners, not by what I like. I liked The Flatlanders' music but thought it just didn't fit with what we did.

"When Imus' challenge came out, we thought about it but didn't go with it for a couple of reasons. First, it's logistically impossible. How often does any song come out and go right into heavy? Because of that, we discounted the idea immediately.

"And, while sometimes I wish we could play more diverse music, our research continually shows that we must keep an even keel and not get too far off center. We couldn't see putting a new song right into heavy, or even playing any of the songs that much, because it would be so out of context for us.

"Plus, we did a perceptual study not long ago that shows our audience doesn't have much tolerance for traditional music. In the overall evolution of our radio station, we're being pretty careful."

All that said, Brophy ended our conversation by leaving the tiniest of cracks in the door. He said, "We did talk about it quite a bit and wondered if there was any kind of hook we could come up with to make this work. But we didn't feel we wanted to do that at this time. We're watching it, and maybe something will come to mind that can make it work."

Houston Has A Problem

Here again, you'd think that the promotional opportunities with three Texas music stars would be something a Texas Country station would jump on with both boots. And here again, you'd be wrong.

With a pair of Country stations, KILT & KIKK/Houston PD Darren Davis had two chances to create a stunt but passed with both stations. Asked what he thought when he first heard about the Imus challenge, Davis said candidly, "I thought 'Wow, that sounds just like the music that helped KIKK get a 1.6 last spring.'"

And if that sounds like Davis has a problem with the music, he does. He said, "The record has shown that we don't have an aversion to playing artists on KIKK who are outside of the traditional Nashville mold. We play artists on small labels or no label at all, if the music is good.

"But, speaking of this music in particular, I just didn't find it to be that good. Regardless of the sound or style, nothing from the CD hit me hard enough to make me rush to the studio to put it on. It's not a question of style; it's a question of quality."

And, Davis said, it's not as if he didn't try. "I'm a fan of older Joe Ely and Jimmy Dale Gilmore music," he explained. "But, for whatever reason, this just doesn't click. We're close with Jay Woods at New West Records in Austin, and we had heard The Flatlanders' music before all this with Imus started. When the Imus thing started to bubble, we searched desperately for something to put on for the promotional value, but I just didn't find the gem I was hoping for."

If The Flatlanders weren't right for the traditionally oriented KIKK, there was little hope for them to find a home on KILT. "It's a dual problem with KILT — neither the music nor the style fit," Davis said.

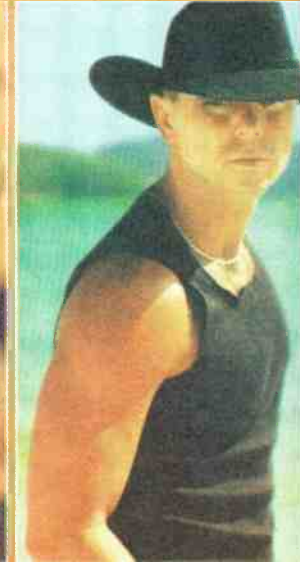
Imus' radio show isn't on in Houston. If it was, Davis said, "I might try harder to find an acceptable single that might make the idea of a promotional opportunity more enticing."

KKBQ/Houston PD Michael Cruise had another problem: For a song to make it into KKBQ's top 10, it would have to be played more than 100 times in a week — something Cruise isn't willing to do with any unproven song. Regarding Imus' offer,

Continued on Page 55



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CALVIN GILBERT

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A Corporate Decision

Gaylord Entertainment sells one of country music's icons

When Acuff-Rose Music Publishing was sold this month for \$157 million, Sony/ATV Music Publishing acquired a cornerstone of the music industry, while Gaylord Entertainment divested itself of another country-music property.

Set to close in August, the transaction will be mutually beneficial for both companies. Nashville-based Acuff-Rose Music Publishing was sold this month for \$157 million, Sony/ATV Music Publishing acquired a cornerstone of the music industry, while Gaylord Entertainment divested itself of another country-music property.

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Expansive Histories

Country Music Hall of Fame members Roy Acuff and Wesley Rose

founded Acuff-Rose Publications in 1942 as Nashville's first country publishing company. The firm continues to represent the song catalog of Hank Williams Sr., who signed with Acuff-Rose in 1948.

The company also represents the catalogs of Roy Orbison, the Everly Brothers, Don Gibson and Felice & Boudleaux Bryant, while Acuff-Rose's current writers include Kenny Chesney, Aaron Tippin, Dean Dillon and Skip Ewing.

Sony/ATV Music Publishing's Nashville connection dates back to Tree Publishing, established by Jack Stapp and Lou Cowan in 1951. Sony Music purchased Tree from Buddy Killen in 1989. Sony/ATV Music Publishing was created in 1995 as a joint venture between Sony Music Entertainment, Sony Music Entertainment/Japan and Michael Jackson.

The company's country songwriters include Bobby Braddock, Buddy Cannon, Don Cook, Bob DiPiero, Brett James, Steven Dale Jones, Gretchen Peters and Tom Shapiro. Sony/ATV also owns or administers the work of The Beatles, Babyface, Miles Davis, Neil Diamond, Bob Dylan, Lauryn Hill, Stevie Nicks, Pearl Jam and many others.

Country's Crown Jewels

Gaylord's sale of its publishing company is the latest of several recent transactions. Earlier this month

Gaylord sold its 33.3% stake in Nashville's Opry Mills mall to the Mills Corporation for \$30.8 million. The transaction brought the company \$25.8 million in cash, along with 100% ownership of a 24-acre tract of land near the Gaylord Opryland Resort & Convention Center in Nashville.

Additionally, Gaylord recently received a cash refund of \$64.6 million from the U.S. Department of Treasury as a result of a recently passed economic stimulus package. The Job Creation and Worker Assistance Act of 2002 allowed companies that had tax losses in 2001 and 2002 — and that had paid taxes in the past five years — to recoup their tax payments in the form of a cash refund.

Gaylord sold its Country Music Television and The Nashville Network cable networks in 1997, the same year the Opryland theme park closed. Gaylord currently owns other jewels of country-music history, including WSM-AM & FM/Nashville, the Grand Ole Opry and the Ryman Auditorium.

Reed and most of Gaylord Entertainment's top officers come from the hotel and gambling industries, but they saw the impact of country's history earlier this year when protests arose after they acknowledged that they were considering changing WSM-AM from Classic Country to Sports. Following a public outcry, they ultimately decided to keep traditional music flowing on WSM-AM, which has served as the Opry's radio home for more than 75 years.

Many in the country-music industry will continue to monitor Gaylord's business dealings, especially following the sale of Acuff-Rose. While there's no public indication whatsoever that WSM and the Opry are up for sale, rumors have circulated that at least one major radio group owner is interested in the properties.

Diamond & Metal

The Dixie Chicks' 1999 Monument album, *Fly*, has gained the trio their second RIAA Diamond Award, commemorating sales of 10 million units. The Chicks are the only country group in history to earn back-to-back Diamond Awards. Others who have scored Diamond Awards for consecutive albums include Garth Brooks, Shania Twain, Celine Dion and the



FIFTH OF JULY

Billy Ray Cyrus took his Time Flies tour west for a show at the San Diego County Fair. The performance near the beach in Del Mar, CA was taped for a concert special set to air later this year on PAX-TV. Visiting backstage are (L-R) Agency for the Performing Arts President Jim Gosnell, Cyrus and Del Mar Fairgrounds GM Tim Fenell.

Backstreet Boys. The Chicks' first Monument project — 1998's *Wide Open Spaces* — has sold more than 11 million copies.

In other RIAA news, Kenny Chesney's *No Shoes, No Shirt, No Problems* surpassed Gold and Platinum status in June. Cyndi Thomson's Capitol debut album, *My World*, qualified her as one of four artists receiving their first RIAA Gold certifications in June.

Circle Trois

Vince Gill, Willie Nelson, Dwight Yoakam and Tom Petty are among the artists featured on The Nitty Gritty Dirt Band's upcoming project *Will the Circle Be Unbroken, Vol. III*. Set for an Oct. 1 release, the Capitol/Nashville album also features Iris Dement, Jimmy Martin, Johnny Cash, Taj Mahal, Doc Watson, Emmylou Harris, Earl Scruggs, Alison Krauss, The Del McCoury Band, June Carter Cash, Sam Bush, Jerry Douglas and Tony Rice.

The Dirt Band's first *Circle* album was released in 1972 as a tribute to bluegrass and acoustic music. Originally released by United Artists Records on three vinyl albums, the recordings were recently remastered and rereleased by Capitol.

Bluegrass Star

Speaking of bluegrass music, what does banjo pioneer Earl Scruggs have in common with actress Susan Sarandon and film director Martin Scorsese? All three will be honored next year with stars on the Hollywood Walk of Fame. Actors Kevin Bacon and Robert Duvall are among the others who will have their stars unveiled next year.

If it seems odd for Scruggs to qualify for such an honor, keep in mind that the Country Music Hall of Fame member's "Foggy Mountain Breakdown" was heard throughout the film *Bonnie & Clyde*. And, in addition to his work with former partner Lester Flatt on the theme to the '60s TV series *The Beverly Hillbillies*, the two also portrayed themselves on several episodes of the show.

Nashville In Hollywood

Cyndi Thomson and Andy Griggs will join several Hollywood celebrities at the upcoming Gibson/Baldwin Night at the Net in Los Angeles. Tennis greats Andre Agassi and Lleyton Hewitt host the July 22 event, which kicks off the 2002 Mercedes-Benz Cup tennis tournament at UCLA. Money raised will benefit the Recording Academy's MusiCares Foundation.

Following Thomson's performance of the national anthem, Griggs will perform during the show, which will also feature Michael Bolton and R&B act Musiq. In addition, the evening will include appearances by Kelsey Grammer, James McDaniel, Dennis Miller, Matthew Perry and psychologist-TV personality Dr. Phil McGraw.

Other Notes

Trace Adkins and Darryl Worley team up for a series of concerts billed as the Big Men of Country Music Tour — Size Does Matter. The tour kicks off Sept. 28 in Stillwater, OK, with other shows already scheduled in Pennsylvania and California.

Six female country acts are featured in the August issue of *Rosie* magazine, which hit newsstands this week. The issue includes photos of Sara Evans, Carolyn Dawn Johnson, Jo Dee Messina, SheDAISY, Rebecca Lynn Howard and Mindy McCready. *Rosie* Sr. Fashion Editor Mali Baer supervised the photo shoot at Holly Hills Farm, which is in the Nashville suburb of Leipers Fork, TN. All are modeling denim fashions in the feature titled — and we're not making this up — "Denim Darlins."

After joining Hank Williams Jr. for an appearance on ABC-TV's Independence Day special, bluegrass act Rhonda Vincent has been added to the list of performers at a tribute to gospel-music pioneer Dottie Rambo. Host Barbara Mandrell will be joined by an all-star cast, including Crystal Gayle, Larry Gatlin and The Jordanaires. The special will be taped July 31 at Nashville's Ryman Auditorium and will air later this year on PAX-TV.

C O U N T R Y FLASHBACK

1 YEAR AGO

• No. 1: "I'm Already There" — Lonestar (fourth week)

5 YEARS AGO

• No. 1: "Carrying Your..." — George Strait (third week)

10 YEARS AGO

• No. 1: "The River" — Garth Brooks (second week)

15 YEARS AGO

• No. 1: "One Promise Too Late" — Reba McEntire

20 YEARS AGO

• No. 1: "Take Me Down" — Alabama (second week)

25 YEARS AGO

• No. 1: "It Was Almost..." — Ronnie Milsap (third week)

Ozzy Osbourne 'Bleepin' Likes Country?!?

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PREMIERE COUNTRY

R&R Country Top 50

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LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL POINTS	W POINTS	TOTAL PLAYS	W PLAYS	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	TOBY KEITH Courtesy Of The Red, White... (DreamWorks)	16552	-533	5843	-43	10	151/0
2	2	KENNY CHESNEY The Good Stuff (BNA)	16539	+804	5802	+299	13	151/0
5	3	LONESTAR Not A Day Goes By (BNA)	14492	+667	5396	+221	26	149/0
4	4	GARY ALLAN The One (MCA)	14475	+370	5198	+171	27	150/0
7	5	BROOKS & DUNN My Heart Is Lost To You (Arista)	13401	+389	4761	+124	16	151/0
9	6	DIXIE CHICKS Long Time Gone (Monument)	13001	+811	4460	+325	8	151/0
3	7	BRAD PAISLEY I'm Gonna Miss Her (Fishin') (Arista)	12528	-2216	4499	-940	21	151/0
8	8	KELLIE COFFEY When You Lie Next To Me (BNA)	11912	-455	4335	-210	29	147/0
10	9	DARRYL WORLEY I Miss My Friend (DreamWorks)	11149	+561	4025	+187	19	151/0
12	10	TIM MCGRAW Unbroken (Curb)	10723	+846	3791	+307	9	150/1
11	11	ANDY GRIGGS Tonight I Wanna Be Your Man (RCA)	10477	+526	3844	+170	26	151/1
13	12	TRACY BYRD Ten Rounds With Jose Cuervo (RCA)	10030	+650	3635	+273	16	150/3
14	13	SARA EVANS I Keep Looking (RCA)	9049	+332	3349	+112	20	145/2
15	14	JOE NICHOLS The Impossible (Universal South)	8644	+530	3045	+146	18	145/4
16	15	TRACE ADKINS Help Me Understand (Capitol)	7810	+191	2964	+43	22	145/1
18	16	BLAKE SHELTON Ol' Red (Warner Bros.)	7669	+539	2823	+209	17	135/4
17	17	MARK CHESNUTT She Was (Columbia)	7430	+269	2712	+135	25	139/1
19	18	DIAMOND RIO Beautiful Mess (Arista)	7207	+407	2595	+185	14	136/9
20	19	BRAD MARTIN Before I Knew Better (Epic)	6958	+291	2711	+57	24	139/3
21	20	PHIL VASSAR American Child (Arista)	6280	-115	2361	+26	13	138/1
22	21	MARTINA MCBRIDE Where Would You Be (RCA)	5801	+446	2216	+157	12	138/5
24	22	GARTH BROOKS Thicker Than Blood (Capitol)	5359	+487	1985	+189	6	129/5
23	23	LEE ANN WOMACK Something Worth Leaving Behind (MCA)	5340	+296	1965	+106	9	126/3
25	24	PINMONKEY Barbed Wire And Roses (BNA)	4667	+246	1762	+122	16	127/3
26	25	JO DEE MESSINA Dare To Dream (Curb)	4429	+158	1779	+47	11	122/4
27	26	ALAN JACKSON Work In Progress (Arista)	4308	+1095	1626	+418	5	120/16
28	27	KEITH URBAN Somebody Like You (Capitol)	3849	+713	1347	+268	4	124/27
35	28	MONTGOMERY GENTRY My Town (Columbia)	3330	+803	1217	+274	7	109/13
29	29	SIXWIRE Look At Me Now (Warner Bros.)	3287	+255	1217	+91	13	111/2
30	30	REBECCA LYNN HOWARD Forgive (MCA)	3260	+290	1230	+138	10	103/8
32	31	CHRIS CAGLE Country By The Grace Of God (Capitol)	2786	+143	1011	+47	12	98/6
33	32	ANTHONY SMITH If That Ain't Country (Mercury)	2666	+30	1057	+29	14	90/2
34	33	SHEDAISY Mine All Mine (Lyric Street)	2457	-74	923	-41	10	102/6
Breaker	34	RASCAL FLATTS These Days (Lyric Street)	2391	+403	936	+133	5	94/11
Breaker	35	TAMMY COCHRAN Life Happened (Epic)	1969	+186	750	+87	7	92/6
39	36	KEVIN DENNEY Cadillac Tears (Lyric Street)	1653	+357	689	+122	6	77/8
38	37	RODNEY ATKINS Sing Along (Curb)	1538	-34	649	+23	9	79/3
43	38	EMERSON DRIVE Fall Into Me (DreamWorks)	994	+343	369	+118	2	55/17
Debut	39	GEORGE STRAIT Stars On The Water (MCA)	883	+558	126	+86	1	2/0
44	40	ERIC HEATHERLY The Last Man Committed (DreamWorks)	808	+167	341	+51	3	56/9
40	41	J. MICHAEL HARTER Hard Call To Make (Broken Bow)	760	-83	273	-31	5	39/2
46	42	TOMMY SHANE STEINER Tell Me Where It Hurts (RCA)	758	+185	337	+76	3	55/10
41	43	ALABAMA I'm In The Mood (RCA)	697	-16	266	+5	4	45/2
49	44	LITTLE BIG TOWN Everything Changes (Monument)	696	+172	283	+69	2	58/11
48	45	DARYLE SINGLETARY That's Why I Sing This Way (Audiom)	611	+75	260	+22	5	31/1
Debut	46	TRAVIS TRITT Strong Enough To Be Your Man (Columbia)	587	+132	205	+71	1	47/30
47	47	JAMES OTTO The Ball (Mercury)	542	-19	242	0	3	40/4
45	48	WILLIE NELSON Maria (Shut Up And Kiss Me) (Lost Highway/IDJMG)	502	-97	189	-26	3	23/6
50	49	DAVID NAIL Memphis (Mercury)	447	-45	220	-18	3	29/0
Debut	50	RICKY SKAGGS/KENTUCKY THUNDER Halfway... (Skaggs Family)	427	+291	134	+89	1	2/0

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 7/7-7/13. 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
TRAVIS TRITT Strong Enough To Be Your Man (Columbia)	30
KEITH URBAN Somebody Like You (Capitol)	27
JOHN MICHAEL MONTGOMERY 'Til Nothing... (Wamer Bros.)	25
STEVE AZAR Waitin' On Joe (Mercury)	23
CAROLYN DAWN JOHNSON One Day Closer... (Arista)	20
EMERSON DRIVE Fall Into Me (DreamWorks)	17
ALAN JACKSON Work In Progress (Arista)	16
MONTGOMERY GENTRY My Town (Columbia)	13
RASCAL FLATTS These Days (Lyric Street)	11
LITTLE BIG TOWN Everything Changes (Monument)	11
TOMMY SHANE STEINER Tell Me Where It Hurts (RCA)	10

Most Increased Points

ARTIST TITLE LABEL(S)	POINT INCREASE
ALAN JACKSON Work In Progress (Arista)	+1095
TIM MCGRAW Unbroken (Curb)	+846
DIXIE CHICKS Long Time Gone (Monument)	+811
KENNY CHESNEY The Good Stuff (BNA)	+804
MONTGOMERY GENTRY My Town (Columbia)	+803
KEITH URBAN Somebody Like You (Capitol)	+713
LONESTAR Not A Day Goes By (BNA)	+667
TRACY BYRD Ten Rounds With Jose Cuervo (RCA)	+650
DARRYL WORLEY I Miss My Friend (DreamWorks)	+561
GEORGE STRAIT Stars On The Water (MCA)	+558

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
ALAN JACKSON Work In Progress (Arista)	+418
DIXIE CHICKS Long Time Gone (Monument)	+325
TIM MCGRAW Unbroken (Curb)	+307
KENNY CHESNEY The Good Stuff (BNA)	+299
MONTGOMERY GENTRY My Town (Columbia)	+274
TRACY BYRD Ten Rounds With Jose Cuervo (RCA)	+273
KEITH URBAN Somebody Like You (Capitol)	+268
LONESTAR Not A Day Goes By (BNA)	+221
BLAKE SHELTON Ol' Red (Warner Bros.)	+209
GARTH BROOKS Thicker Than Blood (Capitol)	+189

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RASCAL FLATTS
These Days (Lyric Street)
11 Adds • Moves 36-34

TAMMY COCHRAN
Life Happened (Epic)
6 Adds • Moves 37-35

Songs ranked by total plays

R&R Station Playlists have moved to the web.
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July 19, 2002

R&R'S EXCLUSIVE REPORTED OVERVIEW OF NATIONAL AIRPLAY

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL POINTS	± POINTS	TOTAL PLAYS	± PLAYS	WEEKS ON CHART	TOTAL STATIONS/ADDS
1	1	KENNY CHESNEY The Good Stuff (BNA)	3555	+39	2809	+33	12	75/0
2	2	TOBY KEITH Courtesy Of The Red, White... (DreamWorks)	3489	-10	2738	-24	10	73/0
3	3	BROOKS & DUNN My Heart Is Lost To You (Arista)	3357	+16	2658	+33	15	75/0
4	4	GARY ALLAN The One (MCA)	3333	+25	2577	+12	28	71/0
7	5	DARRYL WORLEY I Miss My Friend (DreamWorks)	3053	+99	2390	+66	18	74/0
10	6	DIXIE CHICKS Long Time Gone (Monument)	2811	+220	2252	+154	7	75/0
9	7	ANDY GRIGGS Tonight I Wanna Be Your Man (RCA)	2805	+48	2171	+43	27	72/0
8	8	KELLIE COFFEY When You Lie Next To Me (BNA)	2789	-49	2221	-26	31	68/0
5	9	LONESTAR Not A Day Goes By (BNA)	2757	-533	2185	-386	28	64/0
11	10	TRACY BYRD Ten Rounds With Jose Cuervo (RCA)	2594	+57	2050	+43	17	75/0
13	11	SARA EVANS I Keep Looking (RCA)	2593	+121	2024	+75	22	74/0
14	12	TIM MCGRAW Unbroken (Curb)	2560	+110	2021	+89	7	75/0
6	13	BRAD PAISLEY I'm Gonna Miss Her (Fishin') (Arista)	2474	-549	1933	-410	22	63/0
16	14	JOE NICHOLS The Impossible (Universal South)	2283	+108	1799	+102	18	74/2
17	15	BLAKE SHELTON Ol' Red (Warner Bros.)	2143	+116	1711	+87	16	70/1
15	16	TRACE ADKINS Help Me Understand (Capitol)	2029	-164	1634	-87	24	67/0
18	17	MARTINA MCBRIE Where Would You Be (RCA)	1958	+24	1546	+14	12	75/0
19	18	PHIL VASSAR American Child (Arista)	1957	+55	1546	+42	11	73/2
20	19	DIAMOND RIO Beautiful Mess (Arista)	1938	+107	1542	+86	15	72/1
21	20	MARK CHESNUTT She Was (Columbia)	1925	+102	1510	+67	26	69/0
23	21	LEE ANN WOMACK Something Worth Leaving Behind (MCA)	1745	+92	1392	+64	7	73/0
22	22	BRAD MARTIN Before I Knew Better (Epic)	1743	+4	1348	+1	24	62/0
26	23	ALAN JACKSON Work In Progress (Arista)	1684	+238	1325	+179	4	73/3
25	24	GARTH BROOKS Thicker Than Blood (Capitol)	1677	+172	1317	+125	5	73/2
24	25	JO DEE MESSINA Dare To Dream (Curb)	1549	+30	1259	+30	12	70/0
27	26	PINMONKEY Barbed Wire And Roses (BNA)	1284	-19	1052	+1	13	59/1
30	27	KEITH URBAN Somebody Like You (Capitol)	1272	+346	1008	+253	3	69/7
29	28	REBECCA LYNN HOWARD Forgive (MCA)	1140	+78	918	+56	11	62/3
28	29	CHRIS CAGLE Country By The Grace Of God (Capitol)	1072	-3	863	-1	12	59/2
31	30	RASCAL FLATTS These Days (Lyric Street)	1057	+141	830	+105	3	62/4
35	31	MONTGOMERY GENTRY My Town (Columbia)	962	+117	764	+101	5	61/10
33	32	SIXWIRE Look At Me Now (Warner Bros.)	926	+58	750	+47	11	51/4
32	33	SHEDAISY Mine All Mine (Lyric Street)	893	-7	745	-7	8	54/2
34	34	ANTHONY SMITH If That Ain't Country (Mercury)	866	+17	729	+16	15	48/1
37	35	KEVIN DENNEY Cadillac Tears (Lyric Street)	828	+46	664	+24	6	49/2
38	36	TAMMY COCHRAN Life Happened (Epic)	565	+19	471	+17	6	37/4
39	37	J. MICHAEL HARTER Hard Call To Make (Broken Bow)	508	+19	426	+23	10	30/1
40	38	RODNEY ATKINS Sing Along (Curb)	479	+29	389	+15	8	31/0
43	39	EMERSON DRIVE Fall Into Me (DreamWorks)	429	+154	339	+116	2	37/15
41	40	TRISHA YEARWOOD I Don't Paint Myself Into... (MCA)	404	+67	340	+46	2	33/5
42	41	ALABAMA I'm In The Mood (RCA)	333	+24	263	+15	4	25/3
46	42	ERIC HEATHERLY The Last Man Committed (DreamWorks)	306	+71	265	+60	3	29/3
44	43	DARYLE SINGLETARY That's Why I Sing This Way (Audium)	284	+44	214	+20	4	20/3
Debut	44	JOHN MICHAEL MONTGOMERY 'Til Nothing... (Warner Bros.)	283	+201	199	+140	1	20/13
47	45	TOMMY SHANE STEINER Tell Me Where It Hurts (RCA)	257	+29	218	+30	2	24/3
45	46	JAMES OTTO The Ball (Mercury)	253	+18	229	+19	2	23/1
Debut	47	TRAVIS TRITT Strong Enough To Be Your Man (Columbia)	238	+106	214	+98	1	24/6
48	48	WILLIE NELSON Maria (Shut Up And Kiss Me) (Lost Highway/IDJMG)	234	+65	185	+43	2	19/4
50	49	RICKY SKAGGS Half Way Home Cafe (Skagg Family)	167	+24	140	+25	2	13/3
Debut	50	CHAD BROCK A Man's Gotta Do (Broken Bow)	155	+12	105	+10	1	12/1

75 Country Indicator reports. Songs ranked by total plays for the airplay week of Sunday 7/7-Saturday 7/13.
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ARTIST TITLE LABEL(S)	ADDS
CAROLYN DAWN JOHNSON One Day Closer... (Arista)	16
EMERSON DRIVE Fall Into Me (DreamWorks)	15
JOHN MICHAEL MONTGOMERY 'Til Nothing... (Warner Bros.)	13
MONTGOMERY GENTRY My Town (Columbia)	10
STEVE AZAR Waitin' On Joe (Mercury)	10
KEITH URBAN Somebody Like You (Capitol)	7
TRAVIS TRITT Strong Enough To Be Your Man (Columbia)	6
TRISHA YEARWOOD I Don't Paint Myself Into... (MCA)	5
RASCAL FLATTS These Days (Lyric Street)	4
SIXWIRE Look At Me Now (Warner Bros.)	4
TAMMY COCHRAN Life Happened (Epic)	4
WILLIE NELSON Maria... (Lost Highway/IDJMG)	4
BELLAMY BROTHERS Over The Line (Bellamy Brothers)	4
ALAN JACKSON Work In Progress (Arista)	3
REBECCA LYNN HOWARD Forgive (MCA)	3
ERIC HEATHERLY The Last Man Committed (DreamWorks)	3
ALABAMA I'm In The Mood (RCA)	3
TOMMY SHANE STEINER Tell Me Where It Hurts (RCA)	3
DARYLE SINGLETARY That's Why I Sing This Way (Audium)	3
RICKY SKAGGS Half Way Home Cafe (Skagg Family)	3

Most Increased Points

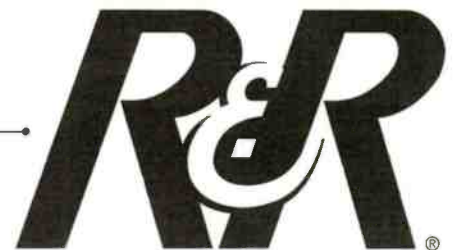
ARTIST TITLE LABEL(S)	POINT INCREASE
KEITH URBAN Somebody Like You (Capitol)	+346
ALAN JACKSON Work In Progress (Arista)	+238
DIXIE CHICKS Long Time Gone (Monument)	+220
JOHN MICHAEL MONTGOMERY 'Til Nothing... (Warner Bros.)	+201
GARTH BROOKS Thicker Than Blood (Capitol)	+172
EMERSON DRIVE Fall Into Me (DreamWorks)	+154
RASCAL FLATTS These Days (Lyric Street)	+141
SARA EVANS I Keep Looking (RCA)	+121
MONTGOMERY GENTRY My Town (Columbia)	+117
BLAKE SHELTON Ol' Red (Warner Bros.)	+116

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
KEITH URBAN Somebody Like You (Capitol)	+253
ALAN JACKSON Work In Progress (Arista)	+179
DIXIE CHICKS Long Time Gone (Monument)	+154
JOHN MICHAEL MONTGOMERY 'Til Nothing... (Warner Bros.)	+140
GARTH BROOKS Thicker Than Blood (Capitol)	+125
EMERSON DRIVE Fall Into Me (DreamWorks)	+116
RASCAL FLATTS These Days (Lyric Street)	+105
JOE NICHOLS The Impossible (Universal South)	+102
MONTGOMERY GENTRY My Town (Columbia)	+101
TRAVIS TRITT Strong Enough To Be Your Man (Columbia)	+98
TIM MCGRAW Unbroken (Curb)	+89
BLAKE SHELTON Ol' Red (Warner Bros.)	+87
DIAMOND RIO Beautiful Mess (Arista)	+86
SARA EVANS I Keep Looking (RCA)	+75
MARK CHESNUTT She Was (Columbia)	+67
DARRYL WORLEY I Miss My Friend (DreamWorks)	+66
LEE ANN WOMACK Something Worth... (MCA)	+64
ERIC HEATHERLY The Last Man Committed (DreamWorks)	+60
STEVE AZAR Waitin' On Joe (Mercury)	+58
REBECCA LYNN HOWARD Forgive (MCA)	+56

MONITORED STATION PLAYLISTS

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www.radioandrecords.com

R&R Bullseye Country Callout

EXCLUSIVE NATIONAL MUSIC RESEARCH ESTIMATES July 19, 2002

BULLSEYE® song selection is based on the top 35 titles from the R&R Country chart for the airplay week of June 10-16.

ARTIST Title (Label)	LIKE A LOT	TOTAL POSITIVE	NEUTRAL	FAMILIARITY	DISLIKE	BURN
BRAD PAISLEY I'm Gonna Miss Her (Arista)	44.5%	73.8%	16.0%	99.5%	6.3%	3.5%
LONESTAR Not A Day Goes By (BNA)	39.5%	71.8%	15.8%	98.0%	5.3%	5.3%
KELLIE COFFEY When You Lie Next To Me (BNA)	37.3%	70.8%	18.5%	98.5%	6.0%	3.3%
KENNY CHESNEY The Good Stuff (BNA)	36.8%	70.3%	20.8%	96.5%	4.5%	1.0%
TRACE ADKINS Help Me Understand (Capitol)	31.3%	69.5%	24.3%	99.0%	3.8%	1.5%
SARA EVANS I Keep Looking (RCA)	35.0%	68.8%	22.3%	98.8%	5.8%	2.0%
PHIL VASSAR American Child (Arista)	32.3%	68.8%	21.8%	95.8%	4.5%	0.8%
TOBY KEITH Courtesy Of The Red White And Blue (DreamWorks)	38.5%	67.5%	19.0%	97.5%	8.8%	2.3%
ANDY GRIGGS Tonight I Wanna Be Your Man (RCA)	29.3%	67.0%	22.3%	98.0%	7.5%	1.3%
BLAKE SHELTON Ol' Red (Warner Bros.)	32.0%	66.0%	22.3%	97.0%	6.5%	2.3%
GEORGE STRAIT Living And Living Well (MCA)	34.8%	65.8%	22.0%	99.5%	7.0%	4.8%
DARRYL WORLEY I Miss My Friend (DreamWorks)	33.0%	65.5%	26.0%	97.8%	5.3%	1.0%
TIM MCGRAW Unbroken (Curb)	29.0%	65.5%	23.5%	96.5%	5.0%	2.5%
BROOKS & DUNN My Heart Is Lost To You (Arista)	32.0%	64.8%	24.5%	96.3%	5.8%	1.3%
DIXIE CHICKS Long Time Gone (Monument)	28.0%	64.8%	24.3%	98.3%	6.3%	3.0%
BRAD MARTIN Before I Knew Better (Epic)	24.3%	63.5%	27.8%	97.8%	5.8%	0.8%
GARY ALLAN The One (MCA)	29.3%	63.0%	26.0%	98.8%	6.0%	3.8%
TRACY BYRD Ten Rounds With Jose Cuervo (RCA)	29.3%	63.0%	25.8%	99.5%	7.3%	3.5%
CYNDI THOMSON I'm Gone (Capitol)	25.8%	63.0%	22.8%	94.0%	6.8%	1.5%
MARK CHESNUTT She Was (Columbia)	20.0%	62.0%	26.0%	94.0%	4.3%	1.8%
DIAMOND RIO Beautiful Mess (Arista)	28.5%	61.5%	25.0%	96.5%	6.5%	3.5%
ALAN JACKSON Work In Progress (Arista)	25.5%	60.3%	22.0%	90.5%	8.3%	0.0%
JOE NICHOLS The Impossible (Universal/South Republic)	29.5%	60.0%	24.8%	95.5%	8.3%	2.5%
SHEDAISY Mine All Mine (Lyric Street)	24.3%	59.5%	26.8%	100.0%	11.8%	2.0%
PINMONKEY Barbed Wire And Roses (BNA)	28.8%	56.5%	26.3%	95.0%	9.5%	2.8%
MONTGOMERY GENTRY My Town (Columbia)	19.0%	55.8%	27.0%	92.5%	8.5%	1.3%
MARTINA MCBRIDE Where Would You Be (RCA)	27.0%	55.3%	26.5%	94.5%	9.3%	3.5%
SIXWIRE Look At Me Now (Warner Bros.)	22.0%	55.3%	29.0%	93.3%	8.5%	0.5%
LEE ANN WOMACK Something Worth Leaving Behind (MCA)	20.8%	54.5%	24.5%	89.5%	10.0%	0.5%
ANTHONY SMITH If That Ain't Country (Mercury)	19.0%	53.0%	26.8%	97.5%	16.0%	1.8%
CHRIS CAGLE Country By The Grace Of God (Capitol)	20.5%	52.3%	27.8%	92.0%	10.5%	1.5%
GARTH BROOKS Thicker Than Blood (Capitol)	20.3%	51.8%	25.3%	86.8%	7.3%	2.5%
JO DEE MESSINA Dare To Dream (Curb)	20.3%	51.3%	32.8%	95.0%	10.0%	1.0%
KEITH URBAN Somebody Like You (Capitol)	20.8%	49.5%	26.8%	86.8%	9.5%	1.0%
REBECCA LYNN HOWARD Forgive (MCA)	19.0%	46.8%	29.0%	85.3%	8.3%	1.3%



Password of the Week: Stark

Question of the Week: Think about listening to your favorite Country station each day. Which of the following best describes the station?

- 1. Doesn't play enough of the older songs from Country stars.
- 2. The air personalities talk too much.
- 3. They play just a few songs over and over.
- 4. They don't play enough new songs by newer singers
- 5. They play too many songs I don't recognize.

Total

1. 42%
2. 24%
3. 23%
4. 8%
5. 3%

P1

1. 42%
2. 20%
3. 25%
4. 9%
5. 4%

P2

1. 45%
2. 30%
3. 18%
4. 7%
5. 0%

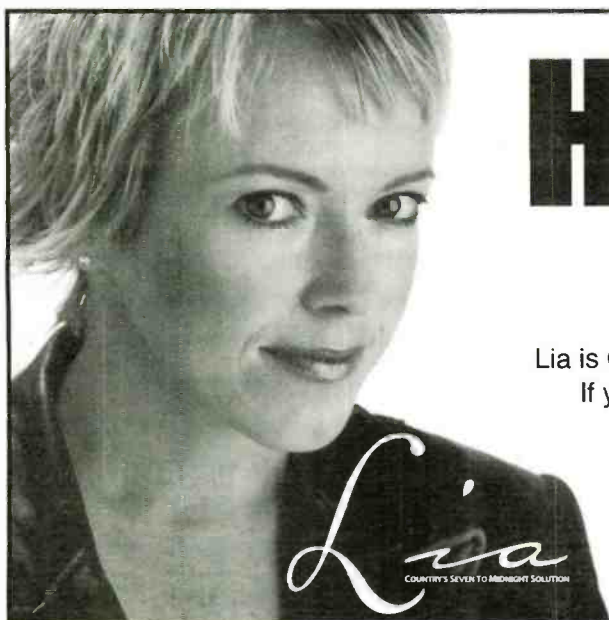
Male

1. 38%
2. 25%
3. 25%
4. 7%
5. 5%

Female

1. 47%
2. 22%
3. 21%
4. 9%
5. 1%

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.



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**America's Best Testing Country Songs 12+
 For The Week Ending 7/19/02.**

Artist Title (Label)	TW	LW	Familiarity	Burn	TD	Familiarity	Burn
TOBY KEITH Courtesy Of The Red... (DreamWorks)	4.42	4.40	97%	15%	4.38	97%	16%
GARY ALLAN The One (MCA)	4.27	4.27	96%	18%	4.24	95%	19%
ALAN JACKSON Drive (For Daddy Gene) (Arista)	4.26	4.15	99%	34%	4.07	99%	41%
KENNY CHESNEY The Good Stuff (BNA)	4.26	4.35	97%	19%	4.33	97%	18%
TRACE ADKINS Help Me Understand (Capitol)	4.25	4.25	92%	8%	4.12	90%	12%
TRACY BYRD Ten Rounds With Jose Cuervo (RCA)	4.24	4.15	96%	16%	4.17	95%	17%
MARK CHESNUTT She Was (Columbia)	4.22	4.23	89%	12%	4.13	89%	14%
SARA EVANS I Keep Looking (RCA)	4.19	4.14	90%	15%	4.16	90%	14%
DARRYL WORLEY I Miss My Friend (DreamWorks)	4.18	4.22	95%	21%	4.06	96%	22%
ALAN JACKSON Work In Progress (Arista)	4.18	-	73%	6%	4.05	67%	6%
GEORGE STRAIT Living And Living Well (MCA)	4.15	4.17	98%	25%	3.95	98%	33%
JOE NICHOLS The Impossible (Universal South)	4.15	4.18	80%	14%	4.12	83%	14%
MARTINA MCBRIDE Where Would You Be (RCA)	4.14	4.17	90%	15%	4.09	90%	14%
BROOKS & DUNN My Heart Is Lost To You (Arista)	4.12	4.08	95%	20%	3.99	95%	23%
DIAMOND RIO Beautiful Mess (Arista)	4.11	4.08	86%	9%	4.07	86%	10%
LONESTAR Not A Day Goes By (BNA)	4.10	4.10	98%	30%	3.93	98%	35%
BRAD PAISLEY I'm Gonna Miss... (Arista)	4.09	4.18	99%	38%	3.93	99%	42%
ANDY GRIGGS Tonight I Wanna Be... (RCA)	4.08	4.07	97%	22%	3.94	97%	24%
BRAD MARTIN Before I Knew Better (Epic)	4.07	4.13	87%	12%	4.06	88%	13%
TIM MCGRAW Unbroken (Curb)	4.07	4.08	88%	13%	4.07	88%	12%
STEVE AZAR I Don't Have To Be Me... (Mercury)	4.03	4.06	99%	35%	4.03	99%	36%
KELLIE COFFEY When You Lie Next To Me (BNA)	4.01	3.97	94%	25%	3.83	95%	30%
BLAKE SHELTON Ol' Red (Warner Bros.)	3.94	3.93	94%	26%	3.89	94%	25%
PHIL VASSAR American Child (Arista)	3.93	3.83	87%	17%	3.91	88%	18%
DIXIE CHICKS Long Time Gone (Monument)	3.85	3.91	96%	22%	3.89	96%	22%
LEE ANN WOMACK Something Worth... (MCA)	3.84	3.87	77%	12%	3.90	77%	11%
JO DEE MESSINA Dare To Dream (Curb)	3.79	3.80	78%	15%	3.80	79%	14%
SIXWIRE Look At Me Now (Warner Bros.)	3.74	3.85	55%	9%	3.79	54%	8%
GARTH BROOKS Thicker Than Blood (Capitol)	3.67	3.60	74%	15%	3.68	75%	15%
PINMONKEY Barbed Wire And Roses (BNA)	3.57	3.52	73%	19%	3.44	74%	21%

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



Joe Nichols

Man With A ... (Universal South)

Joe Nichols continues to be categorized by many as a newcomer, although his debut album was released in 1996. With Country radio noticing his first single, "Six of One, Half a Dozen (Of the Other)," the Rogers, AR native was off to a good start for a new artist on an independent label. But then the label, Intersound, closed its country division. Nichols has continued to work on his music for the past six years, resulting in an artistic maturity apparent throughout his new album, *Man With a Memory*. Notably, it's the first album released on Universal South, the new label operated by industry veterans Tony Brown and Tim DuBois. When Universal South was launched earlier this year, both DuBois and Brown were clearly excited about signing an honest-to-goodness country act. Nichols co-wrote three songs on the album, which was produced by famed session guitarist Brent Rowan. *Man With a Memory* features Nichols' Universal South debut single, "The Impossible," which climbs to No. 14 on this week's R&R Country top 50.



Toby Keith

Unleashed (DreamWorks)

If Toby Keith's *Unleashed* doesn't sound like a typical country album, maybe that's because it was recorded in Miami. Keith co-produced the project with DreamWorks/Nashville chief James Stroud, and the singer says the change of scenery eliminated any distractions that might have prevented everyone involved from concentrating on the music. He says, "We found we could really focus there. When people listen to the album, I think they'll be able to hear that creativity and focus." Keith had a hand in writing every song on *Unleashed*, the followup to *Pull My Chain*. He says, "When we finished recording *Pull My Chain*, we were satisfied that we had everything we wanted, that it was complete. At that point I just started writing the new album, and by the time *Pull My Chain* was released, we were well on our way to having this one done." *Unleashed* contains Keith's latest No. 1 single, "Courtesy of the Red, White and Blue (The Angry American)," and a duet with Willie Nelson on "Beer for My Horses." Keith says, "I don't think I'm at my peak, but I do think I'm hitting my stride. I'm really feeling like we've got a great album with *Unleashed*, like all the cylinders are firing."



Charlie Daniels Band

Redneck ... (Audium/Blue Hat)

Charlie Daniels is 67 years old, but his music still rocks as hard as it ever did. Maybe that's why younger artists will always be attracted to the idea of working with him. Daniels' latest project, *Redneck Fiddlin' Man*, prominently features Travis Tritt on "Southern Boy," a song Daniels and Tritt wrote together. Another track, "Waco," includes background vocals by Garth Brooks. The music covers familiar territory, with the opening track, "Rock This Joint," melding rock, blues and Western swing in a way reminiscent of "The South's Gonna Do It Again." But you can't help but feel good when Daniels and his band hit the middle of the groove. Daniels and Patrick Kelly co-produced the album, which includes two instrumentals, one of them a touching version of "The Star-Spangled Banner." Daniels' patriotism also shows on "The Last Fallen Hero."

The Imus Challenge

Continued from Page 48

Cruise said, "He'd better check our rate card. The last time he priced radio must have been in 1962. We get \$95 a minute for the overnight show."

"But, seriously, putting unfamiliar music on the radio is equivalent to a restaurant serving a bad meal. Would a restaurant serve a bad meal to benefit a charity? Would Imus pitch McDonald's with an offer for charity and ask them to make every 20th hamburger with a rancid patty of meat? That's sideways thinking."

"I'm in the business of making the best product I can every day. No one tunes in to a radio station wondering, 'What obscure music can I hear today?' I don't want someone sampling my station to ever say, 'What the hell is this on the air?' It makes no sense to ever buckle on the product. Coke would never put out a bad can at any cost."

"I have no doubt that Imus' heart is in the right place, but weakening the product is not the way to go."

"This is an example of what radio can do and should do more of: have fun and create interest in music."

R.J. Curtis

Offering an alternative that KKBQ could get behind, Cruise said, "They should take that \$10,000 and make the band available to do an acoustic night. We could make some noise, get them noticed and raise money for charity without affecting our product. I'd be amenable to running :30 promos with their music in them; I just won't broker part of our playlist. We've been offered more than \$10,000 in the past and have always politely declined."

New & Active

TRISHA YEARWOOD I Don't Paint Myself Into... (MCA)

Total Plays: 184, Total Stations: 30, Adds: 9

TY HERNDON A Few Short Years (Epic)

Total Plays: 153, Total Stations: 23, Adds: 1

CAROLYN DAWN JOHNSON One Day Closer To You (Arista)

Total Plays: 131, Total Stations: 38, Adds: 20

STEVE AZAR Waitin' On Joe (Mercury)

Total Plays: 111, Total Stations: 23, Adds: 23

ALISON KRAUSS... Let Me Touch You... (Rouder)

Total Plays: 94, Total Stations: 10, Adds: 1

JOHN MICHAEL MONTGOMERY 'Til Nothing Comes Between Us (Warner Bros.)

Total Plays: 81, Total Stations: 27, Adds: 25

DEAN MILLER Love Is A Game (Universal South)

Total Plays: 70, Total Stations: 12, Adds: 3

CHAD BROCK A Man's Gotta Do (Broken Bow)

Total Plays: 63, Total Stations: 17, Adds: 5

Songs ranked by total points.

Stations and their adds listed alphabetically by market

<p>KEAN/Abilene, TX PD: Rudy Fernandez AP/MD: John Montgomery "heav" 1 STEVE AZAR "Joe" 2 RICKY SLAGGS "Cale" 3 CHAD BROCK "Cale" 4 MARLEE DANIELS BAND "heav" 5 BILLY HOFFMAN "Abebe" 6 PHIL CALDWELL "heav" 7 COOPER GRANT "heav" 8 MICHAEL CHAIN "heav" 9 FREDDY LOVORN "People"</p>	<p>WJLS/Beckley, WV PD: Bill O'Brien MD: David Willis 11 ALAN JACKSON "Progress" 12 TRISHA YEARWOOD "heav" 13 ALAN JACKSON "heav" 14 TRISHA YEARWOOD "heav" 15 TAMMY COCHRAN "heav"</p>	<p>KKCS/Colorado Springs, CO * PD: Shannon Stone MD: Stan Franklin 1 CHAD BROCK "Cale"</p>	<p>WXFL/Florence, AL PD/MD: Ricky Skaggs "Cale" TRISHA YEARWOOD "heav" DARYL SINGLETERY "Sing" TAMMY COCHRAN "heav" EMERSON DRIVE "heav"</p>	<p>WFMS/Indianapolis, IN * PD: Bob Richards MD: J.D. Cannon 3 FRANKIE ROSES "heav" 4 ERIC HEATHERLY "Committed" 5 LITTLE BIG TOWN "Changes"</p>	<p>W0EN/Macon, GA PD: Gerry Marshall AP/MD: Laura Sterling 5 STEVE AZAR "Joe" 1 MARTHA MOORE "heav"</p>	<p>W00M/Madison, WI * PD: Mark Griffin MD: Rick Adams STEVE AZAR "Joe" TRAVIS TRITT "Strong"</p>	<p>W00K/Oaklahoma City, OK * PD: L.J. Smith AP/MD: Bill Reed 2 DIAMOND "Joe" 1 MARTHA MOORE "heav"</p>	<p>W00L/Roanoke-Lynchburg, VA * PD: Brent Sharp MD: Robin James 1 MONTEGOMERY GENTRY "heav" 2 CAROLAN DAWN JOHNSON "heav"</p>	<p>W00P/Savannah, GA * PD: Becky Brenner MD: Tony Thomas 1 MONTEGOMERY GENTRY "heav" 2 CAROLAN DAWN JOHNSON "heav"</p>	<p>KV00/Tulsa, OK * OM: Moon Mullins AP/MD: Scott Woodson 2 RASCAL FLATS "These"</p>				
<p>W00X/Alcon, OH * OM/MD: Kevin Mason 1 JOE DE MESSINA "Cale" TRAVIS TRITT "Strong"</p>	<p>W00Y/Birmingham, NY PD/MD: Ed Walker 3 GARTH BROOKS "Blood"</p>	<p>W00Z/Columbia, SC * OM/MD: Ron Brooks MD: Glet Garrett No Adds</p>	<p>W00A/Jackson, MS * PD: Rick Adams MD: Van Haze No Adds</p>	<p>W00B/Kansas City, IA PD: John Scott ALABAMA "heav"</p>	<p>W00C/Orlando, FL * PD: Len Shackelford MD: Shadow Stevens STEVE AZAR "Joe" EMERSON DRIVE "heav"</p>	<p>W00D/Rockford, IL OM/MD: Jesse Garcia MD: Kelly Hess CAROLAN DAWN JOHNSON "heav" TOMMY SHAKE STEINER "heav"</p>	<p>W00E/Rochester, NY * OM: Dave Symonds PD/MD: Cayote Collins STEVE AZAR "Joe" TRAVIS TRITT "Strong"</p>	<p>W00F/Salt Lake City, UT OM/MD: Ray Edwards 10 WILLE NELSON "heav" 10 EMERSON DRIVE "heav"</p>	<p>W00G/Washington, DC * OM/MD: Jeff Wyatt AP/MD: John Anthony 2 CHRIS CAGLE "Country" 1 JOHN MONTEGOMERY "heav" TAMMY COCHRAN "heav"</p>	<p>W00H/Waco, TX PD/MD: Zack Owen 10 WILLE NELSON "heav" 10 EMERSON DRIVE "heav"</p>				
<p>W00N/Albany, NY * PD: Buzz Brindle MD: Bill Earley 1 RASCAL FLATS "These" STEVE AZAR "Joe"</p>	<p>W00O/Birmingham, AL * PD: Brian Driver 6 JAMES OTTO "heav" 6 BRAD MARTIN "heav" 6 BLAKE SHELTON "heav"</p>	<p>W00P/Columbus, OH * PD: Charley Lake MD: George Wolf No Adds</p>	<p>W00Q/Jacksonville, FL * MD: Dixie James 11 TRAVIS TRITT "Strong" ALAN JACKSON "Progress"</p>	<p>W00R/Jacksonville, FL * MD: Dixie James 11 TRAVIS TRITT "Strong" ALAN JACKSON "Progress"</p>	<p>W00S/Orlando, FL * PD: Len Shackelford MD: Shadow Stevens STEVE AZAR "Joe" EMERSON DRIVE "heav"</p>	<p>W00T/Rockford, IL OM/MD: Jesse Garcia MD: Kelly Hess CAROLAN DAWN JOHNSON "heav" TOMMY SHAKE STEINER "heav"</p>	<p>W00U/Rochester, NY * OM: Dave Symonds PD/MD: Cayote Collins STEVE AZAR "Joe" TRAVIS TRITT "Strong"</p>	<p>W00V/Salt Lake City, UT OM/MD: Ray Edwards 10 WILLE NELSON "heav" 10 EMERSON DRIVE "heav"</p>	<p>W00W/Waco, TX PD/MD: Zack Owen 10 WILLE NELSON "heav" 10 EMERSON DRIVE "heav"</p>	<p>W00X/Washington, DC * OM/MD: Jeff Wyatt AP/MD: John Anthony 2 CHRIS CAGLE "Country" 1 JOHN MONTEGOMERY "heav" TAMMY COCHRAN "heav"</p>				
<p>W00Y/Albuquerque, NM * PD: Tommy Carrera MD: Buck Stevens 10 STEVE AZAR "Joe" 10 CAROLAN DAWN JOHNSON "heav"</p>	<p>W00Z/Bloomington, IL PD: Dan Westhoff MD: Buck Stevens 10 STEVE AZAR "Joe" 10 CAROLAN DAWN JOHNSON "heav"</p>	<p>W00A/Columbus, OH * PD: Charley Lake MD: George Wolf No Adds</p>	<p>W00B/Jacksonville, FL * MD: Dixie James 11 TRAVIS TRITT "Strong" ALAN JACKSON "Progress"</p>	<p>W00C/Orlando, FL * PD: Len Shackelford MD: Shadow Stevens STEVE AZAR "Joe" EMERSON DRIVE "heav"</p>	<p>W00D/Rockford, IL OM/MD: Jesse Garcia MD: Kelly Hess CAROLAN DAWN JOHNSON "heav" TOMMY SHAKE STEINER "heav"</p>	<p>W00E/Rochester, NY * OM: Dave Symonds PD/MD: Cayote Collins STEVE AZAR "Joe" TRAVIS TRITT "Strong"</p>	<p>W00F/Salt Lake City, UT OM/MD: Ray Edwards 10 WILLE NELSON "heav" 10 EMERSON DRIVE "heav"</p>	<p>W00G/Washington, DC * OM/MD: Jeff Wyatt AP/MD: John Anthony 2 CHRIS CAGLE "Country" 1 JOHN MONTEGOMERY "heav" TAMMY COCHRAN "heav"</p>	<p>W00H/Waco, TX PD/MD: Zack Owen 10 WILLE NELSON "heav" 10 EMERSON DRIVE "heav"</p>	<p>W00I/Washington, DC * OM/MD: Jeff Wyatt AP/MD: John Anthony 2 CHRIS CAGLE "Country" 1 JOHN MONTEGOMERY "heav" TAMMY COCHRAN "heav"</p>				
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<p>W00Y/Albuquerque, NM * PD: John Richards 1 EMERSON DRIVE "heav" 1 TRISHA YEARWOOD "heav" DEAN MILLER "heav"</p>	<p>W00Z/Bloomington, IL PD: Dan Westhoff MD: Buck Stevens 10 STEVE AZAR "Joe" 10 CAROLAN DAWN JOHNSON "heav"</p>	<p>W00A/Columbus, OH * PD: Charley Lake MD: George Wolf No Adds</p>	<p>W00B/Jacksonville, FL * MD: Dixie James 11 TRAVIS TRITT "Strong" ALAN JACKSON "Progress"</p>	<p>W00C/Orlando, FL * PD: Len Shackelford MD: Shadow Stevens STEVE AZAR "Joe" EMERSON DRIVE "heav"</p>	<p>W00D/Rockford, IL OM/MD: Jesse Garcia MD: Kelly Hess CAROLAN DAWN JOHNSON "heav" TOMMY SHAKE STEINER "heav"</p>	<p>W00E/Rochester, NY * OM: Dave Symonds PD/MD: Cayote Collins STEVE AZAR "Joe" TRAVIS TRITT "Strong"</p>	<p>W00F/Salt Lake City, UT OM/MD: Ray Edwards 10 WILLE NELSON "heav" 10 EMERSON DRIVE "heav"</p>	<p>W00G/Washington, DC * OM/MD: Jeff Wyatt AP/MD: John Anthony 2 CHRIS CAGLE "Country" 1 JOHN MONTEGOMERY "heav" TAMMY COCHRAN "heav"</p>	<p>W00H/Waco, TX PD/MD: Zack Owen 10 WILLE NELSON "heav" 10 EMERSON DRIVE "heav"</p>	<p>W00I/Washington, DC * OM/MD: Jeff Wyatt AP/MD: John Anthony 2 CHRIS CAGLE "Country" 1 JOHN MONTEGOMERY "heav" TAMMY COCHRAN "heav"</p>				
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KID KELLY
kkelly@radioandrecords.com

Hot AC: It Ain't Your Father's Oldsmobile

□ Is it today's de facto CHR for adults?

The ongoing debate over whether Hot AC is really just CHR for grown-ups rages on. It seems that there are three major areas of focus. One, of course, is the music; the second, the stationality; and last, but not least, the on-air presentation.

With today's available research, it is fairly easy to play the music that adults want to hear. However, defining stationality and presentation is not as easy. Quite possibly, the trickiest part for a Hot AC programmer is deciding what type of presentation and station vibe is right for the audience.

Should Hot AC look to CHIR for presentation? For music rotations? Should Hot AC have that larger-than-life morning show? And, the all-important final question: Is today's Hot AC really a de facto CHR for adults? We asked a few experts to share their thoughts.

Mike Edwards
PD, WWZZ
(Z104)/Washington

We're not doing CHR-type things. Our focus is different from a CHR's, especially in DC. CHR has silly morning shows, lots of contests, hype, jingles, etc., and crams as many commercials in as it possibly can.

Most importantly, who we are going after is different from who CHIR is going after. Twelve-to-24-year-olds, who make up the core CHIR demo, are not important to us. Women 25-34 who are sick of the hype and childish presentations and extreme music of CHR, are who we are interested in.



Mike Edwards

Yes, we'll share music. Mostly the Pop/Alternative and Rock crossovers. You've seen CHRs play a lot more rock music over the past nine months because bands like Lifehouse, Creed, Nickelback and The Calling have crossed into the mainstream. Those styles of music, we'll share, and there's the similarity between the formats. That's about as far as it goes for us.

We feel we've created something unique at Z104. Most people don't like what radio has done to itself. It's all homogenized, cookie-cutter, overcommercialized, overhyped stations that forgot one simple thing: the listener (i.e., the customer).

As simple as it sounds, it's never going to change: Find out what listeners want and give it to them. It's beyond what song titles they like (as important as that is); it's taking into consid-

eration what has driven them away from radio and finally acting on it. It's taking radio back to the way it's supposed to be.

Steve Rivers
Consultant

Play hits. I think Hot AC is a mess. It's some form of Modern AC or Pop/Alternative on stations that probably would be better off playing pop hits, as the hits come in all flavors and colors.

Chris Patyk
Asst. PD/MD, KYSR
(Star 98.7)/Los Angeles

We are certainly at an apex in terms of the Hot AC format. It's either swim or sink, and that means getting aggressive about rotations, playing the right new music and getting in listeners' faces. This must be a focused, market-specific attack. What does that dictate for your audience? There's nothing to lose and a lot to gain.



Chris Patyk

The bloom is back on adult-oriented music. Check out newer artists like John Mayer, Zero 7, Jack Johnson and Vanessa Carlton or the latest from Sheryl Crow, Lenny Kravitz, The Goo Goo Dolls, Pearl Jam's Eddie Vedder, Chris Isaak or Jewel. Who's gonna play 'em? Post 9/11, the public needs something of substance. They need something different; they need a reality check. It's back to the singer and the song.

Let's face it, the audience is changing. The grunge kids from the early '90s are adults, and they're scratching their heads over System Of A Down and Slipknot. They're starting to say, "Man, I must be getting old." Seize the moment. Don't let the other guys take advantage of you. This is a watershed year for Pop/Alternative radio (let's just call it that — it ain't Alternative and it ain't AC). Let's roll!

Jon Zellner
PD, KSRC (Star) &
KMXV/Kansas City

I will say that Star has been successful during the other 11 months of the year because of my CHR background. We play CHR recurrences rath-

er than AC-only records like Jim Brickman because those are the songs that the older moms are hearing on their kids' stations that they grow to like. It's very hard to get AC-only songs familiar because AC radio rotates the songs slower and our audience isn't getting them from other media, like MTV.

Smokey Rivers
PD, KYKY &
KEZK/St. Louis

Hot AC has always functioned best when it was CHR for big people. I'm concerned that in some circles it's busy being the anti-CHR right now. That limits growth potential.

Steve McKay
PD, WPTE/Norfolk

Every market obviously has its own nuances, but, in general terms, I believe that Hot AC has, in fact, become today's de facto CHR. We have seen music take on extreme sounds again. I see the audience being split between rhythmic and rock, and I do not see the same audience accepting both.



Steve McKay

This point was driven home when we began playing No Doubt's "Hey Baby." The original version with the rap at the end tested dead last. As soon as we played the edit without the rap, test scores went top five. The message was clear.

I acknowledge that broad-based CHRs have worked in the past, but times have changed. Today, we have a niched society, where there is a specialist for just about everything we do in life. People want instant gratification. They don't have the time or patience to sit through a song they don't like.

Our station plays rock hits. Our presentation is high-energy, hip and fun. Nobody will ever confuse our station with an AOR (no offense intended). Our promotions are geared to the active lifestyle, and our imaging talks to the active young-adult audience.

Chuck Knight
PD, WSNY/Columbus, OH

CHR is and always will be about playing all of the hits, not just some of them. As much as I love extremely



CAN YOU LOCATE THE EQUESTRIAN?

A slightly injured Bryan Adams recently made an appearance on WPLJ/New York's *Scott & Todd in the Morning* show. Seen here chatting about Adams' songs on the soundtrack to the animated movie *Spirit: Stallion of the Cimarron* are (l-r) WPLJ PD/morning co-host Scott Shannon, Adams and WPLJ morning co-star Todd Pettengill and news mommy Pat-ty Steele.

focused and targeted radio, Hot AC seems too narrow to ever be able to surpass mainstream AC or CHR in ratings performance. Arbitron's own fairly recent top-50 markets analysis of 25-54 adults has mainstream AC with an 8.6 AQH share, CHR/Pop at a 5.6 (a recent low) and Hot AC at a 4.5. Hot AC is a niche format that will share with CHR but, in my crystal ball, not surpass it.

Barry McKay
PD, KFBZ/Wichita

Both Hot AC and CHR reflect current pop culture. Whether it's movies like *Spider-Man* or *Star Wars* or lifestyle topics such as Botox parties, you'll find both being promoted or talked about on CHR and Hot AC. Both are personality-driven rather than liner-card-driven, and both usually have fun promotions and contests to stay top-of-mind in the marketplace.



Barry McKay

At KFBZ, we are a rock-based Hot AC, so when songs like Pink's "Don't Let Me Get Me" come along, we'll put them in callout after they get significant airplay in the market to see if they have potential with our audience. A CHR would probably jump right on them because of the artists' history with the format.

CHR's younger base demands more of a steady diet of new music and expects to get it from a CHR, while a Hot AC may be a little more recurrent-sounding. This is because of Hot AC's slightly older demo. They generally have less time to spend listening to radio because of the demands of work and family, so it's important for them to have a certain comfort level when listening to their favorite Hot AC radio station. And, generally, a CHR will spin its hottest titles more often than a Hot AC.

Another slight difference might be in promotions. A CHR might be a little more extreme compared to a Hot AC, again due to the difference in age

of each format's target demo. For instance, a CHR might do a *Fear Factor* promotion with eating worms and bugs, etc., while a Hot AC might opt for more mainstream types of promotions.

You'll get some strong P2 listening with a bright-sounding Hot AC when the CHR is either in spots or playing a song the listener is tired of or doesn't like. We have that here in Wichita, where we share most with CHR KKRD.

The core of a Hot AC is attracted to it because the music it plays is less edgy than the current music on CHR. Plus, there are more recurrences in the mix. When a CHR moves off a hit, listeners many times still like the song and will find it on the Hot AC.

Jeff Andrews
PD, WVTI/Grand Rapids

It's all about entertainment: fun morning show, bigger-than-life and fun-to-listen-to contests and upbeat, relatable jocks.

The makeup of a Hot AC depends on the market, the competitive field and, in Grand Rapids, the goal of the cluster. Most formats, not just CHR, need a big morning show to pull the train.



Jeff Andrews

Our rotations are slower than a CHR's. Adult women like familiarity. Other markets may not have a CHR, and the Hot AC doubles as a CHR. It boils down to the demo you're trying to reach.

Bill Cahill
PD, WTVR/Richmond
& Clear Channel VP/Ops for
VA Trading Area

Hot AC is the de facto CHR for adults — well, maybe. But there are a lot of moms listening to straight-ahead CHR stations with their daughters right now because the music satisfies both. For single young adults 25-34, maybe Hot AC is the ticket, but for 35-54 moms, maybe not.



Bonnie Raitt Silver Lining

The new single and title track
from her critically acclaimed,
already gold album,
SILVER LINING.

**Huge First Week
#1 Most Added!!**

WNND, KVIL, WLTE, WMTX,
WLTJ, WLTQ, WWLI, WWDE,
AND MANY MANY MORE!



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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R&R AC Top 30

July 19, 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	CELINE DION A New Day Has Come (Epic)	2536	-65	302730	23	120/0
2	2	FIVE FOR FIGHTING Superman (It's Not Easy) (Aware/Columbia)	2433	+113	319430	35	118/0
3	3	JOSH GROBAN To Where You Are (143/Reprise)	2385	+85	279830	16	114/0
5	4	ENRIQUE IGLESIAS Hero (Interscope)	2012	-34	257735	39	120/0
4	5	MARC ANTHONY I Need You (Columbia)	1978	-101	238148	22	113/0
6	6	JO DEE MESSINA Bring On The Rain (Curb)	1962	+15	197248	23	108/2
7	7	BRYAN ADAMS Here I Am (A&M/Interscope)	1844	+138	240068	8	107/2
8	8	DARYL HALL & JOHN OATES Do It For Love (BMG/Heritage)	1746	+56	234899	9	107/1
10	9	VANESSA CARLTON A Thousand Miles (A&M/Interscope)	1541	+45	212527	12	89/8
11	10	LONESTAR I'm Already There (BNA)	1496	+18	193461	45	108/0
12	11	MICHAEL BOLTON Only A Woman Like You (Jive)	1252	-34	140365	20	107/0
14	12	SHERYL CROW Soak Up The Sun (A&M/Interscope)	1026	+35	137868	10	66/5
13	13	CAROLYN DAWN JOHNSON So Complicated (Arista)	984	-65	87763	18	94/0
17	14	CELINE DION I'm Alive (Epic)	958	+156	175942	5	88/11
15	15	ENYA Wild Child (Reprise)	832	+14	92741	21	91/0
16	16	JENNIFER LOPEZ Alive (Epic)	790	-24	83171	10	74/0
20	17	LUTHER VANDROSS I'd Rather (J)	510	-4	125944	17	65/0
18	18	JAMES TAYLOR On The 4th Of July (Columbia)	510	-104	97341	3	67/5
22	19	ELTON JOHN Original Sin (Rocket/Universal)	503	+43	101279	7	70/8
19	20	BONNIE RAITT I Can't Help You Now (Capitol)	488	-70	46195	17	72/0
23	21	JOHN MAYER No Such Thing (Aware/Columbia)	467	+41	64472	8	46/4
21	22	CALLING Wherever You Will Go (RCA)	463	-13	108436	14	26/2
26	23	MARC ANTHONY I've Got You (Columbia)	399	+43	90226	4	51/6
25	24	TAMARA WALKER Angel Eyes (Curb)	397	+7	34770	6	65/3
24	25	ENRIQUE IGLESIAS Escape (Interscope)	381	-21	79392	11	28/1
27	26	GARTH BROOKS When You Come Back To Me Again (Capitol)	307	-1	27501	8	46/0
28	27	BARRY MANILOW They Dance! (Concord)	226	-11	18498	7	41/1
30	28	MICHAEL DAMIAN Shadows In The Night (Modern Voices/Weir Bros.)	215	-6	15895	2	38/3
Debut	29	KATHY MATTEA They Are The Roses (Narada)	214	+11	14805	1	41/2
Debut	30	BRUCE SPRINGSTEEN The Rising (Columbia)	206	+99	60187	1	24/6

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 7/7-13. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs 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

BEN GREEN Two To One (Artemis)
Total Plays: 189, Total Stations: 31, Adds: 5

PET SHOP BOYS Home And Dry (Sanctuary/SRG)
Total Plays: 187, Total Stations: 29, Adds: 0

STEELY Simple Girl (NFE)
Total Plays: 125, Total Stations: 30, Adds: 4

NORAH JONES Don't Know Why (Blue Note/Virgin)
Total Plays: 120, Total Stations: 23, Adds: 8

STEVE HOLY Good Morning Beautiful (Curb)
Total Plays: 107, Total Stations: 25, Adds: 4

BONNIE RAITT Silver Lining (Capitol)
Total Plays: 1, Total Stations: 35, Adds: 35

Songs ranked by total plays

Most Added

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
BONNIE RAITT Silver Lining (Capitol)	35
CELINE DION I'm Alive (Epic)	11
VANESSA CARLTON A Thousand Miles (A&M/Interscope)	8
ELTON JOHN Original Sin (Rocket/Universal)	8
NORAH JONES Don't Know Why (Blue Note/Virgin)	8
MARC ANTHONY I've Got You (Columbia)	6
BRUCE SPRINGSTEEN The Rising (Columbia)	6
JAMES TAYLOR On The 4th Of July (Columbia)	5
SHERYL CROW Soak Up The Sun (A&M/Interscope)	5
BEN GREEN Two To One (Artemis)	5

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
BBMAK Back Here (Hollywood)	+196
'N SYNC This I Promise You (Jive)	+187
CELINE DION I'm Alive (Epic)	+156
BRYAN ADAMS Here I Am (A&M/Interscope)	+138
O-TOWN All Or Nothing (J)	+138
FIVE FOR FIGHTING Superman... (Aware/Columbia)	+113
BRUCE SPRINGSTEEN The Rising (Columbia)	+99
JOSH GROBAN To Where You Are (143/Reprise)	+85
R. MARTIN F/C. AGUILERA Nobody Wants... (Columbia)	+76
C. CHURCH W/J. GROBAN The Prayer (Columbia)	+70

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
MATCHBOX TWENTY If You're Gone (Lava/Atlantic)	1431
LEE ANN WOMACK I Hope You Dance (MCA/Universal)	1384
TRAIN Drops Of Jupiter (Tell Me) (Columbia)	1268
ENYA Only Time (Reprise)	1242
DIDO Thankyou (Arista)	1188
'N SYNC This I Promise You (Jive)	1009
SAVAGE GARDEN I Knew I Loved You (Columbia)	985
H. LEWIS & G. PALTRON Cruisin' (Hollywood)	869
FAITH HILL There You'll Be (Warner Bros.)	850
LEANN RIMES I Need You (Curb)	847
FAITH HILL The Way You Love Me (Warner Bros.)	811
UNCLE KRACKER Follow Me (Top Dog/Lava/Atlantic)	791
O-TOWN All Or Nothing (J)	718
CELINE DION That's The Way It Is (Epic)	716
BBMAK Back Here (Hollywood)	659

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

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Table with columns: Artist Title (Label), TW, LW, Familiarity, Burn, TD, Familiarity, Burn. Lists top AC songs and artists like Celine Dion, Bryan Adams, Sheryl Crow, etc.

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

- NORAH JONES Don't Know Why (Blue Note/Virgin)
SHERYL CROW Soak Up The Sun (A&M/Interscope)
BEN GREEN Two To One (Artemis)
MICHAEL DAMIAN Shadows In The Night (Modern Voices/Weir Bros.)
BRYAN ADAMS Here I Am (A&M/Interscope)
DARYL HALL & JOHN OATES Do It For Love (BMG/Heritage)
JO DEE MESSINA W/TIM MCGRAW Bring On The Rain (Curb)
VANESSA CARLTON A Thousand Miles (A&M/Interscope)
CELINE DION I'm Alive (Epic)
ELTON JOHN Original Sin (Rocket/Universal)
MARC ANTHONY I've Got You (Columbia)
MICHELLE BRANCH All You Wanted (Maverick/WB)
BERTIE HIGGINS Just Another Day (Independent)
STEVE HOLY Good Morning Beautiful (Curb)
BRUCE SPRINGSTEEN The Rising (Columbia)
BONNIE RAITT Silver Lining (Capitol)

Reporters

Grid of reporter information including names, locations, and contact details for various radio stations across the country.

*Monitored Reporters

138 Total Reporters

121 Total Indicator

17 Total Indicator 15 Current Indicator Playlists

Reported Frozen Playlist (1): KSBU/Santa Barbara, CA

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





We just bumped Vanessa Carlton's "A Thousand Miles" up to power. What's special about this song is that we were the first mainstream AC in the country to play it. We rarely go on records early, especially from new artists, but it sounded so good on Mix 93.3 [CHR/Pop sister KMXV/Kansas City] that I told our PD, Jon Zellner, "Why let a song like this collect dust on my desk? We need to be playing it now." • We've added "Soak Up the Sun" from Sheryl Crow. Pretty much a no-brainer for us, it's



a fun summer tune from an artist who does really well here on Star 102. James Taylor's "On the 4th of July" is another add. It's classic-sounding J.T., a great "sit in the hammock" tune for summer. Josh Groban's "To Where You Are" continues to be our most asked-about song. Every time it plays, we get e-mail and calls wondering who he is. I will admit that, in the beginning, I wasn't sure about how it would be received. But it has taken on a life of its own, and Josh's CD is selling like crazy here in Kansas City. • Carolyn Dawn

Johnson's "So Complicated" is also getting a great reaction. She has such a fresh, clean sound, and we're getting about the same amount of requests for her as we are for Josh Groban. Finally, Jo Dee Messina's "Bring on the Rain" has turned out to be a really strong song for us. This one will be around a while. AC tends to have periodic dry spells when it comes to new music and new artists, but this spring and early summer have been great for our format. There's been a lot of wonderful product for us.

Props to Etoile Zisselman and Steve Bartels, who power Avril Lavigne's "Complicated" (Arista) up to No. 3 during a tight chart week and nab 263 additional plays! ... Pete Cosenza, Elaine Locatelli and the Columbia crew have to be crowing over "B-r-u-u-c-e." After just three weeks, **Bruce Springsteen & The E Street Band** rise to No. 22 at Hot AC with "The Rising" and debut at No. 30 at AC ... **Dave Matthews Band** go top 10 with "Where Are You Going" ... And kudos to Debbie Cerchione and the Warner Bros. crew, who nab Most Added honors with **Goo Goo Dolls'** "Big Machine" ... Debuting: **Elvis Vs. JXL's** "A Little Less Conversation" (RCA) and **Splendor's** "Save It for Later" (J) ... At AC, it's a supertight chart this week. **Celine Dion's** "I'm Alive" (Epic) adds an additional 156 plays and jumps 17-14* after only four weeks ... **Hall & Oates'** "Do It for Love" (BMG/Heritage) remains very solid, perched at No. 8 and ranking No. 1 with person 25-34 on the RateTheMusic survey ... Speaking of RTM, **Bryan Adams'** "Here I Am" (A&M/Interscope) tests No. 1 among women ... Debuting only five weeks after her stellar performance at this year's R&R Convention is **Kathy Mattea** with "They Are the Roses" (Narada).



— Kid Kelly, AC/Hot AC Editor

artist activity

ARTIST: **Doves**
LABEL: **Capitol**

By **KID KELLY**/AC-HOT AC EDITOR



Doves

I am obsessed with Doves. I listen to them all the time, like there is no other album like this on the planet. What's wrong with me?" That post from the message board on Doves' official website (www.doves.net) is a pretty good illustration of the kind of compulsive following this band has accumulated.

So who are these guys? Doves are Jimi Goodwin on lead vocals and guitar, Jez Williams on guitar and background vocals and Andy Williams on drums, background vocals and harmonica. They hail from Manchester, England and formed unofficially about 10 years ago, when Jimi met twin brothers Jez and Andy. They were all just 15, but they realized that making music together was their destiny.

Back in 1998 Doves released their debut effort, an EP called *The Cedar Room*, and they followed that the next year with the EPs *Sea* and *Here It Comes*. All their music has been critically acclaimed, and their latest work, the full-length *The Last Broadcast*, will also give

critics a reason to celebrate. From the introspective and delicate "M62 Song" to the cheerful "Pounding," Doves prove they are not afraid to evoke a broad range of emotions. (They're so open and honest, they probably frighten all those pre-fab artists.) They have a style all their own, and on *The Last Broadcast* — with the assistance of producers Steve Osborne (Happy Mondays) and Max Heyes (Primal Scream, Paul Weller) — they work hard to maintain that uniqueness.

If you had to find a comparison, there may be some echoes of an earlier Jimi in the sounds of Jimi Goodwin and company, but Doves thrive by setting their own styles. Says Jez Williams, "The harder we work, the better the ideas that come to us. We're quite happy to write five songs and throw four away; that's how hard we can be on ourselves." Andy Williams adds, "After all this time working together, I think we've finally started to unlearn and get to the core of things — to make them as simple as possible."

"What's wrong with me?" Absolutely nothing. It's just a Doves thing.

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July 19, 2002

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)	3608	+19	363208	21	87/0
2	2	JIMMY EAT WORLD The Middle (DreamWorks)	3502	+77	373178	18	85/1
4	3	AVRIL LAVIGNE Complicated (Arista)	3428	+263	348867	14	89/5
3	4	VANESSA CARLTON A Thousand Miles (A&M/Interscope)	3343	-15	323897	20	85/0
5	5	C. KROEGER F/J. SCOTT Hero (Roadrunner/Columbia/IDJMG)	2951	+157	273886	10	81/1
6	6	JOHN MAYER No Such Thing (Aware/Columbia)	2809	+100	314946	22	85/0
7	7	CALLING Wherever You Will Go (RCA)	2741	+38	285880	43	85/0
8	8	NICKELBACK How You Remind Me (Roadrunner/IDJMG)	2302	-42	241195	37	81/0
12	9	DAVE MATTHEWS BAND Where Are You Going (RCA)	2155	+49	238449	9	82/0
9	10	PUDDLE OF MUDD Blurry (Flawless/Geffen/Interscope)	2049	-117	202973	25	64/0
10	11	GOO GOO DOLLS Here Is Gone (Warner Bros.)	2012	-98	205276	19	75/0
13	12	NO DOUBT Hella Good (Interscope)	1979	+93	178502	12	60/1
11	13	MICHELLE BRANCH All You Wanted (Maverick/WB)	1915	-193	198096	27	68/0
15	14	CREED One Last Breath (Wind-up)	1710	+103	137614	8	73/2
14	15	TRAIN Drops Of Jupiter (Tell Me) (Columbia)	1588	-53	151404	71	83/0
18	16	JACK JOHNSON Flake (Enjoy/Universal)	1420	+162	166036	10	65/3
16	17	PINK Don't Let Me Get Me (Arista)	1413	+3	127322	13	38/1
19	18	THE CORRS When The Stars Go Blue (143/Lava/Atlantic)	1152	-11	124152	11	60/0
20	19	ALANIS MORISSETTE Precious Illusions (Maverick/Reprise)	1058	+45	98303	6	61/0
22	20	OROPLINE Fly Away From Here (...Day) (143/Reprise)	1007	+2	86862	9	62/0
21	21	RUBYHORSE Sparkle (Island/IDJMG)	990	-18	98446	11	55/0
29	22	BRUCE SPRINGSTEEN The Rising (Columbia)	932	+282	118053	3	57/10
26	23	DIRTY VEGAS Days Go By (Capitol)	914	+75	81610	6	42/4
25	24	COUNTING CROWS American Girls (Geffen/Interscope)	887	+24	105662	8	54/3
24	25	DISHWALLA Somewhere In The Middle (Immergent)	878	-28	56034	10	47/1
30	26	NORAH JONES Don't Know Why (Blue Note/Virgin)	783	+135	90040	4	49/7
23	27	CALLING Adrienne (RCA)	770	-162	72592	12	52/0
27	28	NICKELBACK Too Bad (Roadrunner/IDJMG)	732	-21	37994	10	23/0
31	29	OUR LADY PEACE Somewhere Out There (Columbia)	714	+109	75316	5	45/5
28	30	SHAKIRA Underneath Your Clothes (Epic)	613	-103	55032	11	29/0
32	31	SEVEN AND THE SUN Walk With Me (Atlantic)	595	-1	56191	5	37/0
33	32	311 Amber (Volcano)	513	+86	38361	3	28/2
34	33	ENRIQUE IGLESIAS Escape (Interscope)	422	-4	67226	10	9/0
40	34	BBMAK Out Of My Heart (Into Your...) (Hollywood)	377	+78	40365	2	28/1
35	35	COURSE OF NATURE Caught In The Sun (Lava/Atlantic)	362	-18	23569	9	18/0
38	36	CAROLYN DAWN JOHNSON So Complicated (Arista)	355	+36	24628	3	29/1
Debut	37	SPLENDER Save It For Later (J)	334	+102	27722	1	33/4
Debut	38	ELVIS VS. JXL A Little Less Conversation (RCA)	333	+196	36728	1	26/13
39	39	SHEILA NICHOLLS Faith (Essexgirl/Hollywood)	303	-12	30053	3	28/1
36	40	MOBY We Are All Made Of Stars (V2)	279	-101	18854	7	28/0

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 7/7-7/13. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 15 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. 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)	TOTAL ADDS
GOO GOO DOLLS Big Machine (Warner Bros.)	35
DUNCAN SHEIK On A High (Atlantic)	21
ELVIS VS. JXL A Little Less Conversation (RCA)	13
BRUCE SPRINGSTEEN The Rising (Columbia)	10
JENNIFER LOVE HEWITT BareNaked (Jive)	10
MICHELLE BRANCH Goodbye To You (Maverick/WB)	9
ROSEY Afterlife (Island/IDJMG)	8
NORAH JONES Don't Know Why (Blue Note/Virgin)	7
AVRIL LAVIGNE Complicated (Arista)	5
OUR LADY PEACE Somewhere Out There (Columbia)	5
COLDPLAY In My Place (Capitol)	5

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
BRUCE SPRINGSTEEN The Rising (Columbia)	+282
AVRIL LAVIGNE Complicated (Arista)	+263
ELVIS VS. JXL A Little Less Conversation (RCA)	+196
JACK JOHNSON Flake (Enjoy/Universal)	+162
C. KROEGER F/J. SCOTT Hero (Roadrunner/Columbia/IDJMG)	+157
JEWEL This Way (Atlantic)	+142
NORAH JONES Don't Know Why (Blue Note/Virgin)	+135
MICHELLE BRANCH Goodbye To You (Maverick/WB)	+124
OUR LADY PEACE Somewhere Out There (Columbia)	+109
CREED One Last Breath (Wind-up)	+103

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
LIFEHOUSE Hanging By A Moment (DreamWorks)	1400
FIVE FOR FIGHTING Superman... (Aware/Columbia)	1330
JEWEL Standing Still (Atlantic)	1289
CREED My Sacrifice (Wind-up)	1196
DEFAULT Wasting My Time (TVT)	1151
ALANIS MORISSETTE Hands Clean (Maverick/Reprise)	1093
DIDO Thankyou (Arista)	923
STAIND It's Been Awhile (Flip/Elektra/EEG)	852
3 DOORS DOWN Be Like That (Republic/Universal)	832
UNCLE KRACKER Follow Me (Top Dog/Lava/Atlantic)	813
SUGAR RAY When It's Over (Lava/Atlantic)	803
LINKIN PARK In The End (Warner Bros.)	782
DAVE MATTHEWS BAND The Space Between (RCA)	779
INCUBUS Drive (Immortal/Epic)	752

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America's Best Testing Hot AC Songs 12+
For The Week Ending 7/19/02.

Artist Title (Label)	TW	LW	Familiarity	Burn	TD	Familiarity	Burn
AVRIL LAVIGNE Complicated (Arista)	4.17	4.12	90%	17%	4.15	91%	20%
JIMMY EAT WORLD The Middle (DreamWorks)	4.13	4.12	96%	33%	4.10	95%	38%
GOO GOO DOLLS Here Is Gone (Warner Bros.)	4.10	4.09	92%	22%	4.04	92%	27%
JOHN MAYER No Such Thing (Aware/Columbia)	4.08	4.11	81%	19%	4.07	85%	22%
LIFEHOUSE Hanging By A Moment (DreamWorks)	4.07	3.97	98%	50%	4.06	98%	54%
CHAD KROEGER F/JOSEY SCOTT Hero (Roadrunner/Columbia/IDJMG)	4.03	4.09	92%	28%	4.00	93%	31%
DEFAULT Wasting My Time (TVT)	4.03	4.00	92%	34%	4.04	92%	35%
CALLING Wherever You Will Go (RCA)	4.01	4.00	96%	45%	3.96	97%	49%
NICKELBACK Too Bad (Roadrunner/IDJMG)	3.99	3.99	88%	26%	3.98	87%	27%
CALLING Adrienne (RCA)	3.95	3.98	76%	13%	3.91	76%	16%
OISHWALLA Somewhere In The Middle (Immergent)	3.91	3.86	54%	7%	3.88	57%	8%
PUDDLE OF MUDD Blurry (Flawless/Geffen/Interscope)	3.90	3.97	94%	41%	3.91	94%	42%
VANESSA CARLTON A Thousand Miles (A&M/Interscope)	3.89	3.84	92%	36%	3.88	94%	36%
MICHELLE BRANCH All You Wanted (Maverick/WB)	3.89	3.91	93%	34%	3.81	95%	37%
CREED One Last Breath (Wind-up)	3.88	3.81	84%	19%	3.81	84%	22%
JACK JOHNSON Flake (Enjoy/Universal)	3.86	3.95	48%	10%	3.93	52%	10%
NICKELBACK How You Remind Me (Roadrunner/IDJMG)	3.86	3.76	98%	56%	3.91	99%	58%
OAVE MATTHEWS BAND Where Are You Going (RCA)	3.86	3.83	82%	17%	3.88	84%	20%
TRAIN Drops Of Jupiter (Tell Me) (Columbia)	3.82	3.84	97%	55%	3.85	98%	58%
COUNTING CROWS American Girls (Geffen/Interscope)	3.75	3.81	64%	10%	3.73	66%	11%
RUBYHORSE Sparkle (Island/IDJMG)	3.69	3.78	50%	9%	3.69	56%	10%
PINK Don't Let Me Get Me (Arista)	3.59	3.65	93%	41%	3.66	94%	41%
ALANIS MORISSETTE Precious Illusions (Maverick/Reprise)	3.58	3.46	63%	12%	3.74	64%	11%
SHERYL CROW Soak Up The Sun (A&M/Interscope)	3.58	3.60	97%	41%	3.47	97%	48%
DIRTY VEGAS Days Go By (Capitol)	3.56	3.50	79%	26%	3.66	80%	26%
CORRS F/BONO When The Stars Go Blue (143/Lava/Atlantic)	3.52	3.43	61%	14%	3.49	63%	17%
NO DOUBT Hella Good (Interscope)	3.49	3.42	93%	40%	3.58	94%	41%
JEWEL Standing Still (Atlantic)	3.45	3.47	92%	49%	3.47	96%	53%
DROPLINE Fly Away From Here (Graduation Day) (143/Reprise)	3.42	3.53	48%	13%	3.38	51%	14%
SHAKIRA Underneath Your Clothes (Epic)	3.16	3.19	92%	49%	3.18	94%	50%

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. 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 4818/377-5300. RateTheMusic.com data is provided by Mediabase Research, a division of Premiere Radio Networks.

Indicator

Most Added

- ELVIS VS. JXL A Little Less Conversation (RCA)
- ROSEY Afterlife (Island/IDJMG)
- THE CORRS When The Stars Go Blue (143/Lava/Atlantic)
- CELINE DION I'm Alive (Epic)
- BRUCE SPRINGSTEEN The Rising (Columbia)
- JACK JOHNSON Flake (Enjoy/Universal)
- BBMAK Out Of My Heart (Into Your...) (Hollywood)
- JEWEL This Way (Atlantic)

New & Active

- CELINE DION I'm Alive (Epic)
Total Plays: 270, Total Stations: 15, Adds: 0
- GOLDPLAY In My Place (Capitol)
Total Plays: 268, Total Stations: 22, Adds: 5
- STRETCH PRINCESS Freakshow (Wind-up)
Total Plays: 262, Total Stations: 21, Adds: 1
- JEWEL This Way (Atlantic)
Total Plays: 258, Total Stations: 23, Adds: 3
- REMY ZERO Perfect Memory (I'll...) (Elektra/EEG)
Total Plays: 219, Total Stations: 13, Adds: 1
- HOBBASTANK Running Away (Island/IDJMG)
Total Plays: 203, Total Stations: 9, Adds: 2
- MICHELLE BRANCH Goodbye To You (Maverick/WB)
Total Plays: 182, Total Stations: 27, Adds: 9
- DASHBOARD CONFESSIOAL Screaming... (Vagrant)
Total Plays: 180, Total Stations: 19, Adds: 2
- JENNIFER LOVE HEWITT BareNaked (Jive)
Total Plays: 98, Total Stations: 23, Adds: 10
- GOO GOO DOLLS Big Machine (Warner Bros.)
Total Plays: 85, Total Stations: 39, Adds: 35

Songs ranked by total plays

Reporters

<p>WKOD/Akron, OH * PD: Keith Kennedy No Adds</p> <p>WRVE/Albany, NY * PD: Randy McCarty MD: Trea Hulse GOO GOO DOLLS "Big" OUR LADY PEACE "There" SPINER "Lies"</p> <p>RPEK/Albuquerque, NM * OM: Bill May PD: Mike Parsons MD: Deya APD: Jimmy Barreza 14 HOBBASTANK "Running" 18 ROSY "Avalanche" GOO GOO DOLLS "Big"</p> <p>KMKS/Anchorage, AK * PD: Roxy Lennox MD: Monika Thomas 14 BRUCE SPRINGSTEEN "Rising"</p> <p>KAMX/Austin, TX * PD: Jim Robinson MD: Clay Curver 1 JEWEL "Standing Still" NORAH JONES "Love"</p> <p>KLLY/Bakersfield, CA * PD: E.J. Tyler APD: Chris Fox DOVES "Love" JIMMY EAT WORLD "Sweet" DUNGAN SHER "High" WYAN "Whisper"</p> <p>WMMX/Baltimore, MD * VP/Prog: Bill Pasha PD: Steve Monz MD: Ryan Sampson 1 DEF LEPPARD "Now" GOO GOO DOLLS "Big" ROSEY "Avalanche" DUNGAN SHER "High"</p> <p>WLTB/Binghamton, NY * OMD: Steve Gilinsky PD: Dana Potter APD: Trilby Schwartz ROSEY "Avalanche" DEF LEPPARD "Now" CLARKS "Hey"</p> <p>WMLJ/Birmingham, AL * PD/MC: Tom Newman 12 DEF LEPPARD "Now" 5 ELVIS VS. JXL "Lies" GOO GOO DOLLS "Big"</p> <p>WBMX/Boston, MA * VP/Prog: Greg Strassell MD: Mike McFadyen 12 DEF LEPPARD "Now" 5 ELVIS VS. JXL "Lies" GOO GOO DOLLS "Big"</p>	<p>WTSS/Buttalo, NY * PD: Sue O'Hair MD: Rob Lucas 2 DIRTY VEGAS "Days" 1 CREED "One Last Breath" NORAH JONES "Love"</p> <p>WZLX/Canton, OH * PD: Morgan Taylor No Adds</p> <p>WCOD/Cape Cod, MA * OM: Gregg Casady MD: Cheryl Park 29 SHERYL CROW "Star" 29 THE CORRS "Star" 3 REVEAL "Way"</p> <p>WMTI/Cedar Rapids, IA * PD/MC: Erin Brisco 1 ELVIS VS. JXL "Lies" JACK JOHNSON "Flake"</p> <p>WALC/Charleston, SC * PD: E. Curtis Johnson 5 ELVIS VS. JXL "Lies" 5 OUR LADY PEACE "There" BRUCE SPRINGSTEEN "Rising"</p> <p>KAMX/Austin, TX * PD: Jim Robinson MD: Clay Curver 1 JEWEL "Standing Still" NORAH JONES "Love"</p> <p>WLNK/Charlotte, NC * OM: Tom Jackson PD: Neal Sharpe APD: Chris Allen MD: Derek James OUR LADY PEACE "There" Flak "Don't"</p> <p>WTMX/Chicago, IL * PD: Mary Ellen Kachinski Station Mgr.: Barry James 15 AVRIE LAVIGNE "Complicated" GOO GOO DOLLS "Big"</p> <p>WKRC/Cincinnati, OH * OM: Chuck Finney PD: Tommy Frank APD: Grover Collins MD: Brian Douglas 11 ELVIS VS. JXL "Lies" MICHELLE BRANCH "Goodbye" CLARKS "Hey" GOO GOO DOLLS "Big"</p> <p>WMMX/Cincinnati, OH * PD: Steve Bender MD: Storm Bennett ELVIS VS. JXL "Lies" DUNGAN SHER "High" GOO GOO DOLLS "Big"</p> <p>WMMX/Cleveland, OH * PD: Dave Pogonich MD: Jay Hudson No Adds</p>	<p>WOAL/Cleveland, OH * PD: Alan Fee MD: Rebecca Wilde GOO GOO DOLLS "Big" JEWEL "Standing Still" BRUCE SPRINGSTEEN "Rising"</p> <p>KVUU/Colorado Springs, CO * PD: Kevin Calahan APD: Andy Carlsie MICHELLE BRANCH "Goodbye" GOO GOO DOLLS "Big" NORAH JONES "Love"</p> <p>HBBS/Columbus, OH * PD: Jeff Balkentine MD: Robin Cole No Adds</p> <p>WMEFL/Wayne, IN * PD: John O'Rourke MD: Boomer BRUCE SPRINGSTEEN "Rising"</p> <p>WZPL/Indianapolis, IN * PD: Scott Sands MD: Dave Decker No Adds</p> <p>KALZ/Fresno, CA * PD: E. Curtis Johnson 1 311 "1st Wave" 1 COLUPAY "Place" GOO GOO DOLLS "Big" ELVIS VS. JXL "Lies"</p> <p>KVSR/Fresno, CA * PD: Mike Yeager APD: Andy Wilford MICHELLE BRANCH "Goodbye" GOO GOO DOLLS "Big"</p> <p>KALC/Denver-Boulder, CO * OM: Mike Stern PD: Jeff Stevens MD: Shaun Vincent 3 ELVIS VS. JXL "Lies" 1 DUNGAN SHER "High"</p> <p>WVTL/Grand Rapids, MI * PD: Jeff Andrews APD: Ken Evans 15 AVRIE LAVIGNE "Complicated" DUNGAN SHER "High" BRUCE SPRINGSTEEN "Rising"</p> <p>WQZN/Greensboro, NC * PD: Steve Williams 2 DEF LEPPARD "Now" 1 HOBBASTANK "Running" DIRTY VEGAS "Days"</p> <p>WIKZ/Hagerstown, MD * PD: Rick Alexander MD: Jeff Roteman CLINE DON "Love"</p> <p>WNNK/Harrisburg, PA * PD: John O'Dea MD: Denny Logan JEWEL "Standing Still" WYAN "Whisper"</p>	<p>WTKC/Hartford, CT * PD: Steve Sahany APD/MC: Joannee Jolly 7 SHEILA KIMBLE "Yacht" MICHELLE BRANCH "Goodbye" GOO GOO DOLLS "Big" CHAD KROEGER F/JOSEY SCOTT "Hero" SPINER "Lies"</p> <p>KHMX/Houston-Galveston, TX * PD: Marc Silverman No Adds</p> <p>WENS/Indianapolis, IN * OMD: Greg Dunkin MD: Jim Cerone SHERYL CROW "Star" ELVIS VS. JXL "Lies" BRUCE SPRINGSTEEN "Rising"</p> <p>WZPL/Indianapolis, IN * PD: Scott Sands MD: Dave Decker No Adds</p> <p>KRBZ/Kansas City, KS * OMD: Mike Kaplan APD: Andy Wilford MD: Todd Violette 31 JIMMY EAT WORLD "Sweet" 1 COLUPAY "Place" WYAN "Whisper"</p> <p>KMXB/Las Vegas, NV * OM: Cal Thomas APD/MC: Charese Fruge 21 HOBBASTANK "Running" 11 GOO GOO DOLLS "Big" SHERYL CROW "Star" DUNGAN SHER "High"</p> <p>WMLX/Leixington-Fayette, KY * PD: Jill Meyer No Adds</p> <p>KURB/Little Rock, AR * OM: Cal Thomas APD: Aaron Anthony MICHELLE BRANCH "Goodbye" JEWEL "Standing Still" REMY ZERO "Pierrot"</p> <p>KYSR/Los Angeles, CA * OM: Lee Russo APD/MC: Chris Payk 1 GOO GOO DOLLS "Big" 1 ROSEY "Avalanche"</p> <p>WMBZ/Memphis, TN * OM: Cliff Butler PD/MC: Ray Kallala 4 AVRIE LAVIGNE "Complicated" 4 GOO GOO DOLLS "Big"</p>	<p>WMC/Memphis, TN * PD: Chris Taylor MD: Dave Swann 6 311 "Yacht" SPINER "Lies"</p> <p>KSTP/Minneapolis, MN * OM: Leighton Clark MD: Jill Roben No Adds</p> <p>KOSD/Modesto, CA * PD: Max Miller MD: Donna Miller ELVIS VS. JXL "Lies"</p> <p>WHIT/Monmouth-Ocean, NJ * PD: Darin Smith MD: Brian Zampoc 11 COLUPAY "Place" 9 WELZER "Blunt"</p> <p>WJLK/Monmouth-Ocean, NJ * OM: Lee Russo MD: Debbie Maziella MICHELLE BRANCH "Goodbye" GOO GOO DOLLS "Big"</p> <p>KCDU/Monterey-Salinas, CA * PD/MC: Mike Skott GOO GOO DOLLS "Big" ROSEY "Avalanche" DUNGAN SHER "High"</p> <p>WZPT/Pittsburgh, PA * OM: Ken Clark APD/MC: Jonny Hartwell GOO GOO DOLLS "Big" JEWEL "Standing Still" WYAN "Whisper"</p> <p>WMMX/Portland, ME * PD: Randi Kishbaum APD/MC: Ethan Milton JIMMY EAT WORLD "Sweet"</p> <p>WKNZ/New Orleans, LA * PD: Steve Suter GOO GOO DOLLS "Big" NORAH JONES "Love"</p> <p>WPLJ/New York, NY * VP/Prog: Tom Cuddy PD: Scott Shannon MD: Tony Mascaro GOO GOO DOLLS "Big" DUNGAN SHER "High"</p> <p>WPTX/Norfolk, VA * PD: Steve McKay No Adds</p> <p>KYIS/Oklahoma City, OK * OM: Cliff Butler PD/MC: Ray Kallala 4 AVRIE LAVIGNE "Complicated" 4 GOO GOO DOLLS "Big"</p>	<p>KSRZ/Duluth, NE * PD: Erik Johnson MD: James Baker GOO GOO DOLLS "Big" JEWEL "Way" DUNGAN SHER "High"</p> <p>WOMX/Oriando, FL * Interim PD/ADP: Jeff Cushman MD: Laura Francis No Adds</p> <p>KBBY/Oxnard-Ventura, CA * OMD: Mark Elliott MD: Nancy Thomas GOO GOO DOLLS "Big"</p> <p>WLCE/Philadelphia, PA * PD: Brian Bridgman MD: Danry Trigg 13 BRUCE SPRINGSTEEN "Rising"</p> <p>WMMX/Philadelphia, PA * PD: Chris Ebbott 15 AVRIE LAVIGNE "Complicated" 13 BRUCE SPRINGSTEEN "Rising"</p> <p>KMXP/Phoenix, AZ * PD: Ron Price MD: Trent Edwards COUNTING CROWS "American" GOO GOO DOLLS "Big" DUNGAN SHER "High"</p> <p>WZPT/Pittsburgh, PA * OM: Ken Clark APD/MC: Jonny Hartwell GOO GOO DOLLS "Big" JEWEL "Standing Still" WYAN "Whisper"</p> <p>WMMX/Portland, ME * PD: Randi Kishbaum APD/MC: Ethan Milton JIMMY EAT WORLD "Sweet"</p> <p>WKNZ/New Orleans, LA * PD: Steve Suter GOO GOO DOLLS "Big" NORAH JONES "Love"</p> <p>WPKT/Portland, OR * PD: Dan Persinger MD: Sheryl Stewart DUNGAN SHER "High"</p> <p>WSPN/Providence, RI * PD: Bill Hess MD: Gary Trust 1 JIMMY EAT WORLD "Sweet" GOO GOO DOLLS "Big" NORAH JONES "Love"</p> <p>WRFY/Randolph, PA * PD/MC: Al Burke GOO GOO DOLLS "Big" JEWEL "Standing Still" CLARKS "Hey"</p> <p>KLCA/Reno, NV * PD: Ben MD: Neil Smith CLARKS "Hey" JEWEL "Way"</p>	<p>KNEV/Reno, NV * PD: Carmy Ferrell MD: James Baker 22 OUR LADY PEACE "There" 15 THEER "Bad" 18 JEWEL "Lopez" "Real" 5 LEPPARD "Now" DUNGAN SHER "High"</p> <p>KHVO/Reno, NV * PD: Panama MD: Heather Combs COUNTING CROWS "American" GOO GOO DOLLS "Big" DUNGAN SHER "High"</p> <p>WMMX/Richmond, VA * PD: Tim Baldwin 1 ELVIS VS. JXL "Lies" DIRTY VEGAS "Days" STRETCH PRINCESS "Freakshow"</p> <p>WVOR/Rochester, NY * PD: Dave LeFrans MD: Joe Bonicci 2 BRUCE SPRINGSTEEN "Rising" 2 JEWEL "Standing Still" WYAN "Whisper"</p> <p>KZZO/Sacramento, CA * PD/MC/Prog: Mark Evans APD: Jim Matthews COLUPAY "Place" GOO GOO DOLLS "Big"</p> <p>KYKY/SLouis, MO * PD: Smokey Rivers APD/MC: Greg Hewitt JACK JOHNSON "Flake"</p> <p>WVRV/SLouis, MO * OMD: Hank Edwards MD: David J. 1 GOO GOO DOLLS "Big" ROSEY "Avalanche" DUNGAN SHER "High"</p> <p>KOMB/Salt Lake City, UT * OM: Alan Hague PD: Ben Nelson APD/MC: Riley No Adds</p> <p>KFMB/San Diego, CA * VP/ADP/Prog: Tracy Johnson APD: Jen Sewell 5 SHERYL CROW "Star" 4 BRUCE SPRINGSTEEN "Rising" 4 DEF LEPPARD "Now" DUNGAN SHER "High"</p> <p>KMYJ/San Diego, CA * PD/MC: Duncan Peyton 11 KROEGER & SCOTT "New" 15 AVRIE LAVIGNE "Complicated"</p>	<p>WWWV/Toldeo, OH * OM: Tim Roberts PD: Ron Finn APD: Jeff Wicker MD: Steve Marshall JEWEL "Standing Still"</p> <p>KZPT/Tucson, AZ * PD: Gary Edwards APD/MC: Leslie Lee DASHBOARD "Screaming" DUNGAN SHER "High"</p> <p>WRDX/Washington, DC * APD/MD: Steve Kostabu MD: Gary Parker No Adds</p> <p>KRUZ/Santa Barbara, CA * No Adds</p> <p>KMXX/Santa Rosa, CA * PD: Hank Thomas 1 DUNGAN SHER "High" 11 GOO GOO DOLLS "Big" MICHELLE BRANCH "Goodbye" DOVES "Love" ELVIS VS. JXL "Lies"</p> <p>KPLZ/Seattle-Tacoma, WA * PD: Mike Edwards APD/MC: Sean Sellers GOO GOO DOLLS "Big" DUNGAN SHER "High"</p> <p>WRFM/West Palm Beach, FL * PD: Russ Marley APD/MC: Amy Navarro No Adds</p> <p>KFBZ/Wichita, KS * PD: Barry McKay MD: Sunny Wick 2 COUNTING CROWS "American"</p> <p>WXLQ/Worcester, MA * APD/MC: Pete Falconi APD/MC: Becky Nichols NORAH JONES "Love" BRUCE SPRINGSTEEN "Rising"</p> <p>WMMX/Yungaba-Warren, OH * OMD: Dan Rivers MD: Mark French DASHBOARD "Screaming"</p>
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10 Total Indicator



CAROL ARCHER

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PART TWO OF A TWO-PART SERIES

Much Ado About Music ... And An Aging Demo

□ Expert programmers share insights

There was a time when PDs could win if they grasped programming basics, had good jocks and maintained a fierce competitive sense. Today's PD must be a sophisticated professional with a keen understanding of all the aspects that contribute to top ratings and revenue success. The PD must also possess the means to implement those aspects.

In the second part of our review of the R&R Convention 2002 session "Ratings: The Golden Egg," the panel of Smooth Jazz's most accomplished programmers share the wealth. Serving as panelists were KYOT/Phoenix's Shaun Holly, KIFM/San Diego's Mike Vasquez, KTUV/Los Angeles' Chris Brodie, WNUA & WLIT/Chicago's Bob Kaake, KKSJ/San Francisco's Paul Goldstein and KJCD/Denver's Steve Williams. Broadcast Architecture Exec. VP/GM Allen Kepler served as moderator.

AK: How do you view the state of the music submitted for Smooth Jazz airplay today compared to the music of a few years ago?

BK: I think it's incredible — never stronger. That makes our decisions more difficult, but every format should have such problems. And I love when nuggets like Boz Scaggs or Hil St. Soul filter through and everyone says, "I love that song!"

SW: To the average listener, new music is 70% of what we play. But, for the most part, Smooth Jazz is sadly lacking in exploration of the music we play. It's not just about the Boney James or Chris Bottis of the world, but also about India.Arie, Jill Scott, Remy Shand and Sarah McLachlan, whom we don't hear on Smooth Jazz when we should.

There are so many new, developing artists who aren't getting exposure, and we're missing the boat. You have to listen to everything to have an educated opinion about music, especially new music, and that requires both an appetite for and a commitment to new music.

AK: There's so much music — music worked to our format and music that doesn't even come across our

desks. Isn't it key to lead the audience, but not so far that they can't catch up with you? It seems there's so much music that our consumers could never consume it fast enough, which creates disappointment on the record side.

CB: The flow of music is extremely cyclical, like during the first quarter, when there are often few releases. But there are many more times when [KTUV Asst. PD/MD] Ralph [Stewart] and I listen and then ask ourselves how can we actually do service to this product so that it gets enough exposure to create measurable success for both our audience's appreciation of it and significant sell-through, because radio needs a healthy recording industry.

But that's what our job is: to look at each song each quarter-hour of every day. I don't feel that there is a lot of great music that falls by the wayside. We all program for our individual markets. A song that works for one may not work in another.

MV: We're in a Catch-22, trying to develop hits and establish artists' identities, which means playing their songs for a long time. KIFM has songs in power that are long gone at other stations because we use callout research, and mean scores tell me a lot. A perfect example is The Rippingtons' "Caribbean Breeze," which, for everyone else, is an old song, but we just recently moved it to recurrent. Research told us that, for our PIs, there was no burn on the song whatsoever, and the mean scores were at the top, which kept it alive.

Then we got the new Joe Sample, which we went gaga over but took a while to add because of space limitations. There's a fine line to walk when you want to accomplish both goals: break as many new artists as

possible and develop hits — which are validated in semi-annual AMT scores — by hanging on to some songs longer than we did in the past.

We also take great pride in producing new-music promos, which we play hourly. They showcase two songs at a time, and we've noticed significant increases in mean scores as a result over the last year, because we're building familiarity.

The once-an-hour sweeper, within a music sweep, says, "New music from Smooth Jazz 98.1," and then we play the hooks, two at most. It flows with the music. I highly encourage those who are not doing new-music promos to look into it. When the listener finally hears the whole song, it's already familiar — although they don't know why.

AK: It certainly says something about the quality of the music we play that it doesn't really ever die — especially the instrumental music, since we're the only ones playing it. What else are you doing regarding new music? Would you consider dedicating, or do you already dedicate, a two-hour show to new music — like AC and CHR have done for years — to reinforce the idea that we play new music?

PG: Every Friday at 5pm KKSJ premieres a new record, and we get the artist to cut promos for it. This creates a mini-event on the station that we can talk about, promote and even get some press on. We run a piece about it with a great color photo in our e-newsletter too.

SH: At KYOT we present a new-music night. In my effort to be more flexible as a PD with the sales department, we sell it to a resort and then promote it for two weeks and invite the public to come and rate new music for two hours, with our morning guy as host. From time to time we've



Chris Brodie

"I highly encourage those who are not doing new-music promos to look into it. When the listener finally hears the whole song, it's already familiar, although they don't know why."

Mike Vasquez

also done a CD feature or two on a weekend.

MV: We're toying with the idea of dedicating KIFM's 9am Sunday hour, between Ramsey Lewis' *Legends of Jazz* and the time the Sunday brunch show really kicks in at 10am, to new music.

AK: We're all getting a little older, and so are our listeners — all those cool, hip people who discovered Smooth Jazz 15 years ago, along with those who are still discovering it. I'm not talking about bringing in 20-year-olds, but is anyone working on a strategy to keep our format young and vibrant and appealing to the sales community?

SW: We're adjusting our research gradually to include younger people — by younger, I mean a year or two outside the demo — so we can get a read in advance on what their tastes are. You really don't want to react to what they're saying in general, but it's important to begin to include those slightly younger than our target demo in our research.

CB: People, like those 25-34, can't be lumped together. You can make certain hypotheses about boomers or assumptions about Gen-Xers, but what we're seeing — and the best way to approach it — is that there are 25-34s who don't necessarily fit the mold of what the universe thinks they look like but who still have a level of maturity or a lifestyle that is attracted to Smooth Jazz. It's critical for The Wave, because Los Angeles is a market that goes against the grain, in that 25-34 is the largest age cell, according to the 2000 census, which is not the case in most markets across the country.

It's a top-of-mind consideration for us, but we have to look at it from a

marketing perspective much more than a programming perspective. We're not going to gain a massive bulk of 25-34 listeners, and it is not going to serve us well if we do anything to attract those people that will make our PIs have a problem with our station.

MV: People grow into Smooth Jazz. My younger sister, who's always been a rock chick, used to listen to me when I was on the air in Smooth Jazz because it was me. But now she's listening to Smooth Jazz because she enjoys the music.

BK: We learned at Viacom in the early '90s, when we were curious to know whether we could make our Soft AC stations younger, as far as usage was concerned — and we're all usage-targeted radio stations — that the need to have the radio on and its use as a way to relax starts around 35 or so. You may want to go younger, but the core that delivers TSL and passion kicks in at about age 35.

I encourage everyone to keep thinking about concerts and events, because live smooth jazz shows so persuasively plant a seed in younger adults, who think, "Wow, that's so cool!" Weeknight after-work gatherings, like Wednesday Hump Night, tend to attract a slightly younger crowd. They go for the ambience and because it's cool to have some wine and hear some jazz. They begin to like one artist, then another, and once they meet an artist, we start reeling them in.

SW: Many Smooth Jazz promotions are anemic, but if they're not, they are incredibly powerful and effective. You should do 100 events a year, because that's the level of exposure you need to cut through in a very crowded marketplace.

BK: And don't forget that looks count. I must credit Paul Goldstein for always making KKSJ look so attractive and appealing — on its e-newsletter, website and everything — that anyone would say, "Yeah, that's me!"



Mike Vasquez



Bob Kaake



Paul Goldstein



Shaun Holly



Steve Williams

July 19, 2002

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
2	1	BONEY JAMES RPM (Warner Bros.)	882	-20	126474	15	39/0
1	2	CRAIG CHAQUICO Luminosa (Higher Octave)	855	-51	116306	14	39/0
3	3	PETER WHITE Bueno Funk (Columbia)	742	-54	97535	18	38/0
4	4	JOE SAMPLE X Marks The Spot (PRA/GRP/VMG)	686	+40	97221	10	42/0
5	5	JOYCE COOLING Daddy-O (GRP/VMG)	665	+20	81041	16	38/0
6	6	DOWN TO THE BONE Electra Glide (GRP/VMG)	618	+18	91660	12	38/1
7	7	NORAH JONES Don't Know Why (Blue Note/Virgin)	587	+13	75245	13	40/0
14	8	SPECIAL EFX Cruise Control (Shanachie)	530	+71	86044	8	38/0
8	9	JEFF GOLUB Cut The Cake (GRP/VMG)	521	-32	58200	22	31/0
9	10	KIM WATERS In The House (Shanachie)	515	+26	93734	11	37/1
10	11	BRAXTON BROTHERS Whenever I See You (Peak)	480	-4	77233	15	37/0
13	12	LARRY CARLTON Morning Magic (Warner Bros.)	470	-3	78165	8	39/1
16	13	BRIAN CULBERTSON Without Your Love (Warner Bros.)	466	+32	60353	10	37/0
12	14	ALFONZO BLACKWELL Funky Shuffle (Shanachie)	424	-52	53551	29	26/0
15	15	STEVE COLE So Into You (Atlantic)	422	-13	71540	18	32/0
17	16	NORMAN BROWN Just Chillin' (Warner Bros.)	417	+14	60380	5	41/4
20	17	GERALD ALBRIGHT Ain't No Stoppin' (GRP/VMG)	376	+11	58992	6	36/3
19	18	BOZ SCAGGS Miss Riddle (Virgin)	365	-11	35215	20	24/0
22	19	EUGE GROOVE Slam Dunk (Warner Bros.)	343	+57	53111	4	33/2
21	20	LUTHER VANDROSS I'd Rather (J)	301	+6	39317	7	20/0
23	21	JOE MCBRIDE Woke Up This Morning (Heads Up)	293	+19	36213	6	26/0
27	22	SADE Somebody Already Broke My... (Epic)	269	+30	30324	5	19/2
26	23	JONATHAN BUTLER Wake Up (Warner Bros.)	265	+18	29149	4	28/4
25	24	CHUCK LOEB Sarao (Shanachie)	265	+12	35111	4	29/4
29	25	FOURPLAY Rollin' (Bluebird/RCA Victor)	213	+22	25927	2	26/6
28	26	GREG ADAMS Roadhouse (Ripa)	203	+11	29997	3	23/6
24	27	RICHARD ELLIOT Shotgun (GRP/VMG)	176	-82	21941	19	14/0
30	28	3RO FORCE I Believe In You (Higher Octave)	168	-5	10307	2	19/1
Debut	29	WILL DOWNING I Can't Help It (GRP/VMG)	142	+1	3734	1	9/0
Debut	30	JULIA FORDHAM F/INOIA. ARIE Concrete Love (Vanguard)	137	+12	7357	1	12/3

42 Smooth Jazz reporters. Songs ranked by total plays for the airplay week of 7/7-7/13. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the 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

JEFF KASHIWA 3-Day Weekend (Native Language)
Total Plays: 115, Total Stations: 16, Adds: 2

BOYZ II MEN The Color Of Love (Arista)
Total Plays: 109, Total Stations: 7, Adds: 1

DAVID BENOIT Then The Morning Comes (GRP/VMG)
Total Plays: 101, Total Stations: 16, Adds: 7

REMY SHAND Take A Message (Motown)
Total Plays: 91, Total Stations: 9, Adds: 1

JIM WILSON F/E. HARP River (Hillsboro)
Total Plays: 86, Total Stations: 8, Adds: 0

MARC ANTOINE Cruisin' (GRP/VMG)
Total Plays: 80, Total Stations: 10, Adds: 1

PAUL HARDCASTLE Desire (Trippin' 'n Rhythm)
Total Plays: 75, Total Stations: 8, Adds: 0

STEVE OLIVER High Noon (Native Language)
Total Plays: 71, Total Stations: 12, Adds: 3

CHRIS BOTTI Lisa (Columbia)
Total Plays: 70, Total Stations: 9, Adds: 4

CHRIS STANDRING Through The Looking Glass (Instinct)
Total Plays: 61, Total Stations: 5, Adds: 0

Songs ranked by total plays

Most Added

ARTIST TITLE LABEL(S)	ADDS
DAVID BENOIT Then The Morning Comes (GRP/VMG)	7
RICHARD ELLIOT Q.T. (GRP/VMG)	7
FOURPLAY Rollin' (Bluebird/RCA Victor)	6
GREG ADAMS Roadhouse (Ripa)	6
THOM ROTELLA A Day In The Life (Trippin' 'n Rhythm)	5
NORMAN BROWN Just Chillin' (Warner Bros.)	4
CHUCK LOEB Sarao (Shanachie)	4
JONATHAN BUTLER Wake Up (Warner Bros.)	4
CHRIS BOTTI Lisa (Columbia)	4

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
SPECIAL EFX Cruise Control (Shanachie)	+71
EUGE GROOVE Slam Dunk (Warner Bros.)	+57
DAVID BENOIT Then The Morning Comes (GRP/VMG)	+55
JEFF KASHIWA 3-Day Weekend (Native Language)	+41
JOE SAMPLE X Marks The Spot (PRA/GRP/VMG)	+40
BRIAN CULBERTSON Without Your Love (Warner Bros.)	+32
SADE Somebody Already Broke My... (Epic)	+30
RICHARD ELLIOT Q.T. (GRP/VMG)	+29
CHRIS BOTTI Lisa (Columbia)	+28
KIM WATERS In The House (Shanachie)	+26

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
JIMMY SOMMERS Lowdown (Higher Octave)	416
CELINE DION A New Day Has Come (Epic)	375
DAVID BENOIT Snap! (GRP/VMG)	152
PIECES OF A DREAM Night Vision (Heads Up)	145
SADE Lovers Rock (Epic)	143
KIRK WHALUM I Try (Warner Bros.)	136
ENYA Only Time (Reprise)	131
GREGG KARUKAS Night Shift (N-Coded)	129
ERIC MARIENTHAL Lefty's Lounge (Peak)	113
KEVIN TONEY Passion Dance (Shanachie)	108
DAVID LANZ That Smile (Decca)	98
CHRIS BOTTI Through An Open Window (Columbia)	94
LARRY CARLTON Deep Into It (Warner Bros.)	76
GERALD VEASLEY Do I Do (Heads Up)	75
CHUCK LOEB Pocket Change (Shanachie)	71
MARC ANTOINE On The Strip (GRP/VMG)	64
JEFF LORBER Ain't Nobody (Samson/Gold Circle)	62
WAYMAN TISDALE Can't Hide Love (Atlantic)	58
STING Fragile (A&M/Interscope)	50
DIDO Thankyou (Arista)	45

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ON THE RECORD

With
Bret Michael
Asst. PD/MO,
KOAI (The Oasis)/Dallas



the coordinates on our game board are the days of the week and hours of the day. • Suppose a listener tunes in at noon on Tuesday. Will he hear the new song that we're playing 30 times a week? Since there are 168 hours in a week, the odds are he will not. How about if he tunes in at 9am on Thursday? Same odds. In fact, depending on audience listening habits, it's very likely that a station would have to play a song 15 times for half its audience to hear the song once. • You could say that repetition in adult radio is mostly myth. Even on long-TSL formats like Smooth Jazz, the majority of our listeners don't hear songs often enough to be burned out on them. That's why songs on The Oasis stay in current for six or eight months. • The Oasis does add music out of the box. The most recent examples have been Alfonso Blackwell's "Funky Shuffle," Special EFX's "Cruise Control" and a song that I think can be a huge hit for the format, Boyz II Men's "The Color of Love." In the past we were one of the only stations to play Jaared's "Love's Taken Over" and David Mann's "Stone Groove."

Boney James "RPM" (Warner Bros.) goes to No. 1. "I'm stoked!" the artist said upon hearing the news. And well he should be, too, because now WVMV/Detroit adds James' title track, "Ride," which features a vocal by Jaheim and sounds like a multiformat smash ... GRP/VMG is on fire with the week's two Most Added tracks, each of which earns seven new adds: **Richard Elliot**'s "Q.T." and **David Benoit**'s "Then the Morning Comes" ... Two tracks tie for No. 2 Most Added with six adds each: **Fourplay**'s "Rollin'" (RCA/Bluebird), which counts **KWJZ/Seattle** among the adds, and **Greg Adams** "Roadhouse" (Ripa), which is added by **WLVE/Miami**, **WNWV/Cleveland** and **KCIY/Kansas City**, among others ... **Thom Rotella**'s "A Day in the Life" (Trippin' n' Rhythm) is No. 3 Most Added with five new adds, including **JRN** ... Four tracks tie for fourth Most Added: **Chris Botti**'s "Lisa" (Columbia), now up to 24 plays on **KTWV/Los Angeles**; **Jonathan Butler**'s "Wake Up" (Warner Bros.), with adds including **KKSF/San Francisco** and **WQCD/New York**; **Norman Brown**'s "Just Chillin'" at 16" (Warner Bros.), now on every reporting station except **KYOT/Phoenix**; and **Chuck Loeb**'s "Sarao" (Shanachie), with adds including **KKSF** ... **Julia Fordham** f/ **India.Arie**'s "Concrete Love" (Vanguard) debuts at 30".



— Carol Archer, Smooth Jazz Editor

It's very hard for us to listen to a station like regular listeners. It's easy for us to overestimate how much new music our listeners can absorb at once and misjudge how long a song remains "new" to them. • One of the best analogies for this dilemma is to compare radio listening to the old game of Battleship. The object was to launch an imaginary torpedo at a coordinate on your opponent's board and hope your adversary had a battleship in that space. That analogy can work for radio listening if we imagine that

Reporters

Stations and their adds listed alphabetically by market

<p>WZMR/Albany, NY PD/MO: Tim Durkee DAVID BENOIT "Comes" CHUCK LOEB "Sarao" CHRIS BOTTI "Lisa"</p>	<p>WYJZ/Indianapolis, IN PD/MO: Carl Frye GREG ADAMS "Roadhouse"</p>	<p>KSSJ/Sacramento, CA PD: Lee Hanson APD: Ken Jones FOURPLAY "Rollin'"</p>
<p>KRQS/Albuquerque, NM PD: Paul Lavoie MO: Jeff Young ALAN WATERS "Honey" LARRY CARLTON "Maga" CHUCK LOEB "Sarao" JONATHAN BUTLER "Wake" GREG ADAMS "Roadhouse" RICHARD ELIOT "Q.T." THOM ROTELLA "Life" JEFF GOLDBLUM "Cool" RUSS FREEMAN "Brighter" FOURPLAY "Rollin'"</p>	<p>KCIY/Kansas City, MO PD: Mark Edwards MO: Michelle Chase DAVID BENOIT "Comes" GREG ADAMS "Roadhouse"</p>	<p>WSSM/St. Louis, MO OM: Mark Edwards PD: David Myers 1 JONATHAN BUTLER "Wake" ELUG GROOVE "Bliss" MARILYN SCOTT "Lovin'"</p>
<p>KNK/Anchorage, AK OM: Aaron Wallender PD: J.J. Michaels MO: Jennifer Summers FOURPLAY "Rollin'"</p>	<p>KOAS/Las Vegas, NV PD/MO: Erik Foxx 3 DIDD "Therapy"</p>	<p>KBZN/Salt Lake City, UT PD/MO: Rob Riesen No Adds</p>
<p>WJZZ/Atlanta, GA PD/MO: Nick Francis No Adds</p>	<p>KTWV/Los Angeles, CA PD: Chris Brodie APD/MO: Ralph Stewart DAVID BENOIT "Comes"</p>	<p>KIFM/San Diego, CA PD: Mika Vasquez APD/MO: Kelly Cole No Adds</p>
<p>KSMJ/Bakersfield, CA PD/MO: Chris Townshend JEFF KASHWA "Wubano" STEVE OLIVER "Hips" DAVID BENOIT "Comes" FORDHAM F/INDIALARE "Concrete" INDIALARE "Blissful"</p>	<p>WJZN/Memphis, TN PD: Norm Miller RICHARD ELIOT "Q.T." STEVE OLIVER "Hips" SPYRO OYRA "Ain" CHRIS BOTTI "Lisa"</p>	<p>KKSF/San Francisco, CA PD: Paul Goldstein APD/MO: Samantha Wiedmann 1 JONATHAN BUTLER "Wake" 2 NORMAN BROWN "Just" 3 CHUCK LOEB "Sarao" 1 STEVE OLIVER "Hips"</p>
<p>WNIA/Chicago, IL PD: Bob Kasza APD/MO: Carl Anderson DAVID BENOIT "Comes"</p>	<p>WLVE/Miami, FL PD: Rich McMillan GREG ADAMS "Roadhouse"</p>	<p>KMGQ/Santa Barbara, CA PD: Mark De Anda APD/MO: Steve Bauer 3RD FORCE "Believe"</p>
<p>WNWV/Cleveland, OH PD/MO: Bernie Kimble GREG ADAMS "Roadhouse"</p>	<p>WJZ/Minneapolis, WI Int. PD: Steve Scott No Adds</p>	<p>KJZY/Santa Rosa, CA PD: Gordon Zlot APD/MO: Rob Singleton 1 NORMAN BROWN "Just" 2 GERALD ALBRIGHT "Sloppin'" 3 FOURPLAY "Rollin'"</p>
<p>WJZA/Columbus, OH OM/PO/MO: Bill Harman APD: Barry Weller DAVID BENOIT "Comes" DAVID BENOIT "Comes" RICHARD ELIOT "Q.T." FISHBELLY BLACK "Treatin'" JEFF KASHWA "Wubano" CHUCK LOEB "Sarao" STEVE OLIVER "Hips" JONATHAN BUTLER "Sarao" WALLUM F/WHITE "Fiv" PAUL RODRIGUEZ "Morning"</p>	<p>KSBR/Mission Viejo, CA OM/PO: Terry Wedel MO: Logan Parria 1 ELUG GROOVE "Bliss" 2 THOM ROTELLA "Life" FORDHAM F/INDIALARE "Concrete" INDIALARE "Blissful"</p>	<p>KWJZ/Seattle-Tacoma, WA PD: Carol Handley MO: Dianna Rose SADE "Somebody" BROWN & MCCONNELL "Believe" FOURPLAY "Rollin'" RICHARD ELIOT "Q.T."</p>
<p>KOAI/Dallas-Ft. Worth, TX PD: Maxine Todd APD/MO: Bret Michael DOWN TO THE BONE "Shed" GERALD ALBRIGHT "Sloppin'"</p>	<p>KRVR/Modesto, CA PD: Jim Bryan MO: Doug Wolf DAVID BENOIT "Comes" CHRIS BOTTI "Lisa" FOURPLAY "Rollin'" THOM ROTELLA "Life"</p>	<p>WEIB/Springfield, MA PD: Ben Casey MO: Darrel Cutting 1 RICHARD ELIOT "Q.T." 3 BROTHER LOOSE "Sarao" THOM ROTELLA "Life" DJ ROOSENBURG "Wonderful" PHIL PERRY "Spin" JANEY REED "Tide"</p>
<p>KJCD/Denver-Boulder, CO PD/MO: Steve Williams 3 DOTSERO "Calling"</p>	<p>WQCD/New York, NY OM: John Mullen PD/MO: Charley Connolly RICHARD ELIOT "Q.T."</p>	<p>WSJT/Tampa, FL OM/PO: Ross Block MO: Kathy Curtis REARY SHAND "Message" GERALD ALBRIGHT "Sloppin'"</p>
<p>KVJZ/Des Moines, IA PD: Mike Stabemore MO: Becky Taylor No Adds</p>	<p>WJCD/Norfolk, VA MO: Larry Hollowell 5 CHRIS BOTTI "Lisa" MICHAEL MANNION "Diva" GREG ADAMS "Roadhouse"</p>	<p>WJWZ/Washington, DC PD/MO: Kenny King No Adds</p>
<p>WVMV/Detroit, MI PD: Tom Stecker MO: Sandy Kovach 2 BONEY JAMES FRANKLIN "Hips" NORMAN BROWN "Just"</p>	<p>WLOQ/Orlando, FL PD: Dave Kosh MO: Patricia James 7 BOYZ II MEN "Color"</p>	<p>JRN/Jones NAC/National PD: Steve Hibbard MO: Cheri Marquart THOM ROTELLA "Life" MICHAEL MANNION "Diva" RICHARD ELIOT "Q.T." WELL DOWNING "Tyes"</p>
<p>KLJZ/Eugene, OR PD: Chris Crowley FORDHAM F/INDIALARE "Concrete" JOSE PADILLA "Hips"</p>	<p>WJZ/Philadelphia, PA OM: Anne Grass PD: Michael Tozzi MO: Joe Proke WARREN HELL "Takin'"</p>	<p>42 Total Reporters</p>
<p>KEZL/Fresno, CA PD/MO: J. Weidenheimer No Adds</p>	<p>KYOT/Phoenix, AZ PD: Shaun Hotly APD/MO: Greg Morgan 17 SADE "Somebody"</p>	<p>41 Current Playlists</p>
	<p>KJZS/Reno, NV PD: Jay Davis No Adds</p>	<p>Did Not Report, Playlist Frozen (1): WJZV/Richmond, VA</p>

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PART TWO OF A TWO-PART SERIES

Mentors Mull Talent Pool, Interns

Networking extolled as an important virtue

This week we continue our review of the “Mentors Panel: Lessons Learned” session at last month’s R&R Convention. Moderator Pollack Media Group’s **Jeff Pollack** was joined by four panelists: Susquehanna/Atlanta Director/Programming **Leslie Fram**; Station Manager of Entercom’s KRXQ & KSEG/Sacramento **Curtiss Johnson**; former WLZR/Milwaukee PD & Saga Communications Active Rock Format Specialist and current PD of WAAF/Boston **Keith Hastings**; and KISS & KSMG/San Antonio OM and Cox Radio Rock Format Coordinator **Virgil Thompson**.

As we ended last week’s column, the conversation had turned to the subject of interns. Fram put in her two cents, saying, “With regard to interns, that’s when you have to step back and say, ‘Somebody helped me out years ago, and I have to give back.’ You have to make the time to do that.”

“We get stacks of CDs of airchecks. It’s impossible to listen to all of them, but it’s important to make some time — once a month, late on a Friday afternoon — to go through them. Now, with e-mail, you can get back to people quickly. I also talk to people in other markets who don’t have anyone to review a tape with them. I’ll do that for them because few others are out there doing that.”

Thompson agreed, saying, “In our positions, when you’re dealing with multiple stations, inevitably a GM is going to ask you, ‘Do you know someone who can do blank?’ It’s your responsibility to have a little network going. Plus, it keeps you fired up. On a day-to-day basis I don’t do airchecks with people at KISS, other than discussions with the morning show, but I do, on occasion, listen to tapes from people outside the company: one, to give some feedback, and two, they’re potential candidates for one of our stations somewhere. That’s part of the job. Maybe it’s not necessarily mentoring, but it is a way to network.”

“Reviewing airchecks is interesting and vital, and it provides a bit of charm to the business on days when it isn’t so much fun. I like listening to a good aircheck. It’s inspiring, and sometimes you can steal a good idea for one of your stations.”

Pool Is Not So Shallow

Pollack asked Hastings what he does when he needs to fill a position. “Do you get recommendations from someone? Is there a farm club out there somewhere?”

“I don’t think the talent pool is quite as shallow as we’ve made it out to be,” replied Hastings. “It is shallower than it once was, but we have to do a better job of looking in dark

“I like listening to a good aircheck. It’s inspiring, and sometimes you can steal a good idea for one of your stations.”

Virgil Thompson

corners. Nowadays, there are fewer jobs and better people; therefore, you have fewer good people who are unemployed. So, you really have to look in unconventional places and look for people who don’t necessarily have experience.

“If you’ve created a culture within your radio station where you’re bringing people up and you have an idea of what their work habits are, then you have an idea of where you can look and where you can’t. I’ve learned, when I have a big position open and there isn’t someone who is perfect for the job, to wait and leave the job open. My GM will give me hell, and rightfully so, for not getting it filled faster, but the fact is, if I fill that job with the wrong person, I’m going to be doing it all over again in six months.”

Johnson picked up that thread, noting how the wrong person can disrupt the chemistry of the radio station. “I look at mentoring as an essential part of the job, especially in this day and age. Talent is under rocks out there; you’ve got to find them. So, you’re always kind of looking.”

“I’ll advertise in the trades and on websites for talent, but I may not fill the position from the tapes I get at that point in time. It may be someone I worked with two or three jobs ago whom I’ve continued to work with, whom I’ve mentored for a year or so.

“[KRXQ MD] Paul Marshall is someone who came up to me at a convention a few years ago and said, ‘Hey, I really respect what you’ve done.’ We developed a relationship. He’d send me tapes every once in a while, and I’d give him feedback. I knew he was the guy I needed for that position when it came open.”

“I go through the process of bringing extra tapes in, and I may find four or five people whom I develop that mentor relationship with. Even if I don’t hire them for the position, I want to continue to stay in touch, and some of them will do that.”

More Multitasking

“Is there pressure to give back your overnight shift?” asked Pollack. “I always felt that was a critical shift on a station, allowing you to put someone on whom you think has potential, and whom you can work with. They can grow from there. But it seems to be a shift that is in jeopardy.”

“It’s in jeopardy in a number of markets,” noted Hastings. “But we can’t just use the plug-and-play mentality. As managers, we have to pick our battles. If you have an opportunity to perhaps burn up some hours in overnights and give talent some room to breathe, and if it costs us a few extra dollars, then we need to find it in our budgets and do it.”

“I’ve looked at overnights in a different way,” Johnson said. “Rather than have someone from another shift voicetrack that slot, I put somebody on who is growing in other parts of their career. For instance, my imaging director voicetracks nights. You may have an Asst. PD who is learning and growing in the programming department during the day who voicetracks nights. It could be someone in the promotions department. The person is multitasking.”

“A great jock, whether he’s live or voicetracked, is still a great jock,” interjected Hastings. “One who doesn’t cut the mustard live won’t cut it if he’s voicetracked.”

“It doesn’t have to be live. You don’t have to sit there for five hours



ALTERNATIVE AND ROCK MENTORS

“The Mentors Panel: Lessons Learned” at R&R Convention 2002 focused on the heart and soul of programmers. On the panel were (l-r) Susquehanna/Atlanta Director/Programming **Leslie Fram**; KRXQ & KSEG/Sacramento Station Manager **Curtiss Johnson**; moderator **Jeff Pollack**, of Pollack Media Group; KISS & KSMG/San Antonio OM and Cox Radio Rock Format Coordinator **Virgil Thompson**; and former WLZR/Milwaukee PD & Saga Format Specialist **Keith Hastings**, who is now PD of WAAF/Boston.

in the middle of the night,” continued Johnson. “You can still grow and progress by doing voicetracks. When I was the overnight guy, I felt like I lived on the other side of the world. You didn’t know what was going on at the radio station during the day.”

“Nowadays, that’s not the case. You can progress and build your skills as an air personality, but you can also build many other skills, because you’re in the radio station during the vibrant part of the day and you can interact with everybody else. I don’t look at voicetracking as a negative in that circumstance.”

Someone in the audience asked Thompson if he knew what the goal was for the Cox Mentoring Program, described in last week’s column. “I don’t know if it’s necessarily a specific goal to be able to move people around within the company,” he answered.

“I don’t respond to every single one that I get that’s unsolicited, but your chances of getting a response from me are remarkably improved if you remember to sign your cover letter, if you spell my name correctly and if you give me a good-looking package.”

“If you send a junky cassette, and the package looks like crap, I’ll think that it’s probably going to sound like crap, and I’m probably not going to waste my time. I think it is important for people to know that, if you’re going to send something unsolicited, it should look and feel great, because then it’s going to have a better chance of getting listened to.”

Johnson added, “And don’t address it with a Sharpie pen, you know? Big, fat black marker — that’s not cool. If you can’t take the time to properly present yourself, how are you going to represent my X-million-dollar radio station?”

“It isn’t possible to respond to every single aircheck you receive, but you do as many as you can,” Fram said. “I remember when I got into the business, I sent a tape, unsolicited, to a guy in New Orleans whom I used to listen to, Eric Tracey. I thought he was brilliant.”

“He actually wrote me back and set up a meeting. I was blown away. I couldn’t believe that this guy who, in my eyes, was a big radio star, was making time for me. Try to remember how you felt when you got that feedback. People are blown away when they get a response. It’s important to do that as much as you can.”

As noted in the column last week, Thompson was called on to join the panel at the last minute to pinch hit for WZZN/Chicago PD **Bill Gamble**, who was stuck on the late-running Alternative panel. By now Gamble had entered the room, and Pollack asked him to share how he has given people the opportunity to hone their skills.

“The discussion about interns is interesting because, really, with an Alternative station, they’re programming the radio station,” he said. “We just facilitate what they have to say. They’re closer to the streets, they’re closer to the audience, and they know what’s going on. Talking to the interns is a focus group every single day.”

“What we’ve done in the past is identify really smart people and push them to the max. I’m lucky in Chicago

“You can teach anybody radio skills. What you can’t teach is brains, ambition and drive.”

Bill Gamble

“It’s pretty interesting to have not just radio people mentor radio people but also television people mentoring newspaper people. The different experiences in the different businesses within Cox Enterprises make for a different perspective on a regular basis.”

“It’d be rare for, say, a promotion manager to get to the level of a GM. But it could happen if you were given the skills and shown the systems. The goal, I believe, is to take some of the most talented people and challenge them and give them some guidance to grow or to help them be more enthused about their current jobs. That’s my guess about what the goal of the mentor program is. I think it’s a great investment by a big company that realizes that people are a vital asset.”

Pollack asked Hastings if he responded to airchecks. Hastings said,

Continued on Page 69



July 19, 2002

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)	747	-9	62992	13	35/0
3	2	PUDDLE OF MUDD Drift & Die (Flawless/Geffen/Interscope)	691	+41	61964	13	32/0
2	3	RED HOT CHILI PEPPERS By The Way (Warner Bros.)	684	+29	61118	7	33/0
4	4	CREED One Last Breath (Wind-up)	554	-11	51669	14	29/0
5	5	TOMMY LEE Hold Me Down (MCA)	532	-21	47444	18	26/0
6	6	PUDDLE OF MUDD Blurry (Flawless/Geffen/Interscope)	456	-28	44006	37	33/0
8	7	DEFAULT Deny (TVT)	450	+24	43788	15	31/0
7	8	GODSMACK I Stand Alone (Republic/Universal)	434	-3	51416	24	20/0
10	9	PAPA ROACH She Loves Me Not (DreamWorks)	383	+14	30102	9	26/0
9	10	NICKELBACK Too Bad (Roadrunner/IDJMG)	351	-58	38350	33	26/0
12	11	DEFAULT Wasting My Time (TVT)	321	-5	37236	44	24/0
14	12	ROBERT PLANT Darkness, Darkness (Universal)	313	+12	30677	6	26/0
16	13	RUSH Secret Touch (Atlantic)	300	+21	23572	5	30/1
11	14	JERRY CANTRELL Anger Rising (Roadrunner/IDJMG)	293	-36	31011	13	24/0
17	15	AUDIOVENT The Energy (Atlantic)	281	+20	20813	10	25/0
20	16	BRUCE SPRINGSTEEN The Rising (Columbia)	277	+53	27386	2	22/2
15	17	AEROSMITH Girls Of Summer (Columbia)	263	-22	26068	8	25/0
Debut	18	NICKELBACK Never Again (Roadrunner/IDJMG)	244	+130	23253	1	29/2
21	19	FILTER Where Do We Go From Here (Reprise)	242	+19	16797	3	21/0
18	20	HOOBASTANK Running Away (Island/IDJMG)	239	-21	17924	10	19/0
19	21	EARSHOT Get Away (Warner Bros.)	220	-13	16755	15	21/0
22	22	SYSTEM OF A DOWN Aerials (American/Columbia)	197	+10	17680	5	16/0
Debut	23	DEF LEPPARD Now (Island/IDJMG)	192	+64	16619	1	18/7
23	24	TRUSTCOMPANY Downfall (Geffen/Interscope)	192	+17	15202	6	18/0
24	25	TOOL Parabola (Volcano)	166	-2	15347	12	16/0
28	26	KORN Thoughtless (Immortal/Epic)	154	+18	9578	2	14/0
Debut	27	SINCH Something More (Roadrunner/IDJMG)	133	+17	11461	1	17/1
25	28	STAINO Epiphany (Flip/Elektra/EEG)	131	-31	12280	11	13/0
27	29	KORN Here To Stay (Immortal/Epic)	128	-24	12252	17	15/0
—	30	BAO COMPANY Joe Fabulous (Sanctuary/SRG)	120	0	10207	5	9/0

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 7/7-7/13. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 15 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. 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

ROB ZOMBIE Demon Speeding (Geffen/Interscope)
Total Plays: 113, Total Stations: 14, Adds: 2

SEETHER Fine Again (Wind-up)
Total Plays: 102, Total Stations: 14, Adds: 1

JIMMY EAT WORLD The Middle (DreamWorks)
Total Plays: 99, Total Stations: 4, Adds: 0

ADEMA Freaking Out (Arista)
Total Plays: 83, Total Stations: 9, Adds: 0

CHEVELLE The Red (Epic)
Total Plays: 78, Total Stations: 12, Adds: 2

VINES Get Free (Capitol)
Total Plays: 74, Total Stations: 9, Adds: 1

EPIDEMIC Walk Away (Elektra/EEG)
Total Plays: 71, Total Stations: 13, Adds: 2

JOE BONAMASSA Unbroken (Medalist)
Total Plays: 69, Total Stations: 10, Adds: 2

MUST Freechild (Wind-up)
Total Plays: 66, Total Stations: 10, Adds: 8

MAD AT GRAVITY Walk Away (ARTISTdirect)
Total Plays: 65, Total Stations: 9, Adds: 0

Songs ranked by total plays

Most Added®

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ARTIST TITLE LABEL(S)	ADDS
MUST Freechild (Wind-up)	8
DEF LEPPARD Now (Island/IDJMG)	7
MARC COPELY Surprise (RCA)	5
BLINDSIDE Pitiful (Elektra/EEG)	4
GOO GOO DOLLS Big Machine (Warner Bros.)	3
NICKELBACK Never Again (Roadrunner/IDJMG)	2
BRUCE SPRINGSTEEN The Rising (Columbia)	2
ROB ZOMBIE Demon Speeding (Geffen/Interscope)	2
EPIDEMIC Walk Away (Elektra/EEG)	2
CHEVELLE The Red (Epic)	2
JOE BONAMASSA Unbroken (Medalist)	2
COLOR RED Sore Throat (RCA)	2
INJECTED Bullet (Island/IDJMG)	2
FLIPP Freak (Artemis)	2
THEORY OF A DEADMAN Nothing... (Roadrunner/IDJMG)	2

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
NICKELBACK Never Again (Roadrunner/IDJMG)	+130
DEF LEPPARD Now (Island/IDJMG)	+64
BRUCE SPRINGSTEEN The Rising (Columbia)	+53
PUDDLE OF MUDD Drift & Die (Flawless/Geffen/Interscope)	+41
RED HOT CHILI PEPPERS By The Way (Warner Bros.)	+29
SEETHER Fine Again (Wind-up)	+26
DEFAULT Deny (TVT)	+24
COLOR RED Sore Throat (RCA)	+24
LINKIN PARK Runaway (Warner Bros.)	+24
3 DOORS DOWN Loser (Republic/Universal)	+22
ROB ZOMBIE Demon Speeding (Geffen/Interscope)	+22

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
STAINO For You (Flip/Elektra/EEG)	315
NICKELBACK How You Remind Me (Roadrunner/IDJMG)	273
LINKIN PARK In The End (Warner Bros.)	271
STAINO It's Been Awhile (Flip/Elektra/EEG)	220
CREED My Sacrifice (Wind-up)	218
DISTURBED Down With The Sick (Giant/Reprise)	181
PUDDLE OF MUDD Control (Flawless/Geffen/Interscope)	172
3 DOORS DOWN Kryptonite (Republic/Universal)	158
INCUBUS I Wish You Were Here (Immortal/Epic)	154

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THE YEARS IN REVIEW

Reporters

WONE/Akron, OH * PD: TK O'Grady APD: Tim Daugherty 14 DEF LEPPARD "Now"	WKGB/Binghamton, NY PD: Jim Free MD: Tim Boland BREAKING BENJAMIN "Poly" SEETHER "Free"	KNCN/Corpus Christi, TX * PD: Paula Newell MD: Monte Montana 1 INJECTED "Bulet" 1 SEVENHOURS "Coughed" BLINDSIDE "Pitiful" MUST "Freddie"	KFRQ/McAllen, TX * PD: Alex Duran MD: Keith West 500 GOD DOLLS "Big" MUST "Freddie" HAPPY ROOTS "Aman" MARC COPELY "Surprise"	WWCT/Peoria, IL PD: Jamie Markley MD: Debbie Hunter SEETHER "Free" LIFEHOUSE "Spit"	WROV/Roanoke-Lynchburg, VA * PD: Aaron Roberts MD: Heidi Krummet SEETHER "Free"	KISW/Seattle-Tacoma, WA * OM: Ryan Clark PD: Dave Richards APD/MD: Kyle Brooks 9 AARON LEWIS "Back" 4 EPIDEMIC "Walk"	KLPX/Tucson, AZ * PD/MD: Jonas Hunter APD: Chita No Ads
KZRR/Albuquerque, NM * Dir/Prog: Bill Macy PD: Phil Mahoney MD: Rob Brothers COLOR RED "Threat"	WBUF/Buffalo, NY * PD: John Paul DEF LEPPARD "Now"	WTUE/Dayton, OH * PD: Tony Tillard APD/MD: John Beaulieu 1 DEF LEPPARD "Now" NICKELBACK "Never"	WCLG/Morgantown, WV PD: Jeff Miller MD: Dave Murdoch MAD AT GRAVITY "Away"	WMMR/Philadelphia, PA * PD: Sam Milman APD/MD: Ken Zipeto 2 RUSH "Touch" CHEVELLE "Red"	WCMF/Rochester, NY * PD: John McCrae MD: Dave Kane 30 SECONDS TO MARS "Capricorn" MARC COPELY "Surprise" EPIDEMIC "Walk" MUST "Freddie"	KXUS/Springfield, MO PD: Tony Matto MD: Mark McClean RED HOT CHILLI "Way" MARC COPELY "Surprise"	KMOO/Tulsa, OK * PD/MD: Rob Hart CHEVELLE "Red" MARC COPELY "Surprise" DEF LEPPARD "Now" MUST "Freddie"
KZMZ/Alexandria, LA PD: Terry Manning MD: Pat Cloud FILTER "When" THEORY OF A DEADMAN "Man"	WRQK/Canton, OH * PD/MD: Todd Downerd BLINDSIDE "Pitiful" LIFEHOUSE "Spit"	KLAQ/El Paso, TX * PD: Magic Mike Ramsey APD/MD: Glenn Garza 500 GOD DOLLS "Big" MUST "Freddie" WHITE STRIPES "Leaves"	WOHA/Morrislown, NJ * PD/MD: Terri Carr VINES "Tree"	KOKB/Phoenix, AZ * PD: Joe Bonadonna MD: Doss Ellis 6 BRUCE SPRINGSTEEN "Rising"	WXRX/Rockford, IL PD/MD: Jim Stone SEETHER "Free"	WAOX/Syracuse, NY * PD/MD: Bob O'Dell APD: Dave Frisina BLINDSIDE "Pitiful" 500 GOD DOLLS "Big"	WMZK/Wausau, WI PD/MD: Nick Summers ANDREW WALK "Beautiful" DEF LEPPARD "Now" INJECTED "Bulet" ROB ZOMBIE "Demon" SEETHER "Free"
WZZD/Allentown, PA * PD: Robin Lee MD: Keith Moyer JOE BONAMASSA "Unbroken"	WPXC/Cape Cod, MA OM: Steve McFie PD: Suzanne Tonare MUST "Freddie"	WBAB/Nassau-Suffolk, NY * PD: John Olsen APD/MD: John Parise No Ads	WHEB/Portsmouth, NH * PD/MD: Alex James BUZZHORN "Ordinary" DEF LEPPARD "Now"	KBER/Salt Lake City, UT * OM: Bruce Jones PD: Kelly Hammer APD/MD: Helen Powers 1 NICKELBACK "Never" BREAKING BENJAMIN "Poly" MUST "Freddie"	WROR/Wilmington, NC OM: John Stevens APD/MD: Gregg Stepp DEF LEPPARD "Now" MUST "Freddie"	WIOT/Toledo, OH * OM: Cary Patti PD/MD: Dave Rossi FLIPP "Freak" MUST "Freddie"	KATS/Yakima, WA OM: Ron Harris 19 DEF LEPPARD "Now"
KWHL/Anchorage, AK PD: Larry Snider MD: Kathy Mitchell ROB ZOMBIE "Demon" FILTER "When"	WYBB/Charleston, SC * PD/MD: Mike Allen No Ads	WPHO/Elmira-Corning, NY OM: George Harris MD: Jay Vuitt MUST "Freddie" CREEPING EYE "Raked"	KFZX/Odessa-Midland, TX PD/MD: Steve Driscoll NICKELBACK "Never" BRUCE SPRINGSTEEN "Rising" BUZZHORN "Ordinary" BLINDSIDE "Pitiful"	WHJY/Providence, RI * PD: Joe Bevilacqua APD: Doug Palmieri MD: John Laurenti SIMCH "More"	KSJO/San Francisco, CA * OM: Gary Schoenwetter MD: Zach Tyler No Ads	WKLT/Traverse City, MI PD/MD: Terri Ray MUST "Freddie" WHITE STRIPES "Leaves" INJECTED "Bulet" MARC COPELY "Surprise"	WNCO/Youngstown, OH * PD: Chris Patton THEORY OF A DEADMAN "Nothing" ROB ZOMBIE "Demon"
WAPL/Appleton, WI * PD: Joe Calgario APD/MD: Graham JOE BONAMASSA "Unbroken" MARC COPELY "Surprise"	WKLC/Charleston, WV PD/MD: Mike Rappoport BLINDSIDE "Pitiful" MUST "Freddie" MARC COPELY "Surprise"	KLOL/Houston, TX * OMPD: Vince Richards MD: Steve Flix No Ads	KEZO/Omaha, NE * PD/MD: Bruce Patrick 17 DEF LEPPARD "Now"	WBBS/Raleigh-Durham, NC * OM: Andy Meyer HIVES "Hate" INCUBUS "Warning"	K2OZ/San Luis Obispo, CA PD: Donna James MD: Jordan Black MARC COPELY "Surprise" BREAKING BENJAMIN "Poly" BLINDSIDE "Pitiful"	KXFX/Santa Rosa, CA * PD: Don Harrison MD: Howard Freete No Ads	
KLBJ/Austin, TX * OM: Jeff Carol MD: Loris Lowe 4 DEF LEPPARD "Now" INJECTED "Bulet"	WEBN/Cincinnati, OH * OM: Scott Reinhart PD: Michael Walter MD: Rick "The Dude" Vaske NONPOINT "Signs" THEORY OF A DEADMAN "Nothing"	WRKR/Kalamazoo, MI PD: Mike McKinley APD/MD: Jay Deason 500 GOD DOLLS "Big" 30 SECONDS TO MARS "Capricorn"	KCLB/Palm Springs, CA PD/MD: Tish Lacy No Ads	WRXL/Richmond, VA * PD: John Lassman MD: Casey Krukowski MARC COPELY "Surprise" FLIPP "Freak"	KCAL/Riverside, CA * PD: Steve Hoffman MD: M.J. Matthews No Ads		
KIOD/Beaumont, TX * Dir/Prog: Debbie Hyde PD/MD: Mike Davis 2 ROB ZOMBIE "Demon" 2 BLACK LABEL SOCIETY "Bridge" COLOR RED "Threat" MUST "Freddie" BRUCE SPRINGSTEEN "Rising"	WVRK/Columbus, GA OM: Brian Waters MARC COPELY "Surprise" DEF LEPPARD "Now"	WQBZ/Macon, GA MD: Sarina Scott No Ads	WRRX/Pensacola, FL * OMPD: Dan McClintock 1 BLINDSIDE "Pitiful"				

* Monitored Reporters

57 Total Reporters

37 Total Monitored

20 Total Indicator



Mentors Mull Talent...

Continued from Page 67

to have a staff of people who have worked for me before. My MD is a former intern; my marketing director is a former intern; the Asst. PD is a former intern. Most of the airstaff started as callout kids.

"You can teach anybody radio skills. What you can't teach is brains, ambition and drive. Every year we get a batch of interns, and there is always that one who is a giant pain in the ass, who asks too many questions, who is always hanging out in your office or in the studio, drooling over the talent. That's usually the person most of us will be working for some day."

Avoid Extinction

In closing, Pollack asked the panelists for their parting thoughts. Johnson noted the importance of career development. "Apply everything possible to make yourself the best broadcaster you can be," he said. "You may be a program director or come out of the programming department, but if you rise up the ranks, you'll need to have a thorough understanding of the sales aspect and the management process.

"I've found that taking the ex-

tra steps to go to an area that's not really my area has made me a better PD, a better manager. It expands your skill sets, and that's what we all have to do nowadays. Develop a global vision for the other departments and how they fit with programming. You can't be a one-trick pony, or you'll become extinct."

"It's really important to network," said Fram. "If you can't afford to attend the conventions, don't be afraid to pick up the phone and network with people. There are people out there who work specifically with air talent, people like Randy Lane. Pick up the phone and make those connections. Most of the time people will call you back, and you'll be on your way to some great relationships."

"We're not in this business to make money," said Hastings. "We're here because of passion and because we're demented. Just because we're managers doesn't mean we're not demented. In our company, we have what we call the 'it' factor. You can look at the young talent in any field and see whether they've got 'it.' If they do, then they've got passion to drive it.

"You need to market yourself to those around you and above you. Be relentless. Don't take no for an

answer. Know what your strengths are, and make yourself as valuable as you can. Know what your weaknesses are. Challenge yourself to improve them, but also understand that you may have to work around them."

A Positive Feeling

Thompson added, "Network, network. Besides Randy Lane, there's a woman named Lorna Osborne who's an air talent coach we work with. Network with consultants too. Target some places, have a specific goal, and pursue it like a heat-seeking missile — not to the point where you drive the person in the decisionmaking position insane, because they may think you're a little too demented, but in a creative way that's not too hokey. Don't send a pizza with a \$10 bill on it. That's been done; it's old."

Pollack concluded, "Networking is really right. Unfortunately, my plate is full, but I try to make sure someone on my team listens to the airchecks. You never know when you'll run across someone in a small market who has enormous talent and can benefit from your encouragement.

"Thank you all for your input. I hope everybody has a positive feeling about the radio industry, as opposed to thinking all these doom



DO WE LOOK DISTURBED?

After the "Rate-a-Wine" session at R&R Convention 2002, Reprise wisely held a "Rockaholics 12 Track Program," where the new albums from Disturbed and Filter were tracked. Recovering rockaholics pictured here are (l-r) Disturbed's Fuzz and Dan Donegan, R&R's Cyndee Maxwell, the band's Mike Wengren and David Driman, and Reprise head rockaholic Raymond McGlamery.

and gloom scenarios necessarily mean that all the creativity and passion have suddenly left the building. Yes, it's more challenging. Yes, it's more difficult.

"We all started in the business when there wasn't that much money to do the things we wanted to do. So, if you're having resources cut back or there's tremendous pressure on you, it doesn't mean that you can't continue building people from within and allowing people to have an open door into

your stations and encouraging those few 'relentless' people who do come. That's what it takes to make it these days."

TALK BACK TO R&R!

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

Call me at 310-788-1668
or e-mail:
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R&R Active Rock Top 50

July 19, 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 MUDD Drift & Die (Flawless/Geffen/Interscope)	1879	+19	150704	16	59/0
3	2	RED HOT CHILI PEPPERS By The Way (Warner Bros.)	1713	+93	134688	7	59/0
2	3	GODSMACK I Stand Alone (Republic/Universal)	1595	-76	145256	24	56/0
4	4	PAPA ROACH She Loves Me Not (DreamWorks)	1546	+46	116455	11	59/0
5	5	EARSHOT Get Away (Warner Bros.)	1450	-22	126273	21	58/0
8	6	SYSTEM OF A DOWN Aerials (American/Columbia)	1212	+120	101965	8	57/0
7	7	KORN Here To Stay (Immortal/Epic)	1202	-62	107190	18	57/0
6	8	CHAD KROEGER F/JOSEY SCOTT Hero (Roadrunner/Columbia/IDJMG)	1185	-110	83214	13	49/0
13	9	HOOBASTANK Running Away (Island/IDJMG)	1043	+84	75905	15	50/0
9	10	STAIN'D For You (Flip/Elektra/EEG)	1028	-7	101828	30	56/0
11	11	TOOL Parabola (Volcano)	1005	+7	81501	16	55/0
12	12	P.O.D. Boom (Atlantic)	960	-28	74769	14	50/0
10	13	DEFAULT Deny (TVT)	958	-33	66368	16	47/0
15	14	FILTER Where Do We Go From Here (Reprise)	922	+105	67732	4	51/0
20	15	AUDIOVENT The Energy (Atlantic)	920	+125	66131	12	53/0
17	16	KORN Thoughtless (Immortal/Epic)	906	+87	75348	6	57/2
19	17	TRUSTCOMPANY Downfall (Geffen/Interscope)	858	+37	70115	11	57/1
16	18	SYSTEM OF A DOWN Toxicity (American/Columbia)	790	-40	61916	28	52/0
14	19	TOMMY LEE Hold Me Down (MCA)	780	-89	80167	19	44/0
18	20	JERRY CANTRELL Anger Rising (Roadrunner/IDJMG)	700	-117	62475	15	50/0
32	21	NICKELBACK Never Again (Roadrunner/IDJMG)	608	+314	48596	3	53/9
21	22	CREED One Last Breath (Wind-up)	607	-65	49469	15	35/0
25	23	ROB ZOMBIE Demon Speeding (Geffen/Interscope)	584	+67	52458	4	51/4
23	24	ADEMA Freaking Out (Arista)	579	-15	45207	9	44/0
22	25	3RD STRIKE No Light (Hollywood)	470	-142	35260	18	43/0
24	26	STAIN'D Epiphany (Flip/Elektra/EEG)	468	-96	33047	13	39/0
29	27	CHEVELLE The Red (Epic)	425	+93	38768	3	51/5
28	28	SINCH Something More (Roadrunner/IDJMG)	420	+40	35610	5	46/4
31	29	VINES Get Free (Capitol)	407	+80	34770	6	38/2
27	30	NONPOINT Your Signs (MCA)	405	+16	27983	8	33/0
26	31	OUR LADY PEACE Somewhere Out There (Columbia)	402	+1	26323	14	26/0
30	32	EPIDEMIC Walk Away (Elektra/EEG)	372	+35	22346	5	40/2
43	33	BREAKING BENJAMIN Polyamorous (Hollywood)	318	+116	21276	2	40/6
38	34	SEETHER Fine Again (Wind-up)	294	+55	21650	2	35/3
33	35	SOIL Breaking Me Down (J)	284	+7	25114	8	28/1
40	36	INJECTED Bullet (Island/IDJMG)	270	+58	24758	2	30/4
34	37	INCUBUS Warning (Immortal/Epic)	264	-12	24579	14	18/0
41	38	HIVES Hate To Say I Told You So (Burning/Epitaph/Sire/Reprise)	258	+37	15321	4	24/3
39	39	SEVENDUST Crucified (TVT)	230	+15	16029	3	17/1
37	40	LINKIN PARK Runaway (Warner Bros.)	230	-14	30981	17	11/0
42	41	AARON LEWIS Black (Label/Elektra/EEG)	218	+19	20239	9	10/0
36	42	DRY CELL Body Crumbles (Warner Bros.)	204	-49	17887	7	27/0
46	43	MAD AT GRAVITY Walk Away (ARTISTdirect)	176	+10	13334	3	22/1
35	44	UNION UNDERGROUND Across The Nation (Portrait/Columbia)	173	-91	12977	12	21/0
47	45	RUSH Secret Touch (Atlantic)	172	+9	13640	3	16/1
49	46	BUZZHORN Ordinary (Atlantic)	167	+23	11874	2	24/4
—	47	A Nothing (Mammoth/Hollywood)	145	+4	12106	3	16/0
Debut	48	COLOR RED Sore Throat (RCA)	144	+76	7390	1	25/7
—	49	JIMMY EAT WORLD Sweetness (DreamWorks)	136	+21	8097	4	7/0
Debut	50	LOSTPROPHETS Fake Sound Of Progress (Columbia)	120	+51	14170	1	17/3

59 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 7/7-7/13. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 20 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most increased Plays lists the songs with the greatest week-to-week increases in total plays. 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
BLINDSIDE Pitiful (Elektra/EEG)	21
NICKELBACK Never Again (Roadrunner/IDJMG)	9
MUST Freerchild (Wind-up)	9
COLDR RED Sore Throat (RCA)	7
BREAKING BENJAMIN Polyamorous (Hollywood)	6
THEORY OF A DEADMAN Nothing... (Roadrunner/IDJMG)	6
CHEVELLE The Red (Epic)	5
LIFEHOUSE Spin (DreamWorks)	5
ROB ZOMBIE Demon Speeding (Geffen/Interscope)	4
SINCH Something More (Roadrunner/IDJMG)	4
INJECTED Bullet (Island/IDJMG)	4
BUZZHORN Ordinary (Atlantic)	4
DEF LEPPARD Now (Island/IDJMG)	4

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Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
NICKELBACK Never Again (Roadrunner/IDJMG)	+314
AUDIOVENT The Energy (Atlantic)	+125
SYSTEM OF A DOWN Aerials (American/Columbia)	+120
BREAKING BENJAMIN Polyamorous (Hollywood)	+116
FILTER Where Do We Go From Here (Reprise)	+105
RED HOT CHILI PEPPERS By The Way (Warner Bros.)	+93
CHEVELLE The Red (Epic)	+93
KORN Thoughtless (Immortal/Epic)	+87
HOOBASTANK Running Away (Island/IDJMG)	+84
VINES Get Free (Capitol)	+80

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
DISTURBED Down With The Sickness (Giant/Reprise)	764
LINKIN PARK In The End (Warner Bros.)	630
PUDDLE OF MUDD Blurry (Flawless/Geffen/Interscope)	557
DEFAULT Wasting My Time (TVT)	551
P.O.D. Youth Of The Nation (Atlantic)	503
NICKELBACK Too Bad (Roadrunner/IDJMG)	474
LINKIN PARK Crawling (Warner Bros.)	473
TOOL Schism (Volcano)	468
HOOBASTANK Crawling In The Dark (Island/IDJMG)	451
SYSTEM OF A DOWN Chop Suey (American/Columbia)	446

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July 19, 2002



America's Best Testing Active Rock Songs 12+ For The Week Ending 7/19/02.

Artist Title (Label)	TW	LW	Familiarity	Burn	TD	Familiarity	Burn
ROB ZOMBIE Demon Speeding(Geffen/Interscope)	4.07	4.07	63%	7%	4.02	72%	9%
SYSTEM OF A DOWN Aerials(American/Columbia)	4.05	4.10	86%	16%	4.05	89%	16%
TOOL Parabola(Volcano)	4.03	4.03	84%	19%	4.08	90%	20%
DISTURBED Down With The Sickness(Giant/Reprise)	3.98	3.99	97%	43%	4.00	97%	48%
JERRY CANTRELL Anger Rising(Roadrunner/IDJMG)	3.96	4.02	80%	15%	3.97	87%	16%
SYSTEM OF A DOWN Toxicity(American/Columbia)	3.95	3.97	96%	40%	4.02	97%	39%
GODSMACK I Stand Alone(Republic/Universal)	3.93	4.00	97%	41%	4.04	98%	42%
KORN Here To Stay(Immortal/Epic)	3.92	3.93	93%	25%	4.01	95%	26%
EARSHOT Get Away(Warner Bros.)	3.91	3.97	79%	19%	3.88	83%	23%
KORN Thoughtless(Immortal/Epic)	3.88	3.93	72%	13%	3.90	79%	15%
NONPOINT Your Signs(MCA)	3.80	3.83	48%	7%	3.77	53%	9%
TRUST COMPANY Downfall(Interscope)	3.76	3.83	59%	10%	3.65	61%	12%
STAINED For You(Flip/Elektra/EEG)	3.75	3.80	94%	44%	3.57	95%	50%
STAINED Epiphany(Flip/Elektra/EEG)	3.73	3.77	90%	33%	3.55	91%	38%
NICKELBACK Never Again(Roadrunner/IDJMG)	3.72	-	70%	17%	3.56	73%	19%
HOOBASTANK Running Away(Island/IDJMG)	3.72	3.75	91%	30%	3.47	91%	36%
AUDIOVENT The Energy(Atlantic)	3.71	3.78	56%	10%	3.65	62%	13%
PUDDLE OF MUDD Drift & Die(Flawless/Geffen/Interscope)	3.67	3.69	94%	38%	3.55	96%	41%
RED HOT CHILI PEPPERS By The Way(Warner Bros.)	3.65	3.62	92%	23%	3.46	95%	27%
CHAD KROEGER F/JOSEY SCOTT Hero(Roadrunner/Columbia/IDJMG)	3.63	3.67	96%	47%	3.39	97%	55%
FILTER Where Do We Go From Here(Reprise)	3.63	3.68	55%	9%	3.59	59%	11%
OUR LADY PEACE Somewhere Out There(Columbia)	3.60	3.55	71%	16%	3.42	76%	19%
ADEMA Freaking Out(Arista)	3.59	3.70	66%	14%	3.53	70%	18%
PAPA ROACH She Loves Me Not(DreamWorks)	3.59	3.62	89%	26%	3.43	91%	30%
DEFAULT Deny(TV7)	3.58	3.61	80%	24%	3.35	83%	29%
TOMMY LEE Hold Me Down(MCA)	3.43	3.48	85%	29%	3.30	91%	35%
P.O.D. Boom(Atlantic)	3.40	3.46	91%	33%	3.46	93%	34%
3RD STRIKE No Light(Hollywood)	3.37	3.47	65%	20%	3.31	72%	25%
CREED One Last Breath(Wind-up)	3.33	3.30	91%	38%	3.17	92%	42%

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.com 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

- APEX THEORY** Apossibly (Can You Please...) (DreamWorks)
Total Plays: 119, Total Stations: 16, Adds: 1
- BOX CAR RACER** I Feel So (MCA)
Total Plays: 75, Total Stations: 6, Adds: 1
- HATEBREED** I Will Be Heard (Universal)
Total Plays: 71, Total Stations: 8, Adds: 0
- 30 SECONDS TO MARS** Capricorn (Immortal/Virgin)
Total Plays: 65, Total Stations: 8, Adds: 1
- FLIPP** Freak (Artemis)
Total Plays: 63, Total Stations: 12, Adds: 3
- STEPA** Aquarium (Locomotive)
Total Plays: 61, Total Stations: 13, Adds: 2
- DEF LEPPARD** Now (Island/IDJMG)
Total Plays: 50, Total Stations: 8, Adds: 4
- BLACK LABEL SOCIETY** Demise Of Sanity (Spitfire)
Total Plays: 50, Total Stations: 6, Adds: 1
- MEDICATION** Inside (Locomotive)
Total Plays: 45, Total Stations: 5, Adds: 0
- MUST** Freechild (Wind-up)
Total Plays: 36, Total Stations: 11, Adds: 9

Songs ranked by total plays

Indicator

Most Added

- BLINDSIDE** Pitiful (Elektra/EEG)
- 30 SECONDS TO MARS** Capricorn (Immortal/Virgin)
- MUST** Freechild (Wind-up)
- SINCH** Something More (Roadrunner/IDJMG)
- SEETHER** Fine Again (Wind-up)
- INJECTED** Bullet (Island/IDJMG)
- BUZZHORN** Ordinary (Atlantic)
- BREAKING BENJAMIN** Polymorous (Hollywood)
- COLOR RED** Sore Throat (RCA)
- NAPPY ROOTS** Awnaw (Atlantic)
- FILTER** Where Do We Go From Here (Reprise)

Reporters

WORX/Bary, NY * TD: Dave Hill BLINDSIDE "Puff" MUST "Freechild" NAPPY ROOTS "Awnaw"	KROR/Chicago, CA PD: Dain Sandoval 12 BLINDSIDE "Puff" 3 FLIPP "Freak"	WRDQ/Fayetteville, NC * OM: Paul Michels BLINDSIDE "Puff"	WQXA/Harrisburg, PA * PD: E.J. Marshall APD: Sparty MD: Samantha Knight 30 SECONDS TO MARS "Capricorn" BREAKING BENJAMIN "Polymorous"	KIBZ/Lincoln, NE PD: Brian Rickman APD: Mike Karolyi MD: Michael Lee MD: Frank Webb MUST "Freechild" 30 SECONDS TO MARS "Capricorn"	WKDQ/Myrle Beach, SC PD: Brian Rickman APD: Charley 1 WHITE STRIPES "Leaves" MUST "Freechild" COLOR RED "Sore"	KORB/Quad Cities, IA-IL * OM: Danny Sullivan PD: Darren Pitt 1 BLINDSIDE "Puff" BLINDSIDE "Puff" COLOR RED "Sore" NICKELBACK "Never"	KTUX/Shreveport, LA * OM: Dale Baird PD: Paul Cannel BLINDSIDE "Puff" COLOR RED "Sore" NICKELBACK "Never"	KZRO/Springfield, MO OM: Dave DeFranco MD: George Spangmeister MUST "Freechild" BLINDSIDE "Puff" NAPPY ROOTS "Awnaw"
KZRR/Amarillo, TX PD: Eric Slayter BLINDSIDE "Puff" BUZZHORN "Ordinary"	WMMW/Cleveland, OH * PD: Jim Trapp NICKELBACK "Never"	WYBN/Flint, MI * PD: Brian Bedow MD: Tony LaBrie 1 BREAKING BENJAMIN "Polymorous" BLINDSIDE "Puff" BLINDSIDE "Puff"	WCCC/Hartford, CT * PD: Michael Piccozzi APD: Mike Karolyi MD: Michael Lee MD: Frank Webb MUST "Freechild" 30 SECONDS TO MARS "Capricorn"	WTFX/Louisville, KY * OM: Michael Lee MD: Frank Webb NO ADDS	WNOR/Norfolk, VA * PD: Harvey Kogan APD: Tim Parker 7 NICKELBACK "Never" 1 MUST "Freechild"	KDOT/Reno, NV * PD: Dave Patterson MD: Marlene Davis 7 NICKELBACK "Never" 1 MUST "Freechild"	WRBR/South Bend, IN PD: Mark McGill APD: Tim Parker 30 SECONDS TO MARS "Capricorn" SEVENTH "Crushed"	WXTB/Tampa, FL * OM: Brad Hardin PD: Rick Schmidt APD: Carl Harris MD: Laura Phillips 5 THEORY OF A DEADMAN "Nothing"
WWW/WAX/Appleton-Green Bay, WI * PD: Guy Dark 1 LIFHOUSE "Spin" 8 NICKELBACK "Never"	KILO/Colorado Springs, CO * PD: Ross Ford APD: Matt Genry 19 THEORY OF A DEADMAN "Nothing" 6 BREAKING BENJAMIN "Polymorous"	KRZR/Fresno, CA * OM: E. Curtis Johnson MD: Rick Roddam BLINDSIDE "Puff"	HAMX/Huntington, WV PD: Paul Oslund BLINDSIDE "Puff" BLINDSIDE "Puff" COLOR RED "Sore"	KFMX/Lubbock, TX OM: Wes Nessmann BLINDSIDE "Puff" COLOR RED "Sore"	KATT/Oklahoma City, OK * OM: Chris Baker MD: Jake Daniels NO ADDS	WVVE/Rochester, NY * PD: Erick Anderson MD: Don Vincent NO ADDS	KHTQ/Spokane, WA * OM: Brent Michaels PD: Barry Bennett BLINDSIDE "Puff" FLIPP "Freak" MUST "Freechild" NAPPY ROOTS "Awnaw"	KRTQ/Tulsa, OK * PD: Chris Kelly APD: Kelly Garrett BLINDSIDE "Puff" FLIPP "Freak" MUST "Freechild" NICKELBACK "Never"
WCHZ/Augusta, GA * OM: Hestley Drew PD: Chuck Williams 5 SINCE "Moby" 1 COLOR RED "Sore"	WBXZ/Columbus, OH * PD: Hal Fish APD: Ronni Hunter MUST "Freechild"	WRQC/Rt. Myers, FL * PD: Fatz 1 BLINDSIDE "Puff" COLOR RED "Sore"	WJMD/Madison, WI * PD: Randy Havia APD: Blake Patton BLINDSIDE "Puff" FLIPP "Freak"	WJJO/Madison, WI * PD: Randy Havia APD: Blake Patton BLINDSIDE "Puff" FLIPP "Freak"	KROC/Omaha, NE * PD: Tim Sheridan MD: Jon Terry 1 CHELSEA "Roc" 4 DRAGNY "Simple" 1 NAPPY ROOTS "Awnaw"	KRKY/Sacramento, CA * OM: Mgr. Curtis Johnson PD: Pat Martin MD: Paul Marshall 5 THEORY OF A DEADMAN "Nothing" 4 DRAGNY "Simple" 3 FLIPP "Freak"	KHTQ/Spokane, WA * OM: Brent Michaels PD: Barry Bennett BLINDSIDE "Puff" FLIPP "Freak" MUST "Freechild" NAPPY ROOTS "Awnaw"	KRTQ/Tulsa, OK * PD: Chris Kelly APD: Kelly Garrett BLINDSIDE "Puff" FLIPP "Freak" MUST "Freechild" NICKELBACK "Never"
KRAB/Bakersfield, CA * PD: Danny Sparks 1 NICKELBACK "Never" 3 TRUST COMPANY "Downfall"	KEGL/Dallas-Ft. Worth, TX * PD: Max Dugan APD: Chris Ryan MD: Cindy Scull NO ADDS	WBYR/Fl. Wayne, IN * OM: Rob Harder PD: Jimbo Wood 2 BUZZHORN "Ordinary" 1 NICKELBACK "Never" 1 BREAKING BENJAMIN "Polymorous"	WRIT/Huntsville, AL * OM: Rob Harder PD: Jimbo Wood 2 BUZZHORN "Ordinary" 1 NICKELBACK "Never" 1 BREAKING BENJAMIN "Polymorous"	WGR/Manchester, NH MD: Morgan Collier NO ADDS	WTKO/Pensacola, FL * PD: Hunter Scott APD: Sean Kelly MD: Mark "The Shark" Dyba 3 SINCE "Moby" 1 MUST "Freechild"	WKDZ/Saginaw, MI * PD: Hunter Scott APD: Sean Kelly MD: Mark "The Shark" Dyba 3 SINCE "Moby" 1 MUST "Freechild"	WOLZ/Springfield, IL 11 SINCE "Moby" BLINDSIDE "Puff" NAPPY ROOTS "Awnaw"	KICT/Wichita, KS * MD: D.C. Carter MD: R.J. Davis 1 NICKELBACK "Never" 1 SEETHER "Indie" 1 SEETHER "Indie"
WYYY/Baltimore, MD * PD: Rick Struzas APD: Rob Heckman 1 DEF LEPPARD "Now" 1 LIFHOUSE "Spin" 1 RUSH "Tasht"	KBP/Denver-Boulder, CO * PD: Bob Richards APD: Willie B. 12 NICKELBACK "Never" 4 LOSTPROPHETS "Progress" 6 SON "Strang"	WRUF/Gainesville-Ocala, FL * PD: Harry Guscott MD: Ryan North 7 THEORY OF A DEADMAN "Nothing" BLINDSIDE "Puff"	KQRC/Kansas City, MO * PD: Neil Minky APD: Don Jantzen 5 BLACK LABEL SOCIETY "Infero" 1 RIDDLE OF SUEDE "The" THEORY OF A DEADMAN "Nothing"	WLLM/Milwaukee, WI * APD: Tommy Wilde 1 LIFHOUSE "Spin" 1 MUST "Freechild"	WTKO/Pensacola, FL * PD: Hunter Scott APD: Sean Kelly MD: Mark "The Shark" Dyba 3 SINCE "Moby" 1 MUST "Freechild"	WKDZ/Saginaw, MI * PD: Hunter Scott APD: Sean Kelly MD: Mark "The Shark" Dyba 3 SINCE "Moby" 1 MUST "Freechild"	WOLZ/Springfield, IL 11 SINCE "Moby" BLINDSIDE "Puff" NAPPY ROOTS "Awnaw"	WBSX/Wiles-Barre, PA * PD: Chris Lloyd APD: Jay Hunter MD: Freddie 10 NICKELBACK "Never" 10 NEW FUNK "Gory" "Over" 8 CHELSEA "Roc" 3 URBAN PRIDE "Law Up" 8 SINCE "Moby" 1 ROB ZOMBIE "Demons"
WCPB/Biloxi-Gulfport, MS * OM: Kenny Vest PD: Scott Fox APD: Wayne Watkins MD: Mitch Cry 1 BOX CAR RACER "I Feel So" 1 BLINDSIDE "Puff" 1 MUST "Freechild"	KAZR/Des Moines, IA * PD: Sean Elliott MD: Jo Michaels 30 SECONDS TO MARS "Capricorn"	WRIF/Detroit, MI * OM: Doug Podell APD: Mark Pennington 8 BLINDSIDE "Puff" 1 BLACK LABEL SOCIETY "Demons" 1 CHELSEA "Roc" 1 COLOR RED "Sore"	WJQX/Olson, MI * OM: Bob Lansing MD: Kevin Conrad 1 DEF LEPPARD "Now"	KXOR/Minneapolis, MN * OM: Dave Hamilton PD: Neel Minky MD: Pablo 1 THEORY OF A DEADMAN "Nothing"	WYSP/Philadelphia, PA * OM: Nancy Palumbo MD: Nancy Palumbo 1 BREAKING BENJAMIN "Polymorous" NICKELBACK "Never"	KISS/San Antonio, TX * OM: Virgil Thompson PD: Kevin Vargas MD: C.J. Cruz CHELSEA "Roc"	WVVE/Rochester, NY * PD: Erick Anderson MD: Don Vincent NO ADDS	WOLZ/Springfield, MA * PD: Scott Laudani 11 SINCE "Moby" BLINDSIDE "Puff" THEORY OF A DEADMAN "Nothing"
WAFR/Boston, MA * MD: Mike Branghione 1 SINCE "Moby" 1 BREAKING BENJAMIN "Polymorous" APEX THEORY "Apossibly"	WRIF/Detroit, MI * OM: Doug Podell APD: Mark Pennington 8 BLINDSIDE "Puff" 1 BLACK LABEL SOCIETY "Demons" 1 CHELSEA "Roc" 1 COLOR RED "Sore"	WYBN/Flint, MI * PD: Brian Rickman APD: Mike Karolyi MD: Michael Lee MD: Frank Webb MUST "Freechild" 30 SECONDS TO MARS "Capricorn"	KOMP/Las Vegas, NV * PD: John Griffin MD: Big Marty BLINDSIDE "Puff" BLINDSIDE "Puff" BREAKING BENJAMIN "Polymorous"	KMFD/Modesto, CA * APD: Matt Foley MD: Matt Foley BLINDSIDE "Puff" STEPA "Aquarium"	HUPD/Jefferson, AZ * PD: J.J. Phoenix MD: Larry McFeele 10 ERIC "The" 1 SEETHER "Indie"	KISS/San Antonio, TX * OM: Virgil Thompson PD: Kevin Vargas MD: C.J. Cruz CHELSEA "Roc"	WVVE/Rochester, NY * PD: Erick Anderson MD: Don Vincent NO ADDS	WOLZ/Springfield, MA * PD: Scott Laudani 11 SINCE "Moby" BLINDSIDE "Puff" THEORY OF A DEADMAN "Nothing"
WRWR/Chattanooga, TN * PD: Bhatt MD: Dave Spain 1 COLOR RED "Sore" 1 LOSTPROPHETS "Progress" NICKELBACK "Never"	WGBF/Evansville, IN OM: Mike Sanders APD: Fatboy 1 BLINDSIDE "Puff" SEETHER "Indie" BREAKING BENJAMIN "Polymorous" SINCE "Moby"	WTPT/Greenville, SC * PD: Mark Hendrix 1 BLINDSIDE "Puff" 1 NICKELBACK "Never" 1 SEETHER "Indie"	WZZX/Lexington-Fayette, KY * OM: Lee Reynolds MD: Susy Boe 1 LIFHOUSE "Spin" SEETHER "Indie"	WRAT/Monmouth-Ocean, NJ * PD: Carl Craft APD: Robyn Lane 10 NICKELBACK "Never" 1 DEF LEPPARD "Now"	KUFD/Portland, OR * MD: Nicole Baker APD: Al Scott 1 BLINDSIDE "Puff" 1 ROB ZOMBIE "Demons"	KISS/San Antonio, TX * OM: Virgil Thompson PD: Kevin Vargas MD: C.J. Cruz CHELSEA "Roc"	WVVE/Rochester, NY * PD: Erick Anderson MD: Don Vincent NO ADDS	WOLZ/Springfield, MA * PD: Scott Laudani 11 SINCE "Moby" BLINDSIDE "Puff" THEORY OF A DEADMAN "Nothing"

*** Monitored Reporters**
 75 Total Reporters

59 Total Monitored

16 Total Indicator

Note: WBSX/Wiles Barre, PA moves from Alternative to Active Rock.

ON THE RECORD

With
Joey Scoleri
VP/Rock & Alternative,
Hollywood Records



It is only every so often in our business — or any business, for that matter — that something raises its hand in an organic fashion. In this overcommunicated world, it's the subtle that sometimes screams the loudest. A case in point is the passion exhibited by Hollywood Records New York Regional David Perl regarding one of our new artists, Breaking Benjamin. • Usually, people rant and rave or scream about something they love, especially music, but David just kept dropping subtle mentions about this great band out of Wilkes-Barre that WBSX was playing and having success with. Perl kept getting info from WBSX and feeding our staff here, letting the A&R department in New York know what was happening with "Polyamorous." • As I kept hearing more and more about this song that was No. 1 phones and spins, I became more intrigued by the success the band was having. Sold-out shows every month with over a thousand kids and 2,000 CD EPs selling out in just two days — now that's passion for the music. Perl sent us a demo that featured "Polyamorous," and the label was suitably impressed. We dispatched A&R (along with Perl, of course) to one of the band's shows in Wilkes-Barre. • Everyone was knocked out and agreed that we should sign Breaking Benjamin. • There was only one problem: Universal also wanted this band with a proven hit song, a record-buying public and an adoring concert-going audience. Perl would not let up. Through his relationship with Larry Mazer's office (the band's management) and his relationship with WBSX (whose MD, Freddie Fabbri, championed the band), Hollywood Records was able to sign Breaking Benjamin. • In just four short weeks "Polyamorous" has blown onto stations all over America and is creating an early stir. From WAAF/Boston to KPNT/St. Louis, the believers are coming in — all because one person heard a song and believed.

ACTIVE ROCK: Last week's Max Pix comes in big this week, as **Blindside** take the No. 1 Most Added position with 21 adds on "Pitiful." I like this song more and more with every listen ... **Must** and **Nickelback** tied for No. 2 Most Added. Nickelback's "Never Again" nears the top 20 in a mere three weeks thanks to a huge +314 spins this week. **Must**'s "Freechild" is just getting started. This song is great; I love it ... The **Color Red** land on the chart and bring in seven adds this week ... It's cool to watch a baby band's progress, as in the case of **Audiovent**. "The Energy" climbs 20-15 on the chart as +125 spins kick in ... **System Of A Down** are set to crack the top five. "Aerials" rises 8-6 this week ... Another baby band is making waves: **Breaking Benjamin** collect +116 plays and go up 43-33 ... The **Red Hot Chili Peppers** are knocking on heaven's door with "By the Way" at No. 2 on the chart this week ... Have you checked out the **Butch Walker** e-card link that Arista's Dave Lombardi sent out? It's fun and worth your time: www.butchwalker.com/butch_ecard/butch_ecard.htm. **ROCK:** The adds were few and far between this week, as the format withholds strong consensus for any record. However, **Must** take the No. 1 Most Added slot with a track that's a slam dunk for both sides of the format ... I'm so impressed with **Def Leppard**'s continued presence in music. "Now" is second Most Added and debuts this week at No. 23 on the chart. The likes of **KDKB/Phoenix**; **WHJY/Providence**; **WDHA/Morristown, NJ**; **WZZO/Allentown**; and **KEZO/Omaha** are among the strong supporters ... **Mark Copely**'s "Surprise" clocks in with five adds, **Blindside** check in with four adds, and **The Goo Goo Dolls**' "Big Machine" rounds out the top five. **MAX PIX: MUST** "Freechild" (Wind-up)

— Cyndee Maxwell, Active Rock/Rock Editor

Active Rock/Rock ON THE RADIO

Record Of The Week

Artist: **Time In Malta**
Title: **A Second Engine**
Label: **Equal Vision**

Time In Malta may sound more like a getaway than a group, and that's no coincidence. This San Francisco treat is the perfect vacation from the chest-thumping antics of tattooed pincushions growling bad metal in the name of hardcore. T.I.M. put some heart into their hardcore and ram it headfirst into metal, punk and indie rock on **A Second Engine**. Think of a heavier version of Quicksand that stepped on a rusty nail on their way to a Boy Sets Fire concert. While vocalist Todd Gullion can scream with the best of them, there's plenty of melody to be found throughout the affair. Highlights include "All Said and Done," the transcendent "Against the Tide" and the hypnotic "Grant's Stand," all of which show a band who are not afraid to wear their hearts, and their minds, on their sleeves.

— Frank Correia



active INSIGHT

ARTIST: **Blindside**

LABEL: **Elektra**

By **FRANK CORREIA** / ROCK SPECIALTY EDITOR

OK, before radio broke out with a case of The Hives, what did you think of when somebody mentioned the fine nation of Sweden? Affordable furniture assembled with an Allen wrench? Delicious meatballs? Well, start thinking with your ears rather than your stomach, because Sweden has just offered up another fine musical export in **Blindside**.

Like this group's name suggests, their sound lures you in with infectious melodies before unleashing a torrent of hard-edged guitar. The deceptively soft bass intro of opening track "Caught a Glimpse" gives way to a downpour of distortion courtesy of guitarist Simon. And, rather than assault with a hailstorm of howling, vocalist Christian lets his clear-throated harmonies wash over the listener and chooses precise moments to let loose his anger with well-placed screams. The lead single, "Pitiful," showcases the group's accomplished sense of dynamics, as the mounting pressure built in the verses busts the damn wide open in the choruses with soaring vocals and guitars.

Blindside also visit calmer oceans with atmospheric songs like "Midnight" and the title track, "Silence." "Sleepwalking" lives up to its name with lilting melodies and wandering guitar



Blindside

lines, while "Time Will Change Your Heart" clocks you with a fistful o' rock. A rock mix that's edgy without being abrasive, *Silence* demands to be heard.

Formed in 1994, **Blindside** released two independent discs in their homeland and toured throughout Europe and the U.S. The buzz on **Blindside** not only attracted A&R men, but a certain successful band as well. In an industry where it pays to have friends in high places, **Blindside** are definitely connected: They're the first signing to P.O.D.'s imprint with Elektra. Besides the backing of a multi-Platinum band, **Blindside** also have the added muscle of P.O.D.'s street team and an opening slot on P.O.D.'s fall tour to hip kids to the sounds of *Silence*. Now, if they could just get Ikea to sponsor the tour.



Top 20 Specialty Artists

July 19, 2002

1. **HALFORD** (*Sanctuary/SRG*) "Crucible," "Betrayal"
2. **KORN** (*Immortal/Epic*) "Thoughtless," "Bottled Up Inside"
3. **SOULFLY** (*Roadrunner/IDJMG*) "Seek 'N' Strike," "Call To Arms"
4. **KILLSWITCH ENGAGE** (*Roadrunner/IDJMG*) "My Last Serenade," "Numbered Days"
5. **SUPERJOINT RITUAL** (*Sanctuary/SRG*) "It Takes No Guts," "Fuck Your Enemy"
6. **SKINLAB** (*Century Media*) "Come Get It," "Slave The Way"
7. **PULSE ULTRA** (*Atlantic*) "Big Brother," "Glass Door"
8. **OPEP** (*Capitol*) "Battle Ready," "Blood Pigs"
9. **DANZIG** (*Spitfire*) "Black Mass," "Wicked Pussycat"
10. **LOLLIPOP LUST KILL** (*Artemis*) "Like A Disease," "Black All Over"
11. **COAL CHAMBER** (*Roadrunner/IDJMG*) "Fiend," "Dark Days"
12. **BRAND NEW SIN** (*Now Or Never*) "Broken Soul," "My World"
13. **NONPOINT** (*MCA*) "Your Signs," "Development"
14. **SPEEDEALER** (*Palm*) "Leave Me Alone," "Second Sight"
15. **CHEVELLE** (*Epic*) "The Red," "Family System"
16. **7TH RAIL CREW** (*Capo*) "Shattered," "Unravel"
17. **FILTER** (*Warner Bros.*) "Where Do We Go...," "So I Quit"
18. **BLINDSIDE** (*Elektra/EEG*) "Pitiful," "Caught A Glimpse"
19. **EPIDEMIC** (*Elektra/EEG*) "Walk Away," "Catalyst"
20. **USED** (*Reprise*) "Box Full Of Sharp Objects," "Say Days Ago"

Ranked by total number of shows reporting the artist, with titles listed in order of most airplay.



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WZZN WIYY**





JIM KERR
jkerr@radioandrecords.com

Keith Eubanks, 1964-2002

□ Alternative's voice is now silent

K eith Eubanks, the voice of the Alternative format during its tremendous growth in the '90s, died on Saturday, June 29, due to complications from pneumonia. He was 38.

Eubanks got his start at WNNX (99X)/Atlanta, where he worked in the production department as an assistant. He was named Production Director at about the same time that PD Brian Philips took over the station. Philips immediately recognized Eubanks' raw but powerful production talent and used him extensively as 99X imaged and branded itself in Atlanta. The station's dramatic success quickly brought attention to Eubanks' distinctive delivery and approach, and he was soon working with an impressive roster of clients.

"Keith was the first guy I met at 99X," Philips [now Sr. VP/GM of CMT] said. "He was making about 30K and had just been named Production Director. The 'imaging' title wouldn't exist for years yet.

"By about a year later he was voicing Z100 [WHTZ/New York], MTV, a hundred stations and flying around in a Lear Jet. What a character. He fundamentally changed the way radio stations spoke to their listeners."

As the '90s progressed, the Alternative format exploded in popularity, topping 100 stations in 1998. Through it all, Eubanks' voice was a signature, every bit as defining for the format as Pearl Jam and Nirvana. At one point Eubanks was the voice of almost three out of four Alternative stations in the country.

While his deadpan delivery was imitated in commercials, TV and by other voice talents, the creativity and the nuances he brought to his craft could not be duplicated. The outtakes from his sessions were legendary, and more than one station used them instead of the scripted piece, sometimes with expletives bleeped out.

While Eubanks' dominance of the format waned a bit over the years, he continued to voice an impressive range of formats. Alternative, however, was always his home.

There is no doubt that Eubanks was a radio giant, but, more importantly, he was one of our own. He will be sorely missed. Here are some memories from those who knew him — and his work — best.

Will Pendarvis

A&R, Artist Direct Records

We all say it when we leave a job, and most of the time we mean it: "Stay in touch." Unfortunately, it doesn't seem to work out that way most of the



Keith Eubanks

time. We meet new people. We get busy.

Keith Eubanks was an exception to that rule. Keith and I developed a close relationship from the beginning of my stay at 99X, and it only grew stronger after I left. We not only stayed in touch with each other, but he became a friend of my wife and a crazy uncle to my kids.

Every conversation I ever had with him left me with a fun memory and a new lesson in appreciation for friends and life in general. It was always an education in spirituality. Now, more than ever, I understand these concepts in a harsh and clear way.

The day before Keith passed away my 6-year-old son Wylie asked me if Keith was a superhero. If creativity, instilling the value of life into others, kindness, love and being able to leap tall problems in a single bound are special powers, then I guess he was.

Lee Chesnut

VP/A&R, Universal Records

Keith Eubanks and I worked together at WAPW (Power 99)/Atlanta from 1990-1992 and remained close friends ever since, talking on the phone almost every day. He was, without a doubt, the most creative person I have ever known, both at work and at play. Even in the final months, as his health was failing, he was constantly trying to fool me on the phone with one of his voices.

It was very important for Keith to

be on the cutting edge of things, whether it was his revolutionary style of voicework, his passion for skydiving or his need to own the very latest technological gadgets. He always wanted to be different, better, more.

He recently wrote me a note that reminded me to "live each day as if it were your last." Even though Keith achieved greatness through the use of his voice, he was not a man of words; he was a man of action. He didn't simply talk about living life to the fullest, he did it. He was and continues to be a source of personal inspiration — I went skydiving for the first time last month.

Joel Folger

President, Folger Entertainment Company

After working with Keith at KDGE (The Edge)/Dallas in the '90s, in a strange twist of fate, I had re-established a working relationship with him just a few days before he died. Words can't describe my feelings of grief when J.J. McKay informed me at noon on Monday that Keith had passed away the previous Saturday.

When I took over the PD duties at KDGE, we had a four-pronged strategy to increase ratings, one of which was to make the station more memorable through creative imaging. Keith was probably the biggest move we made in that direction, and I am sure he wouldn't mind being associated with his part of our success. The rat-

"The day before Keith passed away, my 6-year-old son, Wylie, asked me if Keith was a superhero. If creativity, instilling the value of life into others, kindness, love and being able to leap tall problems in a single bound are special powers, then I guess he was."

Will Pendarvis

ings we reached have not been duplicated, even with signal improvements at KDGE.

At the time the airwaves were filled with big, ballsy-voiced guys with little or no personality. In every city there was a certain sameness, and we were looking for something to break the mold in Dallas.

We found Keith. What resulted was one of the most duplicated radio sounds of the '90s: Keith Eubanks on The Edge! Our consultants at the time knew a good thing when they saw it. They duplicated it everywhere. In the late '90s maybe half or more of the important Alternative stations in the country used Keith Eubanks as their station voice.

I asked one of my record friends to send me some airchecks from stations in New York. Steve Kingston's Z-100 (WHTZ) was one of them. Only later did I learn that Keith was also on WNNX/Atlanta, where Brian Philips was PD. I heard three breaks from Keith and said to myself, "This is it — a new sound that cuts through the clutter."

Later, we developed the great imaging team at KDGE: the writing skills of Alex Valentine (now at KRBV/Dallas) and Alan Smith (now at WOCL/Orlando), the production skills of Steve Wilson and, of course, the voice and outtakes of Keith Eubanks. Keith had a crazed sense of humor that really came through in the outtakes. He will be missed greatly.

Leslie Fram

Dir./Programming, Susquehanna/Atlanta

Keith Eubanks' personality radiated over the airwaves. In our first few years Keith incorporated nontraditional imaging. His writing style reflected his irreverent sense of humor. Some of his sweepers that come to mind include: "As part of the community, 99X does not waste water. That's why we keep a brick in our toilet." And "We have more buttons and flashing lights than any station in Atlanta." Or "Welcome to Atlanta, the only city that covers its potholes with metal plates."

This was really the beginning of the self-deprecating imagery that gave the station its edge. Keith didn't want to use the in-your-face approach or take himself or the station too seriously. That obviously segues into his outtakes being more valuable than origi-

nal copy. Keith went off on tangents in post-production and many times used these on the air. This became a trademark around the country. You got Keith and his invaluable outtakes.

Wendel was a character he portrayed on the air. He was Will Pendarvis' imaginary roommate. Wendel would end every call by getting increasingly perturbed and hanging up. One night he called Will and, in the middle of the call, started choking. Will told him to call 911, and you could hear Wendel on the other end of the line, trying to call 911 without hanging up. Sheer brilliance!

Keith's love of life was an inspiration, and I feel honored to have been his friend.

"Keith's love of life was an inspiration, and I feel honored to have been his friend."

Leslie Fram

Sean Demery

PD, KITS/San Francisco

Keith Eubanks was more than just that guy with the filtered voice who became the unofficial voice of the format. He was a pain-in-the-ass, creative whiz kid who helped shape the audio landscape of 99X in Atlanta. Through his efforts he single-handedly forged the sound of that station and gave it the flavor that, in turn, the jocks embraced and that became the road to a ratings safe haven.

Professionally, he amassed multiple Alternative, Modern AC and CHR voiceover gigs that allowed him to live a lifestyle that many of us still dream of. Personally, he was a good friend to many, to the point of being like family. Being like family suggests that there were times where you weren't talking. If you were one of his friends, you know what I mean. His contributions didn't change the world, but neither has 40 minutes of nonstop whatever. He was so much more. We're gonna miss him like crazy.

R&R Alternative Top 50

July 19, 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	RED HOT CHILI PEPPERS By The Way (Warner Bros.)	3033	+270	357154	7	75/0
3	2	INCUBUS Warning (Immortal/Epic)	2452	+166	260971	14	73/0
2	3	HOOBASTANK Running Away (Island/IDJMG)	2371	+66	244224	16	74/0
6	4	JIMMY EAT WORLD Sweetness (DreamWorks)	2257	+231	270416	12	70/0
4	5	PUDDLE OF MUDD Drift & Die (Flawless/Geffen/Interscope)	2141	-70	191975	17	68/0
7	6	PAPA ROACH She Loves Me Not (DreamWorks)	2061	+104	220707	11	73/0
5	7	C. KROEGER F.J. SCOTT Hero (Roadrunner/Columbia/IDJMG)	1800	-253	160342	13	64/0
8	8	BOX CAR RACER I Feel So (MCA)	1709	-35	173353	12	68/1
9	9	HIVES Hate To Say I Told You So (Burning/Epitaph/Sire/Reprise)	1686	+169	218869	11	69/0
10	10	SYSTEM OF A DOWN Aerials (American/Columbia)	1655	+175	225038	8	69/1
14	11	NEW FOUND GLORY My Friends Over You (Drive-Thru/MCA)	1468	+137	183512	6	65/0
16	12	VINES Get Free (Capitol)	1460	+175	191837	8	73/0
17	13	TRUSTCOMPANY Downfall (Geffen/Interscope)	1449	+198	163894	9	68/2
11	14	STAIN D For You (Flip/Elektra/EEG)	1368	-30	140761	29	67/0
21	15	FILTER Where Do We Go From Here (Reprise)	1332	+153	116595	4	66/1
12	16	OUR LADY PEACE Somewhere Out There (Columbia)	1309	-104	119732	15	59/0
23	17	KORN Thoughtless (Immortal/Epic)	1264	+203	190478	5	65/2
15	18	SYSTEM OF A DOWN Toxicity (American/Columbia)	1246	-70	157790	28	60/0
19	19	EARSHOT Get Away (Warner Bros.)	1242	+39	101964	18	53/0
13	20	KORN Here To Stay (Immortal/Epic)	1185	-155	148386	18	61/0
20	21	EMINEM Without Me (Shady/Aftermath/Interscope)	1148	-35	179409	11	44/0
24	22	AUDIOVENT The Energy (Atlantic)	1138	+120	108281	11	62/2
—	23	311 Amber (Volcano)	1129	+67	169591	21	45/2
25	24	DEFAULT Deny (TVT)	1092	+73	96232	15	50/1
18	25	P.O.D. Boom (Atlantic)	994	-215	114370	15	60/0
22	26	CREED One Last Breath (Wind-up)	991	-68	97941	13	46/0
26	27	STAIN D Epiphany (Flip/Elektra/EEG)	897	+54	97814	12	40/0
28	28	WEEZER Keep Fishin' (Geffen/Interscope)	814	+178	97192	3	54/5
—	29	JACK JOHNSON Flake (Enjoy/Universal)	754	+59	86248	21	34/3
27	30	ADEMA Freaking Out (Arista)	633	+3	44923	7	45/0
46	31	UNWRITTEN LAW Up All Night (Interscope)	596	+291	49014	2	55/11
42	32	COLDPLAY In My Place (Capitol)	584	+203	85720	3	47/7
29	33	TRIK TURNER Sacrifice (RCA)	575	+53	34818	5	38/0
30	34	WHITE STRIPES Fell In Love With A Girl (Third Man/V2)	570	+52	125967	20	41/0
36	35	CHEVELLE The Red (Epic)	528	+113	60162	3	50/5
31	36	RIDDLIN' KIDS I Feel Fine (Aware/Columbia)	501	-1	46247	7	31/0
39	37	N.E.R.D. Rock Star (Virgin)	479	+79	65411	6	31/3
33	38	STROKES Hard To Explain (RCA)	474	-20	101143	14	31/0
34	39	DAVE MATTHEWS BAND Where Are You Going (RCA)	452	-19	46200	9	30/0
35	40	HOME TOWN HERO Eighteen (Maverick/Reprise)	440	+15	48555	4	30/2
32	41	LINKIN PARK Runaway (Warner Bros.)	433	-65	52838	8	10/1
45	42	BEN KWELLER Wasted And Ready (ATO/RCA)	421	+65	38793	3	34/7
40	43	ASH Burn Baby Burn (Kinetic)	419	+32	39425	5	29/1
Debut	44	LINKIN PARK Point Of Authority (Remix) (Warner Bros.)	415	+159	80801	1	20/6
37	45	CUSTOM Beat Me (ARTISTdirect)	401	-1	33779	5	29/0
48	46	SEETHER Fine Again (Wind-up)	386	+105	36537	2	36/4
43	47	TOOL Parabola (Volcano)	378	+18	31464	15	24/0
41	48	JERRY CANTRELL Anger Rising (Roadrunner/IDJMG)	341	-32	29637	9	20/0
Debut	49	NICKELBACK Never Again (Roadrunner/IDJMG)	297	+199	22479	1	36/9
Debut	50	WHITE STRIPES Dead Leaves And Dirty Ground (Third Man/V2)	284	+116	74278	1	25/2

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 7/7-7/13. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 20 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. 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
BLINDSIDE Pitiful (Elektra/EEG)	17
UNWRITTEN LAW Up All Night (Interscope)	11
MARC COPELY Surprise (RCA)	11
NICKELBACK Never Again (Roadrunner/IDJMG)	9
QUARASHI Mr. Jinx (Time Bomb/Columbia)	8
COLDPLAY In My Place (Capitol)	7
BEN KWELLER Wasted And Ready (ATO/RCA)	7
SPARTA Cut Your Ribbon (DreamWorks)	7
BOWLING FOR SOUP Girl All The Bad... (Silvertone/Jive)	7
LINKIN PARK Point Of Authority (Remix) (Warner Bros.)	6
RED HOT CHILI PEPPERS Zephyr Song (Warner Bros.)	6

ANDREW W.K.

"She Is Beautiful"

Early believers:

WZZN, WROX, WBUZ, KFMA, KWOD, WKRL

On Ozzfest this summer



Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
UNWRITTEN LAW Up All Night (Interscope)	+291
RED HOT CHILI PEPPERS By The Way (Warner Bros.)	+270
JIMMY EAT WORLD Sweetness (DreamWorks)	+231
KORN Thoughtless (Immortal/Epic)	+203
COLDPLAY In My Place (Capitol)	+203
NICKELBACK Never Again (Roadrunner/IDJMG)	+199
TRUSTCOMPANY Downfall (Geffen/Interscope)	+198
WEEZER Keep Fishin' (Geffen/Interscope)	+178
VINES Get Free (Capitol)	+175
SYSTEM OF A DOWN Aerials (American/Columbia)	+175

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
UNWRITTEN LAW Seein' Red (Interscope)	983
JIMMY EAT WORLD The Middle (DreamWorks)	957
HOOBASTANK Crawling In The Dark (Island/IDJMG)	900
PUDDLE OF MUDD Blurry (Flawless/Geffen/Interscope)	864
LINKIN PARK In The End (Warner Bros.)	847
GODSMACK I Stand Alone (Republic/Universal)	716
DEFAULT Wasting My Time (TVT)	705
INCUBUS I Wish You Were Here (Immortal/Epic)	699
SYSTEM OF A DOWN Chop Suey (American/Columbia)	690
P.O.D. Alive (Atlantic)	643
P.O.D. Youth Of The Nation (Atlantic)	634
NICKELBACK Too Bad (Roadrunner/IDJMG)	624
DISTURBED Down With The Sickness (Giant/Reprise)	622

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ON THE RECORD

Adam 12
MD/mornings/Burning Sensations
host, KTEG/Albuquerque



Well, it's summertime, so I dragged out the ol' *Pet Sounds* boxed set. As far as new stuff, I'm into Guided By Voices, Chevelle, DJ Shadow and a dozen other bands I can't remember at the moment. • Just added Sparta. Love the sound, love the vibe. Hoping our listeners will love it half as much as I do. • We're also playing

Soil's "Breaking Me Down." Haven't seen anyone else on the Alternative panel on it. Ball-crushing man rock does quite well here at KTEG. • I'm jonesing for the new Cave-In. I've been a fan of theirs since they were a screamin' Boston hardcore band back in the day. The new stuff should be out on RCA by year's end. • Face To Face played our Edgefest last month. There is no substitute for real punk rock. I felt like I was 16 again.

My gut kind of told me it would happen, and it certainly appears to be the case: **The Red Hot Chili Peppers'** "By the Way" is gaining momentum after being on the top of the chart for a month now. It is looking a lot like "Scar Tissue," in that the song is not burning and its appeal seems to be growing over time. No doubt about it, this song is a huge smash by any definition ... The sad thing is that we have a really strong group of songs sitting right behind the Red Hots, including those by **Incubus**, **Hoobastank**, **Jimmy Eat World** and **Puddle Of Mudd**. They don't really have a prayer of touching No. 1 for the foreseeable future ... In terms of new music, **Pete Dinklage** has a nice debut in the department head chair at Elektra, as **Blindside** come in at No. 1 Most Added with 17 new stations behind "Pitiful" ... **Marc Copely** gets a pleasant surprise for "Surprise," picking up 11 adds (No. 2 Most Added). **RECORD OF THE WEEK: Lifehouse "Spin"**

— Jim Kerr, Alternative Editor

Alternative ON THE RADIO

COMING RIGHT UP

ARTIST: Haven

LABEL: Virgin

By KATY STEPHAN/ALTERNATIVE SPECIALTY EDITOR

You owe me. I'm letting you in on my private conversation with Haven's Gary Briggs about how the Manchester-based band got together; their manager, Joe Moss (The Smiths' original manager); and their producer, the legendary Johnny Marr.

On being a rock fan: "I was never running around in tight pants, flashing the sign of the devil or anything, but I was into a lot of American records. Growing up, there was a lot of Elvis and Roy Orbison. My dad was a big Zeppelin fan and turned me onto The Velvet Underground and Buffalo Springfield."

How this led to his own musical destiny: "I met [future bandmate] Nat in a record shop. I was looking at *Happy Trails* by Quicksilver Messenger Service. He walked in and started looking at the same records. We started chatting, and I went back to his place and stayed at his house for a couple of weeks, sleeping on the floor and playing guitar. We've never looked back since, really. We've been playing together for about six years."

How they hooked up with Joe Moss: "A mutual friend brought him down to where we hung out and played guitar. We just got to know him, spent a lot of time hanging out. Initially, he said, 'Come and stay with me for a couple of weeks,' and that stretched into a couple of years."

Why meeting Johnny Marr did not make them pee their pants with awe: "For the first few months, I was totally unaware of his involvement with The Smiths and what he did and everything. It was really when we supported The Healers on tour, after supporting Badly Drawn Boy. After a couple of shows it was obvious to us that we had the same ideas about what a guitar band should be about."

"Hearing him on records is one thing; hearing him actually do what he does on records is



Haven

an entirely different thing. It blew us all away. We got to know him quite well in the months after that. We spent a lot of time hanging out. There was a friendship, really. By the time we entered the studio, everyone was on an equal level, socially."

On Between the Senses: "We recorded the album in 3 1/2 weeks. It was just so smooth, one song after the next. Everyone had similar ideas. If someone had an idea that we couldn't agree on, usually that idea would be turned into a new song. There was a real creative give and take, no egos. It was the finale of almost a year of hanging out and talking about music."

On who loves Haven: "There was a point when everybody was speculating that our audience would be mainly female, but all theories have been disproved. We've got everything from the audience you'd expect to see at an Oasis gig to the people you'd see at a Van Morrison gig. I love that. I believe there's something in it for everyone. We're really accessible. All the records I love have been that way."

Speaking of records you love, check out *Between the Senses* if you haven't already. Then you'll really owe me — big.

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America's Best Testing Alternative Songs
12+ For The Week Ending 7/19/02.

Artist Title (Label)	TW	LW	Familiarity	Burn	TD	Familiarity	Burn
INCUBUS Warning (Immortal/Epic)	4.09	4.08	92%	21%	3.98	94%	24%
HOOBASTANK Running Away (Island/IDJMG)	4.08	4.11	90%	20%	3.95	92%	24%
HOOBASTANK Crawling In The Dark (Island/IDJMG)	4.05	4.08	96%	41%	3.99	97%	43%
JIMMY EAT WORLD Sweetness (DreamWorks)	4.05	4.07	80%	14%	3.98	80%	15%
NEW FOUND GLORY My Friends... (Drive-Thru/MCA)	4.01	4.06	70%	11%	3.79	66%	13%
OUR LADY PEACE Somewhere Out There (Columbia)	3.94	4.06	79%	15%	3.90	82%	17%
STAINO Epiphany (Flip/Elektra/EEG)	3.93	3.92	82%	20%	3.87	85%	21%
TRUST COMPANY Ownfall (Interscope)	3.92	3.99	55%	6%	3.84	55%	6%
STAINO For You (Flip/Elektra/EEG)	3.92	3.89	91%	33%	3.82	94%	37%
BOX CAR RACER I Feel So (MCA)	3.88	3.93	83%	21%	3.72	85%	25%
SYSTEM OF A DOWN Aerials (American/Columbia)	3.84	3.79	77%	15%	3.76	80%	17%
RED HOT CHILI PEPPERS By The Way (Warner Bros.)	3.83	3.87	89%	20%	3.78	93%	22%
UNWRITTEN LAW Seein' Red (Interscope)	3.83	3.93	86%	32%	3.75	89%	35%
PUDDLE... Drift & Die (Flawless/Geffen/Interscope)	3.82	3.87	89%	27%	3.75	91%	32%
C. KROEGER... Hero (Roadrunner/Columbia/IDJMG)	3.82	3.82	95%	41%	3.70	95%	46%
SYSTEM OF A DOWN Toxicity (American/Columbia)	3.80	3.80	95%	38%	3.72	96%	41%
DEFAULT Deny (TVT)	3.77	3.90	77%	17%	3.65	80%	20%
EARSHOT Get Away (Warner Bros.)	3.77	3.80	62%	13%	3.70	70%	17%
AUDIOVENT The Energy (Atlantic)	3.76	-	48%	6%	3.65	51%	7%
KORN Here To Stay (Immortal/Epic)	3.74	3.83	85%	24%	3.76	89%	24%
WEEZER Keep Fishin' (Geffen/Interscope)	3.73	-	50%	9%	3.71	52%	9%
PAPA ROACH She Loves Me Not (DreamWorks)	3.72	3.85	89%	22%	3.57	89%	26%
EMINEM Without Me (Shady/Aftermath/Interscope)	3.72	3.75	98%	42%	3.83	98%	38%
FILTER Where Do We Go From Here (Reprise)	3.70	3.68	51%	7%	3.65	57%	9%
311 Amber (Volcano)	3.69	3.74	82%	24%	3.61	85%	28%
KORN Thoughtless (Immortal/Epic)	3.67	3.71	62%	12%	3.63	67%	13%
P. O. D. Boom (Atlantic)	3.61	3.60	90%	30%	3.58	93%	32%
HIVES Hate To Say... (Burning/Epitah/Sire/Reprise)	3.54	3.63	69%	17%	3.44	70%	19%
VINES Get Free (Capitol)	3.47	3.48	60%	14%	3.38	63%	17%
CREED One Last Breath (Wind-up)	3.43	3.45	88%	33%	3.31	90%	38%

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 19, 2002

1. MIGHT MIGHTY BOSSTONES (Sideonedummy) "You Gotta Go"
 2. SONIC YOUTH (Geffen) various
 3. FLAMING LIPS (Warner Bros.) "Do You Realize"
 4. SPARTA (DreamWorks) "Cut Your Ribbon"
 5. DRAGONFLIES (Agent X/Pyramid) "All I Ever Had"
 6. OFF BY ONE (LMC) "Been Alone"
 7. SCAPEGOAT WAX (Hollywood) "Lost Cause"
 8. PRETTY GIRLS MAKE GRAVES (Lookout) "Speakers Push"
 9. PIXIES (SpinArt) various
 10. BOWLING FOR SOUP (Jive) "Girl All the Bad Guys Want"
 11. VEX RED (Virgin) "Can't Smile"
 12. USED (Reprise) "Box Full of Sharp Objects"
 13. MORCHEEBA (Reprise) "Otherwise;" "Women Lose Weight"
 14. OK GO (Capitol) "Get Over It"
 15. NO USE FOR A NAME (Fat Wreck Chords) "Dumb Reminders"
 16. CHEVELLE (Epic) "The Red"
 17. DOVES (Capitol) "Caught by the River"
 18. SOMETHING CORPORATE (Drive-Thru/MCA) "Woke Up in a Car"
 19. ROLLINS BAND (Sanctuary/SRG) "Your Number is One"
 20. MAROON 5 (Octone) "Harder to Breathe"
- Ranked by total number of shows reporting artist.

Record Of The Week

Artist: MAROON 5
Label: OCTONE



Put the box of labels down. Screw the cap back on the glue. Yes, it's very satisfying to slap a tag onto a new record. And when you first hear Maroon 5, you'll be reaching for "funk," smearing some adhesive on the back of "soul" and looking for room to paste "pop rock" on there somewhere. ♡ But Maroon 5 can't be limited by your little labels. "Harder to Breathe" is both booty-shaking and hard-rocking; funkier than rock and more rocking than funk. So stop trying to label it, and just crank it up. The only category you need to put it in is the one marked "heavy rotation."

— Katy Stephan, Alternative Specialty Editor

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Stations and their adds listed alphabetically by market

Reporters

WHR/LAlbany, NY *
OW/PD/APD/MD: Lisa Biello
 1 BLINDSIDE "Philly"
 MARC COPELY "Surprise"
 HOME TOWN HERO "Eighteen"
 N.E.R.D. "Star"

WEDG/Buffalo, NY *
PD: Lenny Diana
MD: Ryan Patrick
 29 OUR LADY PEACE "Innocent"
 14 KLEAR "Air"
 2 FILTER "Where"
 1 "ASH" "Stars"
 MARC COPELY "Surprise"
 STAGE "World"
 SUGARCULT "Philly"

WXEG/Dayton, OH *
PD: Steve Kramer
MD: Boomer
 No Adds

KUCD/Honolulu, HI *
PD: Jamie Hyatt
MD: Ryan Sean
 20 LIFEHOUSE "Spin"
 NICKELBACK "Never"
 OK GO "Over"

KROQ/Los Angeles, CA *
VP/Prog.: Kevin Weatherly
APD: Gene Sandoz
MD: Lisa Wardell
 16 RED HOT CHILLI "Song"
 12 SYSTEM OF A DOWN "Psycho"

WROX/Norfolk, VA *
PD: Michele Diamond
MD: Mike Powers
 1 ANDREW W.K. "Beautiful"
 1 BLINDSIDE "Philly"
 Doves "River"

WBUR/Providence, RI *
PD: Tom Schaefer
MD: Alicia Mullin
 No Adds

XTRA/San Diego, CA *
PD: Bryan Schock
MD: Chris Muckley
 13 RED HOT CHILLI "Song"
 4 WHITE STRIPES "Leaves"
 2 HIMES "Main"
 1 KORN "Through"
 1 ELVIS VS. JOL "Live"
 SYSTEM OF A DOWN "Aerials"
 Doves "River"

WSUN/Tampa, FL *
OH: Chuck Beck
PD: Shark
 25 LINN PARK "Authority"
 TRUSTCOMPANY "Downfall"
 CHEVELLE "Red"
 BEN KWELLER "Wasted"

KTEG/Albuquerque, NM *
PD: Ellen Flaherty
MD: Adam Tiz
 BLINDSIDE "Philly"

WAVF/Charleston, SC *
PD: Greg Patrick
APD/MD: Danny Villalobos
 3 MUST "Freddie"
 1 30 SECONDS TO MARS "Capricorn"

CIMX/Detroit, MI *
PD: Murray Brookshaw
APD: Vince Cannova
MD: Matt Franklin
 4 JACK JOHNSON "Fake"
 1 BEN KWELLER "Wasted"
 FINGER ELEVEN "Brag"

WRZX/Indianapolis, IN *
PD: Scott Jameson
MD: Michael Young
 2 NICKELBACK "Never"
 1 WHITE STRIPES "Leaves"

WMAO/Madison, WI *
PD: Pat Frawley
MD: Amy Hieson
 COLDFLAY "Place"
 GOO GOO DOLLS "Big"

KQRX/Odesa-Midland, TX
PD: Michael Todd Mobley
MD: Matt Diabolo
 3 OK GO "Over"
 8/14 KWELLER "Wasted"
 NICKELBACK "Never"
 UNWRITTEN LAW "Up"

WJRR/Oriando, FL *
PD: Pat Lynch
MD: Dickeman
 6 UNWRITTEN LAW "Up"
 4 KORN "Through"
 4 OFF BY ONE "Alone"
 BREAKING BENJAMIN "Poly"

KITS/San Francisco, CA *
PD: Sean Blaney
MD: Aaron Arzsen
 7 RED HOT CHILLI "Song"
 1 CLINIC "The"
 DEFAULT "Dery"

KFMA/Tucson, AZ *
PD: John Michael
APD: Libby Carstensen
MD: Matt Spry
 27 311 "Amber"
 16 SUPERTRAMP "Grimus"
 4 SPARTA "Ribbon"
 BOX CAR RACER "The"
 GREEN DAY "Desens"
 OAKENFOLD "FACE CUBE" "Get"
 QUARASHI "Jinx"

WNNX/Atlanta, GA *
PD: Leslie Form
APD/MD: Chris Williams
 1 SEVENDUST "Crucified"

WEND/Charlotte, NC *
APD/MD: Kristen Honeycutt
SEVENDUST: "Crucified"
 UNWRITTEN LAW "Up"

KNRQ/Eugene-Springfield, OR
PD: Chris Crowley
APD/MD: Stu Allen
 LIFEHOUSE "Spin"

WPLA/Jacksonville, FL *
PD: Scott Pellone
APD/MD: Chad Chumley
 OFF BY ONE "Alone"
 12 STONES "Broken"

WMAO/Madison, WI *
PD: Pat Frawley
MD: Amy Hieson
 COLDFLAY "Place"
 GOO GOO DOLLS "Big"

WOCL/Oriando, FL *
APD: Alan Amth
MD: Bob Smith
 11 LINN PARK "Authority"

WDYL/Richmond, VA *
PD: Mike Murphy
MD: Keith Dakin
 13 PUDDLE OF MUDD "Hates"
 6 COLDFLAY "Place"
 1 FINCH "Letters"

KJEE/Santa Barbara, CA
GM/PD: Eddie Gutierrez
MD: Dakota
 No Adds

KMYZ/Tulsa, OK *
PD: Lynn Barstow
MD: Corbin Pierce
 2 UNWRITTEN LAW "Up"
 1 BOWLING FOR SOUP "Bad"
 1 LINN PARK "Authority"
 EMINEM "Close"

WJSE/Atlantic City, NJ *
PD: Al Parinello
MD: Jason Ulanet
 BLINDSIDE "Philly"
 MARC COPELY "Surprise"
 GOO GOO DOLLS "Big"
 MUST "Freddie"

WKQX/Chicago, IL *
PD: Tom Richards
APD/MD: Mary Shuminas
AM/D: Nicole Churninotto
 1 CHEVELLE "Red"
 TRUSTCOMPANY "Downfall"

KXNA/Fayetteville, AR
PD: Margaret Smith
 5 NICKELBACK "Never"
 GOO GOO DOLLS "Big"
 MARC COPELY "Surprise"
 BLINDSIDE "Philly"

WRZJ/Johnson City, TN *
VP/Prog. Ops.: Mark E. McKinn
 BLINDSIDE "Philly"
 SPARTA "Ribbon"
 BEN KWELLER "Wasted"

WZTA/Miami, FL *
PD: Troy Hansen
APD/MD: Lee Daniels
 BLINDSIDE "Philly"
 NICKELBACK "Never"
 SEETHER "Fine"

WPLY/Philadelphia, PA *
PD: Jim McQuinn
MD: Dan Fein
 5 GREEN DAY "Desens"
 N.E.R.D. "Star"

KCXK/Riverside, CA *
OM/PD: Kelli Clague
MD: Daryl James
 1 SEVENDUST "Crucified"
 FINCH "Letters"
 WEEZER "Fenix"

WVWV/Savannah, GA
PD/MD: B.J. Kinard
 GOO GOO DOLLS "Big"
 LIFEHOUSE "Spin"
 TRUSTCOMPANY "Downfall"

WHFS/Washington, DC *
PD: Reben Benjamin
APD: Bob Waugh
MD: Pat Ferrise
 2 EMINEM "Close"
 QUARASHI "Jinx"
 WEEZER "Fenix"

KRDX/Austin, TX *
PD: Melody Lee
MD: Toby Ryan
 1 NICKELBACK "Never"
 FINCH "Letters"
 KORN "Thought"

WZZN/Chicago, IL *
PD: Bill Gamble
APD: Steve Levy
MD: James VanDorst
 27 ADDICTION "Enemy"
 16 DAVE MATTHEWS BAND "Street"
 3 LIFEHOUSE "Spin"
 ANDREW W.K. "Beautiful"

WJBF/FL. Myers, FL *
PD: John Razz
APD: Jeff Madrid
MD: Jeff Zuo
 1 BOWLING FOR SOUP "Bad"
 SEVENDUST "Crucified"
 SPARTA "Ribbon"

WRZJ/Johnson City, TN *
VP/Prog. Ops.: Mark E. McKinn
 BLINDSIDE "Philly"
 SPARTA "Ribbon"
 BEN KWELLER "Wasted"

WZTA/Miami, FL *
PD: Troy Hansen
APD/MD: Lee Daniels
 BLINDSIDE "Philly"
 NICKELBACK "Never"
 SEETHER "Fine"

KEDJ/Phoenix, AZ *
PD: Nancy Stevens
APD: Dead Air Dave
MD: Robin Kesh
 2 QUARASHI "Jinx"
 1 SPARTA "Ribbon"

WZZ/Roanoke-Lynchburg, VA *
PD/MD: Don Walker
 BLINDSIDE "Philly"
 MARC COPELY "Surprise"
 Doves "River"
 GOO GOO DOLLS "Big"

KNDD/Seattle-Tacoma, WA *
PD: Phil Manning
APD: Jim Keller
MD: Seth Resler
 7 RED HOT CHILLI "Song"
 DISTILLERS "Obey"
 FLOODING MOLLY "Lullabies"

WWDC/Washington, DC *
PD: Buddy Rizer
MD: LeeAnn Curtis
 1 COLDFLAY "Place"
 1 WEEZER "Fenix"

KXNX/Baton Rouge, LA *
PD/MD: Randy Chase
APD: Bill Jackson
 30 SECONDS TO MARS "Capricorn"
 SPARTA "Ribbon"

WAQZ/Cincinnati, OH *
PD: John Michael
APD/MD: Shaggy
 No Adds

KFRR/Fresno, CA *
PD: Chris Scoules
MD: Reverend
 1 UNWRITTEN LAW "Up"
 30 SECONDS TO MARS "Capricorn"
 COLOR RED "Throat"

KFTL/Lafayette, LA *
PD: Rob Summers
MD: Scott Fern
 2 SEETHER "Fine"
 SINGO "More"

WZTA/Miami, FL *
PD: Troy Hansen
APD/MD: Lee Daniels
 BLINDSIDE "Philly"
 NICKELBACK "Never"
 SEETHER "Fine"

KZON/Phoenix, AZ *
OM/PD: Tim Maramilla
APD/MD: Kevin Mannion
 MICHELLE BRANCH "Goodbye"
 COLDFLAY "Place"
 Moby "Extreme"
 NICKELBACK "Never"

WZNE/Rochester, NY *
OM/PD: Mike Denger
MD: Violet
 MARC COPELY "Surprise"
 QUARASHI "Jinx"
 SEETHER "Fine"

WKRL/Syracuse, NY *
OM/PD: Mimi Griswold
APD/MD: Abbie Weber
 MICHELLE BRANCH "Goodbye"
 MARC COPELY "Surprise"
 GOO GOO DOLLS "Big"
 OFF BY ONE "Alone"

WPBZ/West Palm Beach, FL *
OM/PD: John O'Connell
MD: Eric Kristensen
 BLINDSIDE "Philly"
 COLDFLAY "Place"
 MARC COPELY "Surprise"
 JACK JOHNSON "Fake"

WRAX/Birmingham, AL *
PD: Susan Greaves
APD: Hurricane Shane
MD: Mark Lindsey
 1 MARC COPELY "Surprise"
 1 BLINDSIDE "Philly"
 BOWLING FOR SOUP "Bad"
 JACK JOHNSON "Sucka"
 QUARASHI "Jinx"
 COURSE OF NATURE "Difference"

WXTM/Cleveland, OH *
PD: Kim Monroe
MD: Dom Nardella
 No Adds

WGRD/Grand Rapids, MI *
PD: Bobby Duncan
MD: Michael Grey
 BLINDSIDE "Philly"
 COLOR RED "Throat"
 NICKELBACK "Never"

WWDX/Lansing, MI *
PD: Chilli Walker
MD: Kelly Brady
 HOME TOWN HERO "Eighteen"
 BEN KWELLER "Wasted"
 UNWRITTEN LAW "Up"

WBUZ/Nashville, TN *
PD: Brian Kryz
 7 STROKE 9 "100"
 COLDFLAY "Place"
 GOO GOO DOLLS "Big"
 GREEN DAY "Desens"
 SEVENDUST "Crucified"

WZNE/Rochester, NY *
OM/PD: Mike Denger
MD: Violet
 MARC COPELY "Surprise"
 QUARASHI "Jinx"
 SEETHER "Fine"

WZNE/Rochester, NY *
OM/PD: Mike Denger
MD: Violet
 MARC COPELY "Surprise"
 QUARASHI "Jinx"
 SEETHER "Fine"

WKRL/Syracuse, NY *
OM/PD: Mimi Griswold
APD/MD: Abbie Weber
 MICHELLE BRANCH "Goodbye"
 MARC COPELY "Surprise"
 GOO GOO DOLLS "Big"
 OFF BY ONE "Alone"

WFSM/Wilmington, NC
PD: Knothead
 No Adds

KQXR/Boise, ID *
OM/PD/MD: Gina Juliano
MD: Kallao
 CHEVELLE "Red"
 NICKELBACK "Never"

WARQ/Columbia, SC *
OM/PD/MD: Gina Juliano
GLASS:AW: "Blood"
 N.E.R.D. "Star"

WXNR/Greenville, NC *
PD: Jeff Sanders
APD: Turner Watson
MD: Jack DeVoss
 1 FLAMM G LIPS "Realize"
 1 BEN KWELLER "Wasted"
 UNWRITTEN LAW "Up"

KXTE/Las Vegas, NV *
PD: Dave Wellington
APD/MD: Chris Ripley
 4 BOWLING FOR SOUP "Bad"
 2 LINN PARK "Authority"

WZNE/Rochester, NY *
OM/PD: Mike Denger
MD: Violet
 MARC COPELY "Surprise"
 QUARASHI "Jinx"
 SEETHER "Fine"

WZNE/Rochester, NY *
OM/PD: Mike Denger
MD: Violet
 MARC COPELY "Surprise"
 QUARASHI "Jinx"
 SEETHER "Fine"

WZNE/Rochester, NY *
OM/PD: Mike Denger
MD: Violet
 MARC COPELY "Surprise"
 QUARASHI "Jinx"
 SEETHER "Fine"

WZNE/Rochester, NY *
OM/PD: Mike Denger
MD: Violet
 MARC COPELY "Surprise"
 QUARASHI "Jinx"
 SEETHER "Fine"

WFSM/Wilmington, NC
PD: Knothead
 No Adds

WBCN/Boston, MA *
VP/Programming: Dedipus
APD/MD: Steven Strick
 12 STONES "Broken"
 MUST "Freddie"

WWCD/Columbus, OH *
PD: Andy Davis
MD: Jack DeVoss
 1 FLAMM G LIPS "Realize"
 1 BEN KWELLER "Wasted"
 UNWRITTEN LAW "Up"

WEED/Hagerstown, MD
APD: Dave Roberts
 SEETHER "Fine"

KXTE/Las Vegas, NV *
PD: Dave Wellington
APD/MD: Chris Ripley
 4 BOWLING FOR SOUP "Bad"
 2 LINN PARK "Authority"

WZNE/Rochester, NY *
OM/PD: Mike Denger
MD: Violet
 MARC COPELY "Surprise"
 QUARASHI "Jinx"
 SEETHER "Fine"

WZNE/Rochester, NY *
OM/PD: Mike Denger
MD: Violet
 MARC COPELY "Surprise"
 QUARASHI "Jinx"
 SEETHER "Fine"

WZNE/Rochester, NY *
OM/PD: Mike Denger
MD: Violet
 MARC COPELY "Surprise"
 QUARASHI "Jinx"
 SEETHER "Fine"

WZNE/Rochester, NY *
OM/PD: Mike Denger
MD: Violet
 MARC COPELY "Surprise"
 QUARASHI "Jinx"
 SEETHER "Fine"

WFSM/Wilmington, NC
PD: Knothead
 No Adds

WFNX/Boston, MA *
PD: Cnue
APD/MD: Kevin Mays
 13 RED HOT CHILLI "Song"
 11 BOX CAR RACER "The"
 4 RED HOT CHILLI "Song"
 1 OK GO "Over"
 BLINDSIDE "Philly"
 NICKELBACK "Never"

WZNE/Rochester, NY *
OM/PD: Mike Denger
MD: Violet
 MARC COPELY "Surprise"
 QUARASHI "Jinx"
 SEETHER "Fine"

WZNE/Rochester, NY *
OM/PD: Mike Denger
MD: Violet
 MARC COPELY "Surprise"
 QUARASHI "Jinx"
 SEETHER "Fine"

WZNE/Rochester, NY *
OM/PD: Mike Denger
MD: Violet
 MARC COPELY "Surprise"
 QUARASHI "Jinx"
 SEETHER "Fine"

WZNE/Rochester, NY *
OM/PD: Mike Denger
MD: Violet
 MARC COPELY "Surprise"
 QUARASHI "Jinx"
 SEETHER "Fine"

WZNE/Rochester, NY *
OM/PD: Mike Denger
MD: Violet
 MARC COPELY "Surprise"
 QUARASHI "Jinx"
 SEETHER "Fine"

WZNE/Rochester, NY *
OM/PD: Mike Denger
MD: Violet
 MARC COPELY "Surprise"
 QUARASHI "Jinx"
 SEETHER "Fine"

WZNE/Rochester, NY *
OM/PD: Mike Denger
MD: Violet
 MARC COPELY "Surprise"
 QUARASHI "Jinx"
 SEETHER "Fine"

WZNE/Rochester, NY *
OM/PD: Mike Denger
MD: Violet
 MARC COPELY "Surprise"
 QUARASHI "Jinx"
 SEETHER "Fine"

*** Monitored Reporters**
85 Total Reporters
75 Total Monitored
10 Total Indicator
 Note: WBSX/Wilkes Barre, PA moves from Alternative to Active Rock.



STROKES
 "100 Girls"
 Early at:
KCNL (#1 Phones)
WBUZ (Top 5 Phones)
IN JUST ONE WEEK!
 GOING FOR ADDS NOW
 UNIVERSAL RECORDS cherry

New & Active
SINCH Something More (Roadrunner/IDJMG)
 Total Plays: 274, Total Stations: 26, Adds: 1
BAD RELIGION Sorrow (Epitaph)
 Total Plays: 272, Total Stations: 16, Adds: 0
PAUL OAKENFOLD Ready, Steady, Go (Maverick/Reprise)
 Total Plays: 261, Total Stations: 20, Adds: 1
MOBY Extreme Ways (V2)
 Total Plays: 249, Total Stations: 25, Adds: 2
EPIDEMIC Walk Away (Elektra/EEG)
 Total Plays: 223, Total Stations: 23, Adds: 0
SPARTA Cut Your Ribbon (DreamWorks)
 Total Plays: 175, Total Stations: 22, Adds: 7
GREEN DAY Desensitized (Reprise)
 Total Plays: 171, Total Stations: 10, Adds: 3
SEVENDUST Crucified (TVT)
 Total Plays: 161, Total Stations: 15, Adds: 5
NAPPY ROOTS Awnaw (Atlantic)
 Total Plays: 135, Total Stations: 12, Adds: 2
FLAW Whole (Republic/Universal)
 Total Plays: 130, Total Stations: 10, Adds: 0
 Songs ranked by total plays

Indicator
Most Added
GOO GOO DOLLS Big Machine (Warner Bros.)
LIFEHOUSE Spin (DreamWorks)
SEETHER Fine Again (Wind-up)
BLINDSIDE Pitiful (Elektra/EEG)
MARC COPELY Surprise (RCA)
TRUSTCOMPANY Downfall (Geffen/Interscope)
UNWRITTEN LAW Up All Night (Interscope)
NEW FOUND GLORY My Friends Over You (Drive-Thru/MCA)
NICKELBACK Never Again (Roadrunner/IDJMG)
BEN KWELLER Wasted And Ready (ATO/RCA)
SPARTA Cut Your Ribbon (DreamWorks)
LINKIN PARK Point Of Authority (Remix) (Warner Bros.)
BOWLING FOR SOUP Girl All The Bad Guys Want (Silvertone/Jive)
WHITE STRIPES Dead Leaves And Dirty Ground (Third Man/V2)
BUZZHORN Ordinary (Atlantic)
FLIPP Freak (Artemis)
OFF BY ONE Been Alone (LMC)
PARANOID SOCIAL CLUB Wasted (Independent)



JOHN SCHOENBERGER

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Public Radio, Pittsburgh Style

□ As it evolves, WYEP remains committed to its values

There are several public stations that present a form of Triple A radio for an audience that is ready to be challenged, as well as entertained. WYEP/Pittsburgh is one of these and is part of an elite group of noncomms that program music continuously. According to PD Rosemary Welsch, the on-air product has changed dramatically since she joined the station 12 years ago. However, WYEP's commitment to music and to the community it serves has not.

WYEP has been on the air since 1974 and in June 1990 became a Triple A station. "At the time, what we tried to do wasn't as clearly defined as it is today; we were trying to bring some focus and intelligence to the mix of music we were playing," Welsch says.

"By 1993 and '94 we had a pretty clear handle on the musical direction of the station and had reined in what we play. Obviously, quite a bit of refinement has happened since then, and we are getting ready to take the next big step by introducing programming software — in our case, Musicmaster — into the mix."

WYEP has always been known as a musical alternative. It didn't evolve from a News, Classical or Jazz format; it began as a community-access station with an all-volunteer airstaff, and that community connection remains to this day. The license is held by Pittsburgh Broadcasting Corporation, and the station is 100% publicly funded.

"With our total dependence on public support, we'd better pay very close attention to what kinds of programming we do that the audience is responding to," Welsch says. "We find out very quickly when we've made a wrong turn. It means that we need to really know our audience."

"Certainly, we pay attention to the Arbitron information we receive too. The trends we see from rating period to rating period mean the most to us. It's a good signpost to see if we're doing the right things. Every quarter we all sit down and look at everything to see how we're faring."

A Music Station, First And Foremost

There are three key public radio outlets in the Pittsburgh area: WQED, which is the Classical station; WDUQ, the NPR News-Jazz outlet; and WYEP. For many years the three have cooperated to ensure that each has a clearly defined niche. With the exception of an hourlong block of public affairs programming four nights a week, WYEP is a full-time contemporary music station.



Rosemary Welsch

"It has been that way since 1995, when we dropped the NPR feeds," explains Welsch. "We still carry the three-minute top-of-the-hour headlines from NPR from 6am-6pm, but that's it. We think that makes our listeners feel like they're still in touch with the outside world. Of course, if an event as important as Sept. 11, 2001 comes along, we drop all regular programming and go to the news feeds."

According to Welsch, even though the station is much more programmed today than in the past, there is still a lot of room for air talent to create their own shows within the format. "That has been a very long evolution that began about 10 years ago and will continue to change as we move into the realm of Musicmaster," she says.

"What we're looking for from the software is to create better consistency for the station's sound while leaving an educated DJ the room to do creative and artful things in the studio. This is one of the rare places where that can still happen. Now, spontaneity is relative. We don't want chaos, but we do want the flexibility to be able to reflect the mood or events of the day from this market's point of view."

One of the things that WYEP recently discovered in its focus-group research was that its listeners feel an incredible level of connection to the people they hear on the air. "They are very excited about the fact that they can call the station and talk directly to the DJ about the music and the artists we play," Welsch says.

"They also feel that our delivery is very human and that we educate them without talking down to them. This puts quite a bit of pressure on the DJ: Not only is he or she running a show, but, in some ways, each is also a public relations person for the station."

Keeping The Balance

Like many Triple A-formatted public stations, WYEP is constantly trying to maintain a balance between being independent and progressive and trying to reach a broader audience.

Welsch explains that there are various forces at work in deciding the programming direction the station is taking.

"There's a debate about this almost every day here," she says. "This is how we continue to develop a philosophy between what the mission statement of the station is and what you have to do to attract a broader listenership."

"We are certainly much more song-oriented today than we have been in the past. We have certainly increased our rotations on the music we play. We have certainly narrowed our library. All of these have helped to dramatically increase our audience and, consequently, our fund drives."

What Welsch sees is a constant push and pull between modern industry standards of success and the station's commitment to serving a certain segment of the public that wants to be challenged by the radio they listen to.

"Somewhere in between, I have to be the one who finds the right balance," she says. "Different people will push for each perspective: GM Lee Ferraro is fully dedicated to the mission side of the station, while Chris Griffin, our Asst. PD/MD, brings the industry feel to the table, which is really what his job is about. I see myself as the fulcrum. As time has progressed, the position of that fulcrum has moved."

"We now have a playlist that's more about the songs we play and not so much the albums we are behind. But we haven't lost our passion for representing an entire album that we think is good and that deserves our attention and support. To take it one step further, we remain dedicated to the artists, both established and new, that we believe in."

"The other positive in all of this is that I am certain that a tighter playlist has been a real benefit to the artists we are committed to. I feel that more listeners are now more familiar with the artists we play. In spite of all the changes, when I see what we program each day, I am convinced that we still challenge our listeners."

Changing With The Market

WYEP isn't the only thing in western Pennsylvania to undergo a transformation. The city of Pittsburgh has

WYEP Sample Hours

June 27, 7-8am

GOMEZ Detroit Swing 66
BOB DYLAN Slow Train
AFRO-CELT SOUND SYSTEM Release
KEB MO Standing Here At The Station
PATTY GRIFFIN Tony
TOM PETTY Time To Move On
MIDNIGHT OIL Lurija Way
JANIS IAN Jolene
RYAN ADAMS New York, New York
HOOVERPHONIC Mad About You
ROBERT RANDOLPH Ted's Jam
HEM Half Acre
COLDPLAY Don't Panic

June 27, 4-5pm

MAIA SHARP You Can't Lose Them All
STEVE EARLE Nowhere Road
DAVE MATTHEWS BAND Where Are You Going
JOAN BAEZ Fishing?
SANTANA (Da Le) Yaleo
MASSIVE ATTACK Sly
BIG HEAD TODD & THE MONSTERS Wishing Well
JOHNNY CASH Rowboat
HONEYDOGS Losing Transmission
NEIL YOUNG Differently
PRETENDERS Brass In Pocket
BRUCE COCKBURN My Beat
CAROLE KING Beautiful



also changed dramatically over the past decade or two. It now prides itself on being a postindustrial city that is culturally rich and diverse.

"The old image of it being an industrial town has pretty much faded away," Welsch says. "It's a much prettier, cleaner city today. The biggest issue here is lack of jobs. Plus, there's a real problem keeping young people here. That's something we have to remain aware of: We are in a market that has some of the oldest demos in the country."

"Because of this, we have to lean slightly toward people at the higher end of the adult scale — late 40s to early 60s. That's not to say that we can't reach for the younger demos; it's just that there are fewer of them available in the market. We have to ask ourselves this question: Do we simply go for an older demo because our average listener is generally around 40 years old, or do we look for younger bands that we think 28-year-olds will be interested in but that will also appeal to the intelligent 40-something listener?"

"Fortunately, there are quite a few colleges here, and that gives us a pool of younger people to potentially grab as listeners. It's a delicate balance for us, because that's an ever-shifting group that changes every three to five years. Having said that, we find that we continue to have a huge pull from all the colleges. We are perceived as the hip station by many of them."

The other aspect of Pittsburgh that most people don't think of is the countryside surrounding the city. Western Pennsylvania is very beautiful, with rolling hills, lakes and rivers. When the weather permits, area residents enjoy an active outdoor lifestyle. Skiing and other activities are also big in the winter. As the city has taken on a healthier, more active image, WYEP has kept pace.

"We have really just started to move aggressively into that area," Welsch says. "Our focus groups have revealed

that our listeners would like us to be more active in getting the message out about what is happening in the Greater Pittsburgh area."

Art Lessons

In addition, Pittsburgh has a long and established history of supporting the arts. Not only does it have many well-established arts institutions, it also boasts quite a few progressive and cutting-edge organizations that are often fueled by the city's universities. In fact, in a recent survey, Pittsburgh was the fourth most-popular city in tourism for people who are interested in the arts.

"We are involved with a lot of the arts organizations in town, but we are also very selective about what institutions we affiliate ourselves with," Welsch says. "We are very lucky that we can choose which ones best fit WYEP."

"For example, we pair up with the Warhol Museum because it is an incredible and very hip museum. They're going to bring Patti Smith in for a silkscreen showing in September, plus she'll be performing. That's also where we do our annual World Café performances in conjunction with WXPN/Philadelphia."

"We also have something called the Mattress Factory, which is a huge, six-story building devoted to installation art, that we work with regularly, as well as many cutting-edge theater groups. These are the perfect kinds of things for us."

It is clear that WYEP is making all the right moves as it evolves. Each of its fund drives outdoes the one before, and the station is also enjoying the largest come in its history. And it's excelling in the same way that so many commercial Triple A stations are — by remaining local and staying focused on the community it serves.

You can reach Rosemary Welsch at 412-381-9131. Be sure to check out the station's website at www.wyep.org.

R&R Triple A Top 30

Powered By



July 19, 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)	682	+2	40760	9	27/0
2	2	COUNTING CROWS American Girls (Geffen/Interscope)	553	-42	33126	10	26/0
3	3	JACK JOHNSON Flake (Enjoy/Universal)	548	-33	42020	22	28/0
4	4	JIMMY EAT WORLD The Middle (DreamWorks)	478	-12	33631	18	18/0
5	5	SHERYL CROW Soak Up The Sun (A&M/Interscope)	432	-53	29133	21	24/0
8	6	BRUCE SPRINGSTEEN The Rising (Columbia)	427	+42	38267	3	21/1
6	7	NORAH JONES Don't Know Why (Blue Note/Virgin)	424	-13	32863	11	23/0
7	8	GOO GOO DOLLS Here Is Gone (Warner Bros.)	394	-39	22986	18	20/0
9	9	JOHN MAYER Your Body Is A Wonderland (Aware/Columbia)	384	+34	25754	6	23/0
17	10	COLDPLAY In My Place (Capitol)	355	+123	21908	2	25/1
10	11	CHUCK PROPHET Summertime Thing (New West/Red Ink)	346	+27	21740	5	22/0
12	12	JOHN MAYER No Such Thing (Aware/Columbia)	302	+11	23684	46	22/0
13	13	DROPLINE Fly Away From Here (...Day) (143/Reprise)	298	+11	13568	6	18/0
11	14	TREY ANASTASIO Alive Again (Elektra/EEG)	260	-36	14450	13	21/0
15	15	CHRIS ISAAK One Day (Reprise)	248	+3	16399	7	21/0
18	16	C. KROEGER F.J. SCOTT Hero (Roadrunner/Columbia/IDJMG)	241	+9	10993	7	8/0
14	17	DISHWALLA Somewhere In The Middle (Immergent)	235	-19	9768	16	14/0
19	18	LUCE Good Day (Nettwerk)	218	+6	9254	7	14/0
20	19	ALANIS MORISSETTE Precious Illusions (Maverick/Reprise)	207	+8	6019	3	13/0
24	20	RED HOT CHILI PEPPERS By The Way (Warner Bros.)	203	+21	7512	6	8/0
27	21	DAVE PIRNER Never Recover (Ultimatum)	196	+22	12479	3	18/0
22	22	LOS LOBOS Hearts Of Stone (Mammoth)	196	+2	7840	9	13/0
16	23	MOBY We Are All Made Of Stars (V2)	193	-43	12533	14	15/0
25	24	MAIA SHARP Willing To Burn (Concord)	179	-1	4277	4	12/0
23	25	SHANNON MCNALLY Now That I Know (Capitol)	175	-10	8510	8	12/0
26	26	THE CORRS When The Stars Go Blue (143/Lava/Atlantic)	171	-5	13105	13	11/0
29	27	NO DOUBT Hella Good (Interscope)	160	+13	4551	3	6/0
30	28	HOWIE DAY Ghost (Epic)	156	+10	8903	3	14/2
Debut	29	ROBERT PLANT Darkness, Darkness (Universal)	154	+28	12835	1	15/0
Debut	30	VAN MORRISON Down The Road (Universal)	145	+10	13812	1	11/0

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 7/7-7/13. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 15 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. 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
SHERYL CROW Steve McQueen (A&M/Interscope)	16
BONNIE RAITT Silver Lining (Capitol)	13
SONIA DADA Baby Woke Up (Calliope)	9
GOD GOO DOLLS Big Machine (Warner Bros.)	4
HOWIE DAY Ghost (Epic)	2
BETH ORTON Concrete Sky (Astralwerks/Heavenly/Capitol)	2
COUSTEAU Talking To Myself (Palm Pictures)	2
TRAGICALLY HIP It's A Good Life If You Don't (Zoe/Rounder)	2
JACK JOHNSON Bubble Toes (Enjoy/Universal)	2
BADLY DRAWN BOY Silent Sigh (XL/ARTISTdirect)	2
JAY FARRAR Damn Shame (Artemis)	2
ROSEY Afterlife (Island/IDJMG)	2
LINDA THOMPSON Dear Mary (Rounder)	2

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
COLDPLAY In My Place (Capitol)	+123
SHERYL CROW Steve McQueen (A&M/Interscope)	+64
COUSTEAU Talking To Myself (Palm Pictures)	+51
BRUCE SPRINGSTEEN The Rising (Columbia)	+42
BRUCE HORNSBY Sticks & Stones (RCA)	+42
JOHN MAYER Your Body Is A Wonderland (Aware/Columbia)	+34
ROBERT PLANT Darkness, Darkness (Universal)	+28
CHUCK PROPHET Summertime Thing (New West/Red Ink)	+27
3 DOORS DOWN Be Like That (Republic/Universal)	+25
MOBY Extreme Ways (V2)	+25

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
PUDDLE OF MUDD Blurry (Flawless/Geffen/Interscope)	206
U2 In A Little While (Interscope)	190
PETE YORN Strange Condition (Columbia)	184
LENNY KRAVITZ Stillness Of Heart (Virgin)	182
DAVE MATTHEWS BAND Everyday (RCA)	167
TRAIN Drops Of Jupiter (Tell Me) (Columbia)	165
LIFEHOUSE Hanging By A Moment (DreamWorks)	150
U2 Beautiful Day (Interscope)	150
AFRO-CELT... F.P. GABRIEL When... (Real World/Virgin)	147
CHRIS ISAAK Let Me Down Easy (Reprise)	141
CALLING Wherever You Will Go (RCA)	137
DEFAULT Wasting My Time (TVT)	137
EDDIE VEDDER You've Got To Hide Your... (V2)	135

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

New & Active

SHERYL CROW Steve McQueen (A&M/Interscope)

Total Plays: 137, Total Stations: 18, Adds: 16

BETH ORTON Concrete Sky (Astralwerks/Heavenly/Capitol)

Total Plays: 135, Total Stations: 13, Adds: 2

BIG HEAD TODD & THE MONSTERS Again & Again (Big)

Total Plays: 129, Total Stations: 13, Adds: 0

DAVID BOWIE Slow Burn (ISO/Columbia)

Total Plays: 126, Total Stations: 11, Adds: 1

RUBYHORSE Sparkle (Island/IDJMG)

Total Plays: 126, Total Stations: 10, Adds: 0

BRUCE HORNSBY Sticks & Stones (RCA)

Total Plays: 111, Total Stations: 10, Adds: 1

OASIS Stop Crying Your Heart Out (Epic)

Total Plays: 109, Total Stations: 9, Adds: 0

311 Amber (Volcano)

Total Plays: 104, Total Stations: 4, Adds: 0

OUR LADY PEACE Somewhere Out There (Columbia)

Total Plays: 100, Total Stations: 4, Adds: 0

AVRIL LAVIGNE Complicated (Arista)

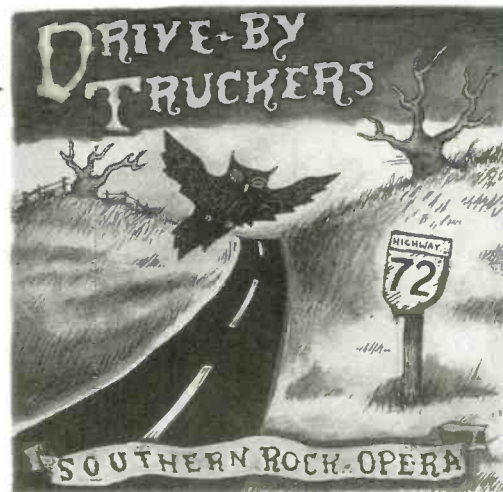
Total Plays: 94, Total Stations: 4, Adds: 0

Songs ranked by total plays

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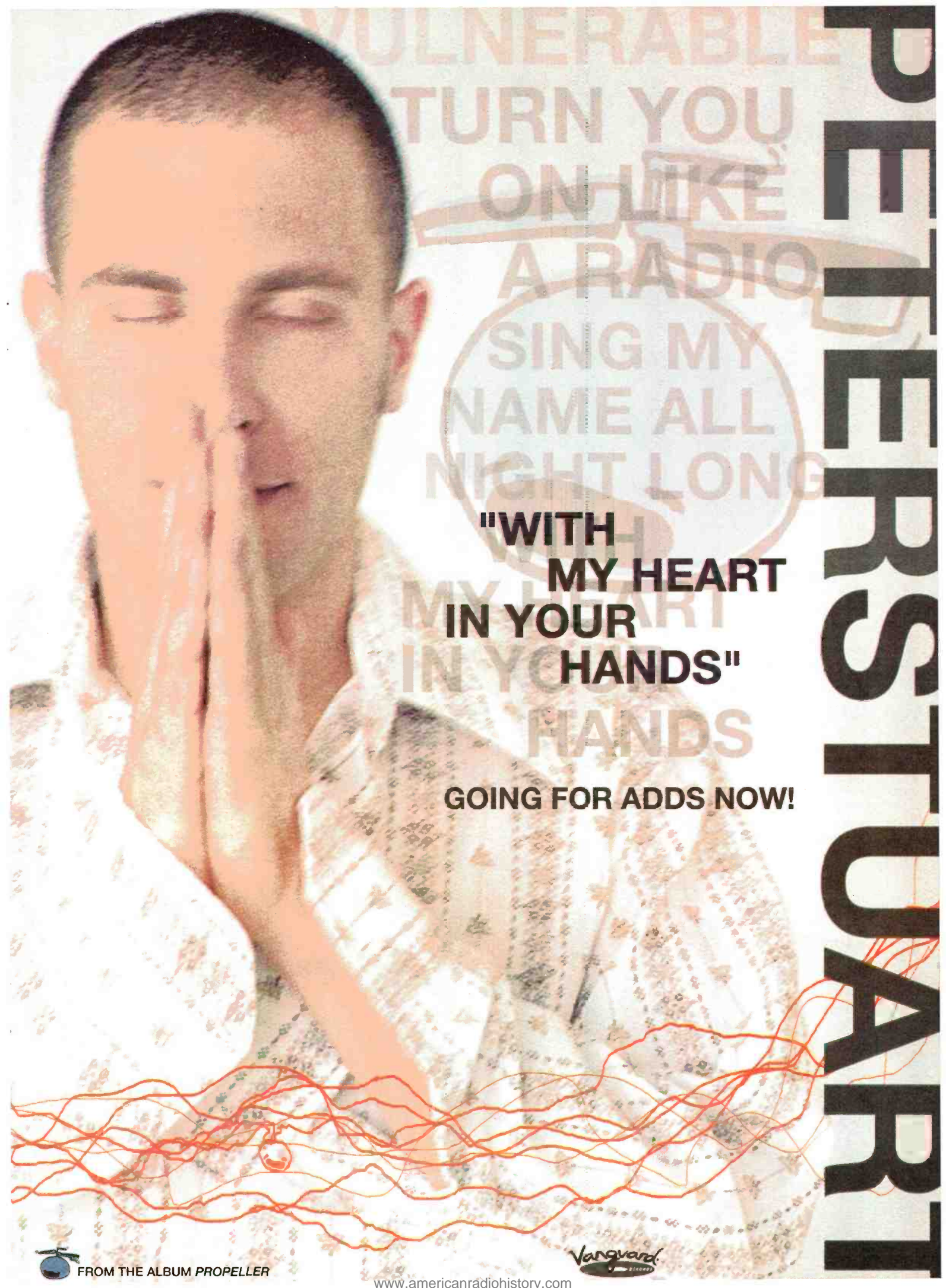
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R&R Triple A Top 30 Indicator

July 19, 2002

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS ADDS
3	1	DAVE MATTHEWS BAND Where Are You Going (RCA)	311	+41	6406	9	19/0
1	2	COUNTING CROWS American Girls (Geffen/Interscope)	306	+8	6437	9	18/0
2	3	TREY ANASTASIO Alive Again (Elektra/EEG)	285	-12	6066	17	18/0
4	4	CHUCK PROPHEt Summertime Thing (New West/Red Ink)	268	+16	7934	11	20/0
5	5	MAIA SHARP Willing To Burn (Concord)	265	+15	6169	14	20/0
6	6	WILCO Heavy Metal Drummer (Nonesuch)	240	+8	6141	17	16/0
8	7	BRYAN FERRY Goddess Of Love (Virgin)	234	+11	6302	8	19/0
7	8	NORAH JONES Don't Know Why (Blue Note/Virgin)	230	0	5327	16	15/0
15	9	BRUCE SPRINGSTEEN The Rising (Columbia)	224	+39	4811	2	20/3
13	10	JOHN MAYER Your Body Is A Wonderland (Aware/Columbia)	223	+30	3967	4	14/0
9	11	NEIL FINN Driving Me Mad (Nettwerk)	222	+4	6369	9	19/0
10	12	LOS LOBOS Hearts Of Stone (Mammoth)	214	-4	7259	13	18/0
16	13	BETH ORTON Concrete Sky (Astralwerks/Heavenly/Capitol)	207	+22	6802	3	19/0
12	14	MOBY We Are All Made Of Stars (V2)	194	-1	4210	16	15/0
19	15	CHRIS ISAAK One Day (Reprise)	187	+28	5271	7	16/0
18	16	DAVID BOWIE Slow Burn (ISO/Columbia)	186	+5	5585	6	17/0
22	17	COLDPLAY In My Place (Capitol)	161	+20	4703	2	17/0
14	18	ELVIS COSTELLO Tear Off Your Own Head... (Island/IDJMG)	152	-34	5304	20	14/0
17	19	JACK JOHNSON Flake (Enjoy/Universal)	151	+6	3129	24	11/0
21	20	LUCE Good Day (Nettwerk)	145	-36	3336	9	12/0
29	21	BRUCE HORNSBY Sticks & Stones (RCA)	144	+40	3919	2	17/2
20	22	INDIGO GIRLS Become You (Epic)	142	-12	4864	7	13/0
11	23	SHERYL CROW Soak Up The Sun (A&M/Interscope)	131	-72	1320	23	10/0
Debut	24	COUSTEAU Talking To Myself (Palm Pictures)	128	+40	7147	1	15/2
24	25	JEB LOY NICHOLS They Don't Know (Rykodisc)	120	-1	2769	16	10/0
Debut	26	HOWIE DAY Ghost (Epic)	117	+28	4557	1	13/0
25	27	ROBERT PLANT Darkness, Darkness (Universal)	115	-1	2868	5	14/1
23	28	PATTY GRIFFIN Rain (ATO)	109	-24	3341	17	12/0
30	29	EELS Fresh Feeling (DreamWorks)	108	+6	2052	2	11/0
26	30	PHIL LESH Night Of A Thousand Stars (Columbia)	108	-1	3278	3	14/1

21 Triple A Indicator Reports. Songs ranked by total plays for the airplay week of Sunday 7/7-Saturday 7/13. © 2002, R&R Inc.

Most Added

ARTIST TITLE LABEL(S)	ADDS
BONNIE RAITT Silver Lining (Capitol)	18
SHERYL CROW Steve McQueen (A&M/Interscope)	12
SONIA DADA Baby Woke Up (Calliope)	12
LINDA THOMPSON Dear Mary (Rounder)	7
BADLY DRAWN BOY Silent Sigh (XL/ARTISTdirect)	4
JOE COCKER Never Tear Us Apart (Eagle/Red Ink)	4
MARIANNE FAITHFULL Wherever I Go (Hut/Virgin)	4
BRUCE SPRINGSTEEN The Rising (Columbia)	3
ALANA DAVIS I Don't Care (Elektra/EEG)	3
ROSEY Afterlife (Island/IDJMG)	3

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
ROGER CLYNE & THE PEACEMAKERS Sleep... (Orchard)	+83
SHERYL CROW Steve McQueen (A&M/Interscope)	+48
DAVID BAERWALD Nothing's ... (Lost Highway/IDJMG)	+46
DAVE MATTHEWS BAND Where Are You Going (RCA)	+41
BONNIE RAITT Silver Lining (Capitol)	+41
BRUCE HORNSBY Sticks & Stones (RCA)	+40
COUSTEAU Talking To Myself (Palm Pictures)	+40
BRUCE SPRINGSTEEN The Rising (Columbia)	+39
JOHN MAYER Your Body Is A Wonderland (Aware/Columbia)	+30
CHRIS ISAAK One Day (Reprise)	+28
HOWIE DAY Ghost (Epic)	+28
SONIA DADA Baby Woke Up (Calliope)	+25
BETH ORTON Concrete Sky (Astralwerks/Heavenly/Capitol)	+22
COLOPLAY In My Place (Capitol)	+20
VAN MORRISON Down The Road (Universal)	+17
CHUCK PROPHEt Summertime Thing (New West/Red Ink)	+16
JULIA FORDHAM F/NDIA.ARIE Concrete Love (Vanguard)	+16
JOE COCKER Never Tear Us Apart (Eagle/Red Ink)	+16
MAIA SHARP Willing To Burn (Concord)	+15
DAVID GRISMAN Stade (Acoustic Discs)	+13
BADLY DRAWN BOY Silent Sigh (XL/ARTISTdirect)	+13
LUCE Here (Nettwerk)	+13

Reporters

<p>WAPR/Aaron, OH PD/MD: Bill Gruber 1 WELLS FARGO "Hoop" 1 BONNIE RAITT "Lining" 1 SHERYL CROW "Stare" 1 KELLER WILLIAMS "Sooner" 1 SONIA DADA "Woke" 1 BADLY DRAWN BOY "Sigh" 1 DAVID BAERWALD "Nothing" 1 KRISTIN CAMY "Crazy"</p>	<p>KBXR/Columbia, MO PD/MD: Lana Trezise 1 SHERYL CROW "Stare" 1 D'SHALLA "Woke" 1 BONNIE RAITT "Lining"</p> <p>KBCD/Denver-Boulder, CO MD: Scott Arrough 3 SHERYL CROW "Stare" 3 BONNIE RAITT "Lining" 3 SONIA DADA "Woke"</p> <p>WDET/Detroit, MI PD: Judy Adams MD: Martin Bandyke AMD: Chuck Horn 1 MARIANNE FAITHFULL "Wherever" 1 BONNIE RAITT "Lining" 1 BADLY DRAWN BOY "Sigh" 1 BRUCE SPRINGSTEEN "Rising"</p> <p>WVOZ/Elizabeth City, NC PD: Matt Cooper MD: Ted Abbey 1 BRUCE HORNSBY "Stones" 1 BILM WELLS "Woke"</p> <p>WNCW/Greenville, SC PD: Mark Kagle AMD/MD: Kim Clark 1 DEE CROGAN "Woke" 1 MARIANNE FAITHFULL "Wherever" 1 FORDHAM F/NDIA.ARIE "Concrete" 1 TERI HENRIKS "Lining" 1 SONIA DADA "Woke" 1 LINDA THOMPSON "Mary" 1 KEVIN WELLS "Hoop" 1 LYNN MILES "Stare" 1 POPA CHUBBY "Deer"</p>	<p>WMMW/Madison, WI * PD/MD: Tom Teuber 1 SHERYL CROW "Stare" 1 DOUG DOOLLS "Hoop" 1 SHERYL CROW "Stare" 1 SONIA DADA "Woke"</p> <p>WMPJ/Memphis, TN * PD/MD: Alexandra Inzer MD: Kiefer 1 SHERYL CROW "Stare" 1 JAY FARRAR "Stare" 1 SONIA DADA "Woke"</p> <p>KTCZ/Minneapolis, MN * PD: Lauren MacLeash AMD/MD: Mike Wolf 1 SHERYL CROW "Stare" 1 BONNIE RAITT "Lining"</p> <p>WGVX/Minneapolis, MN * DM: Dave Hamilton PD: Jeff Collins 1 SHERYL CROW "Stare" 1 JAY FARRAR "Stare" 1 CLOUTIER "Hoop"</p> <p>WZEW/Mobile, AL * PD: Brian Hart MD: Tim Hallmark No Acc</p> <p>KPGI/Monterey, CA PD/MD: Laura Ellen Hopper 1 SONIA DADA "Woke" 1 KEVIN WELLS "Hoop" 1 DAVID BAERWALD "Nothing" 1 BONNIE RAITT "Lining"</p> <p>KTEE/Monterey, CA DM/MD: Chris White MD: Carl Widling 1 BONNIE RAITT "Lining" 1 CORTNEY "Hoop" 1 ALISON MOORE "Deer" 1 SONIA DADA "Woke"</p> <p>WRLI/Nashville, TN * PD: Shane Cox AMD/MD: David Hall 1 SHERYL CROW "Stare" 1 DAVID BAERWALD "Nothing" 1 SHARAH MAE "Woke" 1 BONNIE RAITT "Lining" 1 SONIA DADA "Woke"</p> <p>WFWJ/New York, NY PD: Chuck Singleton MD: Rita Houston AMD: Russ Boris 10 SHERYL CROW "Stare" 1 BADLY DRAWN BOY "Sigh" 1 COLOPLAY "In My Place" 1 MARIANNE FAITHFULL "Wherever" 1 SONIA DADA "Woke" 1 LINDA THOMPSON "Mary" 1 DOLLY PARTON "Stare" 1 ANDY STOCHANSKY "Stare"</p> <p>WFOU/New York, NY PD: Chuck Singleton MD: Rita Houston AMD: Russ Boris 10 SHERYL CROW "Stare" 1 BADLY DRAWN BOY "Sigh" 1 COLOPLAY "In My Place" 1 MARIANNE FAITHFULL "Wherever" 1 SONIA DADA "Woke" 1 LINDA THOMPSON "Mary" 1 DOLLY PARTON "Stare" 1 ANDY STOCHANSKY "Stare"</p>	<p>WXPN/Philadelphia, PA PD: Bruce Warren AMD/MD: Helen Leitch 1 SONIA DADA "Woke" 1 LINDA THOMPSON "Mary" 1 SHERYL CROW "Stare" 1 ALANA DAVIS "Care" 1 ROBYN "Power" 1 JOE COCKER "Never"</p> <p>WYEP/Pittsburgh, PA PD: Rosemary Welch AMD/MD: Chris Griffin 1 SONIA DADA "Woke" 1 SHERYL CROW "Stare" 1 SONIA DADA "Woke" 1 LINDA THOMPSON "Mary" 1 LUNA "Loving" 1 JOHN MAYER "Afterlife" 1 COLEMAN "Wherever" 1 MAIA SHARP "Them"</p> <p>WCLZ/Portland, ME PD: Herb Ivy MD: Brian James 19 SHERYL CROW "Stare" 1 SHERYL CROW "Stare" 1 SONIA DADA "Woke" 1 PHIL LESH & FRIENDS "Stare" 1 BRUCE SPRINGSTEEN "Rising" 1 ROCKETPOP "Hoop"</p> <p>KMKJ/Portland, OR * PD: Dennis Constantine MD: Kevin Welch 19 SHERYL CROW "Stare" 2 SHERYL CROW "Stare" 1 SONIA DADA "Woke" 1 TRACIALY "Hoop" 1 SONIA DADA "Woke" 1 BADLY DRAWN BOY "Sigh"</p> <p>WOST/Poughkeepsie, NY PD: Greg Gattling AMD: Christine Martinez MD: Roger Mansell 1 SONIA DADA "Woke" 1 SONIA DADA "Woke" 1 BADLY DRAWN BOY "Sigh"</p> <p>KTHX/Reno, NV * PD: Harry Reynolds MD: Dave Harold 1 SONIA DADA "Woke" 1 SHERYL CROW "Stare" 1 SONIA DADA "Woke" 1 PHANTOM "Planet" 1 ALEX LOYD "Laughing"</p> <p>KENZ/Salt Lake City, UT * AMD/MD: Bruce Jones MD: Karl Bushman 1 COLAPLAY "In My Place" 1 BILM WELLS "Woke"</p>	<p>KPRI/San Diego, CA * PD/MD: Dona Shaibe 1 SHERYL CROW "Stare"</p> <p>WFOG/San Francisco, CA * PD: Dave Benton AMD/MD: Haley Jones No Adds</p> <p>KTRR/San Luis Obispo, CA PD: Drew Ross MD: Greg Pflter 1 SHERYL CROW "Stare" 1 LINDA THOMPSON "Mary" 1 MARIANNE FAITHFULL "Wherever"</p> <p>KBAC/Santa Fe, NM GM/MD: Ira Gordon ADP: Joann Orr 15 BRUCE SPRINGSTEEN "Rising" 1 SHERYL CROW "Stare"</p> <p>KTAD/Santa Fe, NM PD: Brad Hochmeyer AMD/MD: Michael Daan 1 SHERYL CROW "Stare" 1 BRUCE SPRINGSTEEN "Rising" 1 SONIA DADA "Woke" 1 ROSEY "Afterlife" 1 JOE COCKER "Never"</p> <p>KRSH/Santa Rosa, CA * PD: Bill Bowler MD: Pam Long 1 COUNTING CROWS "Carrie" 1 SONIA DADA "Woke" 1 BRUCE SPRINGSTEEN "Rising" 1 BADLY DRAWN BOY "Sigh" 1 SONIA DADA "Woke" 1 BONNIE RAITT "Lining" 1 JOE COCKER "Never"</p> <p>KMTT/Seattle-Tacoma, WA * GM/MD: Chris Mays ADP/MD: Shawn Stewart 4 COUNTRY "Hoop" 1 CAROLIN "Hoop" 1 SHERYL CROW "Stare"</p> <p>KAEP/Spokane, WA * PD: Tim Cotter MD: Karl Bushman 1 SONIA DADA "Woke" 1 MARY "Eternity" 1 SPLENDER "Liner"</p> <p>WRNX/Springfield, MA * GM/MD: Tom Davis MD: Donnie Montibus 1 BADLY DRAWN BOY "Sigh" 1 SHERYL CROW "Stare" 1 ROSEY "Afterlife" 1 SONIA DADA "Woke"</p>
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*Monitored Reporters
49 Total Reporters

28 Total Monitored

21 Total Indicator

National Programming

Added This Week



World Cafe

Alli Castellini 215-898-6677

MARRIANNE FAITHFULL Rich Kid Blues



Acoustic Cafe

Rob Reinhart 734-761-2043

DOLLY PARTON Stairway To Heaven
KEV RUSSELL'S JUNKIE Imbining My Prescriptions
ROBERT PLANT Song To The Siren
SWAN DIVE Have You Ever

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Howie Day's "Ghost" is not a one-listen song, but once it gets to you, it sticks. The song has a haunting quality that lingers long after the song is over. Howie's lyrics are powerful and unique, and it is these lyrics that make *Australia* a great CD from start to finish. ● Howie Day is a phenom-



enon here in Boston, as he is originally from Maine and has been performing here for years. His live performances are wildly popular and talked about as must-sees for any music lover. He has a following that is loyal and passionate. ● "Ghost" sounds great on the air and adds another dimension that is not only hip, but meaningful as well.

It was fast and furious this week with new releases: **Bonnie Raitt** comes out No. 1 Most Added overall with 31 total (she is first on the indicator side and second on the monitored side), **Sheryl Crow** has 28 total adds (first on the monitored side and second on the indicator side), and **Sonia Dada** have a total of 21 (they are third with both panels) ... **Linda**



Thompson, Badly Drawn Boy, The Goo Goo Dolls, Joe Cocker and Rosey also have good first weeks ... **Howie Day, Beth Orton, Cousteau, Tragically Hip, Jay Farrar, Alana Davis, Bruce Hornsby and David Baerwald** close some important holes ... On the monitored airplay chart, **Dave Matthews Band** hold the top slot again, **Bruce Springsteen** moves 8*-6*, **John Mayer** holds at 9*, and **Coldplay** jump 17*to10* ... The rest of the chart remains pretty tight, but there were a couple of big jumpers: **Red Hot Chili Peppers** (24*-20*) and **Dave Pirner** (27*-21*) ... **Robert Plant and Van Morrison** debut ... On the indicator airplay chart, **DMB** also take the No. 1 position, and **Springsteen and Mayer** go top 10 at 9* and 10*, respectively ... Other movers include **Orton** (16*-13*), **Chris Isaak** (19*-15*), **Coldplay** (22*-17*) and **Hornsby** (29*-21*) ... **Cousteau and Day** debut ... Keep an eye on **Big Head Todd & The Monsters, David Bowie, Rubyhorse, Eels, Jorma Kaukonen, Doves and Carbonleaf**

— John Schoenberger, Triple A Editor

AAA ARTIST OF THE WEEK

ARTIST: **Beth Orton**
 LABEL: **Heavenly/Astralwerks/Capitol**

By JOHN SCHOENBERGER / TRIPLE A EDITOR



Beth Orton

We first heard the unique vocal stylings of **Beth Orton** on the song "Water From a Vine," which she co-wrote with William Orbit for his *Strange Cargo 3* project, released in 1993. She then had a brief stint with a group called Red Snapper, appearing on the tracks "Snapper" and "In Deep." Following that, Orton collaborated with The Chemical Brothers in 1995 on "Alive: Alone," which appeared on *Exit Planet Dust*. By then she was developing a name for herself and a ground swell of fans who were mesmerized by her voice. After putting together her own band — Ted Barnes (guitar), Sean Read (keys), Ali Friend (bass) and Will Blanchard (drums) — Orton recorded and released the *She Cries Your Name* EP in 1996, which launched her solo career.

Receiving rave reviews in her native England, Orton was motivated to re-enter the studio and finish up more material for her 1997 debut album, *Trailer Park*. Produced by Victor Van Vugt and Andrew Weatherall, the project synthesized a beautiful trademark combination of acoustic folk and the electronic beats of trip-hop. This release not only led to a sizable following in the U.K., it also set her career in motion in the U.S. Orton's sophomore effort, *Central Reservation*, which was also produced by Vugt, as well as Ben Watt, David Roback and Mark Stent, followed in 1999. The project featured guest appearances by Dr. John, Terry Callier and Ben Harper. The album propelled her popularity forward and nabbed her the 2000 Brit Award for Best British Female Artist.

After a hiatus due to health problems and much-needed time to reflect and write new material, Orton now returns with her triumphant *Daybreaker*. "It's a made-up word to describe the sun coming up, the start of a new day and

the sound of the record playing as the dawn breaks," says Orton. It's these things and much, much more.

Once again backed by her core band of Barnes, Read, Friend and Blanchard, Orton has delivered a career album that will certainly catapult her to immense popularity and success. Old friends on the production side were also involved, including Watt, Orbit, Vugt and The Chemical Brothers. The album features some key guest vocal appearances, including Emmylou Harris on "God Song" and Ryan Adams on the first single, "Concrete Sky." Orton also performs the Adams-penned tune "This One's Gonna Bruise." Other standout tracks include "Paris Train," "Mount Washington," "Anywhere" and "Thinking About Tomorrow."

"This album was initially an experiment," says Orton. "One of embracing the excitement of making music rather than going into it with fear. And that feeling has carried through ever since." Indeed, *Daybreaker* represents an artist who has found confidence in her talent and a clear vision about which direction she wants her music to go.

After a brief tour in the States earlier this year, Orton returns again from the end of July to the end of August. She'll be performing on Thursday, Aug. 15 at The Fox Theater in Boulder, CO during R&R Triple A Summit 2002.



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RICK WELKE
rwelke@radioandrecords.com

AC Vs. Inspo — What's The Difference?

The gap that separates the two formats gets narrower

I decided to send out a survey to programmers in the Christian AC and Inspirational formats to see what their thoughts were about programming. The range of answers regarding format and philosophy wasn't as wide as you would expect.

To many in AC and Inspirational radio, it is clear that the industry is looking for more clarification in format representation. Some stations skew toward the more progressive side of programming, while others lean a bit more traditional. Just because a station selects either an AC or Inspo format doesn't necessarily mean an individual programmer stays the course within that format. The answers to the following questions help portray the mindset prevalent within the industry.

Many stations play a combination of AC- and Inspo-specific radio releases. What would you say best describes your single selection over the past six months?

60%	90+% AC
3%	75% AC, 25% Inspo
7%	50/50 split
13%	60% Inspo, 40% AC
7%	75% Inspo, 25% AC
10%	90+% Inspo

Of course, AC stations play predominantly AC releases, and Inspo plays a large number of Inspo-specific cuts. It's noteworthy that 30% of music selectors who answered the survey say they play 25% or more of the other format's singles.

Inspo panel member and Northern Christian Radio Network PD Kevin Davis remarks, "I've noticed that about 40% of the songs that I play also show up on the AC charts. Are they Inspo songs or AC songs? Would

an AC station admit that it plays a percentage of Inspo songs?" Actually, it would, according to the numbers shown here.

Divisions And Decisions

When a record company releases different singles for AC and Inspo, which one do you normally pick?

56%	AC cut
24%	Depends on the song selected
20%	Inspo cut

Almost a quarter of those who sent in their surveys didn't want to be nailed down in terms of only adding songs released to their format. Some AC stations admitted that they add Inspo and CHR releases if they feel that a track from one of those formats is suited for their audience. The majority of Inspo stations, on the other hand, are more than willing to add AC cuts at any time.

Some programmers are a bit fatigued by what some record labels offer up in order to get a spin these days. WCSG/Grand Rapids PD Chris Lemke says, "Lincoln Brewster's 'All I Really Want' is a great example. I think there were no less than four remixes of that song made available. Also, in the past couple weeks, I saw about seven different remixes of that Sara Groves tune, 'First Song That I Sing.' Good grief!"

Who makes the final decision on

which singles to play at your station?

60%	PD
20%	MD
13%	Combination of people
7%	Station Manager

According to our respondents, 80% of the time the MD does not have the final say on whether a song gets airplay, which was a bit surprising. So, when a record label wants to talk to the person making the final decision on a given track, in most cases it needs to talk to a station's PD. MDs have a lot of say about the playlists, but it is the PD or sometimes even the station manager who gives the final blessing.

Would you say that, at present, your playlist leans more towards Inspo- and Praise & Worship-type selections?

41%	Not really
32%	Definitely
14%	A little
10%	It has been lately
3%	I'd play less of these types of songs if labels didn't release so many of them

Given the vast increase of core artists jumping on the Praise & Worship bandwagon, programmers realize that there has been a large increase in this type of music over the past several months. Fifty-six percent say that their individual playlists are leaning in this direction to some degree at the moment, while almost a third are leaning heavily toward Praise & Worship.

Family Life Network MD Bruce Barrows says, "We would probably play fewer Praise & Worship type songs as radio singles. However, they seem to be in the thing right now."

"We're playing more Worship-style songs now than we ever have before," Davis says. "But, again, the line between Praise & Worship and Inspirational is becoming more blurry. Worship used to be solely Maranatha and Vineyard praise teams. On our last chart we had Tim Hughes, Jason Ingram, Lincoln Brewster and Michael W. Smith."

When will it end? Probably not until consumers slow their buying trends in this genre to a level where programmers start to pull back.

Everything To Everyone

Would you say your station is more progressive or more traditional in its programming mindset?

66%	Progressive — willing to take steps to reach more of the general population
-----	---

"About 40% of the songs that I play also show up on the AC charts. Are they Inspo songs or AC songs?"

Would an AC station admit that it plays a percentage of Inspo songs?"

Kevin Davis

33% A combination of the two
0% Traditional — more interested in serving the needs of the church

work with a difficult board of directors
2% 2% — — Other
(Key: TOT = Total, GN = Greatest Need, BN = Big Need, N = Need)

Two things to note here: First, no one views his or her style of programming as traditional in nature. Even the Inspo programmers see themselves as either progressive-leaning or trying to combine the two. Secondly, 33% see their station as trying to be all things to all people. Of course, perceptions change when a core artist of the genre is up for consideration.

Lemke shares his philosophy: "I'd probably say that we're more progressive than not, but I'll qualify that by saying that we're fairly progressive with core artists. Case in point, if 'Magnificent Obsession' were done by anyone other than, say, Steven Curtis Chapman or Wayne Watson, we wouldn't be playing it. It's a bit hot for us, but it works because the song has strong lyrics and it's by a core artist."

One of the most contentious points in the industry right now is the question of chart separation. For the sake of this survey, we narrowed the matter down to this question:

With the gap between Inspo and AC radio playlists shrinking, will there be a need for a Hot AC chart in the near future?

45%	Yes
38%	Unsure
17%	No

KAFCA/Anchorage, AK PD Tom Steigleman says, "A Hot AC chart may blur the lines even more. Hot AC stations will still play a good song even if it's slow-paced. I'd think the AC and Hot AC charts would probably have 15 of the top songs as cross-overs. But the faster songs would be closer to the top on Hot AC, and the slower songs would be closer to the top on the AC chart."

"I'd like to see Inspirational become Light AC or something along those lines," Barrows says. "It's difficult to explain to someone what Inspo really is as a musical format. If we are trying to reach adults let's call it some form of AC."

Focus Areas

What would help you out most in reaching your goals at your station?

TOT	GN	BN	N
27%	7%	10%	10%
Inexpensive research ideas			
25%	8%	10%	7%
Ideas for how to market my station on a tight budget			
18%	6%	4%	8%
Ideas for better promotions			
16%	8%	4%	4%
Tips for growing my cume without hurting my P1 listenership			
8%	4%	2%	2%
More access to top-notch production tools/people			
4%	3%	—	1%
Tips for how to			

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The CCM Update

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The CCM Update

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E-mail:
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GOOD WORKS

Cabrera Partners With New York's Metro Ministries

Plans underway for fall tour and music seminars

By Lizza Connor
lconnor@ccmcom.com

Signing on last week as a spokesperson for New York's largest inner-city children's ministries was, singer-songwriter **Patty Cabrera** says, a no-brainer. That's because, in her 10 years of experience with Brooklyn-based Metro Ministries, the fruit of the organization's labor has been self-evident.

Metro Ministries, founded in 1982 by Bill Wilson as an outreach program for inner-city youth, now buses more than 20,000 participants to its headquarters each weekend. While the multifaceted program aids children and adults with trade skills, academics and mentoring, among other things, its music emphasis has ballooned over the last decade — thanks, in part, to Cabrera's participation.



Patty Cabrera

That's where Metro Ministries comes into play. "My relationship with Metro sprung out of a singing opportunity I had with the organization a decade ago," she says. "There was an immediate connection with the kids. They became my friends. Metro invited me

back more and more to share, so it just segued into this spokesperson role without my ever officially having a title. Now we're taking it to the next level."

That next level, according to Cabrera, is a plan to align her fall tour stops with inner-city music workshops in places like Los Angeles, Chicago and Atlanta. Young people will have the opportunity to interact with Cabrera and participate in such activities as song-writing classes, engineering instruction and DJ training. "Our efforts aren't just about my coming in and doing a concert," Cabrera says. "The biggest thing is that we're creating opportunities to be with young people, to have them share what they do with us and to help them take that craft to another level."

The Timing Is Right

According to Metro Ministries Director **Chris Blake**, teenagers have responded so well to the organization's music-related events in the past that the time was right to work with Cabrera to develop workshops.

"Music has always been a big part of our ministry because it's something that young people in the city respond to," he says. "When Patty began getting involved here, we noticed that the kids were drawn to her. They felt they had similar things inside them, but, because they lacked the musical education, there was nowhere for the energy to go.

"Here in New York, all music instruction has been taken out of the schools because of budget cuts. Especially since Sept. 11, everything has been scaled back. It's like a whole generation of young people will have no musical foundation. They just know what they hear on the radio."

The first workshop, to be held at the end of this month at Metro Ministries headquarters in Brooklyn, will be the prototype for those to be held throughout the fall. Blake says, "We're just choosing 12 kids initially, because we want to allow for quality time with Patty."

and songs they'd written. We'd end up spending a few hours out there."

Asked why young people relate to the ministry's message, Cabrera explains, "With young people, when you emphasize how valuable a person is, you've won them over for life. These kids leap left or right. One way is all the hard-core rap, hip-hop and what's going down in the streets. And then they've got Metro.

"We can still relate to them, just with a positive spin. What young

people are looking for is a sense of belonging. That's why these kids are in gangs. If you can flip that in such a way as to say to a young person, 'Who you are is good enough. God loves you like you are. Show us what you love to do, and we'll see how we can help,' it's instilling value in oneself. It really changes lives. I see it happening. Yeah, we're sinners, but that's not the whole story. We're made in love, for love. God loves us like crazy, and those kids really connect with that."

"Our efforts aren't just about my coming in and doing a concert. It's going to be more like a community event."

Patty Cabrera

So far, five to seven seminars are being set to run in other cities, and both Blake and Cabrera aim to get other Christian musicians involved. Blake says, "We've got no lack of young people who want to do it and no lack of organizational ability to pull it together. The only thing we need is for people to invest and get involved in it. Once we get them in the cities, we can put them to work."

Value The Young

While the workshops are being officially launched this summer, Cabrera says the concept is nothing new for Metro. It's just been formalized into four-walls workshops, rather than encounters with young people on the streets. She says, "In the past I'd be out on the sidewalk after a concert, and these kids would just come up to me to show me their new rhymes, raps

"What young people are looking for is a sense of belonging."

Patty Cabrera

Meeting Needs

"One of the questions I am most often asked because I take so long between making records is, 'Where have you been?'" Cabrera tells THE CCM UPDATE. "I say I've been making music, writing and working with Metro Ministries. Making records is an addition to what I do, it's not the staple. It's just another tool of what I do in an overall sense."

Cabrera's larger work is investing in young people's lives, and

In The News...

- Integrity Music announces the launch of Integrity Gospel as the new label home for Integrity's gospel and urban praise and worship albums. The label launches with the release of *Joe Pace Presents — Shake the Foundation*, which streets on July 30.
- After five years with Smallbone Management, Zachary Kelm amicably departs to launch his own company, Q Management Group. Kelm continues to manage the career of Ardent recording artists Skillet, while Rebecca St. James remains with Smallbone.
- Essential Records promotes Bob Wohler from Director/A&R to VP/A&R.
- Tim Marshall is upped from Sr. Director/Marketing to VP/Marketing for Provident Music Distribution.
- Family Christian Stores President/CEO Les Dietzman retires; he'll be succeeded by former LensCrafters CEO David Browne later this summer. Dietzman will serve as a consultant and remains on the Family Christian Stores board of directors.
- CBS-TV will air *The Christmas Shoes* as a *Movie of the Week* this holiday season. Starring Rob Lowe (*The West Wing*) and Kimberly Williams (*The Father of the Bride*), *The Christmas Shoes* is based on Donna VanLiere's *New York Times* best-selling novella of the same title, published in 2001. The novella was inspired by NewSong's AC radio single "The Christmas Shoes."
- WFSH (104.7 The Fish)/Atlanta wins the Georgia Association of Broadcasters' 2002 Gabby for excellence in broadcasting as Radio Station of the Year, Major Market (Class AAA). The award was presented at the associations' recent annual meeting.

Artist Update

• Sparrow Records teen group **Jump5** are spending the next few months on an extensive U.S. tour. Jump5 share the bill with A*Teens and Baha Men for a summer tour and will join Aaron Carter on his tour in the fall.

Signings

• Flicker Records announces the newest addition to its artist roster: Ohio-based rock band **Everyday Sunday**, whose album *Stand Up*, produced by Quinlan (The Benjamin Gate, Rebecca St. James) and DC Talk's Michael Tait, debuts on Sept. 24.

Next week: Look for a special report from the CBA International Convention in Anaheim, CA.

July 19, 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)	1048	-58	16
4	2	DAILY PLANET Flying Blind (Reunion)	918	+132	9
2	3	THIRD DAY It's Alright (Essential)	883	-40	18
3	4	JARS OF CLAY Fly (Essential)	844	+53	7
7	5	OUT OF EDEN Day Like Today (Gotee)	688	-2	12
5	6	JEFF DEYO Let It Flow (Gotee)	626	-89	17
14	7	NEWSBOYS Million Pieces (Sparrow)	606	+109	4
9	8	GINNY OWENS I Am (Rocketown)	596	-39	22
8	9	JENNIFER KNAPP Say Won't You Say (Gotee)	593	-59	15
10	10	TAIT Bonded (Forefront)	563	-49	16
6	11	AUDIO ADRENALINE Rejoice (Forefront)	559	-140	18
12	12	FFH Fly Away (Essential)	529	+27	6
13	13	BEBO NORMAN Holy Is Your Name (Essential)	511	+13	15
11	14	ZOE GIRL Here And Now (Sparrow)	506	+3	13
19	15	BENJAMIN GATE The Calling (Forefront)	500	+86	4
15	16	TOBY MAC Irene (Forefront)	490	+1	8
16	17	SALVADOR Breathing Life (Word)	489	+15	7
21	18	REBECCA ST. JAMES Song Of Love (Forefront)	472	+110	4
18	19	ALL TOGETHER SEPARATE We Know (Ardent)	397	-46	12
29	20	DAVID CROWDER BAND My Hope (Sparrow)	397	+104	2
17	21	STACIE ORRIDD Bounce Back (Forefront)	384	-74	18
20	22	NEWSBOYS It Is You (Sparrow)	381	+1	29
22	23	JAKE Brighter (Reunion)	360	+10	5
—	24	SHAUN GROVES Move Me (Rocketown)	337	+50	2
28	25	PLUS ONE I Don't Care (Atlantic)	335	+40	2
26	26	MERCY ME I Can Only Imagine (INO)	320	+8	26
24	27	RELIENT K For The Moments I Feel Faint (Gotee)	312	-4	13
25	28	KEVIN MAX You (Forefront)	289	-24	6
Debut	29	TRIN-I-TEE 5:7 Holla (Gospo Centric)	287	+22	1
27	30	DOWNHERE Free Me Up (Word)	285	-12	4

30 CHR reporters. Songs ranked by total plays for the airplay week of Sunday 7/7-Saturday 7/13. © 2002 Radio & Records.

Rock Top 30

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART
1	1	PAX217 Tonight (Forefront)	426	-8	15
2	2	P.O.D. Boom (Atlantic)	423	-5	13
3	3	12 STONES Broken (Wind-up)	348	+14	8
4	4	BENJAMIN GATE Do What You Say (Forefront)	339	+42	7
5	5	38TH PARALLEL Horizon (Squint)	294	+17	4
6	6	LADS International Mystery Man (Cross Driven)	275	+8	7
10	7	KUTLESS Your Touch (BEC)	253	+27	3
7	8	TOBY MAC What's Go'n' Down (Forefront)	238	-19	14
14	9	STRANGE OCCURRENCE Reach (Steel Roots)	237	+37	5
12	10	TINMAN JONES I Will (Independent)	231	+23	3
19	11	ESO Sad Mary (Bettie Rocket)	215	+39	11
13	12	SHILOH Shackles (Accidental Siréns)	207	0	11
17	13	JOHN REUBEN Hindsight (Gotee)	206	+26	5
18	14	SKILLET Earth Invasion (Ardent)	204	+28	16
9	15	NEWSBOYS John Woo (Sparrow)	200	-26	16
15	16	MXPX My Mistake (Tooth & Nail)	193	+9	2
16	17	LINCOLN BREWSTER Everybody Praise The Lord (Vertical)	191	+10	4
8	18	PILLAR Fireproof (Flicker)	184	-60	20
20	19	DAILY PLANET Tangled Web (Reunion)	180	+6	4
11	20	TAIT Bonded (Forefront)	178	-32	11
22	21	SLICK SHOES My Ignorance (Tooth & Nail)	163	-6	7
26	22	PLANET SHAKERS Shake the Planet (Crown)	158	+9	9
23	23	FIVE IRON FRENZY Spartan (5 Minute Walk)	154	-10	20
24	24	KEVIN MAX You (Forefront)	150	-12	11
21	25	G.S. MEGAPHONE Prodigal Dad (Spindust)	146	-23	14
28	26	CR33 Birth of Defiance (Bettie Rocket)	141	+3	2
25	27	THIRO DAY Get On (Essential)	137	-21	20
29	28	AUDIO ADRENALINE Rejoice (Forefront)	122	-14	12
Debut	29	ALL TOGETHER SEPARATE I'll Rise (Asteroid) (Ardent)	120	+30	1
27	30	COMMON CHILDREN Celebrity Virtue (Galaxy 21)	111	-28	15

45 Rock reporters. Songs ranked by total plays for the airplay week of Sunday 7/7-Saturday 7/13. © 2002 Radio & Records.

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July 19, 2002

AC Top 30

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART
1	1	STEVEN CURTIS CHAPMAN Magnificent... (Sparrow)	1814	+4	13
4	2	AUDIO ADRENALINE Ocean Floor (Forefront)	1551	+110	9
2	3	FFH Fly Away (Essential)	1537	+78	12
6	4	SALVADOR Breathing Life (Word)	1414	+93	11
3	5	THIRD DAY It's Alright (Essential)	1228	-230	19
5	6	VOICES OF HOPE In God We Trust (Sparrow)	1214	-121	14
8	7	MARK SCHULTZ Back In His Arms Again (Word)	1023	-85	21
12	8	SHAUN GROVES Move Me (Rocketown)	1011	+80	8
11	9	REBECCA ST. JAMES Song Of Love (Forefront)	1010	+63	8
7	10	4HIM Surrender (Word)	969	-235	19
14	11	JARS OF CLAY Fly (Essential)	956	+123	6
19	12	BIG DADDY WEAVE In Christ (Fervent)	852	+56	5
21	13	NEWSBOYS Million Pieces (Sparrow)	809	+81	5
10	14	ZOE GIRL Here And Now (Sparrow)	807	-147	16
9	15	FREDDIE COLLOCA Savior My Savior (One Voice)	804	-177	17
20	16	KATINAS Rejoice (Gotee)	798	+14	7
13	17	BEBO NORMAN Holy Is Your Name (Essential)	787	-124	18
22	18	NICOLE C. MULLEN Come Unto Me (Word)	773	+52	6
15	19	NEWSONG Wide Open (Reunion)	758	-67	16
16	20	NATALIE GRANT What Other Man (Curb)	751	-70	19
24	21	RACHAEL LAMPA I'm All Yours (Word)	740	+151	3
18	22	AMY GRANT The River's Gonna Keep On Rolling (Word)	732	-67	9
23	23	SONICFLOOD Write Your Name Upon My Heart (INO)	696	+6	13
17	24	JENNIFER KNAPP Say Won't You Say (Gotee)	689	-114	15
26	25	LINCOLN BREWSTER All I Really Want (Vertical)	580	+118	3
25	26	CAEDMON'S CALL We Delight (Essential)	562	+70	3
30	27	TRUE VIBE See The Light (Essential)	536	+153	2
28	28	ALLEN ASBURY All About Grace (Doxology)	513	+96	2
27	29	J. HANSDN & S. GROVES Traveling Light (Creative Trust)	478	+43	2
29	30	DAVID CROWDER BAND My Hope (Sparrow)	401	+10	4

57 AC reporters. Songs ranked by total plays for the airplay week of Sunday 7/7-Saturday 7/13. © 2002 Radio & Records.

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)	301	-4	7
2	2	STEVEN CURTIS CHAPMAN Magnificent... (Sparrow)	260	-1	7
3	3	BOB CARLISLE You're Beautiful (Diadem)	257	+12	7
5	4	LINCOLN BREWSTER All I Really Want (Vertical)	226	+22	4
8	5	REBECCA ST. JAMES Song Of Love (Forefront)	221	+32	5
6	6	NICOLE C. MULLEN Come Unto Me (Word)	211	+18	3
14	7	MICHAEL W. SMITH Purified (Reunion)	202	+39	4
7	8	MICHAEL CARD Scribbling In The Sand (M2.0)	193	+2	7
11	9	RONNIE FREEMAN The Only Thing (Rocketown)	183	+16	5
12	10	JASON INGRAM Restore Me (INO)	175	+10	7
10	11	TIM HUGHES Here I Am To Worship (Worship Together)	174	+1	6
4	12	4HIM Surrender (Word)	172	-60	7
17	13	COREY EMERSON I Will Remember (Discovery House)	163	+25	5
15	14	MARTINS Lord Most High (Spring Hill)	162	+6	6
13	15	NEWSONG Wide Open (Reunion)	134	-30	7
18	16	VOICES OF HOPE In God We Trust (Sparrow)	131	-2	7
9	17	MARK SCHULTZ Back In His Arms Again (Word)	123	-52	7
19	18	DAVID PHELPS You Can Dream (Spring Hill)	115	+4	2
Debut	19	ALLEN ASBURY All About Grace (Doxology)	109	+33	1
Debut	20	SELAH Timeless (Curb)	107	+3	1

19 Inspo reporters. Songs ranked by total plays for the airplay week of Sunday 7/7-Saturday 7/13. © 2002 Radio & Records.

Rhythmic Specialty Programming

RANK	ARTIST TITLE LABEL(S)
1	JOHN REUBEN Hindsight (Gotee)
2	GRITS Here We Go (Gotee)
3	DJ MAJ I/DJ FORM 7 Factors (Gotee)
4	TOBY MAC Irene (Forefront)
5	TRIN-I-TEE 5:7 Holla (Gospo Centric)
6	WOODY ROCK Believer (Gospo Centric)
7	ILL HARMONICS Take Two (Uprok)
8	KATINAS Dance (Gotee)
9	BK & ASSOCIATES What I Love (Uprok)
10	FREDDIE BRUNO Freddie B-R-U-Know (Uprok)

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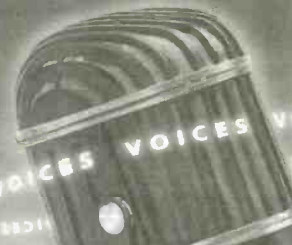
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CHR/POP

LW	TW	ARTIST	SON	Label
2	1	AVRIL LAVIGNE	Complicated (Arista)	
1	2	NELLY	Hot In Herre (Fo' Reel/Universal)	
4	3	C. KROEGER F.J. SCOTT	Hero (Roadrunner/Columbia/IDJMG)	
3	4	EMINEM	Without Me (Shady/Aftermath/Interscope)	
9	5	DJ SAMMY & YANOU	Heaven (Robbins)	
10	6	PINK	Just Like A Pill (Arista)	
7	7	JENNIFER LOPEZ F/NAS	I'm Gonna Be Alright (Epic)	
5	8	JIMMY EAT WORLD	The Middle (DreamWorks)	
6	9	VANESSA CARLTON	A Thousand Miles (A&M/Interscope)	
8	10	DIRTY VEGAS	Days Go By (Capitol)	
11	11	P. DIDDY F/USHER & LDDN	I Need A Girl (Part One) (Bad Boy/Arista)	
12	12	NO DOUBT	Hella Good (Interscope)	
13	13	ASHANTI	Foolish (Murder Inc./IDJMG)	
14	14	FAT JOE F/ASHANTI	What's Luv? (Terror Squad/Atlantic)	
15	15	SHERYL CROW	Soak Up The Sun (A&M/Interscope)	
16	16	MICHELLE BRANCH	All You Wanted (Maverick/WB)	
22	17	JOHN MAYER	No Such Thing (Aware/Columbia)	
17	18	PINK	Don't Let Me Get Me (Arista)	
21	19	SOLUNA	For All Time (DreamWorks)	
19	20	PUDDLE OF MUDD	Blurry (Flawless/Geffen/Interscope)	
20	21	CRAIG DAVID	Walking Away (Wildstar/Atlantic)	
24	22	CAM'RON	Oh Boy (Roc-A-Fella/IDJMG)	
23	23	KYLIE MINOGUE	Love At First Sight (Capitol)	
23	24	BRANDY	Full Moon (Atlantic)	
26	25	CREED	One Last Breath (Wind-up)	
36	26	NELLY F/KELLY ROWLAND	Dilemma (Fo' Reel/Universal)	
33	27	MARIO	Just A Friend 2002 (J)	
28	28	ENRIQUE IGLESIAS	Don't Turn Off The Lights (Interscope)	
31	29	SEVEN AND THE SUN	Walk With Me (Atlantic)	
29	30	ANASTACIA	One Day In Your Life (Epic)	

#1 MOST ADDED

GOO GOO DOLLS Big Machine (Warner Bros.)

#1 MOST INCREASED PLAYS

NELLY F/KELLY ROWLAND Dilemma (Fo' Reel/Universal)

TOP 5 NEW & ACTIVE

- HOOBASTANK Running Away (Island/IDJMG)
- MICHELLE BRANCH Goodbye To You (Maverick/WB)
- ELVIS VS. JXL A Little Less Conversation (RCA)
- CELINE DION I'm Alive (Epic)
- BEENIE MAN F/JANET Feel It Boy (Virgin)

CHR/POP begins on Page 28.

CHR/RHYTHMIC

LW	TW	ARTIST	SON	Label
1	1	NELLY	Hot In Herre (Fo' Reel/Universal)	
3	2	P. DIDDY F/GINUWINE	I Need A Girl (Part II) (Bad Boy/Arista)	
2	3	CAM'RON	Oh Boy (Roc-A-Fella/IDJMG)	
4	4	BIG TYMERS	Still Fly (Cash Money/Universal)	
6	5	IRV GOTTI	Down 4 U (Murder Inc./IDJMG)	
11	6	NELLY F/KELLY ROWLAND	Dilemma (Fo' Reel/Universal)	
5	7	EMINEM	Without Me (Shady/Aftermath/Interscope)	
9	8	MARIO	Just A Friend 2002 (J)	
7	9	TRUTH HURTS F/RAKIM	Addictive (Aftermath/Interscope)	
8	10	JENNIFER LOPEZ F/NAS	I'm Gonna Be Alright (Epic)	
12	11	ASHANTI	Happy (Murder Inc./IDJMG)	
10	12	ASHANTI	Foolish (Murder Inc./IDJMG)	
20	13	EVE F/ALICIA KEYS	Gangsta Lovin' (Ruff Ryders/Interscope)	
21	14	N.O.R.E.	Nothin' (Def Jam/IDJMG)	
18	15	ANGIE MARTINEZ	If I Could Go (EastWest/EEG)	
19	16	B2K	Gots Ta Be (Epic)	
13	17	FAT JOE F/ASHANTI	What's Luv? (Terror Squad/Atlantic)	
16	18	AVANT	Makin' Good Love (Magic Johnson/MCA)	
15	19	BRANDY	Full Moon (Atlantic)	
17	20	P. DIDDY F/USHER & LDDN	I Need A Girl (Part One) (Bad Boy/Arista)	
30	21	EMINEM	Cleaning Out My Closet (Shady/Aftermath/Interscope)	
14	22	JA RULE	Down Ass Chick (Murder Inc./IDJMG)	
26	23	CLIPSE	Grindin' (Star Trak/Arista)	
22	24	TWEET	Call Me (Gold Mind/Elektra/EEG)	
24	25	AMERIE	Why Don't We Fall In Love (Rise/Columbia)	
25	26	LUDACRIS	Move Bitch (Def Jam South/IDJMG)	
23	27	KHIA	My Neck, My Back (Lick It) (Dirty Down/Artemis)	
35	28	LIL' WAYNE	Way Of Life (Cash Money/Universal)	
32	29	WYCLEF JEAN	Two Wrongs (Columbia)	
34	30	TRICK DADDY	In Da Wind (Slip 'N Slide/Atlantic)	

#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

- NAS F/AMERIE Rule (Columbia)
- SLUM VILLAGE Tainted (Barak/Capitol)
- NIVEA Don't Mess With My Man (Jive)
- JERZEE MONET Most High (DreamWorks)
- DJ QUIK Trouble (Bungalo)

CHR/RHYTHMIC begins on Page 37.

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)	
5	3	P. DIDDY F/GINUWINE	I Need A Girl (Part II) (Bad Boy/Arista)	
4	4	MUSIQ	Halfcrazy (Def Soul/IDJMG)	
7	5	MARIO	Just A Friend 2002 (J)	
8	6	IRV GOTTI	Down 4 U (Murder Inc./IDJMG)	
3	7	TRUTH HURTS F/RAKIM	Addictive (Aftermath/Interscope)	
6	8	BIG TYMERS	Still Fly (Cash Money/Universal)	
9	9	AMERIE	Why Don't We Fall In Love (Rise/Columbia)	
10	10	TWEET	Call Me (Gold Mind/Elektra/EEG)	
14	11	ASHANTI	Happy (Murder Inc./IDJMG)	
13	12	N.O.R.E.	Nothin' (Def Jam/IDJMG)	
15	13	CLIPSE	Grindin' (Star Trak/Arista)	
11	14	B2K	Gots Ta Be (Epic)	
19	15	LUDACRIS	Move Bitch (Def Jam South/IDJMG)	
12	16	BRANDY	Full Moon (Atlantic)	
16	17	USHER	U Don't Have To Call (LaFace/Arista)	
17	18	ASHANTI	Foolish (Murder Inc./IDJMG)	
27	19	GINUWINE	Stingy (Epic)	
20	20	RUFF ENDZ	Someone To Love You (Epic)	
18	21	NAPPY ROOTS	Po' Folks (Atlantic)	
22	22	DNELL JONES	You Know That I Love You (Untouchables/Arista)	
20	23	KHIA	My Neck, My Back (Lick It) (Dirty Down/Artemis)	
26	24	ASHANTI	Baby (Murder Inc./IDJMG)	
25	25	WYCLEF JEAN	Two Wrongs (Columbia)	
21	26	EMINEM	Without Me (Shady/Aftermath/Interscope)	
29	27	LIL' WAYNE	Way Of Life (Cash Money/Universal)	
30	28	R. KELLY	Heaven I Need A Hug (Jive)	
44	29	MDNICA	All Eyes On Me (J)	
24	30	MARY J. BLIGE	Rainy Dayz (MCA)	

#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

- SMILEZ AND SOUTHSTAR Who Wants This? (ARTISTdirect)
- AVANT Don't Say No, Just Say Yes (Magic Johnson/MCA)
- KEITH SWEAT One On One (Elektra/EEG)
- FABOLOUS F/P. DIDDY & JAGGED.. Trade It All (Part II) (Epic)
- E-40 Rep Your City (Sick Wid It/Jive)

URBAN begins on Page 41.

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)	
5	4	ENRIQUE IGLESIAS	Hero (Interscope)	
4	5	MARC ANTHONY	I Need You (Columbia)	
6	6	JO DEE MESSINA	Bring On The Rain (Curb)	
7	7	BRYAN ADAMS	Here I Am (A&M/Interscope)	
8	8	DARYL HALL & JOHN OATES	Do It For Love (BMG/Heritage)	
10	9	VANESSA CARLTON	A Thousand Miles (A&M/Interscope)	
11	10	LONESTAR	I'm Already There (BNA)	
12	11	MICHAEL BOLTON	Only A Woman Like You (Jive)	
14	12	SHERYL CROW	Soak Up The Sun (A&M/Interscope)	
13	13	CAROLYN DAWN JOHNSON	So Complicated (Arista)	
17	14	CELINE DION	I'm Alive (Epic)	
15	15	ENYA	Wild Child (Reprise)	
16	16	JENNIFER LOPEZ	Alive (Epic)	
20	17	LUTHER VANDROSS	I'd Rather (J)	
18	18	JAMES TAYLOR	On The 4th Of July (Columbia)	
22	19	ELTON JOHN	Original Sin (Rocket/Universal)	
19	20	BONNIE RAITT	I Can't Help You Now (Capitol)	
23	21	JOHN MAYER	No Such Thing (Aware/Columbia)	
21	22	CALLING	Wherever You Will Go (RCA)	
26	23	MARC ANTHONY	I've Got You (Columbia)	
25	24	TAMARA WALKER	Angel Eyes (Curb)	
24	25	ENRIQUE IGLESIAS	Escape (Interscope)	
27	26	GARTH BROOKS	When You Come Back To Me Again (Capitol)	
28	27	BARRY MANILOW	They Dance! (Concord)	
28	28	MICHAEL DAMIAN	Shadows... (Modern Voices/Weir Bros.)	
—	29	KATHY MATTEA	They Are The Roses (Narada)	
—	30	BRUCE SPRINGSTEEN	The Rising (Columbia)	

#1 MOST ADDED

BONNIE RAITT Silver Lining (Capitol)

#1 MOST INCREASED PLAYS

BBMAK Back Here (Hollywood)

TOP 5 NEW & ACTIVE

- BEN GREEN Two To One (Artemis)
- PET SHOP BOYS Home And Dry (Sanctuary/SRG)
- STEELEY Simple Girl (NFE)
- NORAH JONES Don't Know Why (Blue Note/Virgin)
- STEVE HOLY Good Morning Beautiful (Curb)

AC begins on Page 57.

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	AVRIL LAVIGNE	Complicated (Arista)	
4	4	VANESSA CARLTON	A Thousand Miles (A&M/Interscope)	
5	5	C. KROEGER F.J. SCOTT	Hero (Roadrunner/Columbia/IDJMG)	
6	6	JOHN MAYER	No Such Thing (Aware/Columbia)	
7	7	CALLING	Wherever You Will Go (RCA)	
8	8	NICKELBACK	How You Remind Me (Roadrunner/IDJMG)	
12	9	OAVE MATTHEWS BAND	Where Are You Going (RCA)	
9	10	PUDDLE OF MUDD	Blurry (Flawless/Geffen/Interscope)	
10	11	GOO GOO DOLLS	Here Is Gone (Warner Bros.)	
13	12	NO DOUBT	Hella Good (Interscope)	
11	13	MICHELLE BRANCH	All You Wanted (Maverick/WB)	
15	14	CREED	One Last Breath (Wind-up)	
14	15	TRAIN	Drops Of Jupiter (Tell Me) (Columbia)	
18	16	JACK JOHNSON	Flake (Enjoy/Universal)	
16	17	PINK	Don't Let Me Get Me (Arista)	
19	18	THE CORRS	When The Stars Go Blue (143/Lava/Atlantic)	
20	19	ALANIS MORISSETTE	Precious Illusions (Maverick/Reprise)	
22	20	DROPLINE	Fly Away From Here (...Day) (143/Reprise)	
21	21	RUBYHORSE	Sparkle (Island/IDJMG)	
29	22	BRUCE SPRINGSTEEN	The Rising (Columbia)	
26	23	DIRTY VEGAS	Days Go By (Capitol)	
25	24	COUNTING CROWS	American Girls (Geffen/Interscope)	
24	25	DISHWALLA	Somewhere In The Middle (Immergent)	
30	26	NORAH JONES	Don't Know Why (Blue Note/Virgin)	
23	27	CALLING	Adrienne (RCA)	
28	28	NICKELBACK	Too Bad (Roadrunner/IDJMG)	
31	29	OUR LADY PEACE	Somewhere Out There (Columbia)	
28	30	SHAKIRA	Underneath Your Clothes (Epic)	

#1 MOST ADDED

GOO GOO DOLLS Big Machine (Warner Bros.)

#1 MOST INCREASED PLAYS

BRUCE SPRINGSTEEN The Rising (Columbia)

TOP 5 NEW & ACTIVE

- CELINE DION I'm Alive (Epic)
- COLDPLAY In My Place (Capitol)
- STRETCH PRINCESS Freakshow (Wind-up)
- JEWEL This Way (Atlantic)
- REMY ZERO Perfect Memory (I'll...) (Elektra/EEG)

AC begins on Page 57.

ROCK

LW	TW	ARTIST	SON	Label
1	1	C. KROEGER F.J. SCOTT	Hero (Roadrunner/Columbia/IDJMG)	
3	2	PUDDLE OF MUDD	Drift & Die (Flawless/Geffen/Interscope)	
2	3	RED HOT CHILI PEPPERS	By The Way (Warner Bros.)	
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)	
8	7	DEFAULT	Deny (TVT)	
7	8	GODSMACK	I Stand Alone (Republic/Universal)	
10	9	PAPA ROACH	She Loves Me Not (DreamWorks)	
11	10	NICKELBACK	Too Bad (Roadrunner/IDJMG)	
9	11	DEFAULT	Wasting My Time (TVT)	
14	12	ROBERT PLANT	Darkness, Darkness (Universal)	
16	13	RSR	Secret Touch (Atlantic)	
11	14	JERRY CANTRELL	Anger Rising (Roadrunner/IDJMG)	
17	15	AUOIOVENT	The Energy (Atlantic)	
20	16	BRUCE SPRINGSTEEN	The Rising (Columbia)	
15	17	AEROSMITH	Girls Of Summer (Columbia)	
—	18	NICKELBACK	Never Again (Roadrunner/IDJMG)	
21	19	FILTER	Where Do We Go From Here (Reprise)	
18	20	HOOBASTANK	Running Away (Island/IDJMG)	
19	21	EARSHOT	Get Away (Warner Bros.)	
22	22	SYSTEM OF A DOWN	Aerials (American/Columbia)	
—	23	DEF LEPPARD	Now (Island/IDJMG)	
23	24	TRUCKCOMPANY	Downtown (Geffen/Interscope)	
24	25	TOOL	Parabola (Volcano)	
28	26	KORN	Thoughtless (Immortal/Epic)	
—	27	SINGH	Something More (Roadrunner/IDJMG)	
25	28	STAINED	Epiphany (Flip/Elektra/EEG)	
27	29	KORN	Here To Stay (Immortal/Epic)	
—	30	BAD COMPANY	Joe Fabulous (Sanctuary/SRG)	

#1 MOST ADDED

MUST Freerchild (Wind-up)

#1 MOST INCREASED PLAYS

NICKELBACK Never Again (Roadrunner/IDJMG)

TOP 5 NEW & ACTIVE

- ROB ZOMBIE Demon Speeding (Geffen/Interscope)
- SEETHER Fine Again (Wind-up)
- JIMMY EAT WORLD The Middle (DreamWorks)
- ADEMA Freaking Out (Arista)
- CHEVELLE The Red (Epic)

ROCK begins on Page 67.



Monitored Airplay Overview: July 19, 2002

URBAN AC

LW	TW	ARTIST	SON	LABEL
3	1	JOE	What If A Woman (<i>Jive</i>)	
2	2	MUSIQ	Halfcrazy (<i>Def Soul/DJMG</i>)	
4	3	LUTHER VANDROSS	I'd Rather (<i>J</i>)	
1	4	JAHEIM	Anything (<i>Divine Mill/WB</i>)	
6	5	RUFF ENDZ	Someone To Love You (<i>Epic</i>)	
5	6	ANGIE STONE	Wish I Didn't Miss You (<i>J</i>)	
7	7	DONELL JONES	You Know That I Love You (<i>Untouchables/Arista</i>)	
8	8	BOYZ II MEN	The Color Of Love (<i>Arista</i>)	
10	9	MAXWELL	Lifetime (<i>Columbia</i>)	
15	10	MARY MARY	In The Morning (<i>Columbia</i>)	
14	11	ASHANTI	Foolish (<i>Murder Inc./DJMG</i>)	
11	12	YOLANDA ADAMS	I'm Gonna Be Ready (<i>Elektra/EEG</i>)	
16	13	DAVE HOLLISTER	Keep Lovin' You (<i>MCA</i>)	
12	14	REGINA BELLE F/GLENN JONES	From Now On (<i>Peak</i>)	
13	15	ANN NESBY F/AL GREEN	Put It On Paper (<i>Universal</i>)	
17	16	YOLANDA ADAMS	The Battle Is The Lords (<i>Verity</i>)	
19	17	RL	Good Man (<i>J</i>)	
18	18	USHER U	Don't Have To Call (<i>LaFace/Arista</i>)	
21	19	BONEY JAMES F/JAHEIM	Ride (<i>Warner Bros.</i>)	
22	20	R. KELLY	Heaven I Need A Hug (<i>Jive</i>)	
27	21	KEITH SWEAT	One On One (<i>Elektra/EEG</i>)	
20	22	KIRK FRANKLIN	Brighter Days (<i>Gospo Centric/Jive</i>)	
24	23	SIR CHARLES JONES	Is There Anybody Lonely... (<i>Independent</i>)	
25	24	ALICIA KEYS	How Come You Don't Call Me (<i>J</i>)	
23	25	TONY TERRY	In The Shower (<i>Golden Boy</i>)	
26	26	BRANDY	Full Moon (<i>Atlantic</i>)	
28	27	WILL DOWNING	Cool Water (<i>GRP/VMG</i>)	
29	28	JERZEE MONET	Most High (<i>DreamWorks</i>)	
—	29	USHER	Can U Help Me (<i>LaFace/Arista</i>)	
30	30	GLENN LEWIS	It's Not Fair (<i>Epic</i>)	

#1 MOST ADDED

KIRK FRANKLIN *Brighter Days* (Gospo Centric/Jive)

#1 MOST INCREASED PLAYS

KEITH SWEAT *One On One* (Elektra/EEG)

TOP 5 NEW & ACTIVE

WYCLEF JEAN *Two Wrongs* (Columbia)

PRINCE *She Loves Me 4 Me* (Redline)

STREETWIZE *Rock The Boat* (Shanachie)

LATHUN BBQ (Motown)

DARIUS RUCKER *Wild One* (Hidden Beach/Epic)

URBAN begins on Page 41.

ACTIVE ROCK

LW	TW	ARTIST	SON	LABEL
1	1	PUDDLE OF MUDD	Drift & Die (<i>Flawless/Geffen/Interscope</i>)	
3	2	RED HOT CHILI PEPPERS	By The Way (<i>Warner Bros.</i>)	
2	3	GOODSMACK	I Stand Alone (<i>Republic/Universal</i>)	
4	4	PAPA ROACH	She Loves Me Not (<i>DreamWorks</i>)	
5	5	EARSHOT	Get Away (<i>Warner Bros.</i>)	
8	6	SYSTEM OF A DOWN	Aerials (<i>American/Columbia</i>)	
7	7	KORN	Here To Stay (<i>Immortal/Epic</i>)	
6	8	C. KROEGER F.J. SCOTT	Hero (<i>Roadrunner/Columbia/DJMG</i>)	
13	9	HDOBASTANK	Running Away (<i>Island/DJMG</i>)	
9	10	STAINED FOR YOU	(<i>Flip/Elektra/EEG</i>)	
11	11	TOOL	Parabola (<i>Volcano</i>)	
12	12	P.O.D.	Boom (<i>Atlantic</i>)	
10	13	DEFAULT	Deny (TVT)	
15	14	FILTER	Where Do We Go From Here (<i>Reprise</i>)	
20	15	AUDIOVENT	The Energy (<i>Atlantic</i>)	
17	16	KORN	Thoughtless (<i>Immortal/Epic</i>)	
19	17	TRUSTCOMPANY	Downfall (<i>Geffen/Interscope</i>)	
16	18	SYSTEM OF A DOWN	Toxicity (<i>American/Columbia</i>)	
14	19	TOMMY LEE	Hold Me Down (<i>MCA</i>)	
18	20	JERRY CANTRELL	Anger Rising (<i>Roadrunner/DJMG</i>)	
32	21	NICKELBACK	Never Again (<i>Roadrunner/DJMG</i>)	
21	22	CREED	One Last Breath (<i>Wind-up</i>)	
25	23	ROB ZOMBIE	Demon Speeding (<i>Geffen/Interscope</i>)	
23	24	ADEMA	Freaking Out (<i>Arista</i>)	
22	25	3RD STRIKE	No Light (<i>Hollywood</i>)	
24	26	STAINED	Epiphany (<i>Flip/Elektra/EEG</i>)	
29	27	CHEVELLE	The Red (<i>Epic</i>)	
28	28	SINCH	Something More (<i>Roadrunner/DJMG</i>)	
31	29	VINES	Get Free (<i>Capitol</i>)	
27	30	NONPOINT	Your Signs (<i>MCA</i>)	

#1 MOST ADDED

BLINDSIDE *Pitiful* (Elektra/EEG)

#1 MOST INCREASED PLAYS

NICKELBACK *Never Again* (Roadrunner/DJMG)

TOP 5 NEW & ACTIVE

APEX THEORY *Possibly* (Can You Please...) (Dream/Vorks)

BOX CAR RACER *I Feel So* (MCA)

HATEBREED *I Will Be Heard* (Universal)

30 SECONDS TO MARS *Capricorn* (Immortal/Virgin)

FLIPP *Freak* (Artemis)

ROCK begins on Page 67.

COUNTRY

LW	TW	ARTIST	SON	LABEL
1	1	TOBY KEITH	Courtesy Of The Red, White... (<i>DreamWorks</i>)	
2	2	KENNY CHESNEY	The Good Stuff (<i>BNA</i>)	
5	3	LONESTAR	Not A Day Goes By (<i>BNA</i>)	
4	4	GARY ALLAN	The One (<i>MCA</i>)	
7	5	BROOKS & DUNN	My Heart Is Lost To You (<i>Arista</i>)	
9	6	DIXIE CHICKS	Long Time Gone (<i>Monument</i>)	
3	7	BRAD PAISLEY	I'm Gonna Miss Her (Fishin') (<i>Arista</i>)	
8	8	KELLIE COFFEY	When You Lie Next To Me (<i>BNA</i>)	
10	9	DARRYL WORLEY	I Miss My Friend (<i>DreamWorks</i>)	
12	10	TIM MCGRAW	Unbroken (<i>Curb</i>)	
11	11	ANDY GRIGGS	Tonight I Wanna Be Your Man (<i>RCA</i>)	
13	12	TRACY BYRD	Ten Roads With Jose Cuervo (<i>RCA</i>)	
14	13	SARA EVANS	I Keep Looking (<i>RCA</i>)	
15	14	JOE NICHOLS	The Impossible (<i>Universal South</i>)	
16	15	TRACE ADKINS	Help Me Understand (<i>Capitol</i>)	
18	16	BLAKE SHELTON	Oh Red (<i>Warner Bros.</i>)	
17	17	MARK CHESNUTT	She Was (<i>Columbia</i>)	
19	18	DIAMOND RIO	Beautiful Mess (<i>Arista</i>)	
20	19	BRAD MARTIN	Before I Knew Better (<i>Epic</i>)	
21	20	PHIL VASSAR	American Child (<i>Arista</i>)	
22	21	MARTINA MCBRIDE	Where Would You Be (<i>RCA</i>)	
24	22	GARTH BROOKS	Thicker Than Blood (<i>Capitol</i>)	
23	23	LEE ANN WOMACK	Something Worth Leaving Behind (<i>MCA</i>)	
25	24	PINMONKEY	Barbed Wire And Roses (<i>BNA</i>)	
26	25	JO DEE MESSINA	Dare To Dream (<i>Curb</i>)	
27	26	ALAN JACKSON	Work In Progress (<i>Arista</i>)	
28	27	KEITH URBAN	Somebody Like You (<i>Capitol</i>)	
35	28	MONTGOMERY GENTRY	My Town (<i>Columbia</i>)	
29	29	SIXWIRE	Look At Me Now (<i>Warner Bros.</i>)	
30	30	REBECCA LYNN HOWARD	Forgive (<i>MCA</i>)	

#1 MOST ADDED

TRAVIS TRITT *Strong Enough To Be Your Man* (Columbia)

#1 MOST INCREASED PLAYS

ALAN JACKSON *Work In Progress* (Arista)

TOP 5 NEW & ACTIVE

TRISHA YEARWOOD *I Don't Paint Myself Into...* (MCA)

TY HERNOON *A Few Short Years* (Epic)

CAROLYN DAWN JOHNSON *One Day Closer To You* (Arista)

STEVE AZAR *Waitin' On Joe* (Mercury)

ALISON KRAUSS... *Let Me Touch You...* (Rounder)

COUNTRY begins on Page 48.

ALTERNATIVE

LW	TW	ARTIST	SON	LABEL
1	1	RED HOT CHILI PEPPERS	By The Way (<i>Warner Bros.</i>)	
3	2	INCUBUS	Warning (<i>Immortal/Epic</i>)	
2	3	HOBBASTANK	Running Away (<i>Island/DJMG</i>)	
6	4	JIMMY EAT WORLD	Sweetness (<i>DreamWorks</i>)	
4	5	PUDDLE OF MUDD	Drift & Die (<i>Flawless/Geffen/Interscope</i>)	
7	6	PAPA ROACH	She Loves Me Not (<i>DreamWorks</i>)	
5	7	C. KROEGER F.J. SCOTT	Hero (<i>Roadrunner/Columbia/DJMG</i>)	
8	8	BOX CAR RACER	I Feel So (<i>MCA</i>)	
9	9	HIVES	Hate To Say I Told You So (<i>Burning/Epitaph/Sire/Reprise</i>)	
10	10	SYSTEM OF A DOWN	Aerials (<i>American/Columbia</i>)	
14	11	NEW FOUND GLORY	My Friends Over You (<i>Drive-Thru/MCA</i>)	
16	12	VINES	Get Free (<i>Capitol</i>)	
17	13	TRUSTCOMPANY	Downfall (<i>Geffen/Interscope</i>)	
11	14	STAINED FOR YOU	(<i>Flip/Elektra/EEG</i>)	
21	15	FILTER	Where Do We Go From Here (<i>Reprise</i>)	
12	16	OUR LADY PEACE	Somewhere Out There (<i>Columbia</i>)	
23	17	KORN	Thoughtless (<i>Immortal/Epic</i>)	
15	18	SYSTEM OF A DOWN	Toxicity (<i>American/Columbia</i>)	
19	19	EARSHOT	Get Away (<i>Warner Bros.</i>)	
13	20	KORN	Here To Stay (<i>Immortal/Epic</i>)	
20	21	EMINEM	Without Me (<i>Shady/Aftermath/Interscope</i>)	
24	22	AUDIOVENT	The Energy (<i>Atlantic</i>)	
—	23	311	Amber (<i>Volcano</i>)	
25	24	DEFAULT	Deny (TVT)	
18	25	P.O.D.	Boom (<i>Atlantic</i>)	
22	26	CREED	One Last Breath (<i>Wind-up</i>)	
26	27	STAINED	Epiphany (<i>Flip/Elektra/EEG</i>)	
28	28	WEEZER	Keep Fishin' (<i>Geffen/Interscope</i>)	
—	29	JACK JOHNSON	Flake (<i>Enjoy/Universal</i>)	
27	30	ADEMA	Freaking Out (<i>Arista</i>)	

#1 MOST ADDED

BLINDSIDE *Pitiful* (Elektra/EEG)

#1 MOST INCREASED PLAYS

UNWRITTEN LAW *Up All Night* (Interscope)

TOP 5 NEW & ACTIVE

SINCH *Something More* (Roadrunner/DJMG)

BAD RELIGION *Sorrow* (Epitaph)

PAUL OAKENFORD *Ready, Steady, Go* (Maverick/Reprise)

MOBY *Extreme Ways* (V2)

EPIDEMIC *Walk Away* (Elektra/EEG)

ALTERNATIVE begins on Page 74.

SMOOTH JAZZ

LW	TW	ARTIST	SON	LABEL
2	1	BONEY JAMES RPM	(<i>Warner Bros.</i>)	
1	2	CRAIG CHAIQUIO	Luminosa (<i>Higher Octave</i>)	
3	3	PETER WHITE	Bueno Funk (<i>Columbia</i>)	
4	4	JOE SAMPLE X	Marks The Spot (<i>PRA/GRP/VMG</i>)	
5	5	JOYCE COOLING	Daddy-O (<i>GRP/VMG</i>)	
6	6	DOWN TO THE BONE	Electra Glide (<i>GRP/VMG</i>)	
7	7	NORAH JONES	Don't Know Why (<i>Blue Note/Virgin</i>)	
14	8	SPECIAL EFX	Cruise Control (<i>Shanachie</i>)	
8	9	JEFF GOLUB	Cut The Cake (<i>GRP/VMG</i>)	
9	10	KIM WATERS	In The House (<i>Shanachie</i>)	
10	11	BRAXTON BROTHERS	Whenever I See You (<i>Peak</i>)	
13	12	LARRY CARLTON	Morning Magic (<i>Warner Bros.</i>)	
16	13	BRIAN CULBERTSON	Without Your Love (<i>Warner Bros.</i>)	
12	14	ALFONZO BLACKWELL	Funky Shuffle (<i>Shanachie</i>)	
15	15	STEVE COLE	So Into You (<i>Atlantic</i>)	
17	16	NORMAN BROWN	Just Chillin' (<i>Warner Bros.</i>)	
17	17	GERALD ALBRIGHT	Ain't No Stoppin' (<i>GRP/VMG</i>)	
19	18	BOZ SCAGGS	Miss Riddle (<i>Virgin</i>)	
22	19	EUCE GROOVE	Slam Dunk (<i>Warner Bros.</i>)	
21	20	LUTHER VANDROSS	I'd Rather (<i>J</i>)	
27	21	JOE MCBRIDE	Woke Up This Morning (<i>Heads Up</i>)	
27	22	SADE	Somebody Already Broke My... (<i>Epic</i>)	
26	23	JONATHAN BUTLER	Wake Up (<i>Warner Bros.</i>)	
25	24	CHUCK LOEB	Sarao (<i>Shanachie</i>)	
29	25	FOURPLAY	Ridin' (<i>Bluebird/RCA Victor</i>)	
28	26	GREG ADAMS	Roadhouse (<i>Ripa</i>)	
24	27	RICHARD ELLIOT	Shotgun (<i>GRP/VMG</i>)	
30	28	BOZ FORCE	I Believe In You (<i>Higher Octave</i>)	
—	29	WILL DOWNING	I Can't Help It (<i>GRP/VMG</i>)	
—	30	JULIA FORDHAM F/INDIA.ARIE	Concrete Love (<i>Vanguard</i>)	

#1 MOST ADDED

DAVID BENOIT *Then The Morning Comes* (GRP/VMG)

#1 MOST INCREASED PLAYS

SPECIAL EFX *Cruise Control* (Shanachie)

TOP 5 NEW & ACTIVE

JEFF KASHIWA *3-Day Weekend* (Native Language)

BOYZ II MEN *The Color Of Love* (Arista)

DAVID BENOIT *Then The Morning Comes* (GRP/VMG)

REMY SHAND *Take A Message* (Motown)

JIM WILSON *F.E. HARP River* (Hillsboro)

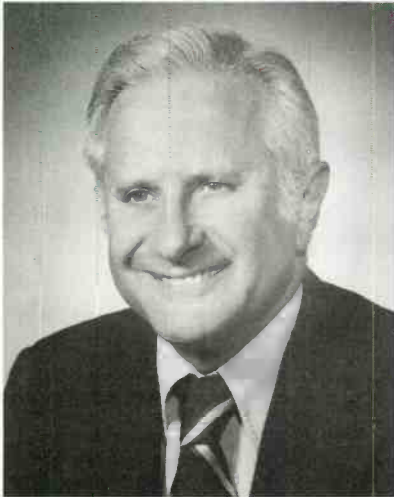
Smooth Jazz begins on Page 64.

TRIPLE A

LW	TW	ARTIST	SON	LABEL
1	1	DAVE MATTHEWS BAND	Where Are You Going (<i>RCA</i>)	
2	2	COUNTING CROWS	American Girls (<i>Geffen/Interscope</i>)	
3	3	JACK JOHNSON	Flake (<i>Enjoy/Universal</i>)	
4	4	JIMMY EAT WORLD	The Middle (<i>DreamWorks</i>)	
5	5	SHERYL CROW	Soak Up The Sun (<i>A&M/Interscope</i>)	
8	6	BRUCE SPRINGSTEEN	The Rising (<i>Columbia</i>)	
7	7	NORAH JONES	Don't Know Why (<i>Blue Note/Virgin</i>)	
6	8	GOO GOR DOLLS	Here Is Gone (<i>Warner Bros.</i>)	
9	9	JOHN MAYER	Your Body Is A Wonderland (<i>Aware/Columbia</i>)	
10	10	COLOPLAY	In My Place (<i>Capitol</i>)	
17	11	CHUCK PROPHET	Summertime Thing (<i>New West/Red Ink</i>)	
12	12	JOHN MAYER	No Such Thing (<i>Aware/Columbia</i>)	
13	13	DROPLINE	Fly Away From Here (...Day) (143/Reprise)	
11	14	TREY ANASTASIO	Alive Again (<i>Elektra/EEG</i>)	
15	15	CHRIS ISAAK	One Day (<i>Reprise</i>)	
18	16	C. KROEGER F.J. SCOTT	Hero (<i>Roadrunner/Columbia/DJMG</i>)	
14	17	DISHWALLA	Somewhere In The Middle (<i>Immergent</i>)	
19	18	LUCE	Good Day (<i>Nettwerk</i>)	
20	19	ALANIS MORISSETTE	Precious Illusions (<i>Maverick/Reprise</i>)	
24	20	RED HOT CHILI PEPPERS	By The Way (<i>Warner Bros.</i>)	
27	21	DAVE PIRNER	Never Recover (<i>Ultimatium</i>)	
22	22	LOS LOBOS	Hearts Of Stone (<i>Marmoth</i>)	
16	23	MOBY	We Are All Made Of Stars (V2)	
25	24	MAIA SHARP	Willing To Burn (<i>Concord</i>)	
23	25	SHANNON MCNALLY	Now That I Know (<i>Capitol</i>)	
26	26	THE CORRS	When The Stars Go Blue (143/Lava/Atlantic)	
29				

Publisher's Profile

By Erica Farber



JOE AMATURO

General Partner, The Amaturio Groups

Joe Amaturio has had a 52-year career primarily dedicated to broadcasting and affiliated industries (cable and portable phones), with 47 years as owner and operator of numerous AM and FM stations across the country. He has retired a couple of times but keeps returning to radio ownership. Currently, he owns three FMs, all on the same frequency in the Los Angeles area, which, after many engineering changes, will soon better serve the Southern California marketplace.

Amaturio has been married to his beloved wife, Wini, for 46 years and has five children and five grandchildren who continue to make his life interesting, exciting and satisfying.

Getting into the business: "When I graduated from graduate school, I was supposed to start working for Paramount Pictures. A guy approached me about going to Europe for a couple of months. I didn't know if I'd ever be able to do that, so I went. When I came back, they didn't have the opening. So I went and sold sterling silver to engaged girls. I was making \$300 a week when I got a job at Free & Peters at \$75 a week. I came in through the rep business. I knew selling silver was not what I wanted to do, but it was a great source of money. I also met a lot of women, but they were all engaged."

Getting into station ownership: "I got a job working for Dr. Stein, who was looking for someone interested in show biz. We went to Harvard Business School together, and I had put on a lot of skits at Harvard. He called me, and I said, 'Sure, I'll take a look.' I became a talent agent for MCA. Well, I'm a good Catholic boy, so six months was all I could take. I either had to stop going to church or... The women were fabulous. The temptations thrown at you as a talent agent are unbelievable. I couldn't stand it, so I came back to the rep business."

"The last job I had was with NBC. I didn't see myself loving the rep business and didn't think I wanted to stay in it all my life. I saw what was happening to guys, that they weren't building any equity. They lived to their salaries. I decided to take a shot at ownership. I quit my job on April 1, 1956, got married and moved to a town of 18,000 — me, a New York City boy. I went to Southbridge, MA with another guy and owned 20% of a station. I had \$10,000 and got married four weeks later. I went from making about \$24,000 to about \$150 a week."

Why he keeps coming out of retirement: "I like

to be busy, and opportunities come your way. I invested with a guy named Kirby Confer. He bought my stations in Houston, St. Louis and Detroit. I talked to him about financing and said that if he was ever going to buy something and needed some money, to call me. I bought three stations through him. One day he said he wanted to go public. I said, 'I don't go public.' We talked, and I went back to running radio stations."

"Then I sold all those stations. That was the second time I quit. I had a partner for 33 years, Henry Loeb, a terrific guy from Wall Street. I loved working with him. He never asked me what I was taking; he trusted me completely. I was always the poorest-paid manager in any market I was in, but I built equity — that's my thing. I look to buy stations where you pay multiples of losses rather than multiples of profit, then turn them around. I was very careful whom I bought from. The adage I always follow is that you never want to follow Frank Sinatra, because the lights go out right after he sings. You don't want to buy from the smartest broadcaster in town; you want to buy from another guy."

What being a broadcaster means to him: "It's something that may be, to some degree, slipping today: You become part of a community. The manager has to know something about the community. It doesn't make any difference what the format is; you have to be genuine and be a part of the community. That's what a broadcaster is. The license is given to you to serve the community. If you do serve the community, the community serves you."

On his success: "I have tried to get people with me I trusted and whose abilities I admired, people I thought were at least as smart as me, if not smarter. That had a lot to do with my making out as well as I did. I've never lost out in any market. That's a very important consideration in my life. I had a lot of respect for Kevin Sweeney. Those are the kinds of people I tried to surround myself with whenever I could and whenever I could afford it."

State of the industry: "The guys who work for me all had incentives so that if the radio station prospered above average, they prospered above average. I try to instill that being part of the community is going to help you do above average. Doing a better job for the community does a better job for your ownership. I've had enough experiences along those lines to believe it."

Biggest challenges: "The biggest challenge is getting management interested in serving the community. There are a lot of radio stations where it isn't just the ratings, it's who you are and where you are in the community that gets you business, where you get to meet the people who can make decisions. If you want to meet people who can say, 'Yes,' as opposed to, 'Let me think about it,' you have to become part of the community."

"A lot of other industries are in the same situation we're in with radio now, where the manager is just passing through the community on the way to a larger market. Becoming a broadcaster in a community is tougher in that regard, because the person who can say yes isn't always a member of the community. With consolidation in one industry after another, it becomes a more difficult chore to make that connection."

Skills from the past he feels radio should hold on to: "Every manager of every radio station in America should be a broadcaster. That means they have to be

concerned about sales and profit but should also be concerned about community. That's what makes broadcasters. If you're just a bottom-line-oriented guy, you're just a manager. In the early days people would get you to speak at different clubs — Kiwanis, Rotary, etc."

"One of the things that I used to say was, 'I don't know that you people really appreciate how important radio is to the community. Here's why it's important: One of the things that distinguishes America from many of the other countries in the world is free speech and the dissemination of news, good, bad or indifferent. That's what broadcasters do. Some of us could do a better job, but some of us are doing a darned good job. To this day, people turn to radio to get the news. Newspapers come out once a day; radio can update you all day long. Look at 9/11: It was radio and television that kept people abreast of what was going on in the community.'"

Career highlight: "I've got five kids, so I had to make a living. They're almost as expensive as having five girlfriends. Being a salesman is a tough proposition. Lots of times you come to that point where you gotta push a little bit, but we all know when we push more than we really should. I didn't want people to do that. It's self-defeating more than it advances the cause of the station. I believed in honesty and correctness and representation of facts. And I always cut my top management people in. They all made money if I made money, in terms of equity. A lot of guys out there became millionaires because of this."

Career disappointment: "I knew, with consolidation coming, that I had great markets. If I were younger, I would have stayed in. If I'd stayed in and held on to my properties, I could have done 10 figures. But I'm perfectly happy with what happened. I gave up being really active at the proper time, and I really should have retired five or 10 years ago."

Most influential individual: "Kevin Sweeney. He was nuts. We yelled and screamed at each other for 30 years. I talked to him at the end and told him I loved him. He said he loved me. I told him he was a lying son of a bitch. He was crusty, but he was also soft. I lied to him more than I lied to all the other people in the world put together, times 1,000. You had to lie to him!"

Favorite radio format: "There are so many formats. I like the music from my era. Not elevator music or Bing Crosby, but Sinatra."

Favorite television show: "I like news."

Favorite song: "You're Nobody 'Til Somebody Loves You."

Favorite movie: "The Godfather series — the photography, the understanding of Italian immigration and the huge exaggeration of Italian morals."

Favorite book: "The William Manchester books on Winston Churchill. The first one is a must-read."

Favorite restaurant: "I have too many. Most of them are Italian. Anyone who can cook somewhat like what my mother cooked is going to be OK with me. It's more Central Northern Italian."

Beverage of choice: "Johnnie Walker Black."

Hobbies: "Golf, travel, reading."

E-mail address: "jca@amaturio.com"

Advice for broadcasters: "It used to be a great business to get into, to run and then own stations. That's much more difficult to do now, but it's still possible. There's always a place for someone who tries harder and is smarter."



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WSSR, KUDD, KAMX, WNKS, WDRQ, KRBE, WPMY, WDCG, WXSS, WJMX, KHKS

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WHT Washington DC 34x

KBKS Seattle 26x

KOND, WKSE, WDJX

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