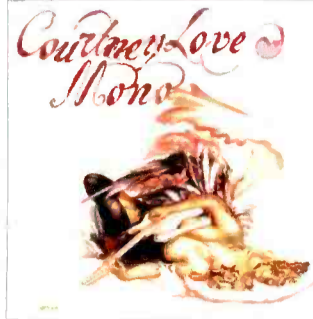


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Alternative Loves Courtney

At a time when Alternative is going back to its roots,



someone who was key to its sound in the '90s achieves Most Added honors. **Courtney Love** is back with "Mono," the first single from her forthcoming Virgin debut album, *America's Sweetheart*. Love grabs 53 adds this week.

R&R

RADIO & RECORDS

www.radioandrecords.com

JANUARY 9, 2004

New York's Fab Fall

The fall '03 Arbitron results are in for New York, and AC WLTW maintains its lock as the market's No. 1 station. Meanwhile, strong increases are posted by Tropical WSKQ and Infinity's AC WNEW, which rises 0.9 to 1.7 on the strength of its all-holiday approach during part of the fall book. **R&R** is the industry's No. 1 source for continuous ratings updates; see them every day at www.radioandrecords.com.



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CALLING INSPECTOR GADGET!

Whether you're into geek or chic, this week's look at gadgets and gizmos presents no fewer than 27 cool tools and toys ideal for station giveaways, morning show bits, programming and sales incentives and, yes, client pitches. Some of the marvels featured in R&R's Management/Marketing/Sales section are already generating street buzz, while others are sure to be hot at this week's Consumer Electronics Show in Las Vegas. The fun all starts on this page!

Pages 1, 9-11

IN WITH THE OLD

R&R Alternative Editor **Max Talkoff** reports on the increased emphasis on alternative gold titles at several key outlets, including KNDD/Seattle and WNNX/Atlanta. Although listener reaction is reportedly positive, industry reaction is mixed.

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R&R NUMBER ONES

- CHR/POP**
 - **OUTKAST** Hey Ya! (Arista)
- CHR/RHYTHMIC**
 - **KELIS** Milkshake (Star Trak/Arista)
- URBAN**
 - **ALICIA KEYS** You Don't Know My Name (J)
- URBAN AC**
 - **ALICIA KEYS** You Don't Know My Name (J)
- COUNTRY**
 - **KENNY CHESNEY** There Goes My Life (BNA)
- AC**
 - **SHANIA TWAIN** Forever And For ... (Mercury/IDJMG)
- HOT AC**
 - **3 DOORS DOWN** Here Without You (Republic/Universal)
- SMOOTH JAZZ**
 - **DAVE KOZ** Honey-Dipped (Capitol)
- ROCK**
 - **NICKELBACK** Figured You Out (Roadrunner/IDJMG)
- ACTIVE ROCK**
 - **LINKIN PARK** Numb (Warner Bros.)
- ALTERNATIVE**
 - **LINKIN PARK** Numb (Warner Bros.)
- TRIPLE A**
 - **HOWIE DAY** Perfect Time Of Day (Epic)
- CHRISTIAN AC**
 - **MARK SCHULTZ** You Are A Child Of... (Word/Curb/WB)
- CHRISTIAN CHR**
 - **CASTING CROWNS** If We Are... (Beach Street/Reunion)
- CHRISTIAN ROCK**
 - **SKILLET** Savior (Ardent)
- CHRISTIAN INSPO**
 - **4HIM** Fill The Earth (Word/Curb/WB)
- SPANISH CONTEMPORARY**
 - **JUANES** La Paga (Universal)
- TEJANO**
 - **INTOCABLE** Soy Un Novato (EMI Latin)
- REGIONAL MEXICAN**
 - **MONTEZ DE DURANGO** Lagrimas De Cristal (Disa)
- TROPICAL**
 - **TOROS BANDO** Loco Conmigo (Universal)



New York's Fabulous Fall

'Mega' closes in on top spot; WNEW sees big gain

Perennial ratings leader WLTW (Lite FM) has done it again: The Clear Channel AC is the top-rated station in New York, with a 6.3 in the fall 2003 Arbitrons. However, Lite FM's dominance as the No. 1 radio station in the nation's No. 1 radio market is very much at risk due to a huge surge in listening at Spanish Broadcasting System's crosstown Tropical WSKQ (Mega 97.9).

Mega, which stumbled to a 3.5 share in spring 2003 after receiving a 4.2 in the winter 2003 survey, leaped 4.5-5.8 in fall 2003, not only breaking out of a tie for second place with Emmis' CHR/Rhythmic WQHT (Hot 97), but also coming within just one-half of a share of Lite FM.

Mega's huge gains overshadowed a strong fall showing by Emmis' New York FMs: Hot 97 rose 4.5-4.7 but

New York		
Station (Format)	Su '03	Fa '03
WLTW-FM (AC)	6.6	6.3
WSKQ-FM (Tropical)	4.5	5.8
WQHT-FM (CHR/Rhy)	4.5	4.7
WRKS-FM (Urban AC)	4.2	4.4
WINS-AM (News)	4.1	4.0
WKTU-FM (CHR/Rhy)	3.7	3.9
WWPR-FM (CHR/Rhy)	4.0	3.9
WCBS-FM (Oldies)	3.8	3.8
WBLS-FM (Urban)	3.6	3.7
WHTZ-FM (CHR/Pop)	3.9	3.7

Continuously updated ratings results: www.radioandrecords.com

slipped to third, and Urban WRKS (Kiss FM) improved 4.2-4.4 to take fourth place — its best finish since more than a year. And while Smooth Jazz WQCD inched ahead 3.4-3.5 in New York, the station steamrolled ahead 3.6-4.9 to

RATINGS ▶ See Page 14

Univision Set To Buy Out Clear Channel's Stake

By Adam Jacobson
R&R Radio Editor
ajacobson@radioandrecords.com

Univision has decided to buy out Clear Channel's stake in the Spanish-language multimedia giant.

On Tuesday Los Angeles-based Univision announced that it plans to reacquire 15.8 million shares of Univision stock held by Clear Channel. Univision will then offer those shares to the public to fund the acquisition.

The transaction amounts to the liquidation of all of Clear Channel's Univision stock, valued at roughly \$610 million. After taxes, the sale should net Clear Channel between \$350 million and \$400 million. Clear Channel is expected to use the funds to pay down debt.

UNIVISION ▶ See Page 19

Gadgets & Gizmos You Can't Live Without

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

You say you got a tie or a fruitcake for the holidays? Well, it's still not too late to treat yourself, your staff or your listeners to the following cool tools and toys — many of which you'll be likely to see at the Consumer Electronics Show in Las Vegas this week — ranging in price from \$20 to over \$90,000.

Even if you don't buy or trade for any of these scientific wonders, you'll find each one is something people are talking about or that could make an interesting radio bit.

Apple iPod

An Apple is what every PC aspires to be when it grows up, and so it goes with digital music players. Greater capacity, lower price and innumerable variations can be had elsewhere, but with its simplicity of form and function, the iPod is the standard against which all other players are measured.

The iPod is roughly the size of a deck of playing cards, and its already iconic design features a dazzling chrome back married to a smooth ivory face bearing

See Page 9



The Apple iPod



Mays

Mays 'Encouraged' By 2004 Pacings

By Joe Howard
R&R Washington Bureau
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Kicking off the new year among media investors who may be wary of radio stocks following the industry's lackluster performance last year, Clear Channel CFO Randall Mays said Monday at the Smith Barney Citigroup Entertainment, Media & Telecommunications Conference in Phoenix that early indications for 2004 point to a marked improvement over what for many companies was a disappointing 2003.

"We're very encouraged by what we see going into 2004," Mays told attendees. "This is a business that is going to con-

tinue to thrive and grow." Mays noted that Clear Channel is also seeing renewed strength with ad rates, adding that while his company has relatively few data points right now, "all of those data points suggest that 2004 is going to be a strong year."

He continued, "We're seeing good growth on the local side, and that growth is spread out over a large number of categories." Looking further down the road, Mays said that while it's hard to predict how the industry will perform over the next

November was the second consecutive month of negative trending for local radio year-to-year and the third month of the

REVENUE ▶ See Page 14

Looking further down the road, Mays said that while it's hard to predict how the industry will perform over the next

Looking further down the road, Mays said that while it's hard to predict how the industry will perform over the next

MAYS ▶ See Page 19

Federman Now KCBS-FM/Los Angeles VP/GM

Jeff Federman has been named VP/GM of Infinity Classic Rocker KCBS-FM (Arrow 93.1)/Los Angeles. He was most recently VP/Director of Sales for Emmis' crosstown KPWR & KZLA.



Federman

Federman reports to Infinity President/COO Joel Hollander and takes on duties previously held by Trip Reeb, who will now devote 100% of his time to his role as VP/GM of Alternative KROQ/L.A. Reeb added management duties for Arrow in December 2002, after KCBS-FM & KLSX/L.A. VP/GM Bob Moore gave up his dual management role to focus on KLSX.

FEDERMAN ▶ See Page 19

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Ryan Mill, PD WBZZ-FM Pittsburgh

"I used to use Hot Mix until I heard Zeo Mix. Zeo Mix is stronger, and they play more hit music! Most importantly I get excellent customer service. In the three years I had Hot Mix I never received one single call from them! Not a single one! Since I made the switch, Zeo Mix is always reaching out and asking about the show and what improvements, if any, they can make. This is the reflection of a company that cares and a company that has passion! Thank you Zeo Mix for your commitment to excellence and for providing a premium product in our format!"

Greg Williams, PD KDGS-FM Wichita



"KWNZ made the switch to Zeo Mix from Hot Mix because we wanted to shake things up. Zeo Mix Crossover is... hot joints every week, tight presentation, and a mix show that matches KWNZ to a tee. It's a new era in mix shows, and KWNZ found the way."



Bill Shulz, PD KWNZ-FM Reno

"After having Hot Mix on the air for several years it was time for a change... I needed a hipper mix show that wasn't so damn conservative... Zeo Mix is (the) music our listener's crave... hot beats... music that's big in the clubs... plus all the familiar currents and the biggest records on the planet... I can't tell you how they mix it all together but I can tell you it's just what FLY 92 needed to remain #1 on Saturday nights! This shit is hot!"



Donny Michaels, PD WFLY-FM Albany, NY

"Zeo Mix is the shit... the best mix show by far! If you're looking to switch from another mix show, Zeo Mix is the one... so get it before the competition does."



Rene Roberts, PD KHTN-FM Merced



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'Island' Hires Daniels As PD

Jon Daniels has been named PD at Barnstable's Hot AC WMJC (Island 94.3)/Nassau-Suffolk. He most recently worked for Jarad/TMO on Long Island as PD of Hot AC WLIR and co-PD of Classic Rock WDRE.



Daniels

Daniels has already hired 22-year market and 20-year WLIR alumnus Malibu Sue for middays. Another WLIR veteran, Production Director Rob Rush, joins WMJC for nights and production. Jojo, who has been with WMJC for the past year, will stay on as morning host/Promotions Director.

Daniels and the others cross the street just as WLIR's 92.7 signal is being sold to Univision in a deal announced previously. At press time

R&R heard that 92.7 will flip from Hot AC to a Spanish-language format and that Jarad/TMO will relocate WLIR's intellectual property to another of its Long Island signals. Look for WMJC to become more of a modern-leaning Hot AC in the wake of those changes.

"Advertisers and thousands of listeners will be displaced when 'LIR goes away," Daniels told R&R. "It's an excellent opportunity for us to take this property to the next level."

After starting at WLIR as an intern six years ago, Daniels worked his way up to middays. In May 2002 he became PD/afternoon for WDRE, and in May 2003 he was named PD of both WDRE & WLIR.

Radiovisa Debuts KMXE In L.A.

Radiovisa Corp. has closed on its \$37.5 million purchase of Catholic Radio Network's KPLS-AM/Anaheim, CA and flipped the station from English-language Talk to the company's 24-hour Spanish Talk format under new call letters KMXE.



Radiovisa produces and syndicates its own programming, including *Gerardo Por La Manana*, *Deportes Y Mas*, *En Privado*, *The Juan Carlos Show*, *En El Medio* and *Notisistema's*

hourly news and sports updates.

"This strategic acquisition provides Radiovisa with a flagship 'superstation,'" said Radiovisa Chairman Steve Lehman. "KMXE is a 50,000-watt blowtorch that is now the largest Hispanic AM radio signal in the U.S., blanketing Los Angeles, Orange, Riverside and San Bernardino counties. Radiovisa COO Ray De La Garza has worked diligently to

KMXE ▶ See Page 14

McShay Appointed WDAF/K.C. PD

Clear Channel/Huntsville, AL OM Wes McShay has been named PD of Country WDAF/Kansas City, effective Jan. 12. He succeeds Dene Hallam, who exited on Dec. 17, 2003.



McShay

Entercom/Kansas City VP/Market Manager Cindy Schloss, who just started her new job on Monday, told R&R, "Wes McShay was hired because we needed a winner who can take a Country sta-

tion in a very competitive battle to the No. 1 position. We needed someone who could support and execute the strategy designed for the station. Wes is that guy."

McShay spent the last two years in Huntsville as OM of the six-signal, four-format Clear Channel cluster, where he was also PD/afternoon driver of Country

McSHAY ▶ See Page 19

Laudani PD At WHJY/Providence

Scott Laudani has been named PD of Clear Channel's mainstream Rock WHJY/Providence, effective Feb. 2. Laudani is currently PD of Saga's Classic Rock WAQY and Active Rock WLZX in Springfield, MA.



Laudani

"I'm delighted to have this position filled after an exhaustive and long search," Clear Channel/Providence Market Manager Jim Corwin told R&R. "I

passionately believe Scott Laudani is the right guy for 'HJY. He has a great track record, and his best work is yet to come. He has everything you need, especially with a radio station that has the kind of talent profile that we do. He's philosophical, he's strategic, he's sensible — he has his right and left brain working at the same time, which is great."

LAUDANI ▶ See Page 19

CC/San Diego Format Swap

Tony & Kris land on new KUSS; XHCR now Oldies



Clear Channel held a press conference Monday to announce the launch of its new San Diego Country outlet, "US 95.7," and the arrival of the station's new morning team. On hand for the event were (l-r) morning duo Tony Randall and Kris Rochester, KUSS PD Mike O'Brian and CC/San Diego VP/Market Manager Mike Glickenhous.

The San Diego Country battle escalated this week as Clear Channel moved the format to a better signal and signed cross-town competitor KSON's 10-year morning team, Tony Ran-

dall and Kris Rochester, to a five-year deal.

The scenario began to unfold as negotiations for a new contract between Tony & Kris and

SAN DIEGO ▶ See Page 13

Luczak PD At WKNR/Cleveland

Radio veteran Michael Luczak has been named PD at Sports WKNR/Cleveland. Luczak succeeds Steve Legerski, who recently exited the Salem Communications outlet.



Luczak

"We are pleased to have someone of Michael's caliber," Salem Regional VP/Operations & GM Errol Dengler said. "He brings a wealth of sports experience and knowledge, as well as great programming skills, to WKNR."

LUCZAK ▶ See Page 13

Bohannon PD As WJJJ Goes Talk

WJJJ/Pittsburgh flipped on Monday from Rhythmic AC to Talk, adopting the new call letters WPGB and the new moniker "FM News/Talk 104.7." The new PD is Jay Bohannon, who joins from Clear Channel News/Talk sister WTAM/Cleveland.



WJJJ's move to Talk had been widely speculated upon since early

December 2003, when Clear Channel hired legendary Pittsburgh morning man Jim Quinn and co-host Rose Somma Tennent from crosstown Classic Rock WRRK. As expected, *The Quinn and Rose Show* was in place at WPGB on Monday from 6-10am to kick off the new format.

WPGB ▶ See Page 14

LETTER TO THE EDITOR

Labels: Support Your Bands

The following letter was sent to R&R by KLFX/Killeen, TX PD Bob Fonda.

Forgive me if I seem a little testy — after many years of self-indulgence, I decided to quit smoking. So far, so good. I contemplated sending individual letters out to specific labels, but then I decided that since there are so many of us having the same problem, I would represent us all by sending a letter to R&R.

We all understand times are changing and business as usual is no longer the norm. Corporate America is now a large part of our daily lives. From multitasking to downsizing and tighter and tighter budgets, we've all learned to be lean and mean.

Unfortunately for many stations, if you're not Mediabase 24/7, you no longer exist for the labels. Some record reps have quit calling, the product support is no longer there, and even getting a single CD copy of any band's latest effort is unlikely.

At the same time, the labels are screaming about profitability. All of this reminds me of the saying "If you can't see the forest through the trees, then take your blinders off and open your eyes."

LETTER ▶ See Page 13

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WPYO/Orlando Gets The 'Power'

Cox on Jan. 5 flipped its Dance-leaning WPYO (95.3 Party)/Orlando to CHR/Rhythmic under the new moniker "Power 95.3, Orlando's New No. 1 for Hip-Hop and



R&B." The station now competes against Infinity's crosstown market leader, CHR/Rhythmic WJHM (102 Jamz), and Clear Channel's CHR/Pop WXXL.

"Orlando is flipping the Power switch!" Cox Top 40 Format Coordinator Jeremy Rice told R&R. "We're very excited about this radio station. It's a great mix of hip-hop and R&B, which is what the audience in Orlando is demanding — it's already through the roof in our research."

WPYO is currently running 10,000 songs in a row and is jockless, with

WPYO ▶ See Page 14

R&R Observes King Holiday

R&R's Los Angeles; Nashville; and Washington, DC offices will be closed Monday, Jan. 19 in observance of the Martin Luther King Jr. Day holiday.

NAB: FCC Rules Unfairly Singled Out Radio

Also says commission can't justify new market definitions

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

In a filing submitted Monday to the Philadelphia appeals court that is considering whether to repeal the media-ownership rules adopted by the FCC last year, the NAB said that while the FCC followed Congress' edict to deregulate other media, its decision to re-regulate radio "flies in the face of controlling statutory language" set in the Telecommunications Act of 1996.

In the 42-page pleading, the NAB said that in its order adopting the new media-ownership rules, "the commission relaxed or maintained existing ownership restrictions; only in local radio markets did the commission tighten them." It also said

the FCC order is "flatly inconsistent with Congress' efforts to expand the level of permissible radio ownership."

The NAB also took aim at the FCC's adoption of Arbitron's radio-market-definition methods, saying

the commission didn't justify its decision to abandon the old service-contour system. "The commission fails to show — as it must — that the new methodology is superior," the NAB argued. "The commission relies instead on alleged theoretical 'anomalies' resulting from the old methodology while ignoring its burden to assess the practical impact of those anomalies, as well as the obvious flaws in the new methodology — flaws the commission previously recognized and does not now dispute."

Eastlan, Arbitron Get A Rival

Bridge Ratings begins providing Oxnard, CA reports

By Adam Jacobson
R&R Radio Editor
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A new Southern California company headed by a 30-year radio veteran seeks to become the newest alternative to Arbitron.

Bridge Ratings, the creation of former KCBS-FM (Arrow 93)/Los Angeles GM Dave Van Dyke, seeks to provide continuous audience measurement to radio stations in small and midsized markets nationwide.

Van Dyke said Bridge will provide weekly, monthly and quarterly audience reports to client stations, in addition to time-spent comparison reports. Bridge is already providing

reports to stations in the Oxnard-Ventura, CA metro, and Van Dyke says more markets will be announced shortly.

"I have been hearing from station owners, GMs, PDs and sales managers across the country complaining about the infrequency, unreliability and high cost of the audience-measurement products currently available to them," Van

Dyke said. "I felt the time was right for an affordable research service created and operated by broadcasters, for broadcasters."

"It's not enough to know how much your audience increases or decreases. In order for an audience-measurement product to provide programmers with truly actionable information, it must also tell them what stations their audience is coming from and, perhaps even more importantly, what stations they are

BRIDGE See Page 6

BUSINESS BRIEFS

Study: Peer-To-Peer Music Trading Down By Half

A joint report released this week by the Pew Internet & American Life Project and ComScore Media Metrix says that the number of Americans trading music through unauthorized peer-to-peer networks has dropped from 29% (about 35 million people) in March and April 2003 to 14% (about 18 million) in November and December 2003, after the RIAA began suing individual P2P users for copyright infringement. The report also found that the proportion of Internet users who download music from a P2P on an average day fell from 4% to 1% over the same period.

The figures, based on a telephone survey, may in part reflect respondents' reluctance to admit infringing activity since the lawsuits began. Nonetheless, the suits appear to be putting a dent in downloading, even among the younger users who are the heaviest file-traders: Downloading among 18-29-year-olds dipped from 37% in a survey taken in July and August 2000 to 28% in the new study.

Meanwhile, Internet-ratings company ComScore Media Metrix reported that traffic has dipped substantially over the past year at big-name P2Ps KaZaa, whose traffic is down 14%; WinMX, down 25%; BearShare, down 9%; and Grokster, down 59%. ComScore also reported usage gains at such legal services as Apple's iTunes and the legal, Roxio-owned Napster 2.0. Though a court ruled last month that the RIAA can no longer use the expedited Digital Millennium Copyright Act subpoena process to obtain the names of suspected infringers, the RIAA has said it will continue its lawsuit campaign.

Saga Readies Move To NYSE

Saga Communications has filed an application to move its stock listing from the American Stock Exchange to the New York Stock Exchange and expects to begin trading on the big board on Jan. 20, keeping its "SGA" symbol. Saga President/CEO Ed Christian said, "I believe it is great for our stockholders that Saga has the opportunity to list on the NYSE. I know that trading on the NYSE will increase Saga's visibility in the investment community and provide an opportunity for Saga to reach a broader investment base." He continued, "Saga has enjoyed a great relationship with the AMEX since our IPO in 1992 and thanks them for their contributions to our growth."

Check Your Mail For Arbitron's Winter Name Survey

Arbitron's winter 2004 station-name preview has been sent to radio stations in those markets measured in the survey. Arbitron

Continued on Page 6

R&R Stock Index

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

	1/6/03	12/29/03	1/5/04	Change Since	
				1/6/03	12/29/03-1/5/04
R&R Index	219.14	236.92	239.012	+9%	+0.9%
Dow Industrials	8,773.57	10,450.00	10,544.07	+20%	+1%
S&P 500	929.03	1,109.47	1,122.22	+21%	+1.2%

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BUSINESS BRIEFS

Continued from Page 4

is asking stations to verify that their names are being recorded properly and to review information submitted by other stations to check if those stations are using their identifiers in accordance with Arbitron guidelines. Station name changes will be accepted for the winter survey through March 31. Any changes are effective on receipt by Arbitron; changes cannot be made retroactively.

TV One Will Feature Radio One Air Talent

Russ Parr and **Alfredas** from Radio One's *Russ Parr Morning Show* will serve a major promotional role at TV One, Radio One and Comcast's new African-American-targeted cable network as they star in cross-promotional TV and radio spots and appear at off-air TV One events. The pair will also appear on TV One's original dating show *Get the Hook Up*, expected to debut this spring. "Russ Parr and Alfredas will essentially serve as the voice and face of TV One," said TV One President/CEO Johnathan Rodgers. "We are fortunate to be able to capitalize on Radio One's established personalities, as well as its marketing prowess, in promoting TV One to African-American adults."

Entravision Head To Be Honored At RTNDF Dinner

Walter Ulloa, who has been Entravision's Chairman/CEO since the company was founded in 1996, will be honored at the **Radio & Television News Directors Foundation's** 14th annual First Amendment Awards Dinner, set for March 11 at the Ritz-Carlton Hotel in Washington, DC. Ulloa will receive the First Amendment Service Award, which is presented to behind-the-scenes management professionals. Also honored will be Sens. Charles Grassley and Patrick Leahy, who will share the 2004 First Amendment Leadership Award, and NBC News chief foreign-affairs correspondent Andrea Mitchell, who will receive the Leonard Zeidenberg First Amendment Award.

Iowa FM, Kenwood Team For First Sale Of HD Radio Receivers

As part of a promotion for **KZIA Inc.'s** CHR/Pop KZIA/Cedar Rapids, IA — which already broadcasts with a digital signal — the Ultimate Electronics chain and HD Radio receiver maker Kenwood, a Cedar Rapids Ultimate Electronics branch put the first commercially available HD Radio receivers on its shelves this week. The Kenwood KTC-HR 100 went on sale Monday, with Kenwood USA Exec. VP Dan Petersen, iBiquity Digital President/CEO Bob Struble and Cedar Rapids Mayor Paul Pate on hand for the launch, along with KZIA Exec. VP Rob Norton and President/GM Eliot Keller. Cedar Rapids got just a couple of days' jump on the market: The HD Radio was set to make its official public debut on Wednesday at the International Consumer Electronics Show in Las Vegas.

Sirius Stock Ends 2003 On High Note

Shares in **Sirius** rose almost 5% on Dec. 31 as the stock finished the final trading session of 2003 up 15 cents, to \$3.20, on exceptionally high volume of nearly 184.7 million shares. The issue continued its gains into the new year, finishing Tuesday at \$3.39. Sirius stock began 2002 at over \$10 a share, and long-term investors remain cautiously optimistic about a recovery.

In other news, Sirius will add English- and Spanish-language programming supplied by **EWTN Global Catholic Network** to its lineup on Jan. 19. EWTN's programming features live call-in talk shows, teaching series, daily devotions, church events and musical presentations. Sirius President/CEO Joe Clayton said, "The addition of EWTN Global Catholic Radio helps to fulfill our ongoing commitment to provide popular radio programming that can't be found in large portions of the country." EWTN Global Catholic Radio will be heard on Sirius channel 160, while EWTN Radio Catolica Mundial will be on channel 158.

Bridge

Continued from Page 4

losing audience to. Our product does that."

Aside from Arbitron, which offers ratings for 287 different markets, Wenatchee, WA-based Eastlan Resources is the only nationally recognized ratings provider for radio sta-

tions in the U.S. Eastlan's markets are generally small to midsized metropolitan areas, including such markets as Anchorage, AK; Eureka-Arcata, CA; and Yuma, AZ.

TRANSACTIONS AT A GLANCE

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

- **WIRA-AM/Ft. Pierce (Ft. Pierce-Stuart-Vero Beach), FL** \$375,000
- **WWHI-FM/Muncie (Muncie-Marion), IN** Undisclosed
- **KNSG-FM/Springfield (Mankato-New Ulm-St Peter), MN** \$525,000

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

DEAL OF THE WEEK

- **WAUR-AM/Sandwich, IL**
PRICE: \$3.5 million
TERMS: Assets for cash.
BUYER: Starboard Media Foundation, headed by Chairman/CEO Mark Follett. Phone: 920-469-3021. It owns 13 other stations. This represents its entry into this market.
SELLER: Catholic Radio Network, headed by Board Member Bill Agee. Phone: 714-282-8300

2003 DEALS TO DATE

Year-end information for 2003 Deals To Date will appear in next week's issue of R&R.

FCC ACTIONS

FCC Reference Center Reopens

The FCC's Washington, DC public reference center for reviewing documents and station files reopened Jan. 5 after shutting down when the nation's threat level was elevated to "high." Visitors seeking entry must notify FCC security they are visiting the reference center and will need to be escorted to the center by a reference staff member. The center's hours are from 8am-4:30pm Monday-Thursday and 8-11am Fridays.

FCC Cancels Fine Against Lake Placid, NY Stations

Radio **Lake Placid** was fined \$8,000 in 2002 after an FCC inspection showed that its WIRD-AM & WLPW-FM had no EAS equipment installed at their main studio. Lake Placid responded with declarations from WIRD & WLPW GM Timothy Nardiello and a consulting engineer that the stations' EAS equipment was out for repairs when the FCC inspectors called and was back in place within the FCC's 60-day limit. The commission accepted Lake Placid's documentation and dropped the fine.



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- To confirm your reservation, your arrival must be guaranteed by charging two nights deposit to a major credit card, or you may send payment by mail. Deposits will be refunded only if reservation is cancelled by February 6, 2004.
- Reservations requested after February 6, 2004 or after the room block has been filled are subject to availability and may not be available at the Seminar rate.
- Check in time is 3:00 pm; check out time is 12noon.

TYPE OF ROOM	TALK RADIO SEMINAR RATE
Single / Double	\$169/night

FOR HOTEL RESERVATIONS, PLEASE CALL:

202-898-9000 or 800-468-3571

Or mail to:

Renaissance Washington, DC

999 9th Street N.W.

Washington, DC 20001

www.renaissancehotels.com/wasrb (Group Code radrada)



Gadgets & Gizmos You Can't Live Without

Continued from Page 1

the device's touch-sensitive controls. At its core is a tiny computer hard drive in 10-, 20- and 40-gigabyte sizes (\$299, \$399, \$499), allowing storage of anywhere from 2,500 to 10,000 songs.

The implications of all that storage don't fully become clear until you realize that you can have every song you've ever liked at your fingertips. Exercising, working in the yard, driving, on an airplane — anywhere you want music, you've got it all.

The iPod's elegance and intuitive interface are unparalleled, and Apple has worked in a host of engaging extras — a calendar, an address book, photo and data storage, and games are among the features. But, multitasking as it may be, the iPod is still first and foremost a music player.

A couple of weeks with an iPod can forever change the way you listen to music. And for this writer, it has dispelled a music-industry myth often used to justify clinging to a dying business model — you know, the one about how digital music won't take over because people like to hold a physical CD in their hands. The pile of orphaned jewel boxes and discs in my iPod's wake has instead provided a new axiom: Just gimme the music. Visit www.ipod.com. — Chuck Aly

Roomba Pro Elite Robotic Floor Vacuum

Put three MIT Artificial Intelligence Lab graduates in a room and you're bound to come up with something as cool as the Roomba



Roomba

IR100. The Roomba circulates unattended, much like a pool cleaner, and sweeps up dirt, dust, spilled



JVC's JV563 Camcorder

cereal and pet hair from any floor surface. It also comes with two infrared "virtual walls" so it won't fall down the stairs. (Too bad they don't make those for people.)

The Roomba can be programmed to know the size of a room or to focus on a small area, and it includes a bumper to protect your possessions and a side brush to clean along walls, baseboards and corners. And with 90 minutes of rechargeable energy, it should be able to handle most unkempt domains. Priced at \$249.95 with a remote control, and with other optional extras available, the Roomba vacuum is particularly useful for anyone with a mobility problem — and it's sure to entertain your pets every time. Visit www.irobot.com.

JVC JV563 High-Definition Digital Camcorder

If you've invested in HDTV, you might as well blow the rest of your savings on the JV563. Weighing less than three pounds, this camcorder can record and edit high-definition, professional-quality 16:9 digital video with 1.18 megapixel progressive-scan resolution for HDTV viewing.

The JV563 is cast from aluminum and features 10-times optical zoom, a .44-inch color LCD viewfinder, 200-times digital zoom, special effects

and scene transitions, automatic and manual modes and digital-still capability up to 1,280 by 960 pixels.

Priced at \$3,499, it runs on a rechargeable high-capacity battery pack (included, with charger) and includes USB and iLINK terminals and headphone-microphone jacks, an eight-megabyte memory card, cables and PC software. Visit www.jvc.com.

Bow-Lingual Bark Translator

Perhaps inspired by the film *K-Pax*, in which Kevin Spacey understands what a dog is saying, scientists at the Japanese Acoustic Laboratory, led by Tokyo's Dr. Norio Kogure, have devised a \$99.95 microphone transmitter that attaches to your dog's collar and beams to a receiver its interpretation of how man's best friend is feeling.

The BLBT can translate the barks of 84 dog breeds into six emotions: happy, sad, frustrated, needy, angry



Bow-Lingual Translator

and assertive. You'll never again wonder if your pooch is saying "Play with me" or "I feel sad" or if he wants his own Bark-A-Lounger. The translator works best with full-grown dogs; as everyone knows, a canine's bark changes in tone after its puppy days. With this kind of breakthrough, the "Cat-Scan" should be right around the corner. Visit www.bowlingual-translator.com.

11-In-One Survival Lantern

You never know when you'll need this Swiss Army knife of flashlights, but at only \$99.95, you can't



11-in-One Survival Lantern

go wrong. This all-purpose lifesaver features a 5 1/4-inch black-and-white TV; an AM-FM and weather-band radio; dual fluorescent lamps; a spotlight; an emergency siren and red blinking light; an LCD digital clock; a thermometer; a compass; and a sonic mosquito repeller. It also has a handle and an adjustable, retractable shoulder strap.

Plug this baby into an outlet or dashboard (it comes with AC and DC adapters) or run it on nine D-cell batteries. The unit weighs 8 1/2 pounds and measures 13" by 17 1/2" by 8 1/2". Visit www.sharperimage.com.

Magellan Meridian Color GPS

If you're a serious navigator (or you just get lost a lot), you'll want this \$499.95 rubber-armored, waterproof GPS receiver, which stores up to 20 routes, 500 waypoints and 2,000 "breadcrumb" track points to easily guide you back to the office. The Meridian offers 12-satellite tracking with three-meter precision, and you can view your location, heading and route in 120 by 160 pixels on the outdoor-viewable color display.

The Meridian's 16-megabyte built-in mapping includes interstates and other highways; major roads; parks; waterways; airports; and marine navigation aids, such as fixed and floating buoys, wrecks, lighthouses and marinas. The nine-language display includes a map, compass, sunrise and sunset calculator, fish and game calculator, speedometer and readouts of heading, bearing, speed, direction, estimated arrival time and more. It even floats. Visit www.magellangps.com.



Magellan Meridian

Audiovox Sirius Shuttle Tuner

The Audiovox SIRPNP2 plug-and-play receiver brings you 100 streams of digital-quality Sirius programming (including the NFL), with easy transfer from home to the car, RV or boat. The readout displays stream info including category, artist name and song title, and the tuner comes with a 20-song memory, 30 presets, a search-ahead mode to preview other streams, a wireless remote, font and brightness options, stream-lockout control, program-select function, a clock with alarm and sleep timer, and many other features.



Sirius Shuttle Tuner

The list price is \$99.95 for the tuner and \$55.99 for the home or auto kit. A monthly Sirius subscription is \$12.95 with a one-time \$15 activation fee. Visit www.audiovox.com or www.siriusradio.com.

FM Radio Pen

What could be more convenient for a radio lover than this \$19.95 ball-



Radio Pen

point beauty? It features a built-in FM digital-scan tuner and clips to your pocket for hands-free, discreet listening with the included stereo earbuds. A handy volume control wheel is mounted on the cord, and you can detach the radio from the pen for separate use. It comes with one standard blue-ink refill and runs on two 1.5-volt batteries (four are included). Visit www.sharperimage.com.

Truster Portable Lie Detector

Using the TC262 Detector, promo execs can now check to see if you're really serious about adding that song! Find out who's telling you the truth over the phone (even a cell phone) or in person with this handy lie-buster. List-priced at \$99.95 but

Continued on Page 10

Gadgets & Gizmos

Continued from Page 9

available for under \$50, the Truster analyzes a voice profile and mea-



Truster Lie Detector

sures nine levels of truth, conflict and stress. No more guessing if a salesman or business associate is telling you the truth — or use it to measure the BS of your own presentations. It's reportedly 84% accurate. Visit www.gadgetsuniverse.com.

Digital Secret Spy Pen Camera

The TC309's two-megabyte memory lets you take up to 36 pictures at 160 by 120 pixels. A voice function reports how many pictures



Spy Pen Camera

have been taken, and this camera pen also includes software and a cable for downloading your evidence to a PC. Perfect for trade-show snooping, clandestine competitor meetings, document capturing and probably getting someone fired, including yourself. And, yes, it really writes. The list price is \$59.95, less than some ordinary pens. Visit www.gadgetsuniverse.com.

Wireless Fish Finder

Most fish finders are either handheld or affixed to a boat, but the Smartcast fish finder by Humming-



Smartcast Fish Finder

bird includes two one-ounce floating sonar sensors that attach to your line and can sniff out fish in a 75-foot radius down to 100 feet. All controls, including proximity alarm, sensitivity level, depth range and fish identifier, are easily commanded by a one-touch wrist unit.

Each of the two remote sensors is good for 400 hours of continuous use and shuts off automatically on-shore. The Smartcast isn't recommended for ice fishing, but people who do that don't really care much about catching fish anyway. It's priced at \$119.95. Visit www.hammacher.com.

Aquatic Pod Suite



Aquatic Pod Suite

It's hard to find a house for \$91,100 these days, but the folks at Hammacher Schlemmer have done it. Enjoy panoramic views above and below the surface of the water with the Aquatic Pod Suite: When deployed, the suite's lower portion is submerged about five feet, with beam lights to illuminate the depths. The pod provides 150 square feet of watertight luxury, complete with central air, desalination unit, mini-bar, audio-video system with Bose stereo, king-size bed, toilet and shower.

The pod's interior headroom is over seven feet, and it has an exterior diameter of 28 1/2 feet, including an inflatable terrace for sunbathing. A diesel generator with exhaust silencer provides a 220-volt power supply. Because it weighs 5,500 pounds, the pod is meant as a permanent installation. Hammacher's package includes delivery, "white glove" assembly, water launch and training by a four-man crew. Allow four months for delivery. Visit www.hammacher.com.

Visit www.hammacher.com.

Casio Camera Watch

You can put away the Hasselblad, the Nikon and the Leica now that you've got Casio's wristband camera. The color LCD screen displays up to 100 images, and you can print and e-mail your pix with the included software and cables. It's also a decent timepiece, with a chronograph, alarm and more.

The black resin-band model lists for \$299; with a stainless steel band, add \$30. It's sure to



Casio Camera Watch

get you attention at the bar. Visit www.casio.com.

Timex GPS Jogger Watch

So your New Year's resolution is to get in shape? This gizmo's sure to get you going, at least for the first couple of weeks, as it tracks your exact speed and how far you've



Timex Jogger Watch

jogged, walked or biked. The watch works with Garmin's GPS technology to provide accurate speed and odometer readings, and the 100-lap memory tracks distance traveled, average pace and your best reading. The Jogger Watch is water-resistant, with alarm, dual time zones, a backlight and more. The list price is \$199. Visit www.timex.com.

Uniden Submersible Cordless Floating Phone

You're floating in your pool, relaxing in your Jacuzzi or simply soaking in the tub when the phone



Uniden Submersible Cordless Phone

rings. Butler's got the day off? No problem with Uniden's new waterproof cordless phone, which features rubberized side grips that make it easier to pick up with wet hands.

The phone works in the 900 mHz frequency range and supports call-

er ID and one-touch dialing for numbers programmed into memory. Its battery is rated for seven hours of talk time and 14 days of standby time, and the sound quality is typical of most cordless phones. This phone makes a great gift and ends those annoying excuses about being disconnected because the phone fell in the toilet. The list price is \$69.99,



Kyocera SL300R Camera

but it's frequently discounted. Visit www.uniden.com.

Kyocera SL300R Camera

This is not only the thinnest three-times-optical/six-times-total zoom digital camera on the market, it's the fastest: This 3.2-megapixel SL300R powers up in under a second, and if you don't use the flash, you can shoot and save 3.5 frames per second until you use up all the memory. Those are features you won't find anywhere else — as is an LCD display you can see clearly in broad daylight.

The lens and flash are on a portion of the brushed-aluminum case that swivels for shooting in almost any direction. Also among the camera's many modes and features is the ability to shoot short videos. The list price is \$409.99; expect to pay \$5-\$10 more for the high-speed memory cards. Visit www.kyocera.com.

Beamer TV Videophone Camera

No more squinting at a tiny video display: Now family and friends can gather around the wide-screen TV and see each other while talking on the phone without any additional cost for the call. And there are no special lines, wiring, service fees, contracts or subscriptions required.

Transmitting at four to 15 frames per second, the Beamer works with any home phone (corded or cordless) and any TV with an RCA video jack. It's designed for easy setup, and the adjustable-tilt camera makes it easy to capture the perfect view.



Beamer TV Videophone Camera

The unit comes with remote control, a pause or "snapshot" feature and detail and movement functions. The list price is \$149.99 per unit. Visit www.vialta.com.

Rescue 406 Personal Locator Beacon

If you think you might ever get lost — and assuming you'll want to be found — you'd better pack along the 406 PLB. When activated, it sends your signal to one of seven satellites, which relays your distress to a ground station so search and rescue personnel can be notified. The St. Bernards will be on their way in less than an hour as the satellite pinpoints your location to within a half-mile. If you buy the optional GPS interface, your precise position can be sent immediately.

The PLB weighs just 17 ounces and is slightly larger than a TV re-



Rescue 406 Personal Locator Beacon

mote, and it can transmit both your coded signal and a localized homing signal continuously for more than 24 hours. It comes with a five-year warranty, and, with its rugged, waterproof case, it's good to 40 below zero. List price is \$525, or \$625 with GPS. Visit www.acletronics.com.

MediaMVP

So your computer is loaded with movies, MP3s and photos, but wouldn't it be nice to share them with family and friends on your TV? That's no problem with the MediaMVP, which transmits your content from your PC, router or network to the living room, where you control everything from an easy-to-use menu.

Included are RCA cables, a seven-foot Ethernet cable, a power supply and a remote. The unit is portable for packing with your laptop, and it supports MusicMatch, Winamp and Windows Media and handles JPG and GIF images.

The list price starts at \$83.99. Visit www.hauppage.com.



MediaMVP

DejaView Camwear 100

OK, if you're going to be a tech-nogee, you might as well look like one. Stop everyone in their tracks with the Camwear 100, which captures everything you see and hear for 30 seconds at a time and writes it to a removable storage device.

The camera-microphone clips to your glasses or hat and records a 60-degree field, 320 by 240 cells in frame, in MP4 format. At least 16 30-second videos will fit on the 64-megabyte memory card (included), and the memory is upgradeable to



DejaView Camwear 100

512 megabytes. The files can be transferred to your PC or, when played in video-out mode, can be recorded directly by a VCR or viewed on any TV in full 30-frames-per-second motion. The lithium battery lasts four hours. The list price is \$399. Visit www.mydejaview.com.

RadioYourWay

An innovation predicted years ago by veteran broadcaster David Martin, this \$150 AM-FM radio



RadioYourWay



Delphy SkyFi Boombox

records more than four hours of broadcasts you can play back at your convenience so you can study your stations and make airchecks of your competitors. You can pause, rewind or fast-forward through commercials, transfer the recordings to a PC or load the unit with MP3s. Or you can spend an extra \$50 and upgrade to a 128-megabyte model. RadioYourWay is perfect for PDs, traveling consultants and group programmers. Earbuds included. Visit www.pogoproducts.com.

Delphi SKYFi Boombox

When coupled with the SKYFi receiver, the SA10001 audio system brings complete portability to XM Satellite Radio service's 100 streams of content. Two dual-cone, high-quality speakers are powered by six D-cell batteries, and the unit includes a compact cube AC adapter, docking station, external mini headphone jack, carrying handle and detachable antenna with a 20-foot cable.

The list price is \$99.95. XM subscribers can also hook up other accessories for the office, car or boat. Visit www.delphi.com or www.xmradio.com.

Brunton SolarRoll 14

Batteries? We don't need no stinkin' batteries! Not with the SolarRoll, a next-generation solar de-



Brunton SolarRoll 14

vice that provides ample, reliable power in the field without extra weight or bulk. The SolarRoll weighs only 17 ounces, but it's capable of producing 14 watts of power — enough juice to charge your laptop or car battery or run a satellite phone, digital camera or many other appliances.

Made from Tefzel flouropolymer, the waterproof, 57-inch SolarRoll quickly rolls up into its three-inch-diameter

tube for easy packing and storage. If you can afford it, buy a few and hook them up in series for even



Handspring Treo 600

more power. The package includes two adapter cables for different devices. The list price is \$400. Visit www.brunton.com.

Handspring Treo 600 PDA Phone

There are many different PDA phones on the market, but experts agree that the Treo 600 is one of the best, whether you're talking, traversing the Internet or text messaging. The Treo includes a phone, a Palm OS organizer that can make calls from the included contact manager, a functional keyboard, a color screen and e-mail and web browsing capability. With the optional digital camera, you can take pictures and send them wirelessly to associates, clients and friends.

The unit's five-way navigation, bookmarks and 25 application shortcuts allow easy access to whatever you're looking for. With the Palm OS, the Treo is also completely customizable, with thousands of items available for download, including music. This smart phone is available with plans from AT&T, Cingular and Sprint, and T-Mobile



SpAudio

is expected soon. List price starts at \$449. Visit www.handspring.com.

SpAudio Spa System

This is no ordinary hot tub. The SpAudio is a built-in sound system that lets you hear and feel the music while you soak. Enjoy rich SpAudio sound from the AM-FM-CD player that plugs into your Hot Springs Spa and sends sound waves through the spa shell, turning the shell into a speaker and filling your body with music.

There are no external speakers, but the SpAudio's 300-watt-per-channel amplifier system immerses your senses. There are 15 volume levels and five preset equalization levels you control from an auxiliary control panel, and all interconnects are gold-plated. Whether you go for Elvis or the 1812 Overture, you're in for a treat. List price starts at \$10,000. Visit www.hotspring.com.

Pyramat PM 300

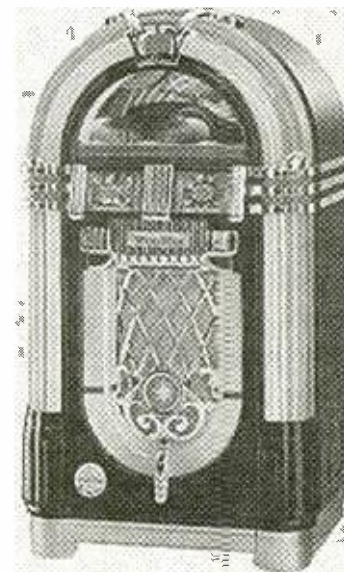
If you like to take your gaming lying down, the Pyramat Interactive's three-speaker lounging system is for you. Designed to enhance your gaming experience, this mat lets you feel every crash, punch or kill. The bass will shock you as the side speakers rock you.

The system's powerful four-inch



Pyramat PM 300

woofer vibrates with game play, while the side speakers create an encompassing sound field. Thick foam



Wurlitzer Digital Jukebox

padding provides extra support. Compatible with all gaming systems, DVD players, TVs, receivers, CD players, digital music players and even electric guitars. List price: \$149 and up. Visit www.pyramat.com.

Wurlitzer Digital Jukebox

Just coming to market now, this high-tech update of the classic Wurlitzer stores 1,000 CDs digitally, ending the need for racks of CDs. It can also download songs for burning to CD from parent Gibson's branded online music service with no need for a computer. You can create personalized playlists, sync the Wurlly with your MP3 player or listen to 100 preprogrammed music channels furnished by Loudeye.

The jukebox includes a remote control and a user interface that displays album covers to help you find songs you love. List price

for the top version of the three models will be under \$2,000. Visit www.gibsonaudio.com.

MMS Pros On The Move

- **Julie Anderson-Smith** is named Sr. VP/Sponsorship Development for Clear Channel Radio. A five-year company staffer, she was most recently Sr. VP/Live Event Sales. Anderson-Smith began her sales career in 1988. Her background includes terms with Lever Brothers and American Airlines. She received an Executive of the Year award from Clear Channel Entertainment in 2001 and joined the radio division in 2002.
- **Jane Bartsch**, most recently GM of Pama's WHUD/Westchester, is named GM of AC WJBR/Wilmington, DE.
- **Tim Braddock** is a new AE with Salem Communications' News/Talk and Christian combo WBOB & WTSJ/Cincinnati. Braddock brings a background in broadcasting and wireless communications sales.
- **Sheila Kirby** is the new Sr. VP for Interep Innovations, which focuses on transactional dollars, group deals, regional packages and nontraditional-revenue development. Kirby, who will oversee the Interep Marketing Group and Promotion/Marketing, was previously CEO of Morrison & Abraham, an Interep subsidiary

- serving many major radio and TV broadcasters and newspaper companies.
- **Mark Lieber** joins Infinity Solutions & Beyond as VP/Managing Director, West Coast, responsible for developing marketing and advertising opportunities in the entertainment industry, including film, DVD, music and video games, on Infinity's 185 stations. Most recently, Lieber was President of Lieber Entertainment, a consulting and production company involved in media distribution, development, marketing and production.
- **Tim Meagher** joins KMOX/St. Louis as GSM. A St. Louis native, Meagher previously served four years as Regional VP for Clear Channel Radio for Tulsa, Oklahoma City and the states of Oklahoma and Arkansas. His background includes management and sales management positions for the Zimmer Radio Group in Missouri, Citadel/Colorado Springs and independent stations in Missouri. Former KMOX GSM **Clint Hasse** becomes the station's Manager/New Business Development.
- **Wendy "Glowworm" Woodward** rises from Sales Assistant to Promotions Director at KCAL/Riverside.

PART TWO OF A TWO-PART SERIES

Good News Outweighs Bad In '03

But it's really, really close

Last time out we looked at digital media's ups and downs during most of 2003 — and, for a change, there were a few more ups than downs. But it was in Q4 that things really started rocking, with song stores launching, fancy hardware rolling out and, of course, more lawsuits.

Apple Does Windows

Q4 began with Apple making more noise in the digital-music biz as it debuted iTunes 4.1, the first version of its music-management software to include support for Windows. That, of course, meant the wildly popular iTunes Music Store extended its reach to Windows as well. A million copies of the free software were downloaded, and a million songs were sold in 4.1's first four days.

No, iTunes 4.1 is not "the best Windows app ever," as Apple claimed at its launch. There are lots of better jukebox programs out there. But Apple's gift for getting good press made legal digital music look about as cool, fun and appealing as it's ever likely to.

Also in October came the debut of peer-to-peer trade group P2P United, whose membership includes Grokster, which funds the venture, Morpheus, BearShare, LimeWire and some lesser-known sites. P2P United launched with a code of conduct whose most striking feature was its clarification that users who infringe will indeed be thrown overboard if a copyright owner complains. Though the formation of the group was clearly a bid for some sort of respectability, its spokesman couldn't resist bashing the record labels in the launch announcement.

Song Stores Galore

The indisputable success of the iTunes Music Store seems to have pushed the major labels to begin handing out music licenses to just about anybody who asks, and follow-

ing iTunes 4.1 into the market in Q4 were a number of new non-subscription, Windows-friendly song stores. The march began in October with Musicmatch Downloads, which has remained all but invisible, followed shortly by Roxio's all-new, all-legal Napster 2.0, which debuted with a reasonable amount of fanfare and has continued to push for attention with advertising on the web and in major magazines.

The new Napster brought with it a bit of innovation as it became the first "hybrid" digital-music service, offering both a \$9.99-a-month subscription option, including tethered downloads and on-demand streaming, and 99-cent song sales to anybody with a credit card. Old-guard subscription service MusicNow (formerly FullAudio) added a song store in December to become the second hybrid service, leaving AOL add-on MusicNet and RealNetworks' Rhapsody (a stream-and-burn outfit that doesn't sell downloads) the last majors that still make their users pay a monthly fee.

Also launching non-subscription song stores in Q4 were Dell (with the Musicmatch infrastructure), Best Buy (using MusicNow's system) and Wal-Mart, which began beta testing a system in December that, as befits a discounter, offers songs at 88 cents apiece rather than the industry-standard 99 cents. On the way are services from Hewlett-Packard, Amazon and Microsoft, as well as a joint venture of Microsoft and Loudeye that will let any business that can pay the fees launch a branded online song store. AT&T has already signed up.

Meanwhile, a shortage of the mini-

By Brida Connolly
Associate Managing Editor

hard drives that power high-capacity digital players was resolved, so the iPod got some competition. Ten-gigabyte-plus music players have appeared from Samsung, Dell, Kenwood and others, and more are on the way.

Suits And More Suits

On the legal side, Q4 was typically busy, as broadcasters lost yet again in their effort to get some court somewhere to rule that they don't owe performance royalties to the RIAA for online simulcasts of over-the-air music. The case continues, but most broadcasters that stream have accepted reality and are paying the royalties.

Meanwhile, RealNetworks — whose Rhapsody service uses the Microsoft Windows Media codec — filed an antitrust suit against Microsoft, saying Microsoft used its "monopoly power" to restrict consumer choice in digital media and caused "substantial lost revenue and business for RealNetworks." In its reply Microsoft pointed to Real's own figures showing growth every quarter for more than a year and said Real is just trying to limit the competition.

The RIAA during Q4 filed suit against 80 more P2P users who refused to settle, but the status of those and 300 or so other RIAA lawsuits against file-traders was thrown into question by the most startling legal development of the year: On Dec. 19 the U.S. Circuit Court of Appeals reversed a District Court decision supporting the RIAA's Digital Millennium Copyright Act subpoenas of the names of two Verizon Internet customers.

Verizon has already given the RIAA the names of the customers in that case, but it appears that Verizon and other ISPs may now safely ignore DMCA subpoenas. The full ramifications of the ruling are not yet known, but it's certain that it will make life a lot harder for the RIAA — and for the accused file-traders whose names the label organization will now have to file suit to obtain.

Life As A Loss Leader

The most memorable development of 2003, however, will be the way online major-label music has settled into the niche that Apple carved: as a loss leader to sell other products. Apple has freely admitted to its shareholders that the iTunes Music Store doesn't make a profit, and it's very unlikely that its lower-volume competitors are making any money either.

So far digital music has been a draw to sell expensive players — iPods, the new Samsung Napster player, etc. — but that deal between Microsoft and Loudeye could conceivably let anybody use major-label music to sell anything.

The iTunes Music Store Top 10

Apple's iTunes Music Store is the leading non-subscription digital-music service in the U.S., offering a catalog of more than 50,000 songs from all five major label groups and dozens of independents. Here's a snapshot of the top-selling downloads on Tuesday, Jan. 6, 2003.

Top 10 Songs

1. **OUTKAST** Hey Ya!
2. **NO DOUBT** It's My Life
3. **KELIS** Milkshake
4. **OUTKAST** f/SLEEPY BROWN The Way You Move
5. **DIDO** White Flag
6. **FOUNTAINS OF WAYNE** Stacy's Mom
7. **COLDPLAY** Clocks
8. **BLACK EYED PEAS** Where Is The Love?
9. **BEYONCÉ** f/JAY-Z Crazy In Love
10. **THE PROCLAIMERS** I'm Gonna Be (500 Miles)

Top 10 Albums

1. **HOWARD SHORE** *The Lord Of The Rings: Return Of The King*
2. **CHINGY** *Holidae In* (single)
3. **THE BENS** *The Bens* (EP)
4. **OUTKAST** *Speakerboxxx/The Love Below*
5. **SARAH McLACHLAN** *Remixed*
6. **THE MONKEES** *The Best Of The Monkees*
7. **SARAH McLACHLAN** *Afterglow*
8. **NO DOUBT** *No Doubt: The Singles*
9. **JOHN MAYER** *Heavier Things*
10. **COLDPLAY** *A Rush Of Blood To The Head*



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

Gracenote Top 15 Urban Currents

1. **KELIS** Milkshake
2. **OUTKAST** Hey Ya!
3. **OUTKAST** f/SLEEPY BROWN The Way You Move
4. **BIG TYMERS** f/R. KELLY Gangsta Girl
5. **MURPHY LEE** What Da Hook Gon Be
6. **BIG TYMERS** This Is How We Do
7. **BOW WOW** f/BABY Let's Get Down
8. **AVANT** Read Your Mind
9. **CHINGY** Right Thurr
10. **BABY BASH** Suga Suga
11. **LUDACRIS** Splash Waterfalls
12. **DA BAND** Bad Boy This Bad Boy That
13. **JOE** More & More
14. **ALICIA KEYS** You Don't Know My Name
15. **BABY BASH** Shorty Doowop

Data for the week of Dec. 29, 2003-Jan. 4, 2004.

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

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

Live365 is the largest Internet radio network, with thousands of stations in a wide variety of formats. Programmed by true music tastemakers from around the globe, Live365 offers an enthusiastic audience for established and up-and-coming artists alike. In a world of consolidated playlists, Live365 charts the tastes and preferences of today's most vibrant music community. Tracks with the most plays during the seven days ended Jan. 1, 2004 are listed below.

Top Pop

SHERYL CROW The First Cut Is The Deepest
DIDO White Flag
BRITNEY SPEARS Me Against The Music
BEYONCÉ AND JAY-Z Crazy In Love
MICHELLE BRANCH Breathe

Top Christian

SWITCHFOOT Meant To Live
KJ-52 Dear Slim
CRAIG MORGAN Every Friday Afternoon
DONNIE MCCLURKIN I'm Walking
BYRON CAGE The Presence Of The Lord...



Travis Storch • 866-365-HITS

Top Folk

WAYFARING STRANGERS This Train
CLARE QUILTY Tremble ... Remix
HOLLY VALANCE State Of Mind
UNTO ASHES Allu Mari (Burning Times)
APOLLO SUNSHINE I Was On The Moon

**WBLO/Louisville
Flips To Country**

Radio One's CHR/Rhythmic WBLO/Louisville flipped to Classic Country at the stroke of midnight New Year's Day, becoming WEGK "The New Eagle 104.3 FM." The format flip erases a competitor for Radio One's mainstream Urban station WGZB and sets The Eagle's sights on Clear Channel's Country WAMZ/Louisville.

Tagged "Home of the Country Legends," the new station spins hits from the '70s through the early '90s, with no currents, recurrenents or recent gold. The new course is being steered by Radio One corporate programming consultant Alan Sneed, who recently used a similar approach with heritage Country KJJY/Des Moines. Some may remember Sneed as PD of Nashville's Country WKDA and Rock WKDF in the late '70s.

Schmidt To Lead Entercom/Norfolk

Skip Schmidt has accepted the VP/Market Manager role for Entercom's Norfolk cluster, which comprises CHR/Rhythmic WNVZ, Hot AC WPTE, Urban AC WVKL and AC WWDE. A longtime Clear Channel executive, Schmidt held the Regional VP/Market Manager title for the company's Augusta, GA; Asheville, Charlotte and Statesville, NC; and Greenville, SC stations until October 2003.

Schmidt arrives in Virginia's Hampton Roads region after two years in the RVP post. Prior to that he served as VP/Market Manager for CC's West Palm Beach stations. He has also been VP/GM for Infinity's Dallas cluster and held a similar position at the Dallas stations formerly owned by Granum Communications.

"We're excited to have Skip join the Entercom team and our Norfolk cluster," said Entercom Regional VP Steve Godofsky, to whom Schmidt reports. "This cluster has been a strong performer in recent years, and Skip's depth of experience and leadership will be key to building upon that success and taking these stations to new levels of performance."

Schmidt said, "I am excited to join the nation's premier radio group and to be leading one of the most exciting clusters within Entercom. I look forward to working with the Norfolk team and to serving the communities in which we operate."

Schmidt

EXECUTIVE ACTION

Philpott New Clear Channel/Charleston, SC OM

Jay Philpott has been named OM of Clear Channel's Charleston, SC cluster, effective Jan. 20. He will work with VP/Market Manager Paul Smith in overseeing Hot AC WALC, Country WEZL, Classic Rock WRFQ, News/Talk WSCC, Urban WSSP and Oldies WXLY.

Philpott most recently served as Asst. PD/midday host for Clear Channel Classic Rocker KZPS/Dallas. He is a 25-year radio veteran whose career includes stops at WNOR/Norfolk, WKLH/Milwaukee and WLOL/Minneapolis. He began his career in 1979 at KTWN/Minneapolis.

Smith said, "Jay has tremendous passion for great radio and a wealth of experience."



Philpott

McNeill Now OM Of WNKT & WSUY/Charleston, SC

Programming veteran Bob McNeill has been named OM for Citadel's Country WNKT and AC WSUY in Charleston, SC. He replaces Loyd Ford, who exited a few weeks ago and was recently named Radio Division Manager of Canton, OH-based Americalist Media Marketing.

Most recently PD of KYNG/Dallas, McNeill has also been VP/Programming for Westwood One and Heritage Media and spent three years as a programming consultant for McVay Media. He has also programmed WMZQ/Washington and KOY/Phoenix.

Letter

Continued from Page 3

The problem is simple: If you (the label) don't work your record, no one will play your record. If you don't support your band, no one else will support your band. Does the record industry actually believe large-market radio is going to break a new band? No. Small- and medium-market radio have always led the way. However, it would be unfair of me to generalize about all large-market stations when there are several stations that are precedent-setters that break new music and still kick major ratings ass.

What sticks in my mind is that in the 25-plus years I've been in this business, every label (no exceptions) has pounded into my brain, "It's all about the relationship." How trite that statement seems these days.

Congratulations to those labels that still believe in their product and that still believe every radio station is important to their success and to their bands' success. As I looked over the list of biggest label winners of 2003, it was obvious why a particular label was on top and why another label had struggled.

Sometimes it's not about the music; sometimes it's about how you work your music. Continue *not* to work your music, and I'll continue to play the other labels' music.

Support your bands in 2004.

The views expressed in a letter to the editor are those of the writer only. The writer is solely responsible for the content. R&R reserves the right to edit letters.

San Diego

Continued from Page 3

KSON owner Jefferson-Pilot broke down just before Christmas. Once Clear Channel became aware that the two were available, the company not only signed them, it began making plans to move its Country format from XHCR (Bob 99.3) to the frequency occupied by Oldies KOCL.

On Monday KOCL flipped to Country as KUSS (US 95.7 — Real American Country) and debuted Tony & Kris in mornings. At the same time, XHCR took on KOCL's former Oldies format and adopted the moniker "Kool 99.3"; its calls are expected to change shortly.

Clear Channel/San Diego Market Manager Mike Glickenhau said, "It is a rare opportunity to be

able to get one of the top morning shows in the San Diego market — with 10 years of equity and tremendous listener loyalty — at any time, let alone a week before they were supposed to start their 11th year at KSON.

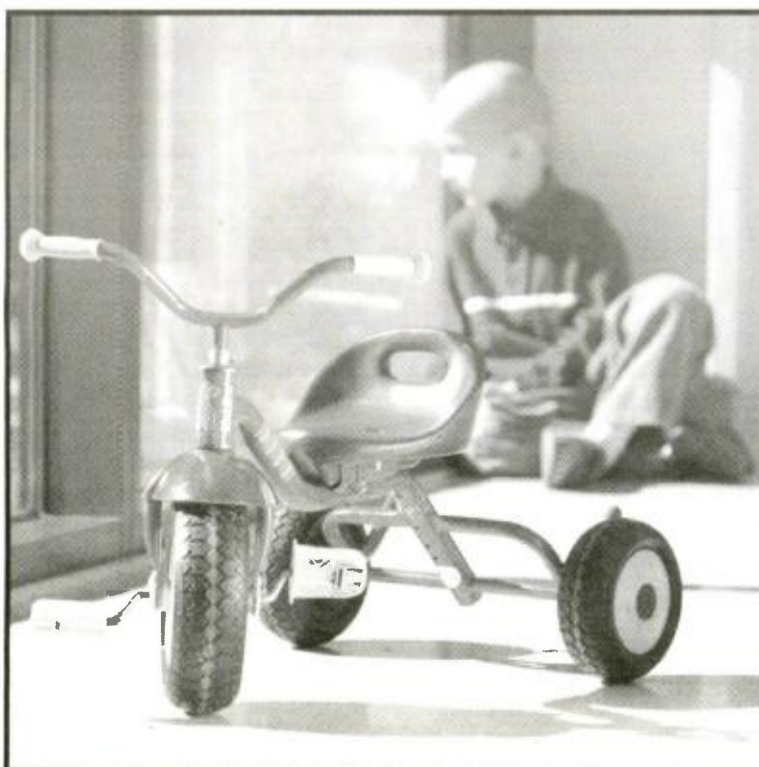
"When Jefferson-Pilot decided to walk away from a deal they agreed upon with Tony & Kris, it became our good fortune. We decided not just to put them on our current Country station, but to build a whole new Country radio station for San Diego around these incredible radio personalities. We couldn't be more thrilled to bring these great entertainers and all-around good guys into the Clear Channel family of amazing radio talent."

Luczak

Continued from Page 3

A Cleveland native, Luczak has had a long career in radio broadcasting, having held on-air, programming and management positions at a number of Midwestern radio stations, including WCKG/Chicago, WMMS and WZJM in Cleveland, WEBN/Cincinnati and WAZU/Dayton. He most recently took a brief sabbatical from the radio business to pursue his other professional interests as an Ohio-licensed real estate broker and a professional musician.

"I am thrilled to be afforded this opportunity to join the team of professionals at WKNR," Luczak said. "I look forward to the pleasure of working with the staff and serving the audience and advertisers of this legendary radio station."



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National Radio

• **UNITED STATIONS** offers *Nights With Alice Cooper*, hosted by the rock legend, especially for Classic Rock stations. For more information, contact Carol Kaye at 212-366-9970.

Radio

• **GLYNN WALDEN** joins Infinity Broadcasting as VP/Engineering. He was most recently VP/Broadcast Engineering for iBiquity Digital.

Records

• **KOCH ENTERTAINMENT** makes a deal to distribute all Compendia Music Group labels, including Compendia

Records, Light Records and Inter-sound Music.

• **RYKO DISTRIBUTION** becomes the U.S. distributor for Compass Records.

Products & Services

• **BALL AUDIO PRODUCTIONS** launches, offering voice talent, imaging and production. For more information, visit www.ballaudio.com.

• **PRESONUS AUDIO** debuts the Central Station studio control center. For more information, contact Keri Schroeder at 631-659-2309.

CHRONICLE

BIRTHS

WABC-AM/New York morning co-host **Curtis Sliwa**, wife Mary, son Anthony Chester, Dec. 11.

CONDOLENCES

Southeast Kansas Broadcasting owner **Dale McCoy Jr.**, 78, Dec. 24.

WEUP/Birmingham, AL host **Ben Johnson**, 53, Dec. 20.

Ventura County, CA radio pioneer **Fred Hall**, 80, Dec. 19.

Radio actor **Les Tremayne**, 90, Dec. 16.

Longtime KTTS-AM/Springfield, MO personality **Bob "Barefoot Bob" Kinney**, 82, Dec. 2.

Changes

Classical: Annie Bergen joins WQXR/New York for mornings, beginning Feb. 2.

Classic Hits: Harriet Coffey joins WXRC/Charlotte for middays.

Country: Robby Bridges takes the night slot at WCTK/Providence.

News/Talk: John Ziegler joins KFI/Los Angeles for the 10pm-1am slot ... KVEC/San Luis Obispo, CA welcomes Dean Tiernan as News Director.

Revenue

Continued from Page 1

past four in red figures. Of the 11 months of 2003 reported to date, only four have shown growth for local sales.

Nationally, it was the first time in at least two years that dollars decreased month-to-month. The last time radio suffered such a severe month-to-month decrease was February 2002, which was down 5% from 2001. On a year-to-date basis, radio hasn't seen growth as modest as 1% since June 2002.

— Jeff Green

WPG8

Continued from Page 3

The top-rated morning duo is followed by Premiere Radio Networks' Glenn Beck (10am-noon), Jones Radio Networks' Neal Boortz (noon-3pm) and ABC Radio Networks' Sean Hannity (3-6pm). Local sports talker Ellis Cannon hosts early evenings (6-8pm), followed by Talk Radio Network's Michael Savage (8-11pm) and Premiere's *Coast to Coast* with George Noory (11pm-5am). *The Wall Street Journal This*

Morning business hour (5-6am) rounds out the new station's lineup.

"We're extremely proud to introduce the next generation of News/Talk in Pittsburgh," said Clear Channel/Pittsburgh Regional VP John Rohm. "There will finally be a News/Talk station that is focused on the issues of today, especially as we enter an election year. That, combined with a commitment to a first-class news operation, will make FM News Talk 104.7 quickly become the station adults turn to for news, information and talk."

KMXE

Continued from Page 3

put together a compelling Hispanic Talk lineup that is now syndicated and available to stations looking to generate ratings and sales. The His-

panic market is on fire, and we're setting the new standard in Spanish Talk radio. *Asi se habla!*"

KMXE VP/GM Zeke Chaidez said, "I am extremely proud to be part of the introduction of a format that will provide listeners in Los Angeles with informative and compelling content that is relevant to the overwhelmingly large Mexican population. Our goal is to superserve our advertisers by providing them with an opportunity to reach a quality consumer effectively and efficiently. As a Hispanic and as a radio professional, it is exciting to see Spanish-language radio evolve to the next level of growth."

WPYO

Continued from Page 3

no word as to whether the previous airstaff will return. However, morning host Gloria has exited. The station has been without a PD since Steve Bartel departed to become Asst. PD at KKDL/Dallas last year, and Cox is currently seeking applicants.

UPDATE

JRN Adds Classic Alternative Format; Young PD

Jones Radio Networks has debuted a 24/7 Classic Alternative format, showcasing alternative music from the '80s and early '90s. **Steve Young**, JRN/Seattle's Director/Rock & Pop Programming, will program the new format.

"Today's Alternative formats have become too hard rock-leaning for those early Alternative fans' tastes," Young said. "Our Classic Alternative format could be of particular interest to stations that have found this to be true, and also those that have found Modern AC to be a diminishing choice. We predict this format will be big. This is only the tip of the iceberg."

JRN/Seattle VP/GM Susan Stephens said, "Classic Alternative has been evolving in markets like San Diego, Seattle and Atlanta over the last few months. With our new music format, stations can now effectively target a large pool of listeners mostly unsatisfied with today's current Alternative offerings."

Shepard Opens Market-Research Firm In S.D.

Mike Shepard, who has spent the last 5 1/2 years as Sr. VP of Moyes Research Associates, has launched **Shepard Media Research Inc.**, a San Diego-based firm specializing in advanced perceptual and strategic market research for radio.

"This is a very exciting venture," Shepard said. "Obviously, working with Bill Moyes was a tremendous professional experience, one that I value greatly. But the time has come for me to move on. Shepard Media Research is a firm that is geared toward radio's unique challenges in 2004 and beyond. We have some new approaches and innovations that go beyond the status quo."

Before his stint with Moyes, Shepard spent 15 years as Asst. VP/Programming & Operations for Jefferson-Pilot's KBZT, KIFM & KSON/San Diego. In the early 1990s Shepard was also President of Directions in Radio Inc., a market-research firm that served such clients as Nationwide Communications, Paxson Radio and Jefferson-Pilot.

Shepard can be contacted at 619-644-0020 or at mike@shepardmedia.com.

Ratings

Continued from Page 1

take the No. 2 slot in Westchester's fall survey.

Meanwhile, the other big news out of the Big Apple concerned Infinity's recently relaunched WNEW. The station, which dropped its "102.7 Blink" Hot AC presentation in favor of all-holiday music in November and in late December became AC "Mix 102.7," is boasting its best performance since spring 1995: a 0.9-1.7 jump that puts WNEW in 22nd place overall. Hot

AC competitor WPLJ dipped 2.5-2.1.

In nearby Middlesex, WLTW takes the top spot from WKXW as WRKS surges 2.4-4.7 to finish at No. 3. Up in Westchester, WHUD and WFAF & WFAS finish in a tie for the top spot.

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- NICK CANNON Get Crunk Shorty
- RUBEN STUDDARD Sorry 2004
- YING YANG TWINS Salt Shaker
- YOUNGBLOODZ Lean Low

RAP

DJ Mecca

- DAVID BANNER Like A Pimp
- MEMPHIS BLEEK Round Here
- G UNIT Poppin' Them Thangs
- T.I. Rubberband Man
- TURK Amped Up

ALTERNATIVE

Adam Neiman

- ALL-AMERICAN REJECTS My Paper Heart
- COURTNEY LOVE Mono
- HOBBASTANK Out Of Control
- INCUBUS Me galomaniac
- STARSAILOR Silence Is Easy

TODAY'S COUNTRY

Liz Opoka

- GARY ALLAN Songs About Rain
- TRACY LAWRENCE Paint Me A Birmingham

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SIRIUS RADIO

Steve Blatter 212-584-5100

US-1

- Kid Kelly
- SWITCHFOOT Meant To Live
- BRITNEY SPEARS Toxic
- ALICIA KEYS You Don't Know My Name
- NICK CANNON Gigolo
- MAROON 5 This Love
- GOOD CHARLOTTE Hold On

Hot Jamz

- Geronimo
- YING YANG TWINS Salt Shaker
- USHER I/LUDACRIS & LIL JON Yeah
- ASHANTI Break Up 2 Make Up
- JUVENILE In My Life
- 2PAC I/EMINEM One Day At A Time
- CAM'RON Hey Lady
- JENNIFER LOPEZ I/R. KELLY Baby I Love You

Hip-Hop Nation

- Geronimo
- CAM'RON Hey Lady
- DJ KAY SLAY Who Gives A Fuck
- BONECRUSHER I/YING YANG TWINS Shake It
- LIL JON Throw It Up
- LIL FLIP Game Over
- 2PAC I/EMINEM One Day At A Time

The Beat

- Geronimo
- MYNT I/KIM SOZZI How Did You Know?
- JANET JACKSON Janet Mega Mix
- TINA ANN All I Need Is A Miracle
- MORJAC I/RAZ Conway Stars
- ABIGAIL Fallen
- CANDEE JAY If I Were You

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- KINKY Not Afraid
- BEAUTIFUL SOUTH Let Go With The Flow
- JOSS STONE Super Duper Love

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

CHR/POP

- Jack Patterson
- SMASH MOUTH Hang On
- BLINK-182 Feeling This

CHR/RHYTHMIC

- Mark Shands
- JENNIFER LOPEZ I/R. KELLY Baby I Love U
- AVANT Read Your Mind

URBAN

- Jack Patterson
- SLEEPY BROWN I Can't Wait
- NAPPY ROOTS Sick & Tired

ALTERNATIVE

- Dave Sloan
- COURTNEY LOVE Mono
- ORGY The Obvious
- STROKES Reptila
- PHANTOM PLANET Big Brat

ROCK

- Stephanie Mondello
- LOSTPROPHETS Last Train Home

ADULT ALTERNATIVE

- Stephanie Mondello
- STARSAILOR Silence Is Easy
- SEAL Love's Divine
- MAROON 5 This Love
- LIZ PHAIR Extraordinary
- EVANESCENCE My Immortal
- TEARS FOR FEARS Closest Thing To Heaven

ADULT CONTEMPORARY

Jason Shift

- MAROON 5 This Love
- JOHN MAYER Clarity
- LIZ PHAIR Extraordinary
- SEAL Love's Divine

INTERNATIONAL HITS

Mark Shands

- MICHAEL ANDREWS I/GARY JULES Mad World
- WILL YOUNG Leave Right Now
- SARAH CONNOR Music Is The Key
- OVERGROUND Schick Mir 'Nen Engel
- SHANE RICHIE I'm Your Man
- STAR ACADEMY 3 La Bamba
- GARETH GATES Say It Isn't So
- OIOO Life For Rent

DANCE

Randy Schlager

- AQUAPURA 17
- MAONNA Love Profusion (Ralph Rosario Remix)
- FRANCESCA GRAMM Time Waits For No One
- OA HOOL Hazy Crazy
- RIO KLEIN Fearless
- MURK Believe (Laidback Luke's Father ...)
- SARAH BRIGHTMAN Free (Nemo Remix)
- ATOMIC KITTEN Ladies Night (Kurtis Mantronik)

COUNTRY

Leanne Flask

- JEFF BATES The Love Song
- REBA MCENTIRE Somebody
- TIM MCGRAW Watch The Wind Blow
- BILLY CURRINGTON I Got A Feelin'

RAP/HIP-HOP

Mark Shands

- USHER I/LIL JON & LUOACRIS Yeah
- ICE CUBE No Vaseline

AOL Radio@Network

Ron Nenni 415-934-2790

Top Alternative

- Cameo
- INCUBUS Megalomaniac
- COURTNEY LOVE Mono

Top Country

- Lawrence Kay
- JEFF BATES I Wanna Make You Cry
- RASCAL FLATTS Mayberry

Top Jams

- Davey D
- MYA I/CHINGY Fallen
- USHER I/LUDACRIS & LIL JON Yeah
- JAY-Z Dirt Off My Shoulder

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ABC AC

Peter Stewart

- JOSH GROBAN You Raise Me Up
- SANTANA I/ALEX BAND Why Don't You & I
- MICHAEL MCDONALD Ain't No Mountain...

Hot AC

- Steve Nichols
- FIVE FOR FIGHTING 100 Years
- JASON MRAZ You And I Both

Doug Banks Morning Show

- Stan Boston
- MARY J. BLIGE Not Today



Ken Moultrie • 800-426-9082

Alternative

Steve Young/Kristopher Jones

- INCUBUS Megalomaniac
- COURTNEY LOVE Mono
- YELLOWCARO Ocean Avenue
- BRANO NEW Sic Transit Gloria ... Glory Fades
- FUEL Million Miles

Active Rock

Steve Young/Kristopher Jones

- INCUBUS Megalomaniac
- TANTRIC Hey Now
- LOSTPROPHETS Last Train Home

Heritage Rock

Steve Young/Kristopher Jones

- STAINO How About You

Hot AC

John Fowlkes

- MELISSA ETHERIDGE Breathe

CHR

Steve Young/Josh Hosler/John Fowlkes

- KELLY CLARKSON The Trouble With Love Is
- LIMP BIZKIT Behind Blue Eyes
- ALICIA KEYS You Don't Know My Name
- BRITNEY SPEARS Toxic

Rhythmic CHR

Steve Young/Josh Hosler/John Fowlkes

- B2K Badaboom
- USHER I/LUDACRIS & LIL JON Yeah
- CHINGY I/JASON WEAVER One Call Away
- BUBBA SPARXXX Back In The Mud
- J-KWON Tipsy
- RUBEN STUDDARD Sorry 2004
- BLACK EYED PEAS Hey Mama

Soft AC

Mike Bettelli/Teresa Cook

- SARAH McLACHLAN Fallen

Mainstream AC

Mike Bettelli/Teresa Cook

- FIVE FOR FIGHTING 100 Years

Delilah

Mike Bettelli
MICHAEL MCDONALD Ain't No Mountain High Enough

The Alan Kabel Show

Steve Young/John Fowlkes
EVANESCENCE My Immortal
MELISSA ETHERIDGE Breathe

Mainstream Country

Ray Randall/Hank Aaron
JOE NICHOLS Cool To Be A Fool
KEITH URBAN You'll Think Of Me
CLINT BLACK Spend My Time
DIERKS BENTLEY My Last Name
RASCAL FLATTS Mayberry

New Country

Hank Aaron
JOE NICHOLS Cool To Be A Fool
KEITH URBAN You'll Think Of Me
GARY ALLAN Songs About Rain
KELLIE COFFEE Texas Plates
DIERKS BENTLEY My Last Name

Lia

Ken Moultrie/Hank Aaron
BUDDY JEWELL Sweet Southern Comfort
CRAIG MORGAN Every Friday Afternoon
KEITH URBAN You'll Think Of Me
SARA EVANS Perfect
MARTINA McBRIDE In My Daughter's Eyes

24 HOUR FORMATS

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Adult Hit Radio

Jon Holiday
SIMPLE PLAN Perfect
JESSICA SIMPSON With You

U.S. Country

Penny Mitchell
REBA MCENTIRE Somebody
RASCAL FLATTS Mayberry
JEFF BATES I Wanna Make You Cry
DAVID LEE MURPHY Loco

WESTWOOD ONE

Charlie Cook • 661-294-9000

Mainstream Country

David Felker
KEITH URBAN You'll Think Of Me
JOE NICHOLS Cool To Be A Fool

Hot Country

Jim Hays
KEITH URBAN You'll Think Of Me

Young & Verna

David Felker
KEITH URBAN You'll Think Of Me

PATHEON RADIO NETWORKS

After Midnight

BLUE COUNTY Good Little Grls
DIERKS BENTLEY My Last Name
GARY ALLAN Songs About Rain
KEITH URBAN You'll Think Of Me
RASCAL FLATTS Mayberry



Alternative

Chris Reeves • 402-952-7600
WHITE STRIPES I Just Don't Know What To Do With Myself
BLINOSIDE All Of Us

MUSICSNIPPET.COM

Tony Lamptey • 866-552-9118

Hip Hop

YOUNG GUNZ No Better Love
KNOC-TURN'AL The Way I Am
MASTER P Them Jeans

R&B

GLENN LEWIS Back For More

866-MVTUNES

21,000 movie theaters

WEST

- ALICIA KEYS You Don't Know My Name
- HILARY DUFF Come Clean
- 3T Party Tonight
- JOSH KELLEY Amazing
- NATURAL What If

MIDWEST

- JEWEL Intuition
- ALICIA KEYS You Don't Know My Name
- HILARY DUFF Come Clean
- 3T Party Tonight
- EAGLES Take It Easy

SOUTHWEST

- ALICIA KEYS You Don't Know My Name
- HILARY DUFF Come Clean
- NATURAL What If
- JEWEL Intuition
- 3T Party Tonight

NORTHEAST

- ALICIA KEYS You Don't Know My Name
- JEWEL Intuition
- HILARY DUFF Come Clean
- JOSH KELLEY Amazing
- SARAH McLACHLAN Fallen

SOUTHEAST

- HILARY DUFF Come Clean
- ALICIA KEYS You Don't Know My Name
- JEWEL Intuition
- AL GREEN Can't Stop
- 3T Party Tonight



Artist/Title	Total Plays
CHEETAH GIRLS Cinderella	77
HILARY DUFF So Yesterday	74
D-TENT BOYS Dig It	72
LINDSAY LOHAN Ultimate	72
HAMPTON Hampsterdance 2	71
LIZZIE MCGUIRE What Dreams Are Made Of	71
STEVIE BROCK All For Love	71
HILARY DUFF Why Not	71
RAVEN Superstition	68
CLAY AIKEN invisible	39
JESSE MCCARTNEY Beautiful Soul	34
ATOMIC KITTEN Tide Is High (Get The Feeling)	32
AVRIL LAVIGNE Complicated	32
STACIE ORRICO (There's Gotta Be) More To Life	32
MICHELLE BRANCH Are You Happy Now?	32
RON STOPPABLE & RUFUS Naked Mole Rap	31
AVRIL LAVIGNE Sk8er Boi	31
JUMPS We Are Family	31
AARON CARTER I Want Candy	31
PINK Get The Party Started	31



Playlist for the week of Dec. 30-Jan. 5.

72 million households



20 ON 20 (XM20)

Kane

STAIN'D So Far Away
MURPHY LEE I/J. DUPRI Wat Da Hook Gon' Be
ALL-AMERICAN REJECTS My Paper Heart

BPM (XM81)

Blake Lawrence

DOUBLE DEE Shining
CHEMICAL BROTHERS The Golden Path
KELIS Milkshake

U-POP (XM29)

Ted Kelly

OUTKAST Hey Ya!
OUTKAST The Way You Move
BASEMENT JAXX & DIZZEE RASCAL Lucky Star
PINK God Is A DJ
ELBOW Fallen Angel
KEVIN LYTTLE Turn Me On

THE LOFT (XM50)

Mike Marrone

PATTY GRIFFIN Goodbye
PATTY GRIFFIN Rain
PATTY GRIFFIN Fly
PATTY GRIFFIN Long Ride Home
AUTUMN DEFENSE Silence
AUTUMN DEFENSE Some Kind Of Fool
AUTUMN DEFENSE The World (Will Soon Turn Our Way)
AUTUMN DEFENSE Written In The Snow

RAW (XM66)

Leo G

YING YANG TWINS... Salt Shaker

WATERCOLORS (XM71)

Trinity

PRAFUL Teardrop Butterfly
ALEX BUGNON Cascade
X COUNTRY (XM12)
Jessie Scott
BOTTLE ROCKETS Men & Women
BLAZERS Seventeen Jewels
GORDON LIGHTFOOT Sundown
RYAN ADAMS Love Is Hell
LUCKY TOMBLIN BAND Ain't No Piece Of Cake
KEROSENE BROTHERS Katy Daly
KRISTIE STREMEL Here Comes The Light

XM CAFÉ (XM45)

Bill Evans

PETER GABRIEL Burn You Up...
JOSS STONE The Soul Sessions

SQUIZZ (XM48)

Charlie Logan

A PERFECT CIRCLE Weak And Powerless
MARILYN MANSON This Is The New Shit
SMILE EMPTY SOUL Bottom Of A Bottle
TRAPT Still Frame
NICKELBACK Someday
STAIN'D So Far Away
AUDIO SLAVE Show Me How To Live
P.O.D. Will You
POWERMAN 5000 Action
DEFAULT Taking My Life Away
ILL NINO How Can I Live
SEETHER Gasoline
DOPE I Am
PUDDLE OF MUDD Away From Me
3 DOORS DOWN Here Without You
THREE DAYS GRACE Everything About You
FUEL Falls On Me
EVANESCENCE Going Under
LIMP BIZKIT Eat You Alive
STATIC-X The Only

This week's chart is frozen.

36 million households



Cindy Mahmoud,
VP/Music Programming
& Entertainment

VIDEO PLAYLIST

R. KELLY Step In The Name Of Love
LUDACRIS Stand Up
KANYE WEST Through The Wire
JAGGED EDGE Walk Outta Heaven
JAY-Z I/PHARRELL Change Clothes
OUTKAST The Way You Move
BEYONCÉ Me, Myself And I
2PAC I/MOTORIOUS B.I.G. Runnin' (Dying To Live)
AVANT Read Your Mind
G-UNIT Stunt 101
RAP CITY TOP 10
JAY-Z I/PHARRELL Change Clothes
LUDACRIS Splash Waterfalls
CASSIOY I/R. KELLY Hotel
YING YANG TWINS I/LIL JON... Salt Shaker
JUVENILE I/MANNIE FRESH In My Life
KANYE WEST Through The Wire
JAY-Z Encore
G-UNIT Stunt 101
TWISTA I/KANYE WEST & JAMIE FOXX Slo Jamz
OUTKAST The Way You Move

Video playlist for the week of Dec. 30-Jan. 5.



65.9 million households
Brian Philips, Sr. VP/GM
Chris Parr, VP/Music & Talent

ADDS

NO ADDS

TOP 20

	Plays	TW	LW
TOBY KEITH American Soldier	43	36	
MONTGOMERY GENTRY Hell Yeah	28	22	
BRAD PAISLEY Little Moments	26	26	
TRACE ADKINS Hot Mama	25	22	
SARA EVANS Perfect	24	24	
CHRIS CAGLE Chicks Dig It	23	20	
SHERYL CROW The First Cut Is The Deepest	22	22	
REBA McENTIRE I'm Gonna Take That Mountain	21	22	
BROOKS & DUNN You Can't Take ...	20	26	
KENNY CHESNEY There Goes My Life	20	26	
ALAN JACKSON Remember When	20	26	
SHANIA TWAIN She's Not Just A Pretty Face	20	25	
GARY ALLAN Songs About Rain	19	13	
KEITH URBAN Who Wouldn't Wanna Be Me	18	9	
A. JACKSON & J. BUFFETT It's Five O'Clock...	18	8	
TOBY KEITH I Love This Bar	16	10	
DIERKS BENTLEY What Was I Thinkin'	14	7	
RASCAL FLATS I Melt	13	7	
GARY ALLAN Tough Little Boys	12	7	
TOBY KEITH Beer For My Horses	12	3	

Airplay as monitored by Mediabase 24/7 between Dec. 29-Jan. 4



Jim Murphy, VP/Programming
19 million households

ADDS

NO ADDS

TOP 20

JOSH TURNER Long Black Train	
ALAN JACKSON Remember When	
KENNY CHESNEY There Goes My Life	
TOBY KEITH American Soldier	
BUDDY JEWELL Sweet Southern Comfort	
BRAD PAISLEY Little Moments	
SHANIA TWAIN She's Not Just A Pretty Face	
SARA EVANS Perfect	
BROOKS & DUNN You Can't Take The Honky Tonk ...	
DIERKS BENTLEY My Last Name	
JOE NICHOLS Cool To Be A Fool	
WYONONNA Heaven Help Me	
TRACE ADKINS Hot Mama	
RHONDA VINCENT If Heartaches Had Wings	
BRAIN MCCOMAS You're In My Head	
BLUE COUNTRY Good Little Girls	
J. TAYLOR & A. KRAUSS How's The World Treating You	
RUSHLOW I Can't Be Your Friend	
DIXIE CHICKS Sin Wagon	
RODNEY ATKINS Honesty (Write Me A List)	

Information current as of Jan. 9.



Pos.	Artist	Avg. Gross (in 000s)
1	BRUCE SPRINGSTEEN	\$4,127.8
2	AEROSMITH & KISS	\$1,283.1
3	DAVE MATTHEWS BAND	\$1,270.0
4	SHANIA TWAIN	\$1,076.0
5	OZZFEST 2003	\$931.0
6	DEAD	\$802.3
7	FLEETWOOD MAC	\$792.1
8	RADIOHEAD	\$713.6
9	CHER	\$703.7
10	J. TIMBERLAKE & C. AGUILERA	\$683.9
11	JOHN MAYER & COUNTING CROWS	\$658.6
12	LOLLAPALOOZA	\$590.0
13	TOBY KEITH	\$490.5
14	JAMES TAYLOR	\$460.2
15	ALABAMA	\$457.8

This week's chart and tour list are frozen.

BLACKBERRY SMOKE
CHIMAIRA
EVE 6
JOSH GROBAN
LACUNA COIL

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

TELEVISION

TOP TEN SHOWS

Total Audience (105.5 million households)

- 1 AFC/NFC Showcase
- 2 AFC/NFC Playoff Game Two (Cowboys vs. Panthers)
- 3 Sugar Bowl (Oklahoma vs. LSU)
- 4 AFC Wildcard Late Post (Broncos vs. Colts)
- 5 Rose Bowl — Post-Game
- 6 Sugar Bowl — Pre-Game
- 7 CSI Special
- 8 60 Minutes
- 9 Everybody Loves Raymond
- 10 CSI: Miami

Source: Nielsen Media Research

Dec. 29-Jan. 4

Teens 12-17

- 1 The Simpsons
- 2 Bernie Mac
- 3 Malcolm In The Middle
- 4 Sugar Bowl
- 5 Simple Life Special (9:30pm)
- 6 Simple Life Special (9pm)
- (tie) King of the Hill
- 8 Simple Life
- 9 Malcolm In The Middle (8:30pm)
- 10 Malcolm In The Middle (9:30pm)
- (tie) Malcolm In The Middle (9pm)
- (tie) AFC/NFC Playoff Game Two (Cowboys vs. Panthers)

COMING NEXT WEEK

Tube Tops

The syndicated *An Evening of Stars 25th Anniversary Celebration: A Tribute to Lou Rawls* features appearances by Yolanda Adams, Ashanti, Babyface, Beyoncé, Shirley Caesar, Jaheim, Quincy Jones, Chaka Khan, Patti LaBelle, Gerald Levert, Donnie McClurkin, Mo'Nique, Musiq, The O'Jays, Stevie Wonder and Marilyn McCoo & Billy Davis Jr., among others (begins airing Friday, 1/9; check local listings for time and channel).

Friday, 1/9

• Adema, *The Sharon Osbourne Show* (check local listings for time and channel).

• Britney Spears, *The Tonight Show With Jay Leno* (NBC, check local listings for time).

• Howie Day, *Late Night With Conan O'Brien* (NBC, check local listings for time).

• The Fire Theft, *Late Late Show With Craig Kilborn* (CBS, check local listings for time).

• Kelis and *Hurry-Up Offense*, *Last Call With Carson Daly* (NBC, check local listings for time).

Saturday, 1/10

• Black Eyed Peas, *Saturday Night Live* (NBC, 11:30pm).

Sunday, 1/11

• Wynonna appears when the Food Network presents *Naomi Judd's Family Table* (9pm ET/PT).

• Vanilla Ice participates in the latest installment of *The Surreal Life* (WB, 9pm ET/PT).

Monday, 1/12

• Brooks & Dunn guest-star on NBC's *Las Vegas* (9pm ET/PT).

• LeAnn Rimes, *Jay Leno*.

• Enrique Iglesias begins a week as guest co-host on *Jimmy Kimmel Live* (ABC, check local listings for time).

• Ying Yang Twins w/Lil Jon, *Craig Kilborn*.

Tuesday, 1/13

• Jewel, *Sharon Osbourne*.

• Dave Matthews, *Jay Leno*.

• The Shins, *Late Show With David Letterman* (CBS, check local listings for time).

• Youngbloodz, *Jimmy Kimmel*.

• Mandy Moore, *Craig Kilborn*.

Wednesday, 1/14

• LeAnn Rimes, *The Ellen DeGeneres Show* (check local listings for time and channel).

• Joe Cocker, *Jay Leno*.

— Julie Gidlow

FILMS

BOX OFFICE TOTALS

Jan. 2-4

Title	Distributor	\$ Weekend	\$ To Date
1	<i>Lord Of The Rings: Return ...</i> (New Line)	\$28.18	\$290.41
2	<i>Cheaper By The Dozen</i> (Fox)	\$21.64	\$85.62
3	<i>Something's Gotta Give</i> (Sony)	\$11.70	\$81.21
4	<i>Cold Mountain</i> (Miramax)	\$11.57	\$43.73
5	<i>Paycheck</i> (Paramount)	\$9.83	\$38.64
6	<i>Peter Pan</i> (Universal)	\$8.81	\$34.17
7	<i>Mona Lisa Smile</i> (Sony)	\$8.30	\$50.00
8	<i>The Last Samurai</i> (WB)	\$7.37	\$90.01
9	<i>Calendar Girls</i> (Buena Vista)	\$4.43	\$6.95
10	<i>Bad Santa</i> (Miramax)	\$2.93	\$56.90

All figures in millions. Source: ACNielsen EDI

COMING ATTRACTIONS: This week's openers include *My Baby's Daddy*, starring recording act Method Man. The film's Bungalo Records soundtrack contains "Get Ready" by Malik Yusef, Carl Thomas, Twista & Kanye West; "Ready to Ball" by Bleu Davinci, Fabolous & Black Chill; Snoop Dogg's "Watch Your Girl"; En

Vogue's "Ez-A-Lee"; and *The Outlawz's* "My Baby's Mamma." Also performing on the ST are Black Wallstreet, Game, Ideal, Young Dre, Fats, Truth Hurts, Lil Wayne, Antonique, Lena, Akil, Dr. Stank and Butch Cassidy.

Recording artist Mandy Moore stars in *Chasing Liberty*, which also opens this week.

— Julie Gidlow

David Cohn
General Manager

2

KANYE WEST Through The Wire	36
KELIS Milkshake	36
DARKNESS I Believe In A Thing Called Love	29
SEAN PAUL I'm Still In Love With You	28
JAY-Z I/PHARRELL Change Clothes	28
OUTKAST The Way You Move	27
JET Are You Gonna Be My Girl	27
OUTKAST Hey Ya!	27
ATMOSPHERE Trying To Find A Balance	22
MARY J. BLIGE I/EVE Not Today	22
ALICIA KEYS You Don't Know My Name	21
LUDACRIS Stand Up	21
STORY OF THE YEAR Until The Day I Die	21
MISSY ELLIOTT Pass That Dutch	19
RYAN ADAMS So Alive	19
NO DOUBT It's My Life	18
G-UNIT Stunt 101	17
2PAC I/MOTORIOUS B.I.G. Runnin' (Dying To Live)	15
OFFSPRING Hit That	15
MURPHY LEE I/J. DUPRI Wat Da Hook Gon' Be	14

Video playlist for the week of Dec. 30-Jan. 5.

75 million households



Paul Marszalek
VP/Music Programming

ADDS

NO ADDS	Plays
NO DOUBT It's My Life	36
SHERYL CROW The First Cut Is The Deepest	33
NICKELBACK Someday	33
OUTKAST Hey Ya!	33
3 DOORS DOWN Here Without You	32
MAROON 5 This Love	32
BEYONCÉ Me, Myself And I	30
JET Are You Gonna Be My Girl	30
KID ROCK Feel Like Makin' Love	27
ALICIA KEYS You Don't Know My Name	26
EVANESCENCE My Immortal	23
FUEL Falls On Me	22
JACK JOHNSON Taylor	22
OUTKAST The Way You Move	21
DIDD White Flag	19
MATCHBOX TWENTY Bright Lights	19
SARAH McLACHLAN Fallen	19
TRAIN When I Look To The Sky	18
CHRISTINA AGUILERA The Voice Within	17
GOOD CHARLOTTE Hold On	17
COUNTING CROWS She Don't Want Nobody Near	13
STAIN'D So Far Away	13
JAY-Z I/PHARRELL Change Clothes	11
JASON MRAZ You And I Both	11
JESSICA SIMPSON With You	11
CLAY AIKEN Invisible	10
HOWIE DAY Perfect Time Of Day	10
DAVE MATTHEWS Save Me	10
BRITNEY SPEARS I/MADONNA Me Against...	10
KELLY CLARKSON The Trouble With Love Is	9
NELLY FURTAOD Powerless (Say What You Want)	4
PUDDLE OF MUDD Away From Me	4
JOSH GROBAN You Raise Me Up	3
KELIS Milkshake	3
SEAL Waiting For You	3
TRUMAN GIRL With A Pearl	3
MARY J. BLIGE I/EVE Not Today	2
R. KELLY Step In The Name Of Love	2
MUSIQ Fortnight	2
RED HOT CHILI PEPPERS Fortune Faded	2

Video playlist for the week of Dec. 29-Jan. 5.



AL PETERSON

apeterson@radioandrecords.com

WTMJ Means Milwaukee

Journal's N/T flagship rules in Brewtown

The year was 1927. Calvin Coolidge was in the White House, Charles Lindbergh made the first solo transatlantic airplane flight, and the world was thrilled by the first "talkie" when *The Jazz Singer* premiered in movie theaters across America.

In July of that year the *Milwaukee Journal* signed on a new radio station at 620 AM, primarily as a way to help the company sell newspapers. Today Journal Broadcast Group's 50kw News/Talk/Sports flagship is Milwaukee's most listened-to radio station and also one of the format's most consistent winners nationwide.

With all indications in the first two phases of the fall 2003 Arbitron pointing to another probable first-place finish for WTMJ, VP/Operations Rick Belcher says he attributes the station's success to its remaining connected to the community. "From yesterday's music and comedy shows to today's breaking news coverage, provocative talk shows and exciting sports broadcasts, we have striven to remain connected to the community in important ways," he says.

Over the holidays Belcher and I

chatted about some of the other things he believes are behind the ongoing success and popularity of the station with Milwaukee listeners and how he's come to learn that there's a whole lot more than bratwurst and beer when it comes to WTMJ's long-time hometown.



Rick Belcher

R&R: Are you someone who got into the radio business by accident, or were you one of those kids with a transistor radio hidden under his pillow?

RB: As far back as I can remember, I was fascinated by the radio business. Today I get to work in a field that I really love, and the fascination I had for it as a kid really hasn't changed that much at all. Unlike a lot of people, I can honestly say that in elementary school I knew what I wanted to do. As soon as I graduated from high school I got a part-time job with any station that

would have me. I started down a path that I have enjoyed and continue to enjoy every day.

R&R: Can you trace the career path that brought you to WTMJ?

RB: Like a lot of us in radio, I've worked in several markets, but there are two that I believe were really formative experiences that put me on the path, so to speak, that brought me here. In the 1980s it was my time at News/Talk WSGW and then-CHR WIOG in Saginaw, MI. Being at those stations were remarkable experiences that I really cherish.

During that period WSGW went from being a full-service station that still played music to a modern News/Talk station, and WIOG was CHR during a period when the format was really hot. I think in 1987 WIOG had a 33.8 share and WSGW had a 14.2 12+. We were No. 1 and No. 2 with about half the listeners in the market between both stations. It was a very cool experience, and I told the staff there at the time that we'd all remember it as a golden moment in our careers because we would likely never again experience anything quite like it.

The next important stage in my growth was my time as OM and PD at WHAS/Louisville. As I had in Sag-

inaw, I worked with a tremendous number of top-of-the-line talented people in a wonderful city. It was a wonderful learning experience for me. One year — I think it was 1996 — we had two books with a 16 share and one with a 14.4, and we also won the Marconi. It was a good year.

R&R: What was the reason for making the move from one great heritage radio station to another?

RB: I felt it was going to be a good career move for me because WTMJ had a lot going for it then, just as it does today. In addition to being the

"It will still always be about what the product is and how good the product is, no matter what we use to convey it to the public."

TRS 2004 Features Exclusive Arbitron Presentation

Perhaps no other format in radio is more car-friendly than News/Talk. For that reason, you won't want to miss "News/Talk: Fighting for the Front Seat" at the upcoming R&R Talk Radio Seminar in Washington, DC. Presented by Arbitron and Edison Media Research, this exclusive session will offer a never-before-available detailed look at the format's in-car media audience.



TRS 2004 takes place Feb. 26-28 at the Renaissance Washington, DC Hotel. To register, see the complete TRS agenda and get hotel-reservation info, log on to www.radioandrecords.com and click on "Conventions/Seminars" at the top of our homepage. Register now and save over \$100 while early-bird registration rates remain in effect.

station in the market with a firm handle on News/Talk, WTMJ is also the flagship for the Green Bay Packers and the Milwaukee Brewers, Badgers and Bucks. That is an opportunity that very few stations ever get, and I saw managing that portion of our programming as both a challenge and a tremendous opportunity. Add to that what I knew about where the station had been, what was already in place and the opportunities for moving it forward, and the whole package interested me a lot.

R&R: What did you know about Milwaukee?

RB: Not very much; I had never been here before. I guess I figured it would be like a lot of other northern industrial cities, and I probably had the images in mind that many people have of the city — beer, bratwurst, the Packers and *Laverne and Shirley*.

I came here and found Milwaukee to be so much more than that. All you have to do is take a drive along Lincoln Memorial Highway or up Lake Drive and see all that is going on in this community, and you'll get a very different view of it. I think it's a city

Continued on Page 18

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



NEWS RADIO

For information: 212-735-1700

IT MATTERS WHERE YOU GET YOUR NEWS

WTMJ Means Milwaukee

Continued from Page 17

that is really an undiscovered jewel in many different ways.

R&R: *What were some observations you made about the station when you arrived there five years ago?*

RB: The good news was that there were some very strong shows already in place on the station. I felt I could help them identify existing opportunities or, in some cases, create opportunities that would help those shows grow. When you come into a station that is already strong and has a lot of heritage, it's not a matter of making a lot of changes; it's really more about looking at what you have, trying to understand as much as you can about the audience and the connection between them and the station and then helping that to grow. We've certainly seen growth in our 25-54s, and WTMJ has been No. 1 for the past 27 or 28 books.

R&R: *Has it been by choice or chance that your career path has taken you to several great heritage AMs?*

RB: By choice, mostly because it is a challenge I personally enjoy. WSGW, WHAS and WTMJ are all great radio stations that have been around for a long time. Stations like those aren't as simple as a startup, where you begin with a clean slate. There are already so many great things in place, so you look for opportunities to build on what is already successful.

R&R: *What is it about the connection between Milwaukeeans and the station that has made WTMJ such a consistent winner?*

RB: *Connection* is absolutely the right word to use. WTMJ's connection is all about the bond between our listeners and a lot of outstanding people on the air. Listeners will come back often to a station like this, and if you give them reasons to listen longer, they usually will. That's what builds the kind of ratings success the station has seen.

Being of service is also hugely important, and by that I mean offering more than just the necessary utility elements like traffic and weather. It really means connecting with listeners about their concerns, hopes and aspirations. A great radio station is more than just a delivery system for facts and opinions; it's about establishing a link with listeners that is emotional as well as intellectual.

R&R: *How important is WTMJ's commitment to local news as a component of the station's success?*

RB: The news department is crucial to our operation. It's headed by Dan Shelley, who is also Asst. PD. Our recent Edward R. Murrow Award says a good deal about the success of our news product. Local news and information is something that listeners expect from us. It gives

“A great radio station is more than just a delivery system for facts and opinions; it's about establishing a link with listeners that is emotional as well as intellectual.”

them a reason to come back to us, and they come back because they've learned that we offer a dependable and credible news product.

We have a big radio news department, and we also have an opportunity for synergy with our co-owned television station. We're in the same building, so we are able to share valuable news and information resources.

We devote a lot of time around here to thinking about ways to deliver news content that is above and beyond other media in the city.

R&R: *How would you define the mission of WTMJ as it marks its 77th year of broadcasting in 2004?*

RB: When it comes to news, WTMJ is about covering Milwaukee and the world — that's a fairly simple statement. Our talk shows discuss and debate the issues and stand up for what's right. We also offer the market's leading sports franchises and give you play by play and coverage of those teams on our talk shows.

R&R: *As someone who has seen and met some of the format's past challenges, what do you see as some challenges we'll face in the future?*

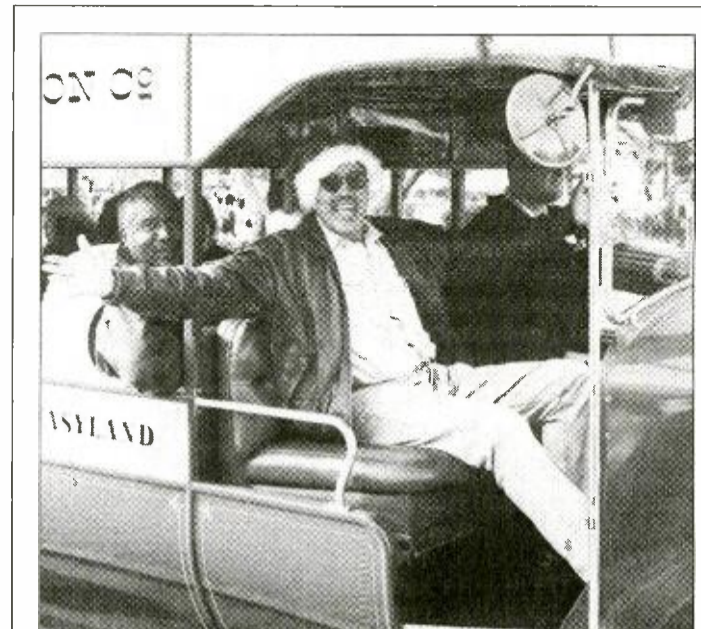
RB: The challenge will continue to be understanding the audience and how you can be of service to them — offering them information, perspective and insight that help them understand current events and how the news of the day affects them. In our case, we believe that our opportunity is to do that on a very local level. That's an opportunity for stations everywhere.

R&R: *Are you concerned about the format's farm system these days?*

RB: There are some great local hosts all across the country, and there are some good syndicated shows out there as well. I'm not overly concerned that we're in any danger of not finding good people. As in most fields, while there's never an overabundance of them at any given time, there are always excellent people out there, but I don't think they necessarily will need to come to us from a radio background.

R&R: *Any particular career achievements to date of which you are particularly proud?*

RB: I'm really proud of some of the air talents I've worked with. I think they are the real stars, both here at WTMJ and at other stations where I've worked. The highlight reel



SANTA'S NEW SLEIGH KABC/Los Angeles afternoon host Larry Elder cruises Main Street, U.S.A. during last month's Radio Day at Disneyland, where fans had the opportunity to meet their favorite Southern California radio hosts in person at Disneyland Park in Anaheim, CA.

would certainly also include winning two Marconis here at WTMJ and one when I was in Louisville. And I always feel good about getting a good Arbitron. In our business, you have a constant rolling report card that comes to you every 30 days. When that's good, I feel good.

R&R: *Anything you'd like another crack at?*

RB: I wish I had learned more earlier in my career. You have to learn, and you have to keep on learning. Looking back, there were times when I thought I knew more than I did. Since I've opened up my mind, sought people out and been able to listen and learn, I've realized that I wish I had done that earlier in my career.

R&R: *In an industry where many still bemoan the loss of the good old days, you seem to be a guy who is still pretty bullish on radio's future. Am I right?*

RB: It is a wonderful industry to work in. Even if some future technology were to come along that changes the face of radio dramatically, pro-

gramming — the software for any technology — will still be needed. Those of us who have been part of the whole experience of working in radio will no doubt find ways of applying that experience to whatever new delivery system might come along. It will still always be about what the product is and how good the product is, no matter what we use to convey it to the public.

R&R: *Any sage advice for those who might be considering a career in radio today?*

RB: I say, "Welcome aboard, the industry needs you." If you are someone who is interested in life, and if you have a natural curiosity, a passion for people and a fascination with the medium, you should really look into what radio is all about.

I still believe that those who do best in radio are those who understand that it is not just a job. It's really a way of life where your desire turns into dedication and a passion for what we all do in this business.

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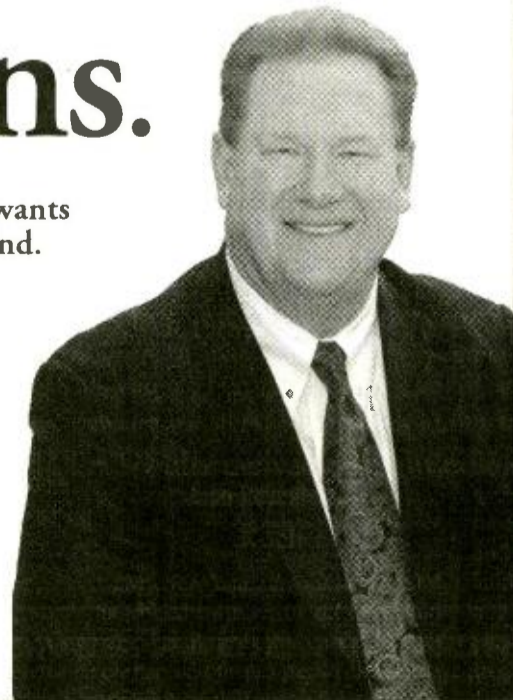
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A Perry Capital Corporation

Univision

Continued from Page 1

Clear Channel became a minority owner of Univision in September 2003, when Univision completed its \$3.2 billion purchase of Hispanic Broadcasting Corp. At the time Clear Channel owned 26% of HBC shares. Following the merger Clear Channel obtained a 3.66% voting-stock interest in Univision.

Although the FCC said when it approved the Univision-HBC merger that the transaction "will ameliorate, not exacerbate, any competitive problems that may currently exist," many observers expected Clear Channel to sell its Univision shares.

Upon hearing of Univision's decision to acquire Clear Channel's shares of UVN stock, attorney Arthur Belendiuk, who represents the National Hispanic Policy Institute, told R&R that the NHPI has no objection to Univision's buying Clear Channel's stake. The institute unsuccessfully fought to block the

Univision-HBC merger because of, among other things, CC's involvement in the deal.

"The purchase would eliminate one area of concern — namely the role Clear Channel will play in Univision/HBC," Belendiuk said. Univision rival Spanish Broadcasting System was also an outspoken critic of the Univision-HBC merger, and SBS still has a pending court appeal seeking a reversal of the deal. Univision has submitted an opposition to that appeal. SBS declined to comment on Tuesday's Univision announcement.

Analysts seemed upbeat about Univision's buyout offer. Credit Suisse First Boston's Paul Sweeney said the deal opens the door to a potential buyback of UVN shares. "We think a share repurchase is the likely next best alternative and would take precedence to any tinkering with the recently announced dividend," he said.

"Assuming the proceeds are used to pay down debt, we estimate leverage will drop to 2.6-times 2004

EBITDA, or below the company's stated three-times-cash-flow target. Thus, we reiterate our view that a share repurchase could come as early as this quarter." Sweeney reiterated his "outperform" rating on Univision while raising his target price from \$38 to \$43.

The pact between Univision and Clear Channel erases a potential "overhang" situation for Clear Channel. As Merrill Lynch's Jessica Reif Cohen explained, Clear Channel's acquisition of Univision stock was subject to SEC rules that prohibit the sale of securities valued at more than 1% of the average weekly trading volume during the four-week period preceding the sale date. Since Univision's average weekly trading volume is approximately 7 million shares, without this deal, Clear Channel would have been required to make three transactions over a nine-month period to completely sell off its interest in Univision.

Additional reporting by Joe Howard.

Mays

Continued from Page 1

three to five years, he believes radio's unique ability to reach large groups of consumers will continue to serve it well in the face of threats from satellite radio and portable digital-music players.

As for predictions that the radio industry is poised for another round of consolidation, Mays said it's hard to determine if more will occur. He believes Clear Channel hasn't yet had enough time to discover all of the advantages of clustering stations.

"We're just at the tip of the iceberg," he said about understanding the full impact of consolidation in radio, noting that Clear Channel has some ground to cover before all of the company's stations are operating to their fullest potential.

Indeed, he said that Clear Channel is focused less on making new acquisitions and more on operating

the approximately 1,200 stations it now owns. "We've spent the last couple of years putting the systems in place and the foundations in place that will allow us to start to take advantage of all the assets we have," he said. "In terms of truly creating a benefit from consolidation — and I can only speak for Clear Channel — I feel that we're just at the very, very beginning."

Mays also repeated his company's stance that it will stick with the radio, outdoor and entertainment businesses and resist the temptation to branch out. "We believe our three businesses are the best in media," he said, "and we don't see a need to go in any other direction."

Analyst Bullish On Radio Stocks

Goldman Sachs analyst Richard Rosenstein also likes the path Clear Channel is following, and he lists the company's stock — along with Citadel and Westwood One — as offer-

ing the greatest potential for investors in 2004. Indeed, Rosenstein is high on radio stocks overall going into the new year and believes there has been a "levered play on a 2004 advertising recovery, the beginnings of which should be evident in Q1."

While incremental data points to limited bookings thus far, Rosenstein said in a recent report that early trends into January and February are encouraging. "Although the shares of many radio stocks have risen 6%-15% [between Thanksgiving and early December], the group is still trading toward the low end of what we believe is a reasonable trading range for the shares," he said.

"Radiostocks had underperformed other media amid structural concerns due to their lagging recovery following the war. However, we continue to believe such concerns will abate rapidly as evidence of improvement takes hold."

Federman

Continued from Page 1

Hollander said, "Jeff is a tremendous asset with an impressive track record in Los Angeles. He knows what it takes to successfully build a local radio station through sales, promotion and programming, and I'm confident that, under Jeff's leadership, Arrow will produce continued improvement and growth in the market. I thank Trip for his numerous contributions to KCBS-FM, and I look to him to build upon KROQ's dominance and stature in the industry."

Federman becomes the first person to handle Arrow's VP/GM duties exclusively since July 2001, when Dave Van Dyke resigned from the position.

Federman had been with Emmis/

L.A. since 1999 and from 1996-99 served as Sales Manager for cross-town KBIG & KLAC. He has also been Director/Sales & Marketing for KROQ, NSM for KFMB-AM & FM/San Diego and NSM and Marketing & Promotion Director for the former KKLQ-AM & FM/San Diego, where he began his career in 1988.

— Adam Jacobson

McShay

Continued from Page 3

WDRM. His programming background includes stints at KOEL/Waterloo, IA; KHKI/Des Moines; and WKDF/Nashville.

McShay told R&R, "I have a lot of respect for the folks at Entercom and look forward to getting to Kansas City."

Laudani

Continued from Page 3

Saga hired Laudani away in 2000 from Classic Rock WSAK & WSHK/Portsmouth, NH, where he served a brief stint as PD. Previously, he spent 14 years with Rock WHEB/Portsmouth, where he was MD until 1999.

"I have watched and kept track of WHJY over the years, so I know what the station means to the state," said Laudani. "I'm aware of the overall sound and its heritage, and I'm especially looking forward to working with the talent. It's been an amazing journey here in Springfield, and leaving the relationships and people behind is definitely hard. I wouldn't leave for just any other situation. 'HJY is certainly a great opportunity that I could not pass up."

Marriage Happens In Vegas, Stays In Vegas

What Jive Records describes as "taking a joke too far," but what **ST** describes as a gift from the heavens, **Britney Spears** got hitched and unhitched in just 55 hours. Spears and 22-year-old childhood friend/future Trivial Pursuit answer **Jason Allen Alexander** decided to get married early last Saturday morning at the Little White Wedding Chapel in Las Vegas. The blushing bride, wearing ripped jeans, a baseball hat and a garter around her leg, was escorted down the aisle by her limo driver. The now ex-Mr. Britney Spears, Alexander, later told *Access Hollywood*, "It was just crazy, man. We were just looking at each other and said, 'Let's do something wild, crazy. Let's go get married just for the hell of it.'"



Oh, yeah, she's not that innocent.

Unfortunately for Alexander, the marriage ended before the honeymoon had a chance to begin, when a judge signed off on an annulment. "Plaintiff Spears lacked understanding of her actions to the extent that she was incapable of agreeing to the marriage," said the petition.

Easier To Couple A Couple Than To Uncouple

Approximately eight minutes after the Britney wedding/annulment circus erupted, radio swung into action, just as it always does when a slam-dunk promotion falls into its lap. "Thank you, Britney, for the great New Year's gift!" said **Paul Miraldi**, Marketing Director of WHTZ (Z100)/New York. "As soon as this story hit, I knew this was going to be a great year," he told **ST**. At first, Z100 was going to send some impulsive young couple to Vegas to get hitched and annulled, just like Britney! "After doing some research, though, we found out that while it's easy to get married in Vegas, it's much more difficult to get it annulled," Miraldi said. Instead, Z100 will send the duo to Sin City armed with enough cash to cover the license, the wedding and the subsequent annulment, if they so choose, "or they can just blow it at the blackjack tables," Miraldi said. The trip is scheduled for the weekend of March 6 — when Britney returns to play a Vegas concert ... and possibly marry another innocent passerby.

Big Apple Big Shot



Drunk with power.

For reasons still unclear, WKTU/New York PD Jeff Z got it in his head to award day-glo Asst. PD stripes to *Baltazar & Goumba Johnny in the Morning* Executive Producer **Mike Opelka**. "This just serves as proof that Clear Channel needs to dramatically expand its random drug testing," Opelka told **ST**. "Mark ... I mean, Mike is one of the most intelligent people I've ever met, and his amazing talent is a great addition to our team," added Jeff Z, who, when pressed, admitted he borrowed that quote from George Bush, who was talking about VP Dick Cheney. "Yes, but I figured what's appropriate for one Dick is good enough for another," Mr. Z said.

As you read this, it's the end of the road for many of our friends at the **DreamWorks** offices in Beverly Hills. The doors are closing on Friday as the label's sale to Interscope becomes final. Please keep a good thought for those adversely affected during this challenging time.

Big-Time Jock Moves

Rich Kaminski has been named the new midday guy at WPLJ/New York. "Rich spent the past two years handling afternoons at WPTP (The Point)/Philadelphia," ABC VP/FM Programming Tom Cuddy told **ST**. "Scott [Shannon] and I are thrilled to welcome him back home to 'PLJ.'" Kaminski did weekends and fill-in at WPLJ from 1996-2001 and also did afternoons for six months before Race Taylor joined the station. He replaces Kim Ashley, who exits after five years.

Meanwhile, WXKS-FM (Kiss 108)/Boston PD Cadillac Jack moves night guy **Artie The One Man Party** into the

R&R Timeline

1 YEAR AGO

- **Max Tolkoff** named R&R Alternative Editor.
- Big City Radio sells eight stations to Nas-sau Broadcasting, Spanish Broadcasting and Hispanic Broadcasting.
- **Tom Maffei** joins MCA Records as VP/Crossover Promotion.



Tom Maffei

5 YEARS AGO

- **Dave Richards** tapped as PD of WKQX/Chicago.
- **Gerry DeFrancesco** appointed VP/GM of WIOQ/Philadelphia.
- **Rita Wilde** named PD of KLOS/Los Angeles.
- **Dave Dillon** named VP/Radio Programming for Journal Broadcast Group.



Rita Wilde

10 YEARS AGO

- **Corrine Baldassano** returns to Unistar Radio Network as VP/Programming.
- Sony Music Entertainment shuffles top execs: **Don Ienner** elevated to Chairman/Columbia Records Group; **Dave Glew** becomes Chairman/Epic Records; **Mel Ilberman** promoted to Chairman/Sony Music International; **Michele Anthony** named Executive VP/Sony Music Entertainment.
- **Danny Goldberg** boosted to President of Atlantic Records.



Danny Goldberg

15 YEARS AGO

- Satellite Music Network acquired by Capital Cities/ABC.
- **Ron Urban** promoted to Sr. VP/GM of EMI.
- **Dean Thacker** promoted to President/Radio Division of Malrite Communications.

20 YEARS AGO

- **Tony Gray** becomes PD of WDRQ/Detroit.
- **Dave Popovich** appointed PD of WMJI/Cleveland.
- WROR/Boston names **Lorna Ozmon** PD.
- **Larry Daniels** upped to General Program Manager of KNIX-AM & FM/Phoenix.

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afternoon shift vacated late last year by market legend Dale Dorman, now doing mornings at crosstown WODS. Late-night jock **Romeo** moves up to nights.

The Programming Dept.

- **KMEL/San Francisco** Asst. MD/night jock **Big Von Johnson** earns his full-fledged MD stripes. **Jazzy Jim Archer** retains his Asst. PD role at both KMEL and sister KYLD and remains MD of KYLD.

- **PD Tommy Frank** exits Infinity Hot AC WKRQ/Cincinnati. He can be reached at 513-518-2787 or tommywkrq@aol.com.

- **KVUU/Colorado Springs** OM Don Schaeffer pins permanent PD stripes on Asst. PD/MD/afternoon driver **AJ Carlisle**, who has been acting PD since Kevin Callahan left last March.

- **WIBB/Macon, GA** PD **Chris Williams** is upped to Director/Urban Programming. Williams now adds programming duties for sister Urban AC **WRBV** (replacing Lisa Charles, who exits) and Gospel **WLCG-AM**.

- **Alan Furst**, OM of Clear Channel CHR/Pop **KXXM** and Country **KAJA/San Antonio**, exits as his position is eliminated. Find him at 210-316-8651 or agfurst@aol.com.

- **KSFI/Salt Lake City** Asst. PD/MD **Lance Ballance** has left the building. Midday personality **Bob Nelson** adds Asst. PD stripes, and PD **Dain Craig** will handle music duties until a replacement for Ballance is named.

Quick Hits

- Veteran broadcaster **Bob Dearborn** exits mornings at **CHWO/Toronto** due to budget constraints. Dearborn is best known for his 16 years on the air in Chicago, most notably his six-year stint at **WCFL**.

- **Greater Media Hot AC WMWX/Philadelphia** shuffles the deck: **Joe Mama** segues from afternoons to mornings, replacing market vet Glenn Kalina, who exited Dec. 24 when his contract expired. **Charlie Maxx** moves from nights to middays, and **Brian Murphy** moves from middays to afternoons. Nights remain open, while overnights are being handled by the fabulous "Jose Segue."

- **WRVW (The River)/Nashville** MD/night jock **Jet Black** is reportedly headed to sister **KSLZ (Z107.7)/St. Louis** for nights.

- Noted *Sopranos* whack-ee, actor **Vincent Pastore**,



Who you callin' a Big Pastore?

a.k.a. "Big Pussy," makes the logical leap to radio. TV Guide Online reports that Pastore is now hosting a weekly show on **WVOX/Westchester, NY**. Pastore reportedly took the job for free — an offer the station couldn't refuse.

- Another *Sopranos* alum, actor-musician **Little Steven Van Zandt** ("Silvio Dante"), just inked a deal with Sirius Satellite Radio as Creative Advisor. Van Zandt's first project will be to adapt his successful *Underground Garage* into a full-time Sirius stream, set to debut later this year.

Baby Poop

Congrats to **KUCD/Honolulu** PD **Jamie Hyatt** and his wife, **Rae Ann**, on the birth of their first child, a son, on Dec. 19, 2003. "His first name is **Nai'alele O Ke Kai**, which means 'leaping dolphin of the ocean' in Hawaiian," says Hyatt. To us, he'll always be known simply as "Norm," and he weighed in at 6 lbs., 12 oz. and measured 18 inches long.

Talk Topics

- After four-plus years doing middays at Infinity FM Talker **KLSX/Los Angeles**, veteran L.A. TV entertainment reporter **Sam Rubin** steps down. In a message on his website at www.samtv.tv, Rubin calls the move "temporary," citing his increasingly demanding TV schedule. **LARadio.com** reports that Rubin will be replaced by an extended version of *The Frosty, Heidi & Frank Show*, which will now begin when *The Howard Stern Show* ends each morning.

- **WOAI/San Antonio** afternoon drivers **Chris Duel** and **Chuck Booms** exit Clear Channel's hometown **News/Talk** flagship. Booms is relocating to Cleveland for personal reasons, while Duel will remain with the station as a weekend host.

- After six years and three albums, Epic's **B2K** have broken up. The split was precipitated when three out of the four members reportedly left their current management company, T.U.G. Entertainment, and signed with CMX. Only **B2K** lead singer **Omarion** did not sign with CMX. According to Epic, Omarion will release a solo debut CD in March.

"I'm very, very sad," T.U.G. CEO and **B2K** manager **Chris Stokes** said in a statement on his company's website. "I did

ST Shot O' The Week

For every baby boomer boy who grew up in the '70s and '80s, reading *Mad Magazine* was a rite of passage. As much fun as it was to read "Spy vs. Spy," admire the artwork of the legendary **Mort Drucker** and do the ridiculous back-cover "fold-in" each month, you would never dare to dream that you might actually appear *inside* the pages of *Mad* one day. That dream has now become reality for Island **Def Jam's** own perennially starving **Dave Bouchard**, who has been immortalized in the February 2004 issue in a *School of Rock* parody aptly titled "Fools of Rock."

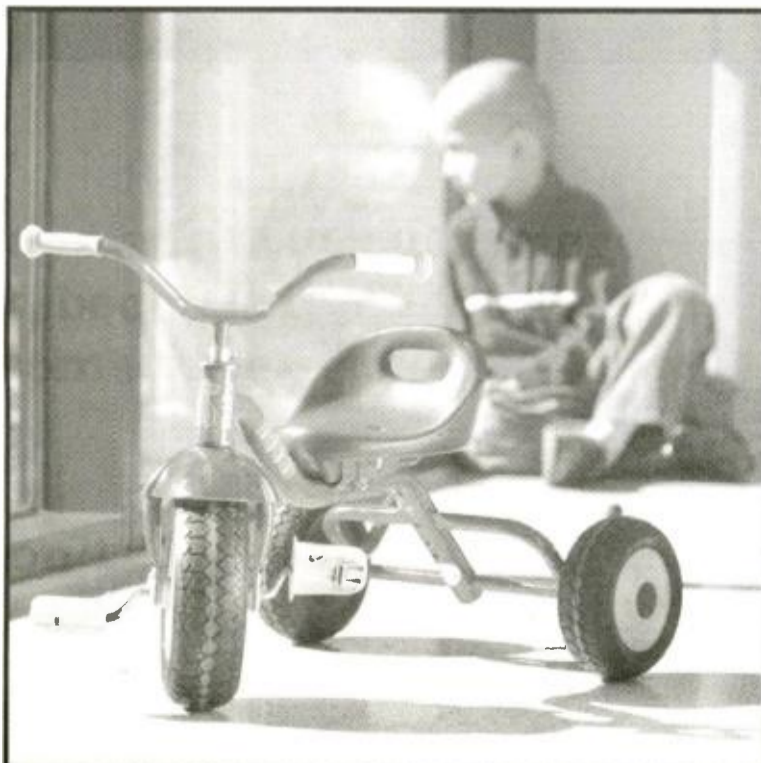


B2K, in happier times.

not know about this at all. I'm just as surprised as you all are.... They are like my sons, and I can't understand how or why they would do this. Plus, I am surprised because they are still under contract with me."

Condolences

Veteran broadcaster **Kevin Casey** passed away Jan. 6 after a long battle with cancer. He was 47. "Kevin was my former afternoon drive guy and MD at **WOCL (Power 105.9)/Orlando**," says consultant **Burke Allen**. Casey's distinguished career included stops at the legendary **WHYI (Y-100)/Miami** as "Fast Bobby," the late **WBJW (BJ 105)/Orlando** and, most recently, Entercom's Greenville, SC cluster. Allen adds, "Kevin was a fine air talent, a true scholar of the business and, most of all, a wonderful man. He will be missed by all who knew him." Casey is survived by his parents.



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At *St. Jude Children's Research Hospital*, we can't.

That's why we are working every day to find cures for life-threatening diseases that strike children everywhere. Diseases like cancer, pediatric AIDS, and sickle cell. And we won't stop until every child is cured, and every disease is defeated.

Because we can't imagine a world without children...can you?

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Megastore: The Next Generation

From electronics to fashion, music to motorcycles, Virgin expands its retail experience

Tony Bennett may have left his heart in San Francisco, but Sir Richard Branson, founder/CEO of Virgin Entertainment Group, was looking to take a defibrillator to the ailing music retail climate with the relaunch of his Bay Area Virgin Megastore. "Unless you invest and evolve, you die," he told journalists at the store's relaunch.

Clearly, Branson and company intend not only to talk the talk, but also to walk the walk with a new model for music retail, one that puts the latest fashion accessories, clothes, electronics, video games and even motorcycles right next to those Bennett CDs. "Our rationale behind it is that there's more to music than just the music," Virgin Entertainment Group North America CEO Glen Ward tells R&R. "It is the experience."

Virgin began its research on that experience last summer. "We ran through focus groups with a good cross section of customers — teens and early 20s, but certainly a lot of the over-30s — whom we feel have become quite disenfranchised within this marketplace," Ward says. "We asked them what they liked and didn't like. We also walked around the store with many of them and filmed the responses. We got some pretty candid feedback.

"We responded to that. You'll find the store is now very much geared to the idea of zoning. You'll come in, and there will be an import section that will feature not just import albums, but also DVDs, clothing and even foods.

"Ironically, we've got things like British food in there that are doing remarkably well," Ward says with a laugh, joking that Keith Richards would be able to find British-made HIP Sauce in the Megastore's import section next time he's touring the States.

As for the investment, Ward says the company committed well over \$2 million to the San Francisco Megastore, which originally opened in 1995. "We're in a position where it was very, very important that we got this right," he says.

"It's research in action, because in the next couple of months we'll be monitoring what does and doesn't

work. That will be integral to our roll-out plans for the chain. We still have ambitions to open two or three stores a year."

In The Zone

In rolling out or reinventing stores, Ward is well aware of market nuances. "We know each territory is different, but there are certain underlying characteristics," he says. "With the bigger stores — New York's Times Square store, Chicago, Los Angeles — we have a number of the product lines

here that we think we can roll out very quickly if they do start to sell.

"It doesn't in any way undermine our music offerings, because we're still offering the same range. We've got free space now, which is enhanced with all the other stuff as well. So, commercially, it makes a lot of sense. We hope it's a

place where culture and commerce intersect. Yes, we have to make money off this and make sure that it'll be tailored to the local markets as well."

In expanding its product range to appeal to the lifestyles of music and DVD consumers, the San Francisco store has dedicated zones like the aforementioned import area. The World, Jazz and Classical section is now complemented by mind, spirit and body products. (Picture yoga mats next to Yo Yo Ma.) The DVD section now includes movie merchandise. Hip clothing lines like Ben Sherman can be found throughout the store, with fitting rooms on each of the store's three levels.

Known for its in-store performances, Virgin also constructed the largest concert stage in a North American retail environment as part of the San Francisco store's Live zone. "When it's not being used it'll be showcasing things like the motorcycles and musi-

cal instruments, but when the bands are on, it's a really sizable stage with all of the state-of-the-art equipment for a good live performance," Ward explains.

"We hope in due course that we'll build up an archive of those performances, and maybe we can be playing the videos when the bands aren't there."

Merchandising around the stage includes offerings like the recent *Concert for George* DVD, tour posters, collectible AC/DC tour shirts from 1974 and the like. "We've created that zone concept — the idea of a hot spot in the store that you can go to for all things live," Ward says.

Try Before You Buy

With its MegaPlay kiosks, Virgin Megastores were on the leading edge of letting customers take a test listen before plunking down their hard-earned cash. With the San Francisco relaunch, Virgin is pushing that experience into new realms by allowing customers to plug flash media cards into the kiosks and download 30 of Virgin's favorite songs, free of charge.

"The next phase for that will be to enhance it to a huge offering of stuff you can buy as well," Ward says. "Rather than pointing the finger at downloading and saying it's undermining the industry, we've embraced the fact that it's what customers want, so let's find a legitimate form of doing it and have people pay for it."

Virgin's U.K. stores are already selling iPods, and Ward acknowledges that the Megastores are very keen on working with Apple in the U.S. "We have to join the line at the moment," he says. "We'll be serving Samsung machinery in the store, so it's Napster-compatible. We've got a good relationship with Samsung and are delighted to have them on board as well."

With portability a big issue in the emerging music landscape, the Megastores have partnered with MusicKube to provide customers with a portable handheld device so they can walk around the store and scan bar codes to hear 30-second clips of any song from an album. "It's a bit like an audio tour in the museum," Ward says.



REBIRTH OF RETAIL? Sir Richard Branson, reborn as Reverend Richard, leads a gospel choir in celebrating the rebirth of music retail with Virgin Megastores' San Francisco outlet.

Physical Re-Education

But the Megastores have no intention of becoming museums in the age of iTunes. With many looking to the digital frontier when it comes to retail, one might ask why Virgin is investing so much time and money in the brick-and-mortar model. "We're great believers in physical retail and still maintain that it's the way to the future," Ward says.

"The thing with digital and physical is that they're not mutually exclusive. The two work a lot better when they're combined, and we've always embraced technology at Virgin. The fact that we embrace it to add value to the physical environment just gives customers a choice.

"I refuse to accept that people will only be buying their music in the privacy of their own homes or offices and burning and downloading, whether legally or illegally. People still want to go in the store; they still want to share their passion and enthusiasm for what they're buying with our staff, who share that enthusiasm.

"There's an informed expertise and choice that we can offer. If you don't know what 20 great garage-band tracks of all time to download onto your Napster or iPod system, you can come into the Virgin store and seek expert advice and recommendations. The credibility of that offering will give people the reassurance that they need.

"There will always be a place for good retailers. That's why we strongly advocate embracing technology but believe in the future of physical retail."

The Urge To Merge

When asked about the recent round of consolidation at major labels, Ward maintains an upbeat demeanor. "When consolidation like this happens, the offshoot of it, in a few years' time, will be improvement in the independent market," he says. "You'll get a lot of strong independent labels coming through.

"The Young Turks out there will all be doing this thing because they feel it's the way they should be doing it rather than being preoccupied by either corporate politics or merger and

acquisition talks, which I think our industry has suffered from for a number of years now.

"Labels have been so worried about who they're going to be merging with or what's going to happen next, they've forgotten about the basics of the business, which is to develop new acts and get the right product out there.

"The positive spin from this will be a lot of good, strong independents that come to the fore in the coming years. It's happened before. One thinks back to the early '60s and '70s with the amalgamation there."

Encouraging Signs

Ward's positive nature is also steadfast when he looks at the overall dismal climate for the music industry. "Having come off the back of two or three years in the doldrums, I've actually been quietly encouraged by the last two to three months," he says.

"We've all seen people pointing fingers at downloading as being the problem, but I felt that was just part of the story. My view is that the economy had a lot to do with it, and the other thing was that the product and the quality of the product — although there was some great music out there — weren't being promoted properly and brought to people's attention."

Furthermore, Ward sees a distinct lack of credibility and quality among many mainstream artists. "There were two or three good tracks out of the 15 on an album," he says. "Our customers are not prepared to accept that. We shot ourselves in the foot, really.

"Quality is an issue, the economy is an issue, and downloading ... well, I think the jury's still out on that. I have a personal view that it's not a bad thing, but I find that I'm in a small minority on that. I still advocate that downloading demonstrates that music consumption has never been greater. All we've got to do now is turn it into a profitable business model.

"What we're doing as an industry is failing to bring good new music to people's attention, so they're going online and swapping files with each other and telling each other about it. The masses are dictating that we have to change our model. We have to adapt and change."

THE INDUSTRY'S NO. 1 RETAIL CHART January 9, 2004

LW	TW	ARTIST	ALBUM	LABEL	POWERINDEX	CHANGE
-	1	OUTKAST	Speakerboxxx/The Love Below	Arista	148,913	-
-	2	VARIOUS	Now That's What I Call...Vol. 14	Columbia	111,730	-
-	3	NO DOUBT	The Singles 1992-2003	Interscope	103,538	-
-	4	SHERYL CROW	Very Best Of	A&M/Interscope	103,205	-
-	5	ALICIA KEYS	The Diary Of Alicia Keys	J	102,293	-
-	6	EVANESCENCE	Fallen	Wind-up	89,229	-
-	7	JAY-Z	The Black Album	Roc-A-Fella/IDJMG	85,124	-
-	8	JOSH GROBAN	Closer	143/Reprise	83,334	-
-	9	G-UNIT	Beg For Mercy	G Unit/Interscope	82,727	-
-	10	BLINK 182	Blink 182	Geffen	82,321	-
-	11	TOBY KEITH	Shock'n Y'all	DreamWorks	78,976	-
-	12	LINKIN PARK	Meteora	Warner Bros.	73,721	-
-	13	HILARY DUFF	Metamorphosis	Buena Vista/Hollywood	72,212	-
-	14	RUBEN STUDDARD	Soulful	J	68,398	-
-	15	BRITNEY SPEARS	In The Zone	Jive	67,039	-
-	16	SARAH MCLACHLAN	Afterglow	Arista	66,357	-
-	17	LUDACRIS	Chicken & Beer	Def Jam South/IDJMG	64,636	-
-	18	NICKELBACK	Long Road	Roadrunner/IDJMG	62,064	-
-	19	ALAN JACKSON	Greatest Hits Vol.2	Arista	56,478	-
-	20	WESTSIDE CONNECTION	Terrorist Threats	Hoo-Bangin/Capitol	55,636	-
-	21	RED HOT CHILI PEPPERS	Greatest Hits	Warner Bros.	55,162	-
-	22	KORN	Take A Look In The Mirror	Epic	53,627	-
-	23	TUPAC	Tupac Resurrection	Interscope	53,359	-
-	24	ROD STEWART	Great American Songbook 2	J	53,168	-
-	25	COLDPLAY	Rush Of Blood To The Head	Capitol	51,392	-
-	26	SIMPLE PLAN	No Pads No Helmets... Just Balls	Lava	51,124	-
-	27	CLAY AIKEN	Measure Of A Man	RCA	50,524	-
-	28	DIDO	Life For Rent	Arista	50,351	-
-	29	BEYONCE	Dangerously In Love	Columbia	49,908	-
-	30	NELLY	Da Derrty Versions-Reinvention	Fo' Reel/Universal	49,293	-
-	31	OFFSPRING	Splinter	Columbia	48,695	-
-	32	JESSICA SIMPSON	In This Skin	Columbia	48,534	-
-	33	CHINGY	Jackpot	DTP/Capitol	48,487	-
-	34	KID ROCK	Kid Rock	Atlantic	47,755	-
-	35	EAGLES	The Very Best Of	Elektra/WSM	47,480	-
-	36	JUVENILE	Juve The Great	Cash Money/Universal	47,024	-
-	37	3 DOORS DOWN	Away From The Sun	Republic/Universal	45,622	-
-	38	MICHAEL JACKSON	Number Ones	Epic	45,099	-
-	39	NORAH JONES	Come Away With Me	Blue Note/Virgin	44,747	-
-	40	SOUNDTRACK	Return Of The King	Reprise	44,738	-
-	41	LINKIN PARK	Live In Texas	Warner Bros.	43,201	-
-	42	LIMPBIZKIT	Results May Vary	Flip/Interscope	39,741	-
-	43	CHEETAH GIRLS	Soundtrack	Walt Disney	39,515	-
-	44	BIG TYMERS	Big Money Heavyweights	Cash Money/Universal	39,244	-
-	45	KELIS	Tasty	Star Trak/Arista	37,287	-
-	46	GOOD CHARLOTTE	Young & Hopeless	Daylight/Epic	37,269	-
-	47	50 CENT	Get Rich Or Die Tryin'	Shady/Aftermath/Interscope	36,823	-
-	48	PUDDLE OF MUDD	Life On Display	Geffen	36,163	-
-	49	AVANT	Private Room	Geffen	35,964	-
-	50	HOOBASTANK	The Reason	Island/IDJMG	33,616	-

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ON ALBUMS

Hey Ya! OutKast Rule The Chart

OutKast are in for 2004.

The Atlanta rap duo's Arista double album, *Speakerboxxx/The Love Below*, which sold 3.1 million in 2003, is off to a fast start in the new year, topping 2004's first album



Alicia Keys

chart with almost 150,000 sold.

OutKast, whose album was No. 5 on the 2003 list, are bolstered by two smash singles in "Hey Ya!" and "The Way You



Evanescence

Move." The hip-hop twosome also lead the way with six Grammy nominations, including nods for Record of the Year and Album of the Year.

Columbia's *Now Vol. 14* continues its holiday momentum by finishing No. 2, while Interscope scores with a pair of greatest-hits collections from No Doubt (No. 3) and A&M's Sher-

yl Crow. The top five is rounded out by the critically praised sophomore album from J's Alicia Keys (No. 5). All five sell in excess of 100,000 units.

Wind-up's Evanescence (No. 6), Roc-A-Fella/IDJMG's Jay-Z (No. 7), 143/Reprise's Josh Groban, G Unit/Interscope's G-Unit and Geffen's Blink-182 (No. 10) complete the top 10. Jimmy Iovine's Interscope label group scores three of the top 10.

DreamWorks Nashville's Toby Keith finishes just outside the charmed circle, at No. 11, followed by Warner Bros.' Linkin Park (No. 12), Buena Vista/Hollywood's Hilary Duff (No. 13), J's Ruben Studdard (No. 14) and Jive's Britney Spears (No. 15).

Columbia's Jessica Simpson — thanks to a

spate of TV appearances, including a half-time performance at the Fed Ex Orange Bowl — returns her album to the charts at No. 32. Cash



Outkast

Money/Universal's Juvenile enters with his late-December release at No. 36, while labelmates Big Tymers clock in at No. 44. Other newcomers include Reprise's *Lord of the Rings: Return of the King* soundtrack (No. 40).

Epic's Phantom Planet top the list of this week's new releases.

January 9, 2004

A New Dawn For Norah Jones

With a new year comes a new dawn for Norah Jones. The young legend-in-the-making is set to release "Sunrise" to Triple A radio next week, the lead single from her highly anticipated upcoming CD, *Feels Like Home*. Arif Mardin once again teams with Jones to produce the project, which is slated for release Feb. 10. Guests on the album include Dolly Parton, Garth Hudson of The Band and jazz drummer Brian Blade, among others. In other Norah Jones news, she and Willie Nelson have been nominated for a Grammy in the category of Best Country Collaboration With Vocals for their duet "Wurlitzer Prize (I Don't Want to Get Over You)." Jones will embark on a European tour in April and a U.S. tour in July and recently taped an episode of *Sesame Street* that will be part of the show's 35th season, which begins airing in April.



Norah Jones

Singer-songwriter-producer extraordinaire Babyface also returns, presenting "The Loneliness" to Urban AC and AC outlets. This is our first look at his upcoming album, *A Love Story*. Trivia note: It was Bootsy Collins who bestowed the nickname Babyface on Kenneth Edmonds.



3 Doors Down

Speaking of loneliness, "A lot of the lyrics on *Away From The Sun* are about loneliness," remarks Brad Arnold about 3 Doors Down's latest album. "On tour you really have nothing but time on your hands. I was feeding off those feelings of isolation. With these songs, I wanted to convey to the listener that he or she is not alone — there are a lot of people who feel the same way." "Away From the Sun," the title track and third single from 3DD's current triple-platinum CD, is Going for Adds at Rock, Active Rock and Alternative this week. 3 Doors Down will continue their world tour through spring 2004, with this month's shows focusing on Midwestern and Southern markets. A new album by the band is also in the works and is scheduled to drop this fall.

Big Kenny and John Rich (the former co-lead singer of Lonestar), otherwise known as Big & Rich, are off to a fast start. After meeting in 1998, the pair decided to team up for an album. Though "Wild West Show" isn't officially hitting the airwaves until next week, it has already debuted at No. 43* on R&R's Country chart. If you want to hear more of this dynamic duo, you'll have to wait a while: *Horse of a Different Color* doesn't reach stores until June.

Britney Spears has been the big story, thanks to last weekend's marital woes, but, believe it or not, there are other things going on in the pop diva's life. "Toxic" will officially go for adds at Pop and Rhythmic next week, though it has already debuted at No. 45* on R&R's CHR/Pop chart. The video for "Toxic" was filmed over the holidays in Los Angeles by director Joseph Kahn ("Stronger") and will premiere on MTV's *Making the Video* on Jan. 13. Reportedly, actor Martin Henderson (*The Ring*, *Windtalkers*) co-stars in the clip. Spears will also begin her In the Zone Tour 2004 on March 2 in San Diego.

Chingy has already scored big with his double-platinum debut album, *Jackpot*, but next week he'll be at it again at Rhythmic and Urban. "One Call Away," the third single from the CD, is Going for Adds. Keshia Knight Pulliam, better known as Rudy Huxtable from *The Cosby Show*, will reportedly star opposite Chingy in the Erik White (B2K)-directed video.

Los Angeles-based Maroon 5 have slowly been building a buzz since early last year, and this year they kick things off with "This Love," arriving at Pop, Hot AC and Triple A. Their music has appeared in television's *ER*, *Providence*, *Monday Night Football*, *Third Watch* and more, and their album *Songs About Jane* is certified gold. The video clip for "This Love" premiered earlier this week on MTV's *TRL*, and the boys will perform live on the show Jan. 13. Their buzz will continue to grow as they join John Mayer for his upcoming tour.

— Mike Trias

R&R Going For Adds

Week Of 1/12/04

CHR/POP

BLACK EYED PEAS Hey Mama (*A&M/Interscope*)
BLUE OCTOBER Calling You (*Universal*)
BOB GUINEY Girlfriend (*Wind-up*)
BRITNEY SPEARS Toxic (*Jive*)
HILARY DUFF Come Clean (*Buena Vista/Hollywood*)
KID ROCK Cold And Empty (*Top Dog/Atlantic*)
KIMBERLEY LOCKE 8th World Wonder (*Curb*)
MAROON 5 This Love (*Octone/J*)
TGK Hott (*Kid Sational*)

CHR/RHYTHMIC

BRITNEY SPEARS Toxic (*Jive*)
CHINGY One Call Away (*DTP/Capitol*)
FEDERATION Hyphy (*Virgin*)
J-KWON Tipsy (*So So Def/Arista*)
MISSY ELLIOTT I'm Really Hot (*Gold Mind/Elektra/EEG*)
NATIVE f/DAVID BANNER Put It Down (*BlackGround/Universal*)
PHILLY'S MOST WANTED Shake (*BlackGround/Universal*)

URBAN

CHINGY One Call Away (*DTP/Capitol*)
FEDERATION Hyphy (*Virgin*)
J-KWON Tipsy (*So So Def/Arista*)
MISSY ELLIOTT I'm Really Hot (*Gold Mind/Elektra/EEG*)

URBAN AC

BABYFACE The Loneliness (*Arista*)

COUNTRY

ANTHONY MICHAEL JAMES Old Friends (*Lofton Creek*)
BIG & RICH Wild West Show (*Warner Bros.*)
REBA MCENTIRE Somebody (*MCA*)
RHONDA VINCENT If Heartaches Had Wings (*Rounder*)

AC

BABYFACE The Loneliness (*Arista*)
FIVE FOR FIGHTING 100 Years (*Columbia*)

HOT AC

BLUE OCTOBER Calling You (*Universal*)
BOB GUINEY Girlfriend (*Wind-up*)
JOHN MAYER Clarity (*Aware/Columbia*)
KID ROCK Cold And Empty (*Top Dog/Atlantic*)
MAROON 5 This Love (*Octone/J*)

SMOOTH JAZZ

BRIAN HUGHES Wherever You Are (*A440*)
DAN SIEGEL f/BONEY JAMES In Your Eyes (*Native Language*)
DAVID SANBORN Isn't She Lovely (*GRP/VMG*)
JAZZ CRUSADERS Clima Suave (*True Life*)
PETER WHITE Talkin' Bout Love (*Columbia*)

ROCK

3 DOORS DOWN Away From The Sun (*Republic/Universal*)
APARTMENT 26 Give Me More (*Atlantic*)
JOSH TODD Shine (*Todd Entertainment*)
TESLA Caught In A Dream (*Sanctuary/SRG*)

ACTIVE ROCK

3 DOORS DOWN Away From The Sun (*Republic/Universal*)
APARTMENT 26 Give Me More (*Atlantic*)
JDSH TODD Shine (*Todd Entertainment*)
ORGY The Obvious (*D1 Music*)
TESLA Caught In A Dream (*Sanctuary/SRG*)

ALTERNATIVE

3 DOORS DOWN Away From The Sun (*Republic/Universal*)
APARTMENT 26 Give Me More (*Atlantic*)
ORGY The Obvious (*D1 Music*)
STROKES Reptilia (*RCA*)

TRIPLE A

CHRIS KNIGHT Banging Away (*Dualtone*)
DAMIEN RICE Cannonball (*Vector/WB*)
HOLMES BROTHERS We Meet, We Part, We Remember (*Alligator*)
JOSS STONE Fell In Love With A Boy (*S-Curve/EMC*)
KEB' MO' Let Your Light Shine (*Epic*)
LIMITS Don't Steal My Heart (*Virgin*)
MAROON 5 This Love (*Octone/J*)
MINDY SMITH Come To Jesus (*Vanguard*)
NIELDS This Town Is Wrong (*Zoe/Rounder*)
NORAH JONES Sunrise (*Blue Note/EMC*)
PATRICK PARK Thunderbolt (*Hollywood*)
ROBBEN FORD Badge (*Concord*)
SOLAS Scarecrow's Dream (*Shanachie*)
STARSAILOR Silence Is Easy (*Capitol*)
STING Sacred Love (*A&M/Interscope*)
STRING CHEESE INCIDENT Valley Of The Jig (*SCI-Fidelity*)
TOSHI REAGON Rock Me (*MC*)

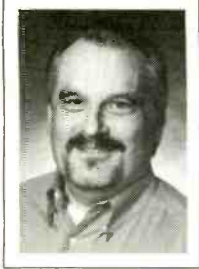
R&R's Going For Adds features the complete list of songs impacting radio for the coming week. Going For Adds is e-mailed each week to participating radio and record executives. For more info, contact Greg Maffei at gmaffei@radioandrecords.com.

Stations and their ads listed alphabetically by market

Table listing radio stations across various markets (e.g., Albany, NY; Burlington, VT; Dayton, OH) with their respective owners, managers, and advertising agencies.

* Monitored Reporters
178 Total Reporters
128 Total Monitored
50 Total Indicator
Did Not Report, Playlist Frozen (7):
KDUK/Eugene, OR
KGOT/Anchorage, AK
KISR/Ft. Smith, AR
KMCK/Fayetteville, AR
WDBR/Springfield, IL
WJWY/Manchester, NH
WSTO/Evansville, IN





Jingle Ball Bookends

Limited-time offer, collect the whole set!

I solemnly promise that I will not use the words "Coast to coast, who's rockin' the most?" while putting together this page of photos from Jingle Balls in Los Angeles, New York and Boston.

This year's balls were festive, and we received some choice photographic evidence of the mayhem and debauchery that occurred at the KIIS-FM/Los Angeles, WHTZ (Z100)/New York and WXKS-FM (Kiss 108)/Boston events. Also, one of

the photos on this page is an industry trade shot that doesn't include Z100 MD Paul "Cubby" Bryant. One industry person (who shall remain nameless) comments that this is the first big trade picture in history that Cubby doesn't appear in.



J-LO-ALICIOUS Look who Cubby's standing next to! That's Jennifer Lopez, special guest host of Z100's Jingle Ball, right in the middle of the fray as usual. Taking a moment to pose for a picture they hope will appear in R&R are (l-r) Z100 Asst. PD Sharon Dastur, Epic's Paddy Rascona and Epic VP/Top 40 Promotion Tommy Nappi, Z100 PD Tom Poleman, Lopez, Z100 MD Paul "Cubby" Bryant, Epic Sr. VP/Promotion Joel Klaiman and Epic's Jeff Bardin.



ATTACK OF THE KISS JOCKS Will someone please help Stacie Orrico escape from this horde of maniacal Kiss 108 DJs? She looks positively frightened. Hell, you would be too if you were surrounded by (l-r) Romeo, Ed McMann, Artie The One-Man Party and Chris Shine.



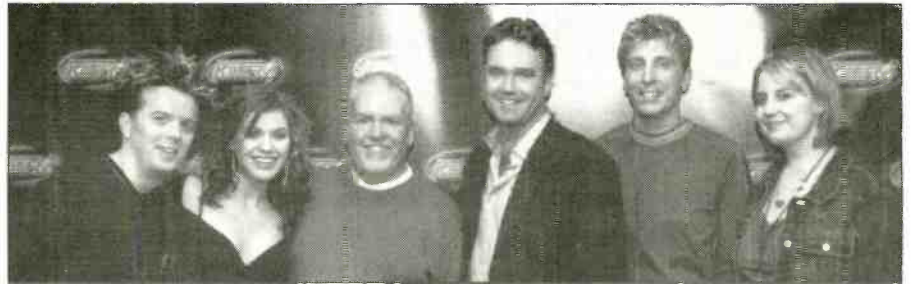
THE POP TRIUMVIRATE We think it's pretty safe to say that these are three of the biggest names in pop today. Quietly smiling as they think of ways to expand their influence worldwide are (l-r) KIIS PD John Ivey, Britney Spears and KIIS MD Julie Pilat.



WE'RE ALL FRIENDS HERE JC Chasez of 'N Sync stopped by the Los Angeles edition of the Jingle Ball to spread some holiday cheer and love. Even though it's L.A. and the temperature is somewhere around 70 degrees, he's still channeling that winter spirit with his scarf. Taking a snapshot backstage are (l-r) KIIS PD John Ivey, Chasez and KIIS MD Julie Pilat.



THIS PICTURE'S SO HEAVY, IT'S FALLING OFF THE PAGE There are so many high-level people in this picture of 3 Doors Down receiving their double-platinum award at Z100's Jingle Ball that it'd almost be easier to list who's not in it (hint, hint). Here are (front row, l-r) Universal's Val DeLong; Z100's Tom Poleman; Universal's Avery Lipman; Z100's Sharon Dastur; Universal's Kari Crowley, Monte Lipman and (middle, l-r) Tom Mackay; 3 Doors Down's Todd Harrell, Brad Arnold and Daniel Adair; Universal's Howard Leon; 3 Doors Down's Matt Roberts and Chris Henderson; and (back, l-r) Universal's Dave Reynolds, Paul Munsch and Kim Garner.



FRIZZFEST 2003 In what looks to be documentation of the fact that it takes a lot of time to make hair look this unstyled, check out these miscreants as they actually slow down during the KIIS Jingle Ball for a picture. Here are (l-r) KIIS night guy JoJo Wright; Kelly Clarkson; and KIIS PD John Ivey, afternoon driver Valentine, midday jock Gary Spears and MD Julie Pilat.



QUEER EYE FOR THE Z GUYS WHTZ (Z100)/New York PD Tom Poleman and Director/Marketing Paul Miraldi were attacked by the guys from Bravo's ubiquitous Queer Eye for the Straight Guy and forced to dub themselves "metrosexuals," whatever that means. Seen here are (l-r) QE's Carson Kressley and Jai Rodriguez; Poleman; QE's Thom Filicia, Kyan Douglas and Ted Allen; and Miraldi.



BIG NAMES, BIG PHOTO Jay-Z, Jeter and Elvis. It just doesn't get any more huge than that, so why even try? Jay-Z was on hand at Z100's concert to receive a special Lifetime Achievement in New York Radio award, presented to him by New York Yankee Derek Jeter and Z100 morning maniac Elvis Duran. Seen here are (l-r) Jay-Z, Jeter and Duran.



WHERE'S THAT OTHER HAND? KIIS-FM/Los Angeles morning guy Rick Dees looks a little too happy to be this close to superstar Beyoncé Knowles. But, hey, we can't blame him — we'd probably have that same grin on our faces if we were in his position.



I'LL HAVE A DUFF Since hot toddies aren't an option to help teenage sensation Hilary Duff counteract the freezing cold of Boston, she'll just have to cuddle with WXKS-FM (Kiss 108)/Boston PD Cadillac Jack McCartney.



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January 9, 2004

THREE WEEKS	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
	1	OUTKAST Hey Ya! (Arista)	8779	-516	703685	15	125/0
	2	BABY BASH Suga Suga (Universal)	7069	-424	556611	18	112/0
	3	3 DOORS DOWN Here Without You (Republic/Universal)	6985	-863	541318	21	121/0
	4	NICKELBACK Someday (Roadrunner/IDJMG)	6346	+573	452835	14	124/1
	5	OUTKAST The Way You Move (Arista)	6047	+1878	456409	7	121/1
	6	SIMPLE PLAN Perfect (Lava)	5811	-40	429303	15	125/1
	7	NO DOUBT It's My Life (Interscope)	5707	+23	459943	10	126/0
	8	KELIS Milkshake (Star Trak/Arista)	4930	+936	393558	5	114/7
	9	LUDACRIS f/SHAWNNA Stand Up (Def Jam South/IDJMG)	4669	+241	384684	11	111/2
	10	BEYONCE f/SEAN PAUL Baby Boy (Columbia)	4592	-893	311500	19	123/0
	11	TRAPT Headstrong (Warner Bros.)	4390	-502	364371	23	113/0
	12	CHRISTINA AGUILERA The Voice Within (RCA)	3973	-80	285776	8	126/0
	13	JESSICA SIMPSON With You (Columbia)	3629	+640	282013	7	114/1
	14	CHINGY f/SNOOP DOGG & LUDACRIS Holiday In (DTP/Capitol)	3540	-540	215389	9	102/0
	15	LIL' JON & THE EASTSIDE BOYZ Get Low (TVT)	3323	-461	247714	20	101/0
	16	SANTANA f/ALEX BAND Why Don't You & I (Arista)	3141	-723	246110	27	120/0
	17	CLAY AIKEN Invisible (RCA)	3079	-747	218027	11	114/0
	18	LINKIN PARK Numb (Warner Bros.)	3065	+1007	201490	6	109/6
	19	STACIE ORRICO (There's Gotta Be) More To Life (ForeFront/Virgin)	2921	-1862	243094	22	116/0
	20	STAIN'D So Far Away (Flip/Elektra/EEG)	2786	-277	200460	18	93/0
	21	EAMON F**k It (I Don't Want You Back) (Jive)	2529	+344	176717	9	91/6
	22	DIDO White Flag (Arista)	2491	+168	183407	12	80/4
	23	MICHELLE BRANCH Breathe (Maverick/Warner Bros.)	2349	-978	175559	12	98/0
	24	PINK God Is A DJ (Arista)	2249	+347	136604	4	90/2
	25	FUEL Falls On Me (Epic)	2141	+117	100052	11	106/1
	26	MATCHBOX TWENTY Bright Lights (Atlantic)	1976	-957	135072	18	89/0
	27	BEYONCE Me, Myself And I (Columbia)	1945	+465	125597	5	89/5
	28	GOOD CHARLOTTE Hold On (Epic)	1909	+516	111651	5	99/10
	29	FOUNTAINS OF WAYNE Stacy's Mom (S-Curve/EMC)	1877	-894	115975	17	120/0
	30	EVANESCENCE My Immortal (Wind-up)	1864	+664	120405	3	76/12
	31	SHERYL CROW The First Cut Is The Deepest (A&M/Interscope)	1845	+314	122197	4	84/4
	32	KELLY CLARKSON The Trouble With Love Is (RCA)	1668	+184	103075	5	94/3
	33	JAY-Z Change Clothes (Roc-A-Fella/IDJMG)	1484	+117	71793	4	86/1
	34	MURPHY LEE f/JERMAINE DUPRI Wat Da Hook Gon Be (Fo' Reel/Universal)	1383	+328	85824	3	50/8
	35	JC CHASEZ Some Girls (Dance With Women) (Jive)	1343	+459	67200	2	78/8
Debut	36	MARY J. BLIGE f/EVE Not Today (Geffen)	1219	+769	51073	1	72/2
Debut	37	MYA Fallen (A&M/Interscope)	1089	+841	64954	1	62/11
	38	ALICIA KEYS You Don't Know My Name (J)	1072	+388	57893	2	79/10
	39	LIMP BIZKIT Behind Blue Eyes (Flip/Interscope)	1037	+165	37364	2	51/2
	40	JASON MRAZ You And I Both (Elektra/EEG)	1013	+84	45921	3	70/0
	41	KILEY DEAN Who Will I Run To? (Beatclub/Interscope)	1006	-50	45412	4	71/0
Debut	42	NICK CANNON Gigolo (Jive)	858	+452	49280	1	32/6
Debut	43	JAGGED EDGE Walked Outta Heaven (Columbia)	842	+239	52228	1	39/3
	44	BRITNEY SPEARS f/MADONNA Me Against The Music (Jive)	833	-486	87742	11	108/0
Debut	45	BRITNEY SPEARS Toxic (Jive)	738	+490	65978	1	36/26
	46	ENRIQUE IGLESIAS Addicted (Interscope)	721	-1203	41555	9	67/0
Debut	47	SARAH MCLACHLAN Fallen (Arista)	652	+96	43328	1	34/1
Debut	48	WIDELIFE W/ SIMONE DENNY All Things (Just Keep Getting Better) (Capitol)	641	+425	31800	1	47/4
Debut	49	RUBEN STUDDARD Sorry 2004 (J)	639	+403	26615	1	52/4
	50	KELLY CLARKSON Low (RCA)	590	-222	58247	20	54/0

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ARTIST TITLE LABEL(S)	ADDS
KYLIE MINOGUE Slow (Capitol)	31
BRITNEY SPEARS Toxic (Jive)	26
TWISTA f/KANYE WEST & JAMIE FOXX Slow Jamz (Atlantic)	16
EVANESCENCE My Immortal (Wind-up)	12
MYA Fallen (A&M/Interscope)	11
SWITCHFOOT Meant To Live (Red Ink/Columbia)	11
GOOD CHARLOTTE Hold On (Epic)	10
ALICIA KEYS You Don't Know My Name (J)	10

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
OUTKAST The Way You Move (Arista)	+1878
LINKIN PARK Numb (Warner Bros.)	+1007
KELIS Milkshake (Star Trak/Arista)	+936
MYA Fallen (A&M/Interscope)	+841
MARY J. BLIGE f/EVE Not Today (Geffen)	+769
EVANESCENCE My Immortal (Wind-up)	+664
JESSICA SIMPSON With You (Columbia)	+640
NICKELBACK Someday (Roadrunner/IDJMG)	+573
EVANESCENCE Bring Me To Life (Wind-up)	+527
GOOD CHARLOTTE Hold On (Epic)	+516

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
NELLY f/P. DIDDY & M. LEE Shake Ya... (Bad Boy/Universal)	3009
LIZ PHAIR Why Can't I? (Capitol)	2776
BLACK EYED PEAS Where Is The Love? (A&M/Interscope)	2755
MAROON 5 Harder To Breathe (Octone/J)	2673
CHRISTINA AGUILERA f/LIL' KIM Can't Hold Us Down (RCA)	2245
50 CENT In Da Club (Shady/Aftermath/Interscope)	2226
JUSTIN TIMBERLAKE Rock Your Body (Jive)	1962
BEYONCE f/JAY-Z Crazy In Love (Columbia)	1915
EVANESCENCE Bring Me To Life (Wind-up)	1849
R. KELLY Ignition (Jive)	1738
MATCHBOX TWENTY Unwell (Atlantic)	1675
SEAN PAUL Get Busy (VP/Atlantic)	1605
FABOLOUS f/TAMIA Into You (Desert Storm/Elektra/EEG)	1447
KELLY CLARKSON Miss Independent (RCA)	1437
JASON MRAZ The Remedy (I Won't Worry) (Elektra/EEG)	1429
CHINGY Right Thurr (DTP/Capitol)	1361
3 DOORS DOWN When I'm Gone (Republic/Universal)	1225
M. BRANCH Are You Happy Now? (Maverick/Warner Bros.)	1029
EMINEM Lose Yourself (Shady/Interscope)	988
UNCLE KRACKER f/DOBBIE GRAY Drift Away (Lava)	981
SIMPLE PLAN Addicted (Lava)	922
CHRISTINA AGUILERA Fighter (RCA)	910
ASHANTI Rock Wit U (Awww Baby) (Murder Inc./IDJMG)	897
AVRIL LAVIGNE I'm With You (Arista)	887
LIL' KIM f/50 CENT Magic Stick (Queen Bee/Atlantic)	887

128 CHR/Pop reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 12/28-1/3. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 20 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Total Audience equals Average Quarter Hour Persons times number of plays (times 100). Each daypart on each station is assigned an AQH number. Average Quarter Hour Persons used herein with permission from the Arbitron Company (© 2004, The Arbitron Company). © 2004, R&R, Inc.

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January 9, 2004

R&R'S EXCLUSIVE REPORTED OVERVIEW OF NATIONAL AIRPLAY

THREE WEEKS	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	OUTKAST Hey Ya! (Arista)	2713	-162	65035	12	48/0
3	2	NO DOUBT It's My Life (Interscope)	2633	+108	60768	10	49/0
2	3	3 DOORS DOWN Here Without You (Republic/Universal)	2628	-178	59691	22	50/0
7	4	NICKELBACK Someday (Roadrunner/IDJMG)	2533	+396	55741	15	48/0
6	5	SIMPLE PLAN Perfect (Lava)	2432	+172	56038	13	47/0
4	6	BABY BASH Suga Suga (Universal)	2350	-45	56525	16	45/2
5	7	BEYONCE' f/SEAN PAUL Baby Boy (Columbia)	1900	-433	42081	18	44/1
10	8	CHRISTINA AGUILERA The Voice Within (RCA)	1819	-1	41696	8	49/0
9	9	TRAPT Headstrong (Warner Bros.)	1697	-254	35824	26	40/0
18	10	OUTKAST The Way You Move (Arista)	1609	+412	36675	6	44/0
8	11	STACIE ORRICO (There's Gotta Be) More To Life (ForeFront/Virgin)	1481	-503	34725	22	38/0
14	12	CLAY AIKEN Invisible (RCA)	1458	-103	33455	9	44/1
21	13	JESSICA SIMPSON With You (Columbia)	1361	+294	31729	6	45/3
22	14	KELIS Milkshake (Star Trak/Arista)	1345	+311	30900	4	42/1
11	15	SANTANA f/ALEX BAND Why Don't You & I (Arista)	1308	-327	29064	27	34/0
13	16	MICHELLE BRANCH Breathe (Maverick/Warner Bros.)	1286	-276	26417	13	41/2
23	17	DIDO White Flag (Arista)	1198	+164	25522	14	41/1
15	18	MATCHBOX TWENTY Bright Lights (Atlantic)	1193	-364	25580	19	34/0
24	19	LUDACRIS f/SHAWNNA Stand Up (Def Jam South/IDJMG)	1178	+158	26706	9	42/1
19	20	STAIN'D So Far Away (Flip/Elektra/EEG)	1119	+15	25222	19	37/0
20	21	CHINGY f/SNOOP DOGG & LUDACRIS Holidae In (DTP/Capitol)	1043	-57	24513	9	39/2
29	22	LINKIN PARK Numb (Warner Bros.)	929	+315	19951	7	44/4
28	23	PINK God Is A DJ (Arista)	867	+162	21648	4	37/4
27	24	SHERYL CROW The First Cut Is The Deepest (A&M/Interscope)	856	+58	18853	11	38/1
25	25	LIL' JON & THE EASTSIDE BOYZ Get Low (TVT)	828	-138	19291	14	29/0
16	26	FOUNTAINS OF WAYNE Stacy's Mom (S-Curve/EMC)	791	-499	17721	16	29/0
30	27	FUEL Falls On Me (Epic)	645	+97	15039	6	29/3
31	28	KELLY CLARKSON The Trouble With Love Is (RCA)	643	+109	13664	5	30/1
35	29	EAMON F**k It (I Don't Want You Back) (Jive)	627	+136	13927	5	24/2
38	30	EVANESCENCE My Immortal (Wind-up)	621	+199	14891	5	27/4
39	31	BEYONCE' Me, Myself And I (Columbia)	530	+156	10290	4	25/2
43	32	GOOD CHARLOTTE Hold On (Epic)	503	+201	11382	3	30/8
37	33	KILEY DEAN Who Will I Run To? (Beatclub/Interscope)	501	+68	11840	12	33/2
36	34	JAY-Z Change Clothes (Roc-A-Fella/IDJMG)	466	-12	10585	6	29/3
45	35	ALICIA KEYS You Don't Know My Name (J)	453	+177	11522	2	28/5
26	36	ENRIQUE IGLESIAS Addicted (Interscope)	416	-400	7847	10	25/0
40	37	LIMP BIZKIT Behind Blue Eyes (Flip/Interscope)	396	+36	7770	6	26/3
48	38	MARY J. BLIGE f/EVE Not Today (Geffen)	364	+174	7795	2	23/3
32	39	BRITNEY SPEARS f/MADONNA Me Against The Music (Jive)	355	-168	6959	11	11/0
Debut	40	MYA Fallen (A&M/Interscope)	309	+223	6953	1	23/6
44	41	JASON MRAZ You And I Both (Elektra/EEG)	289	+4	6911	4	19/2
33	42	FEFE DOBSON Take Me Away (Island/IDJMG)	272	-238	5307	16	13/0
Debut	43	JC CHASEZ Some Girls (Dance With Women) (Jive)	245	+81	6653	1	17/4
41	44	DASHBOARD CONFESSIONAL Hands Down (Vagrant)	230	-100	4211	8	16/0
Debut	45	BARENAKED LADIES Another Postcard (Chimps) (Reprise)	195	+33	4465	1	9/0
Debut	46	RUBEN STUDDARD Sorry 2004 (J)	170	+146	4155	1	12/4
Debut	47	MURPHY LEE f/JERMAINE DUPRI Wat Da Hook Gon Be (Fo' Reel/Universal)	169	+15	4137	1	13/2
34	48	KK All The Pieces (Independent)	164	-330	2798	17	6/0
Debut	49	SARAH MCLACHLAN Fallen (Arista)	160	+2	3909	1	10/0
Debut	50	JAGGED EDGE Walked Outta Heaven (Columbia)	154	+73	3876	1	10/2

50 CHR/Pop reporters. Songs ranked by total plays for the airplay week of Sunday 12/28 - Saturday 1/3.

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Most Added®

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ARTIST TITLE LABEL(S)	ADDS
GOOD CHARLOTTE Hold On (Epic)	8
TWISTA f/KANYE WEST & JAMIE FOXX Slow Jamz (Atlantic)	8
BRITNEY SPEARS Toxic (Jive)	7
MYA Fallen (A&M/Interscope)	6
KYLIE MINOGUE Slow (Capitol)	6
ALICIA KEYS You Don't Know My Name (J)	5
LINKIN PARK Numb (Warner Bros.)	4
PINK God Is A DJ (Arista)	4
EVANESCENCE My Immortal (Wind-up)	4
JC CHASEZ Some Girls (Dance With Women) (Jive)	4
RUBEN STUDDARD Sorry 2004 (J)	4
NICK CANNON Gigolo (Jive)	4
USHER f/LUDACRIS & LIL' JON Yeah (Arista)	4
JESSICA SIMPSON With You (Columbia)	3
FUEL Falls On Me (Epic)	3
JAY-Z Change Clothes (Roc-A-Fella/IDJMG)	3
LIMP BIZKIT Behind Blue Eyes (Flip/Interscope)	3
MARY J. BLIGE f/EVE Not Today (Geffen)	3
JASON MRAZ The Remedy (I Won't Worry) (Elektra/EEG)	3
SWITCHFOOT Meant To Live (Red Ink/Columbia)	3

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
OUTKAST The Way You Move (Arista)	+412
NICKELBACK Someday (Roadrunner/IDJMG)	+396
LINKIN PARK Numb (Warner Bros.)	+315
KELIS Milkshake (Star Trak/Arista)	+311
JESSICA SIMPSON With You (Columbia)	+294
MYA Fallen (A&M/Interscope)	+223
GOOD CHARLOTTE Hold On (Epic)	+201
EVANESCENCE My Immortal (Wind-up)	+199
ALICIA KEYS You Don't Know My Name (J)	+177
MARY J. BLIGE f/EVE Not Today (Geffen)	+174
SIMPLE PLAN Perfect (Lava)	+172
DIDO White Flag (Arista)	+164
PINK God Is A DJ (Arista)	+162
LUDACRIS f/SHAWNNA Stand Up (Def Jam South/IDJMG)	+158
BEYONCE' Me, Myself And I (Columbia)	+156
RUBEN STUDDARD Sorry 2004 (J)	+146
EAMON F**k It (I Don't Want You Back) (Jive)	+136
BRITNEY SPEARS Toxic (Jive)	+134
KELLY CLARKSON The Trouble With Love Is (RCA)	+109
NO DOUBT It's My Life (Interscope)	+108
FUEL Falls On Me (Epic)	+97
WIDELIFE W/ S. DENNY All Things... (Capitol)	+85
JC CHASEZ Some Girls (Dance With Women) (Jive)	+81
JAGGED EDGE Walked Outta Heaven (Columbia)	+73
TWISTA f/KANYE WEST & JAMIE FOXX Slow Jamz (Atlantic)	+63
SHERYL CROW The First Cut Is The Deepest (A&M/Interscope)	+58
DAVE MATTHEWS Save Me (RCA)	+55
KYLIE MINOGUE Slow (Capitol)	+49
KILEY DEAN Who Will I Run To? (Beatclub/Interscope)	+48
NICK CANNON Gigolo (Jive)	+46

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ON THE RECORD

With
Kidd Conley
Asst. PD, WVSR/Charleston, WV



Our research is showing a growing trend toward rock-based music. In the last year we have seen huge success from bands like 3 Doors Down, Simple Plan, Bowling For Soup and Kid Rock. • We don't play music for kids here. If you hear 50 Cent's "In da Club" or Beyoncé's "Crazy in Love," it's because they have tested well with our 30-year-old females. Our most requested song of the year was "When I'm Gone" by 3 Doors Down. And "Here Without You" is still in the top 10 requests! • Some of the pop R&B titles that work for us include R. Kelly's "Ignition (Remix)," "OutKast's "Hey Ya!" and Justin Timberlake's "Senorita." New songs that are working well for us include Clay Aiken's "Invisible" and Limp Bizkit's "Behind Blue Eyes." The rest of the top five is Kelly Clarkson's "The Trouble With Love," Nickelback's "Someday" and Simple Plan's "Perfect." • WVSR has continued its success as a market leader by focusing on adult females. We're competing with an AC station, a Hot AC station and a Rhythmic CHR in a market that has always leaned heavily in the Country direction. We will remain competitive by staying focused on our core audience, doing great promotions and having the best airstaff in town!

New year, old No. 1: **OutKast** hold on to the top spot with "Hey Ya!" (Arista). **Baby Bash's** "Suga Suga" (Universal) creeps up 3-2, while **3 Doors Down's** "Here Without You" (Republic/Universal) slides 2-3. **Nickelback's** "Someday" (Roadrunner/IDJMG) climbs 5-4*, while **OutKast** put a second song into the top five as "The Way You Move" (Arista) leapfrogs 11-5*. The song also snags Most Increased Plays, with an additional 1,878 plays this week ... **Jessica Simpson's** "With You" (Columbia) jumps 22-13* ... **Linkin Park** may be "Numb" (Warner Bros.), but they're feeling the chart love as the song flies up 27-18* ... **Eamon's** "F**k It" (Jive) rises 26-21* ... **Beyoncé's** "Me, Myself & I" (Columbia) climbs 33-27* ... **Murphy Lee featuring Jermaine Dupri's** "Wat Da Hook Gon Be" (Fo' Reel/Universal) hikes up 40-34*, followed closely by **JC Chasez's** "Some Girls (Dance With Women)" (Jive), which moves 43-35* ... Programmers recognize **Alicia Keys' "You Don't Know My Name" (J)**; it rockets 50-38* ... Most Added honors this week go to **Kylie Minogue** for her 31 adds on "Slow" (Capitol) ... Chart debuts this week come from **Mary J. Blige featuring Eve, Mya, Nick Cannon, Jagged Edge, Britney Spears, Sarah McLachlan, Widelife with Simone Denny and Ruben Studdard.**

— Keith Berman, Radio Editor

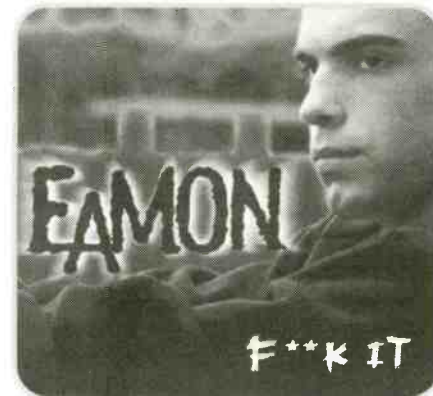


ON THE RISE

ARTIST: **Eamon**

LABEL: **Jive**

By **MIKE TRIAS**/ASSOCIATE EDITOR



Words. They are powerful tools when it comes to expressing emotions. Have you ever had such strong feelings for another person that you could not find words powerful enough to describe what was going through your head? Or have you ever been unable to find the perfect words to properly get your point across? Well, when it comes to heart-break, Jive recording artist Eamon has not only provided the new soundtrack to breaking up, he is able to sum up what many people feel while ending a relationship in just two concise words: "F**k it."

Eamon is a 19-year-old singer-songwriter who has had much performing experience in his young life — and by the sound of his current single, it seems he's had a lot of experience when it comes to losing that loving feeling, as well. Hailing from Staten Island, NY, he counts among his musical influences artists ranging from Frankie Lyman all the way to Wu Tang Clan. Eamon was born into a musical family: His father was part of a successful doo-wop group. By the tender age of 9, Eamon was already performing for audiences. Now, a little over a decade after his first dreams of stardom, he is entering the national spotlight with his potty-mouthed single (in his defense, the clean version just doesn't elicit the emotion that the dirty version does).

"F**k It (I Don't Want You Back)" is a classic story that countless people find themselves involved in every day. Boy meets girl, boy falls in love with girl, boy wants to give girl the world, girl cheats on boy, boy dumps girl — of course, the roles of "boy" and "girl" can be reversed.

Eamon delivers an impassioned tale, with the lyrics of the chorus serving as the doomed fairytale's resolution. "F**k what I said/It don't mean shit now/F**k the presents/Might as well throw them out/F**k all those kisses/Didn't mean jack/F**k you, you ho/I don't want you back." During the first verse he tells of his early affectionate feelings for his love, while the second verse goes into detail about her cheating ways. And after all is told, he relates how she would like him to take her back, which, of course, leads us back into the chorus lyrics.

With lyrics like those in "F**k It," one would expect a track not unlike those employed by aggressive rock or rap tunes. Instead the cut — produced by Milk Dee (MC Lyte, Janet Jackson, Mary J. Blige, Sinéad O'Connor) and Mark Passy — is sung by Eamon in a high-pitched old-school R&B voice, with melodies and harmonies reminiscent of the soul classics of yesteryear. The track itself has a simple swing beat accentuated by gentle string lines and doo-wop harmonies. There's even a breakdown full of "ahhs" and "oohs," while the catchy hook is easy to learn and sing along to. Listeners seem to be feeling the message of "F**k It" — this week the tune lands at No. 21* on R&R's CHR/Pop chart.

THE MOST LISTENED TO NEW SUNDAY MORNING SHOW NOW AIRING EACH WEEK ON LEADING CHR/POP STATIONS



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**America's Best Testing CHR/Pop Songs 12 +
For The Week Ending 1/9/04**

Artist Title (Label)	TW	LW	Familiarity	Burn	Women 12-17	Women 18-24	Women 25-34
LINKIN PARK Numb (Warner Bros.)	4.05	—	78%	14%	4.32	4.09	4.04
3 DOORS DOWN Here Without You (Republic/Universal)	3.97	4.09	96%	41%	3.77	3.98	4.31
JESSICA SIMPSON With You (Columbia)	3.97	3.80	84%	11%	4.19	3.92	3.89
MAROON 5 Harder To Breathe (Octone/J)	3.95	4.12	94%	33%	3.85	3.96	4.22
OUTKAST The Way You Move (Arista)	3.95	3.97	89%	19%	3.83	3.83	4.06
STACIE ORRICO (There's Gotta Be) More To Life (ForeFront/Virgin)	3.92	3.94	95%	27%	4.07	3.96	3.83
SIMPLE PLAN Perfect (Lava)	3.92	3.93	94%	31%	4.22	3.88	3.83
NICKELBACK Someday (Roadrunner/IDJMG)	3.92	3.94	89%	23%	3.95	3.83	4.08
OUTKAST Hey Ya! (Arista)	3.90	4.06	96%	38%	3.67	3.77	4.19
CHRISTINA AGUILERA The Voice Within (RCA)	3.90	3.94	92%	19%	4.05	4.00	3.74
TRAPT Headstrong (Warner Bros.)	3.90	3.93	89%	32%	3.94	3.95	3.98
MICHELLE BRANCH Breathe (Maverick/Warner Bros.)	3.87	3.79	93%	23%	3.91	3.96	3.85
NO DOUBT It's My Life (Interscope)	3.86	3.76	93%	22%	3.45	3.98	4.12
BABY BASH Suga Suga (Universal)	3.77	3.65	90%	32%	3.81	3.83	3.95
SANTANA f/ALEX BAND Why Don't You & I (Arista)	3.76	3.90	89%	33%	3.54	3.91	3.93
MATCHBOX TWENTY Bright Lights (Atlantic)	3.76	3.80	79%	22%	3.55	3.65	4.07
LIZ PHAIR Why Can't I? (Capitol)	3.75	3.79	91%	31%	3.86	3.76	3.79
STAIN'D So Far Away (Flip/Elektra/EEG)	3.74	3.82	73%	18%	3.73	3.74	4.04
FUEL Falls On Me (Epic)	3.68	3.76	47%	8%	3.68	3.91	3.68
LUDACRIS f/SHAWNNA Stand Up (Def Jam South/IDJMG)	3.67	3.67	91%	34%	3.80	3.66	3.65
DIDO White Flag (Arista)	3.67	3.72	77%	19%	3.64	3.56	3.75
BEYONCE f/SEAN PAUL Baby Boy (Columbia)	3.65	3.63	99%	55%	3.55	3.60	3.88
LIL' JON & THE EASTSIDE BOYZ Get Low (TVT)	3.63	3.64	88%	40%	3.84	3.33	3.71
FOUNTAINS OF WAYNE Stacy's Mom (S-Curve/EMC)	3.58	3.58	97%	47%	3.64	3.52	3.59
CLAY AIKEN Invisible (RCA)	3.58	3.82	91%	31%	3.77	3.65	3.47
PINK God Is A DJ (Arista)	3.57	—	62%	13%	3.67	3.22	3.89
CHINGY f/SNOOP DOGG & LUDACRIS Holiday In (DTP/Capitol)	3.44	3.40	86%	37%	3.64	3.30	3.69
KELIS Milkshake (Star Trak/Arista)	3.36	3.42	91%	37%	3.58	3.17	3.31
EAMON F**k It (I Don't Want You Back) (Jive)	3.28	—	49%	18%	3.49	3.53	3.22

Total sample size is 445 respondents. Total average favorability estimates are based on a scale of 1-5. (1=dislike very much, 5 = like very much). Total familiarity represents the percentage of respondents who recognized the song. Total burn represents the number of respondents who said they are tired of hearing the song. Songs must have 40% familiarity to appear on survey. Sample composition is based on persons 12+. Persons are screened via the Internet. Once passed, they can take the music test based on the format/music preference. RateTheMusic.com results are not meant to replace callout research. The results are intended to show opinions of participants on the the Internet only. RateTheMusic is a registered trademark of RateTheMusic.com. The RTM system, is available for local radio stations by calling 818-377-5300. RateTheMusic.com data is provided by Mediabase Research, a division of Premiere Radio Networks.

New & Active

G UNIT Stunt 101 (Interscope)
Total Plays: 568, Total Stations: 13, Adds: 1

TWISTA f/KANYE WEST & JAMIE FOXX Slow Jamz (Atlantic)
Total Plays: 539, Total Stations: 35, Adds: 16

SWITCHFOOT Meant To Live (Red Ink/Columbia)
Total Plays: 519, Total Stations: 47, Adds: 11

LUCKY BOYS CONFUSION Hey Driver (Elektra/EEG)
Total Plays: 435, Total Stations: 32, Adds: 0

KYLIE MINOGUE Slow (Capitol)
Total Plays: 366, Total Stations: 49, Adds: 31

P.O.D. Will You (Atlantic)
Total Plays: 230, Total Stations: 26, Adds: 0

DAVE MATTHEWS Save Me (RCA)
Total Plays: 202, Total Stations: 24, Adds: 5

KID ROCK Cold And Empty (Top Dog/Atlantic)
Total Plays: 196, Total Stations: 15, Adds: 6

HILARY DUFF Come Clean (Buena Vista/Hollywood)
Total Plays: 182, Total Stations: 15, Adds: 5

BLACK EYED PEAS Hey Mama (A&M/Interscope)
Total Plays: 182, Total Stations: 14, Adds: 3

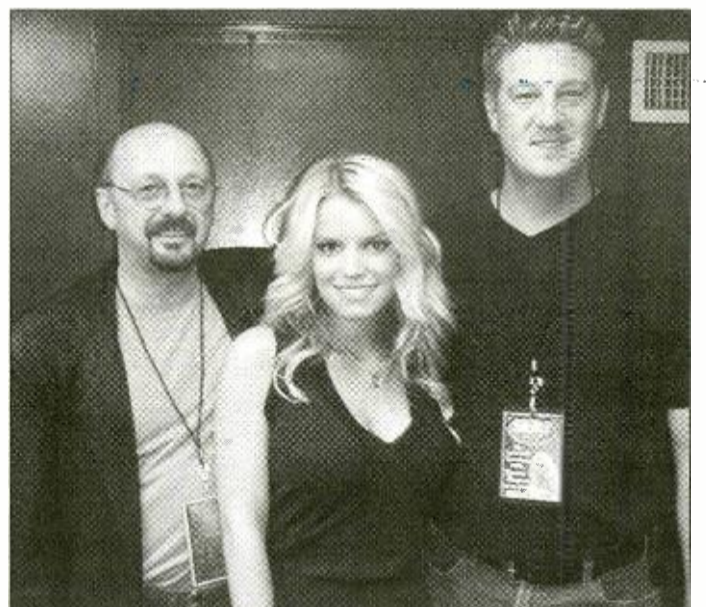
Songs ranked by total plays



IT'S PROM TIME Check out how fancy everyone dressed up for WRZE/Cape Cod, MA's 10th birthday bash, which was held last month. Here's (l-r) WRZE midday guy/OM Steve McVie, recording artist Baby Bash and WRZE hosts Stephanie Viva and DJ Zach.



THEY IDOLIZE HIM And yet everyone made fun of American Idol's Clay Aiken because he was the only one in the picture wearing glasses. Backstage at WWWQ (Q100)/Atlanta's annual Frosty the Showman are (l-r) Bert Show personalities Melissa Carter and Jenn Hobby, Aiken and Bert Show personalities Jeff Dauler and Bert Weiss.



WE JUST CAN'T GET ENOUGH JESSICA The lovely Ms. Simpson (or Mrs. Lachey, depending on who you're asking) recently stopped by WFLZ/Tampa to do an intimate acoustic set for some station listeners. Seen here are (l-r) Sony Music rep Rich Tardanico, Simpson and WFLZ OM/MPD Jeff Kapugi.

Please Send Your Photos

R&R wants your best snapshots (color or black & white). Please include the names and titles of all pictured and send them to:
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DONTAY THOMPSON
dthompson@radioandrecords.com

PART ONE OF A TWO-PART SERIES

Westside Connected

Hip-hop veterans discuss their new album and West Coast hip-hop

Being born in Los Angeles and raised there during the '80s, I've witnessed firsthand the popularity of and controversy sparked by hard-core hip-hop. Much of that drama was caused by West Coast artists such as Ice T and N.W.A., who introduced a new type of "gangsta" rap to the mainstream by creating songs that contained candid lyrics that spoke of the violence in the streets of Los Angeles.

These artists put West Coast hip-hop on the map and paved the way for newer artists such as 2Pac, Snoop Dogg, Mack 10 and WC, who adopted the gangsta rap approach early in their careers. Hip-hop suffered a blow when the ensuing beef between East and West Coast artists resulted, some say, in the deaths of 2Pac and The Notorious B.I.G.

Feeling that West Coast artists weren't getting the respect they deserved, former N.W.A. member Ice Cube teamed up with two other successful solo artists from the West, WC and Mack 10, and formed The Westside Connection. The group had everyone representing the West by throwing up W's and helped take West Coast hip-hop to the next level with their smash hit *Bow Down* in '96.

Not many artists since then have represented the West Coast like The Westside Connection. After a seven-year hiatus during which rap music lost its hard-core edge by mixing in R&B, the group are back with their latest release, *Terrorist Threats*, which will satisfy any lover of hard-core hip-hop.

"Hip-Hop is mainstream, and it isn't real no more," says Mack 10. "We trying to bring the realness back, and we had to put light back on the coast again."

With their current single, "Gangsta Nation," already climbing the charts, it appears as though a Westside Connection release was long overdue and that fans have been waiting patiently to hear their music. I recently had a chance to talk to the guys about *Terrorist Threats*, as

record labels started saying, "Well, this is what is making money; gangsta rap is dead."

IC: We feel at this point in time that we are stronger as a group. When we did the record *Bow Down* in '96, we wanted to instill some pride and unity on the West Coast. We felt like we weren't getting a fair shake after the N.W.A., Lench Mob and Death Row era. We started getting a lot of disrespect for some of our success. We always looked at ourselves as a family more than a group anyway. We don't feel like it's our job to keep doing records like a normal group would. We feel like we should do records when we feel like it's right, and the time is now right.

We felt as though there was another crisis in hip-hop, but it was a crisis in all of hip-hop,

not just on the West Coast. We felt the hardness of hip-hop was slowly on its way out. We come from an era when hard-core rap wasn't accepted by the mainstream, and now the mainstream is totally embracing the music. That means the music isn't serving the same purpose. We wanted to do a record that was hard-core like the kind of records we remember buying.

Mack 10: The West Coast needed it. They needed something to rally up behind. Our solo careers have been successful, but none as successful as Westside Connection. Nobody represents the West Coast like us — not to discredit Dre or Snoop, because they are definitely Westside. Dre and Snoop are so big, they are almost beyond that, but with us, it's like, "No doubt this is what they represent and stand for. This and this alone, nothing else."

R&R: You have been on a seven-year hiatus as a group. Has your sound evolved with time, and did you take a different approach to doing this album than you did on the first one?

WC: Most definitely things have changed. We've matured as individ-

"Rap was in a state of emergency. It was too many rappers in love on the radio, and the media was focusing on that. It was like the gangsta and hard-core rap were weeded out."

WC

uals. We know exactly who to go after when we go out and do our records. You got to realize that when you play the game that record labels like to play, they'll say, "Let's just do a record. Let's go get a down South record, let's go get an East Coast-sounding record, and let's get a West Coast-sounding record, so we can cover every part of the country."

You can't do a record like that. If there's a track that comes in and has a down South feel to it but you can be yourself over it because you actually like that beat, then go ahead and rhyme over it. Don't go out and grab a down South beat because down South music is what's happening right now. Don't grab an East Coast beat because you want to get played on the East Coast. That is one thing we learned.

You continue to be yourself, but you have to grow. We can't come out with the same sound that we came out with in '96. What we try to do is balance it out. We tried to elevate and go with a bigger sound than last time. What we did on this album was we said, "OK, we are in the 2k's right now. Let's go out now and do something that's us but not like what we did last time."

That is why we went out and grabbed a track from Megahertz. We grabbed Midi Mafia, who brought you "21 Questions" from 50 Cent. Midi Mafia gave us a track on the album, "IZM," that sounded straight West Coast. We liked the track, so we grabbed it. We didn't go after producers because they were from here, there or whatever.

As individuals, we've become businessmen in addition to artists. We've also acquired more love and learned the value of family. You come across so many phony people in this industry that you have to keep your circle tight. If there's any problems or disagreements with one another, we know how to holla at each other and not let the media air out our personal issues. We're like a family.

Mack 10: We just went in and put our minds together and came up with the hottest verses over the hottest beats. And if your verse isn't right, we gonna damn sure tell you it isn't right.

IC: We are a lot better, with a lot more experience as producers and artists and as a group. Before we would kind of experiment; now we know the recipe works. It's all about

adding a little more spice here, a little more spice there. Plus, the more we marinate like this, the better-sounding our records will be. There were a lot of reasons for the seven-year hiatus. Not only was the record company going through different types of turmoil, but everyone had solo projects that they wanted to get off the ground and all different kinds of things.

R&R: What made you guys decide to name the album *Terrorist Threats*?

WC: Because with all these laws and everything changing, rap music is going to get labeled as a terrorist threat. They tell us we have freedom of speech, but in a minute they're going to squash that. Do we really have freedom of speech?

"It's kind of easy to throw the terrorist label on anyone nowadays. We labeled ourselves before anybody could label us, because I think it's coming."

Ice Cube

IC: We named it that to bring some attention to what we think is going to happen in the future of this country, as far as how rappers will be looked at. It's kind of easy to throw the terrorist label on anyone nowadays. We labeled ourselves before anybody could label us, because I think it's coming. Eminem just got into some shit with the Secret Service because of some of his lyrics about the president. That is the first of what is yet to come. They're going to start holding you accountable for certain lyrics and try to investigate you.

Next week: The Westside Connection discuss their antics in the studio, their favorite tracks on the album and why they feel that the radio and the record industries don't support West Coast artists.



Westside Connection

well as about how hip-hop has changed.

R&R: You guys have all had successful careers as solo artists. Why put out another album together after such a long period of time?

WC: Rap was in a state of emergency. A lot of the hard-core rap that we stood for and were influenced by was not being heard in today's rap game. It was too many rappers in love on the radio, and the media was focusing on that. It was like the gangsta and hard-core rap were weeded out.

Radio and video stations have the power to program and deprogram. For so long gangsta rap was running things, to the point that people in a position of power felt it needed to be switched up. It seems like they were not going to allow that kind of rap to be played on the air. Labels took the position of not signing them kind of acts. Them weeding us out opened the doors for cats to come in with not-so-hard music. That type of music was being heard on radio more than gangsta rap, and the fans started jumping on it. The

R&R CHR/RHYTHMIC TOP 50

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January 9, 2004

THREE WEEKS	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	KELIS Milkshake (Star Trak/Arista)	5202	-20	587431	13	80/0
2	2	OUTKAST Hey Ya! (Arista)	4803	-196	491691	12	57/1
4	3	OUTKAST The Way You Move (Arista)	4312	-307	521365	17	73/0
15	4	TWISTA f/KANYE WEST & JAMIE FOXX Slow Jamz (Atlantic)	4016	+1462	433663	5	83/4
7	5	JAGGED EDGE Walked Outta Heaven (Columbia)	4011	+171	415833	15	75/0
3	6	LUDACRIS f/SHAWNNA Stand Up (Def Jam South/IDJMG)	3986	-880	470168	19	80/0
6	7	YOUNGBLOODZ f/LIL' JON Damn! (Arista)	3402	-416	434306	24	78/0
5	8	CHINGY f/SNOOP DOGG & LUDACRIS Holidae In (DTP/Capitol)	3337	-788	314346	18	79/0
17	9	YING YANG TWINS f/LIL' JON & THE EASTSIDE BOYZ Salt Shaker (TVT)	3301	+988	344708	7	71/2
19	10	ALICIA KEYS You Don't Know My Name (J)	3256	+995	400843	6	76/1
14	11	NICK CANNON Gigolo (Jive)	3208	+532	280805	9	79/1
12	12	LIL' JON & THE EASTSIDE BOYZ Get Low (TVT)	2881	-165	368253	34	76/0
16	13	WESTSIDE CONNECTION Gangsta Nations (Capitol)	2762	+445	261490	10	66/2
10	14	2PAC f/NOTORIOUS B.I.G. Runnin' (Dying To Live) (Amaru/Interscope)	2753	-339	358965	12	65/0
8	15	MURPHY LEE f/JERMAINE DUPRI Wat Da Hook Gon Be (Fo' Reel/Universal)	2684	-684	234416	18	67/0
13	16	BABY BASH Suga Suga (Universal)	2424	-322	302092	29	56/0
9	17	G UNIT Stunt 101 (Interscope)	2213	-1062	269928	10	77/0
18	18	BEYONCE' f/SEAN PAUL Baby Boy (Columbia)	2118	-255	285790	21	83/0
26	19	KANYE WEST Through The Wire (Roc-A-Fella/IDJMG)	2113	+682	216855	5	64/6
21	20	BEYONCE' Me, Myself And I (Columbia)	2063	+212	210617	8	59/0
25	21	CASSIDY f/R. KELLY Hotel (J)	2034	+431	268383	10	66/8
11	22	JAY-Z Change Clothes (Roc-A-Fella/IDJMG)	1991	-1071	213072	8	75/0
27	23	MARY J. BLIGE f/EVE Not Today (Geffen)	1499	+281	142378	4	64/4
24	24	BOW WOW f/JAGGED EDGE My Baby (Columbia)	1441	-130	191413	9	55/0
Debut	25	USHER f/LUDACRIS & LIL' JON Yeah (Arista)	1423	+1423	206749	1	3/3
23	26	BABY BASH Shorty Doowop (Universal)	1364	-208	127046	8	40/1
36	27	B2K f/FABOLOUS Bada Boom (Epic)	1358	+571	133712	3	53/5
49	28	LUDACRIS Splash Waterfalls (Def Jam South/IDJMG)	1344	+895	93387	2	67/7
28	29	TOO SHORT f/LIL' JON Shake That Monkey (Short/Jive)	1299	+151	165520	11	22/3
22	30	MYA Fallen (A&M/Interscope)	1232	-582	100279	9	62/0
20	31	R. KELLY Step In The Name Of Love (Jive)	1205	-689	203681	14	64/0
32	32	AVANT Read Your Mind (Geffen)	1180	+116	154066	8	39/3
33	33	MARQUES HOUSTON Pop That Booty (T.U.G./EEG)	1157	+127	97021	5	54/0
34	34	EAMON F**k It (I Don't Want You Back) (Jive)	1046	+209	76383	6	26/4
Debut	35	PETEY PABLO Freek-A-Leek (Jive)	1037	+637	116034	1	36/12
31	36	OBIE TRICE The Set Up (Shady/Aftermath/Interscope)	1027	-38	93064	5	55/0
47	37	T.J. Rubber Band Man (Grand Hustle/Atlantic)	986	+515	70942	2	39/8
Debut	38	J-KWON Topsy (So So Def/Arista)	905	+535	104149	1	2/0
30	39	RYAN DUARTE You (Universal)	842	-308	95029	6	40/0
29	40	ASHANTI Rain On Me (Murder Inc./IDJMG)	811	-387	89198	19	58/0
Debut	41	JAY-Z Dirt Off Your Shoulder (Roc-A-Fella/IDJMG)	774	+464	126666	1	2/1
Debut	42	CHINGY One Call Away (DTP/Capitol)	749	+496	69882	1	39/32
44	43	JUVENILE In My Life (Cash Money/Universal)	701	+218	58080	2	24/3
50	44	BIG TYMERS f/R. KELLY Gangsta Girl (Cash Money/Universal)	654	+215	44848	2	34/1
Debut	45	RUBEN STUDDARD Sorry 2004 (J)	620	+258	45426	1	42/3
42	46	B. RHYMES, F. JOE, CHINGY AND N. CANNON Shorty... (Hollywood)	584	+104	70510	2	32/0
37	47	YING YANG TWINS Naggin' (TVT)	569	-102	58889	15	20/0
39	48	TRILLVILLE Neva Eva (BME/Warner Bros.)	536	-44	41035	4	18/2
Debut	49	KNOC-TURN'AL f/SNOOP DOGG The Way I Am (L.A. Confidential/Elektra/EEG)	483	+75	42878	1	30/0
35	50	WARREN G Let's Go (It's A Movement) (MSC)	481	-259	15853	6	36/1

Most Added®

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ARTIST TITLE LABEL(S)	ADDS
CHINGY One Call Away (DTP/Capitol)	32
YOUNG GUNZ No Better Love (Def Jam/IDJMG)	27
VIOLATOR f/MYSTIKAL & BUSTA RHYMES Keep Doin' It (Jive)	21
MASTER P Them Jeans (New No Limit)	16
PETEY PABLO Freek-A-Leek (Jive)	12
CASSIDY f/R. KELLY Hotel (J)	8
T.I. Rubber Band Man (Grand Hustle/Atlantic)	8
LUDACRIS Splash Waterfalls (Def Jam South/IDJMG)	7
KANYE WEST Through The Wire (Roc-A-Fella/IDJMG)	6
B2K f/FABOLOUS Bada Boom (Epic)	5

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
TWISTA f/KANYE WEST & JAMIE FOXX Slow Jamz (Atlantic)	+1462
USHER f/LUDACRIS & LIL' JON Yeah (Arista)	+1423
ALICIA KEYS You Don't Know My Name (J)	+995
YING YANG TWINS f/LIL' JON... Salt Shaker (TVT)	+988
LUDACRIS Splash Waterfalls (Def Jam South/IDJMG)	+895
KANYE WEST Through The Wire (Roc-A-Fella/IDJMG)	+682
PETEY PABLO Freek-A-Leek (Jive)	+637
B2K f/FABOLOUS Bada Boom (Epic)	+571
J-KWON Topsy (So So Def/Arista)	+535
NICK CANNON Gigolo (Jive)	+532

New & Active

GEMINI Crazy For You (Universal)	Total Plays: 420, Total Stations: 21, Adds: 2
BRAVEHEARTS f/LIL' JON Quick To Back Down (Columbia)	Total Plays: 418, Total Stations: 18, Adds: 0
SEAN PAUL I'm Still In Love With You (VP/Atlantic)	Total Plays: 416, Total Stations: 21, Adds: 1
BUBBA SPARXXX Back In The Mudd (Beatclub/Interscope)	Total Plays: 410, Total Stations: 26, Adds: 1
MASTER P Them Jeans (New No Limit)	Total Plays: 394, Total Stations: 21, Adds: 16
CEE-LO I'll Be Around (LaFace/Arista)	Total Plays: 367, Total Stations: 18, Adds: 0
LIL SCRAPPY Head Bussa (BME/Reprise)	Total Plays: 301, Total Stations: 18, Adds: 0
JIN Learn Chinese (Ruff Ryders/Virgin)	Total Plays: 279, Total Stations: 22, Adds: 3
FEDERATION Hyphy (Virgin)	Total Plays: 218, Total Stations: 19, Adds: 0
YOUNG GUNZ No Better Love (Def Jam/IDJMG)	Total Plays: 188, Total Stations: 28, Adds: 27

Songs ranked by total plays

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

86 CHR/Rhythmic reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 12/28-1/3. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 20 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Total Audience equals Average Quarter Hour Persons times number of plays (times 100). Each daypart on each station is assigned an AQH number. Average Quarter Hour Persons used herein with permission from the Arbitron Company (© 2004, The Arbitron Company). © 2004, R&R, Inc.

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January 9, 2004

RANK ARTIST TITLE LABEL

- 1 **KELIS** Milkshake (*Star Trak/Arista*)
- 2 **YING YANG TWINS** Salt Shaker (*TVT*)
- 3 **LUDACRIS** Stand Up (*Def Jam South/IDJMG*)
- 4 **YOUNGBLOODZ f/LIL' JON** Damn! (*Arista*)
- 5 **LIL' JON & EASTSIDE BOYZ** Get Low (*TVT*)
- 6 **OUTKAST** The Way You Move (*Arista*)
- 7 **TWISTA f/K. WEST & J. FOXX** Slow Jamz (*Atlantic*)
- 8 **CASSIDY f/R. KELLY** Hotel (*J*)
- 9 **WESTSIDE CONNECTION** Gangsta Nation (*Capitol*)
- 10 **ALICIA KEYS** You Don't Know My Name (*J*)
- 11 **USHER f/LUDACRIS** Yeah (*Arista*)
- 12 **G-UNIT** Stunt 101 (*Interscope*)
- 13 **OUTKAST** Hey Ya (*Arista*)
- 14 **MURPHY LEE f/J. DUPRI** Wat Da Hook Gon' Be (*Fo' Reel/Universal*)
- 15 **NICK CANNON** Gigolo (*Jive*)
- 16 **2PAC f/NOTORIOUS B.I.G.** Runnin' (*Death Row/Interscope*)
- 17 **JAY-Z** Change Clothes (*Roc-A-Fella/IDJMG*)
- 18 **KANYE WEST** Through The Wire (*Roc-A-Fella/IDJMG*)
- 19 **CHINGY f/SNOOP DOGG & LUDACRIS** Holidae In (*DTP/Capitol*)
- 20 **JAY-Z** Dirt Off Your Shoulder (*Roc-A-Fella/IDJMG*)
- 21 **BABY BASH** Suga Suga (*Universal*)
- 22 **BEYONCE' f/SEAN PAUL** Baby Boy (*Columbia*)
- 23 **TOO SHORT f/LIL' JON** Shake That Monkey (*Short/Jive*)
- 24 **J-KWON** Tippy (*So So Def/Arista*)
- 25 **JAGGED EDGE** Walked Outta Heaven (*Columbia*)
- 26 **R. KELLY** Step In The Name Of Love (*Jive*)
- 27 **LUDACRIS** Splash Waterfalls (*Def Jam/IDJMG*)
- 28 **JUVENILE** In My Life (*Cash Money/Universal*)
- 29 **BEYONCE'** Me, Myself And I (*Columbia*)
- 30 **PETEY PABLO** Freek-A-Leek (*Jive*)

Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of xx/x-xx/x/xx. © 2004, R&R, Inc.



PHILADELPHIA MIX SIX

- J-KWON** Tippy (*So So Def/Arista*)
- JAY-Z** Dirt Off Your Shoulder (*Roc-A-Fella/IDJMG*)
- G UNIT** Wanna Get To Know You (*G Unit/Interscope*)
- USHER f/LIL JON & LUDACRIS** Yeah (*Arista*)
- PETEY PABLO** Freek-A-Leek (*Jive*)
- YOUNG GUNZ** No Better Love (*Roc-A-Fella/IDJMG*)

ON THE RECORD

This Week's Hottest Music Picks

R Dub
PD, KOHT/Tucson

Lil Rob's "Can We Ride" (Upstairs): This record is for real! This lil' Mexican dude is doin' big things in Tucson.

J-Kwon's "Tippy" (So So Def/Arista): Mixers find this one hot!

ODM
MD, KGG/Riverside

Usher featuring Lil Jon & Ludacris' "Yeah" (Arista): All I have to say is, oh-kay!

G-Unit featuring Joe's "Wanna Get to Know You" (G Unit/Interscope): I feel this is a smash. It's another joint for me to grind to in da clubs.

Baby Bash's "Shorty Doowop" (Universal): Another song that is getting calls here as well. Put it in and watch all the shorties dial in.

Mark Medina
PD, KZZP/Phoenix

Usher featuring Lil Jon & Ludacris' "Yeah": Smash! Going into A rotation immediately. This record is sick, and the tim-

ing is perfect. It's a great way to start the New Year.

J-Kwon's "Tippy": Sick. Hot in the clubs, hot on the air. It's already pulling big phones in Phoenix.

Jay-Z's "99 Problems" & "Dirt Off Your Shoulder" (Roc-A-Fella/IDJMG): KZZP/Phoenix has been banging this hot stuff from the *Black Album* for a few months. I think "Dirt" is the next single, but either way these are both hot records.

JB King
MD, KLUC/Las Vegas

Usher featuring Lil Jon & Ludacris' "Yeah": Hot.

Chingy's "One Way Call" (DTP/Capitol): Hotter.

J-Kwon's "Tippy": Hottest.

John R. Candelaria
PD, K8FB/Dallas

Jay Z's "Dirt Off Your Shoulder": No. 2 in requests on our phones.

Master P's "Them Jeans" (New No Limit): No. 5 in our requests.

G-Unit's "Smile" (G Unit/Interscope): Top 10 in phones.



BEHIND THE BEATS WPHI/Philadelphia's last Behind the Beats for 2003 featured B2K. Hundreds of listeners attended the invitation-only event. Taking a moment to pose for the camera are (top, l-r) B2K's Raz B, WPHI PD Colby Colb, B2K's Lil' Fizz, WPHI Promotion Director Camisha Beverly, B2K's J Boog, Sony Regional Beverlee Garvin, WPHI Asst. PD/MD Raphael George, (bottom, l-r) WPHI air personality and host of BET's The Center Young Sir and B2K's Omarion.



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America's Best Testing CHR/Rhythmic Songs 12 +
For The Week Ending 1/9/04

Artist Title (Label)	TW	LW	Familiarity	Burn	Persons 12-17	Persons 18-24	Persons 25-34
OUTKAST The Way You Move (Arista)	4.29	4.09	97%	23%	4.37	4.16	4.35
OUTKAST Hey Ya! (Arista)	4.18	4.04	99%	27%	4.16	4.22	4.09
LUDACRIS f/SHAWNNA Stand Up (Def Jam South/IDJMG)	4.16	3.97	98%	35%	4.23	4.11	4.18
LIL' JON & THE EASTSIDE BOYZ Get Low (TVT)	4.00	3.92	97%	44%	4.23	3.90	3.79
BABY BASH Suga Suga (Universal)	4.00	3.90	85%	28%	4.25	4.06	3.46
KANYE WEST Through The Wire (Roc-A-Fella/IDJMG)	3.99	-	50%	7%	4.00	4.18	3.90
ALICIA KEYS You Don't Know My Name (J)	3.97	3.81	83%	15%	3.79	3.83	4.18
CHINGY f/SNOOP DOGG & LUDACRIS Holiday In (DTP/Capitol)	3.96	3.72	99%	40%	4.37	4.00	3.63
MYA Fallen (A&M/Interscope)	3.95	3.96	74%	10%	4.03	4.14	3.70
WESTSIDE CONNECTION Gangsta Nations (Capitol)	3.93	3.73	63%	10%	4.23	3.90	3.73
MURPHY LEE f/JERMAINE DUPRI Wat Da Hook Gon Be (Fo' Reel/Universal)	3.92	3.72	85%	25%	4.09	3.99	3.65
JAGGED EDGE Walked Outta Heaven (Columbia)	3.91	3.83	84%	22%	4.01	3.96	3.75
2PAC f/NOTORIOUS B.I.G. Runnin' (Dying To Live) (Amaru/Interscope)	3.91	3.81	83%	20%	4.10	4.06	3.69
TWISTA f/KANYE WEST & JAMIE FOXX Slow Jamz (Atlantic)	3.89	-	53%	8%	4.14	3.91	3.69
BOW WOW f/JAGGED EDGE My Baby (Columbia)	3.83	3.69	69%	14%	4.09	3.77	3.52
YOUNGBLOODZ f/LIL' JON Damn! (Arista)	3.82	3.78	90%	32%	4.03	3.80	3.80
BEYONCE' f/SEAN PAUL Baby Boy (Columbia)	3.80	3.69	100%	59%	3.70	3.85	3.77
G UNIT Stunt 101 (Interscope)	3.80	3.62	86%	28%	3.94	3.91	3.60
KELIS Milkshake (Star Trak/Arista)	3.79	3.65	96%	33%	4.15	3.72	3.53
CASSIDY f/R. KELLY Hotel (J)	3.78	3.68	58%	11%	3.98	3.72	3.66
MARY J. BLIGE f/EVE Not Today (Geffen)	3.77	-	63%	11%	3.52	3.83	3.88
NICK CANNON Gigolo (Jive)	3.76	3.43	79%	19%	3.98	3.80	3.53
JAY-Z Change Clothes (Roc-A-Fella/IDJMG)	3.72	3.42	84%	24%	3.71	3.73	3.67
ASHANTI Rain On Me (Murder Inc./IDJMG)	3.68	3.50	92%	39%	3.78	3.64	3.47
YING YANG TWINS f/LIL' JON & THE EASTSIDE BOYZ Salt Shaker (TVT)	3.68	3.60	63%	15%	4.03	3.77	3.38
BEYONCE' Me, Myself And I (Columbia)	3.67	3.48	75%	19%	3.57	3.67	3.77
R. KELLY Step In The Name Of Love (Jive)	3.61	3.44	87%	32%	3.52	3.37	3.87

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

HEAD RUSH

ARTIST: Master P
LABEL: New No Limit

By MIKE TRIAS/Assistant Editor



Born and raised in the projects of New Orleans, Percy Miller, a.k.a. Master P, has risen from the streets to the skyscrapers. He's the CEO of his own record label, New No Limit Records; the designer of the P. Miller clothing line, a jeans collection for men, and the P. Miller Shorties line for boys and toddlers, which is sold in department stores nationwide; a screenwriter; a director; a movie star; and a basketball player. It's been a while, but now Master P has returned to what made him famous in the first place: music.

"Them Jeans" is blowin' up in the clubs and steadily gaining attention at Rhythmic radio, thanks to its minimal, synth-driven beat. The song's appeal also lies in the fact that its lyrics deliver a straightforward message that clubgoers can instantly relate and respond to. "Shake what you got in them jeans/Girl grab the wall and shake it like a dog."

Of the upcoming Benoit Gourley-directed clip for "Them Jeans," Master P says, "The video is gonna be happenin'. When you think of them jeans, and girls in them jeans havin' fun, you can imagine the video."

As for the album itself, *Good Side Bad Side* drops in February. Mike Diesel (Lil Romeo's "My Baby"), whom P proclaims will be the next big producer in the industry, produced the CD, and guest appearances include Romeo, Silk The Shocker and T.I. However, don't expect Master P to be on the road promoting the album until spring — he's currently playing basketball as part of the ABA's Las Vegas Rattlers team, and the season wraps up in March.

Reporters

<p>KKSS/Albuquerque, NM* PD: Dana Cortez 1 JIN YOUNG GUNZ VIOLATOR (MYSTIKAL & BUSTA RHYMES) CHINGY BUBBA SPAROOX</p> <p>KYLZ/Albuquerque, NM* PD: Mark Feather MD: D.J. Lopez 1 PETEY PABLO CHINGY KANYE WEST</p> <p>KFAT/Anchorage, AK PD: Counselor APD: P. Dang No Adds</p> <p>WBTS/Atlanta, GA* PD: Sean Phillips APD/MD: Mavorick 14 BABY BASH ALICIA KEYS EAMON</p> <p>WBZ/Atlantic City, NJ* PD/MD: Rob Garcia 10 JIN 8 T.I. AVANT YOUNG GUNZ BEENIE MAN (MS THWG)</p> <p>KDHT/Austin, TX* PD: Jay Michaels MD: Bradley Grein 5 JAY-Z 13 CHINGY VIOLATOR (MYSTIKAL & BUSTA RHYMES) MARY J. BLIGE (EVE) MASTER P</p> <p>KGBT/Austin, TX* PD: Preston Lewis CHINGY</p> <p>KISV/Bakersfield, CA* OM/MD: Bob Lewis 47 BIK FALBOLOUS 5 FRANKIE J TOO SHORT (LIL' JON & THE EASTSIDE BOYZ)</p> <p>KKXX/Bakersfield, CA* MD: Lauren Michaels No Adds</p> <p>WJNH/Baton Rouge, LA* PD: Randy Chase MD: Willie Bill CASSIDY (R. KELLY) YOUNG GUNZ</p> <p>WBHU/Birmingham, AL* PD: Mickey Johnson APD/MD: Mary K No Adds</p> <p>WJMH/Boston, MA* PD: Cadillac Jack McCartney APD: Dennis O'Hara MD: Chris Tyler 13 VIOLATOR (MYSTIKAL & BUSTA RHYMES) YOUNG GUNZ</p> <p>CKEY/Buffalo, NY* OM: Phil Becker APD/MD: Kelly Mac 13 MASTER P 1 CHINGY YOUNG GUNZ</p> <p>WWBZ/Charleston, SC* PD: Cliff Fletcher APD/MD: Kelly Mac 13 MASTER P 1 CHINGY YOUNG GUNZ</p>	<p>WFVZ/Charleston, WV MD: Rick Johnson PD/MD: John Anthony 1 T.I. YOUNG GUNZ 1 BLACK EYED PEAS 1 CHINGY</p> <p>WCHH/Charlotte* PD: Soule D 2 PETEY PABLO APD/MD: Eric Bradley 1 CASSIDY (R. KELLY) YOUNG GUNZ</p> <p>WBBM/Chicago, IL* PD: Todd Cavannah APD/MD: Erli Bradley 25 MURPHY LEE 15 CHINGY 14 BRITNEY SPEARS</p> <p>KNDA/Corpus Christi, TX* PD: Robert Leal 27 MASTER P VIOLATOR (MYSTIKAL & BUSTA RHYMES) CHINGY YOUNG GUNZ</p> <p>KZFM/Corpus Christi, TX* OM/MD: Ed Ocasas MD: Andrew Michael Corbett 2 VIOLATOR (MYSTIKAL & BUSTA RHYMES)</p> <p>KRFB/Dallas, TX* PD: John Castaneda MD: Du Big Sink No Adds</p> <p>WOHT/Dayton, OH* OM/MD: J. D. Kunes MD: Marcel Thornton TRILLVILLE PETEY PABLO</p> <p>KQKS/Denver, CO* PD: Cal Collins MD: John E. Ruge 1 YING YANG TWINS (LIL' JON & THE EASTSIDE BOYZ) NICK CANNON EAMON</p> <p>KPRR/El Paso, TX* PD: Bobby Ramos MD: Gina Lee Fuentes 1 PETEY PABLO 1 MASTER P CHINGY</p> <p>WRCL/Ft. Mill, MI* OM: Jay Patrick PD: Nathan Reed MD: Clay Church 33 CHINGY 2 BIK FALBOLOUS</p> <p>KBOS/Fresno, CA* PD: Patrice Moreno MD: Danny Salas 55 PETEY PABLO 12 MASTER P YOUNG GUNZ VIOLATOR (MYSTIKAL & BUSTA RHYMES) CHINGY</p> <p>KSEO/Fresno, CA* OM: Phil Becker APD/MD: Tommie Del Rio MD: Fats Santos YOUNG GUNZ VIOLATOR (MYSTIKAL & BUSTA RHYMES) CHINGY</p> <p>WBTT/Ft. Myers, FL* OM: Steve Amant PD: Ron "Jonas" Sheppard APD/MD: Omar "The Big O" No Adds</p>	<p>WJFX/Ft. Wayne, IN* PD: Scott Heathcote APD: Randy Alomar 57 CHINGY 2 T.I.</p> <p>WGBT/Greensboro, NC* OM: Tim Satterfield PD: Chris Rollins APD: Jay Ric MD: Prethley A. D. 27 G UNIT 5 KANYE WEST 1 LUDACRIS CASSIDY (R. KELLY) RUBEN STUDDARD</p> <p>WJMH/Greensboro, NC* OM/MD: Brian Douglas MD: Top Money 58 TRILLVILLE 54 USHER (LUDACRIS & LIL' JON) 46 AVANT</p> <p>WQSL/Greenville, NC* PD: Jack Spade 28 CHINGY 2 WESTSIDE CONNECTION YOUNG GUNZ</p> <p>WHZT/Greenville, SC* PD: Faneer MD: Murph Dawg 17 KANYE WEST 15 MARY J. BLIGE (EVE) 5 CASSIDY (R. KELLY)</p> <p>WWKL/Harrisburg, PA* OM/MD: John D. Dea APD: Mackenzie MD: Lucas 1 KYLIE MINOGUE J.C. CHASEZ BOW WOW (LUDACRIS & BUSTA RHYMES) TRILLVILLE 10 BLACK EYED PEAS YOUNG GUNZ VIOLATOR (MYSTIKAL & BUSTA RHYMES)</p> <p>KIKU/Honolulu, HI* PD: Fred Rice 31 G UNIT 28 LUDACRIS MASTER P TOMY TOUCH</p> <p>KXME/Honolulu, HI* OM: Wayne Harris PD: KC Sejerana MD: Kevin Akabata No Adds</p> <p>KBXK/Houston, TX* PD: Tom Calococi MD: Carmen Contreras No Adds</p> <p>KPTY/Houston, TX* PD: Marco Arias No Adds</p>	<p>WHHH/Indianapolis, IN* PD: Brian Wallace MD: Don "DJ Wreck One" Williams No Adds</p> <p>WXIS/Johnson City* MD: G. UNIT VIOLATOR (MYSTIKAL & BUSTA RHYMES) BLACK EYED PEAS MASTER P YOUNG GUNZ</p> <p>WYLL/Knoxville, TN* OM: Mike Hammond PD: Nick Elliott MD: Wiley V. 34 CHINGY 23 CHINGY 2 LUDACRIS ASHANTI</p> <p>KRRG/Laredo, TX PD: Rob Roberts 26 LUDACRIS</p> <p>KLVG/Las Vegas, NV* OM/MD: Cal Thomas APD/MD: J.B. King 16 PETEY PABLO 3 WARREN G. 2 MARY J. BLIGE (EVE)</p> <p>KVEG/Las Vegas, NV* PD: Sherita Sausberry MD: Nolan 59 CHINGY 20 T.I.</p> <p>KWID/Las Vegas, NV* PD: Tom "Jammer" Kayser APD: Grant MD: Eddie Gomez 35 CASSIDY (R. KELLY) 20 PETEY PABLO CHINGY EAMON</p> <p>KHTE/Little Rock, AR* PD/MD: Rich Stevens 9 CHINGY MASTER P</p> <p>KPWR/Los Angeles, CA* PD: E-Man No Adds</p> <p>KBTO/McAllen, TX* PD: Alex Quiñero APD/MD: Bobby Macias No Adds</p> <p>WBVD/Melbourne, FL* PD: Zee Davis MD: Curtis Seaker 13 T.I. PETEY PABLO BRITNEY SPEARS BUBBA SPAROOX</p> <p>KXHT/Memphis, TN* OM/MD: Debra Williams MD: Big Sue 48 DJ KAY SLAY LUDACRIS</p> <p>WPOW/Miami, FL* PD: Ed Curry APD: Tony "The Tiger" MD: Eddie Mtz 63 JUVENILE 4 TWISTA (KANYE WEST & JAMIE FOXX)</p>	<p>WPFM/Miami, FL* PD: Colin Goh MD: Raphael "Rafi" George No Adds</p> <p>KKFR/Minneapolis, MN* PD/MD: Sam Elliot APD: Zanna K. 3 MARY J. BLIGE (EVE) 2 CASSIDY (R. KELLY)</p> <p>KDON/Monterey, CA* PD: Dennis Martinez MD: Alex Carrillo 24 PETEY PABLO</p> <p>WKTU/New York, NY* PD: Jeff Z. MD: Stacy Walker 12 SARAH CONNOR</p> <p>WQHT/New York, NY* PD: Tracy Cleary MD: Eric 62 SEAN PAUL 38 OUTKAST 18 BEYONCE 31 BEENIE MAN (MS THWG) 11 BAY CHAM 19 AVANT 19 CLIPSE YOUNG GUNZ</p> <p>WQWZ/Norfolk, VA* OM/MD: Don London APD/MD: Jay West 2 KANYE WEST 2 LUDACRIS USHER (LUDACRIS & LIL' JON)</p> <p>KMRK/Odessa, TX PD: Jamie Pendleton 18 BEYONCE 18 BIG TYMERS (R. KELLY) 10 KIDOTT YOUNG GUNZ 7 DAVID BANNER</p> <p>KKWD/Oklahoma City, OK* PD: Romeo Ramirez MD: Cloe Kidd VIOLATOR (MYSTIKAL & BUSTA RHYMES)</p> <p>KOCH/Omaha, NE* OM: Tom Leud PD/MD: Eric Johnson 46 TWISTA (KANYE WEST & JAMIE FOXX) 20 WESTSIDE CONNECTION 18 RUBEN STUDDARD</p> <p>WJHW/Orlando, FL* PD: Steve DeLaine APD: Keith Memory MD: Jay Love 24 T.I. 18 TOO SHORT (LIL' JON)</p> <p>WPYO/Orlando, FL* MD: Jim Strada No Adds</p> <p>KCAQ/Ozark, CA* PD/MD: Big Bear MASTER P VIOLATOR (MYSTIKAL & BUSTA RHYMES) CHINGY YOUNG GUNZ</p> <p>KKUU/Palm Springs, CA OM: Gary DeKoroney PD: Anthony Quinz MD: Eric Deveaux 36 NB RIDAZ (GEMINI) 35 RUBEN STUDDARD 35 CHINGY 10 VIOLATOR (MYSTIKAL & BUSTA RHYMES) MASTER P</p>	<p>WPHI/Philadelphia, PA* PD: J.D. Gonzalez MD: Raphael "Rafi" George No Adds</p> <p>KKFR/Phoenix, AZ* PD: Bruce S. James MD: De Nuz 2 CHINGY TOO SHORT (LIL' JON) PETEY PABLO VIOLATOR (MYSTIKAL & BUSTA RHYMES)</p> <p>KZZP/Phoenix, AZ* PD: Mark Medina MD: Chino No Adds</p> <p>KOJMP/Portland, OR* PD: Mark Adams MD: Alana "The Girl Next Door" 37 CHINGY VIOLATOR (MYSTIKAL & BUSTA RHYMES) YOUNG GUNZ</p> <p>WPKF/Poughkeepsie, NY PD: Jimi Jamon MD: C.J. McIntyre YOUNG GUNZ</p> <p>WVWX/Providence, RI* OM/MD: Tony Bristol MD: Marie Cristal 2 BEENIE MAN (MS THWG) YOUNG GUNZ</p> <p>KWNZ/Reno, NV* OM/MD: Bill Schultz APD: Eddie Gomez 2 CHINGY 1 GEMINI YOUNG GUNZ VIOLATOR (MYSTIKAL & BUSTA RHYMES)</p> <p>KWYL/Reno, NV* PD: Douglas APD/MD: Janka "Applbaum" Jones 42 CHINGY 1 MASTER P YOUNG GUNZ VIOLATOR (MYSTIKAL & BUSTA RHYMES)</p> <p>KGGI/Riverside, CA* MD: Doni 2 GEMINI 1 USHER (LUDACRIS & LIL' JON)</p> <p>KBMB/Sacramento, CA* PD: Jayson Johnson 3 CHINGY 1 MASTER P VIOLATOR (MYSTIKAL & BUSTA RHYMES) YOUNG GUNZ</p> <p>KSFN/Sacramento, CA* PD: Byron Kennedy APD/MD: Tony Tecate No Adds</p> <p>WOCO/Salisbury, MD PD: Woodie MD: Deshae No Adds</p> <p>KUUU/Salt Lake City, UT* OM/MD: Brian Michael MD: Kevin Cruzas 5 DAMIZZA YOUNG GUNZ</p>	<p>KBBT/San Antonio, TX* PD: J.D. Gonzalez APD/MD: Romeo VIOLATOR (MYSTIKAL & BUSTA RHYMES)</p> <p>KHTZ/San Diego, CA* PD: Dana Jahn APD/MD: Pablo Sato No Adds</p> <p>KMEL/San Francisco, CA* PD: Michael Martin APD/MD: Jazzy Jim Archer 4 MASTER P 1 VIOLATOR (MYSTIKAL & BUSTA RHYMES) CHINGY JIN YOUNG GUNZ</p> <p>KYLD/San Francisco, CA* PD: Mark Adams APD/MD: Jazzy Jim Archer 35 CASSIDY (R. KELLY) 19 BEENIE MAN (MS THWG) 2 KANYE WEST VIOLATOR (MYSTIKAL & BUSTA RHYMES) CHINGY</p> <p>KWWV/San Luis Obispo, CA PD/MD: Eric Sean KANYE WEST CASSIDY (R. KELLY) MASTER P CHINGY</p> <p>KSNY/Santa Rosa, CA* OM: Dean Kattari APD/MD: Crash Kelley APD: Danny Wright 15 CHINGY MASTER P YOUNG GUNZ</p> <p>KUBE/Seattle, WA* OM: Sherrin Hart PD: Eric Powers MD: Kane Will 45 TWISTA (KANYE WEST & JAMIE FOXX) 25 YING (LIL' JON & THE EASTSIDE BOYZ) LUDACRIS</p> <p>KBT/Shreveport, LA* PD/MD: Oueno Echols No Adds</p> <p>KYWL/Spokane, WA* OM: Tim Coffer PD: Steve Hestigher MD: Chuck "Maale" Wright 13 RUBEN STUDDARD YOUNG GUNZ VIOLATOR (MYSTIKAL & BUSTA RHYMES)</p> <p>KDGS/Wichita, KS* PD: Greg Williams MD: Jo Collins 7 CHINGY YOUNG GUNZ</p>	<p>KSPW/Springfield, MO OM: Brad Homan PD/MD: Chris Caneen 21 MISSY ELLIOTT 11 NICK CANNON 10 BIK FALBOLOUS 10 2PAC (KANYE WEST & JAMIE FOXX) 1 PETEY PABLO 1 LUDACRIS 1 USHER (LUDACRIS & LIL' JON) 1 L'NOR PARK</p> <p>KWIN/Stockton, CA* PD: John Christian MD: Blake Fraz MASTER P YOUNG GUNZ VIOLATOR (MYSTIKAL & BUSTA RHYMES) CHINGY</p> <p>WLLD/Tampa, FL* PD: Orlando APD: Scamman MD: Banta 5 KANYE WEST 28 K FALBOLOUS</p> <p>KOHT/Tucson, AZ* PD/MD: Eric Sean APD/MD: Puerto Rico Villalobos 59 TWISTA (KANYE WEST & JAMIE FOXX) 25 BIK FALBOLOUS</p> <p>KTBT/Tulsa, OK* OM: Paul Langston PD/MD: Big Juice No Adds</p> <p>WMBX/W. Palm Beach, FL* PD: Mark McCray MD: DJ X Cal 52 CHINGY 29 BIG TYMERS (R. KELLY) 14 JUVENILE</p> <p>WPGC/Washington, DC* OM: Reggie Rouse PD: Jay Stevens MD: Sarah D'Conor 20 CASSIDY (R. KELLY) 13 CHINGY 2 LUDACRIS YOUNG GUNZ</p>
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* Monitored Reporters
97 Total Reporters
86 Total Monitored
11 Total Indicator
Did Not Report, Playlist Frozen (2):
KBLZ/Tyler, TX
WJWZ/Montgomery, AL



DANA HALL

dhall@radioandrecords.com

Going For The Gold

Giving the music library its annual checkup

The beginning of a new year is a good time to start fresh; to clean out your closets, organize your desk and, most important for radio programmers, take a good hard look at your gold library. To help you in this task, I've compiled some music charts and additional information for you to compare your station to.

Ask yourself: Do I need to purge my gold library? Am I missing a big record that my core P1 listeners are hearing on the competition? What ratio of current to gold should I play? Then check out the following charts, which show current and recurrent percentage breakdowns for each station on the R&R Urban and Urban AC reporting panels, as well as a list of the top 30 gold titles played at each format between January and December 2003 as compiled by Mediabase 24/7.

Urban Panel Current And Recurrent Breakdown

CALLS/Market	Current %	Recurrent %
WRJH-FM/Jackson, MS	87.85	10.30
WJMI-FM/Jackson, MS	86.00	4.20
WEMX-FM/Baton Rouge	79.65	7.35
KIPR-FM/Little Rock	78.90	7.50
WNPL-FM/Nashville	77.40	12.15
WHRK-FM/Memphis	75.45	13.35
WJTT-FM/Chattanooga, TN	75.15	6.30
KRRQ-FM/Lafayette	74.80	8.15
KATZ-FM/St. Louis	74.35	11.95
WJUC-FM/Toledo	73.25	17.95
WWWZ-FM/Charleston, SC	72.25	4.15
WSSP-FM/Charleston, SC	71.85	11.80
WPRW-FM/Augusta, GA	71.40	17.70
WFUN-FM/St. Louis	70.25	16.40
WPEG-FM/Charlotte	69.95	4.25
WGZB-FM/Louisville	69.45	15.85
WBUV-FM/Biloxi, MS	69.25	4.65
WMIB-FM/Miami	69.15	15.65
WBOT-FM/Boston	67.65	25.40
KJMM-FM/Tulsa	67.60	6.00
KNOU-FM/New Orleans	67.00	29.10
WJBT-FM/Jacksonville	67.00	7.30

CALLS/Market	Current %	Recurrent %
WQUE-FM/New Orleans	66.40	16.45
WHXT-FM/Columbia, SC	66.30	10.20
WKYS-FM/Washington	65.20	8.10
WFXA-FM/Augusta, GA	65.05	18.15
WPWX-FM/Chicago	64.70	12.35
KKDA-FM/Dallas	64.40	10.65
WTMG-FM/Gainesville	64.25	4.10
WEDR-FM/Miami	64.10	18.85
WIBB-FM/Macon, GA	64.00	0.00
WDTJ-FM/Detroit	63.85	17.25
WHTA-FM/Atlanta	63.65	19.90
WCKX-FM/Columbus, OH	63.60	25.45
WQOK-FM/Raleigh	62.95	24.60
KIIZ-FM/Killeen, TX	62.75	0.00
WCDX-FM/Richmond	62.40	19.45
WJUN-FM/Dothan, AL	61.50	2.50
WUBT-FM/Nashville	61.20	14.60
WAJZ-FM/Albany, NY	61.15	16.25
WTMP-AM/Tampa	59.95	6.65
WBTF-FM/Lexington, KY	59.85	20.50
WBLX-FM/Mobile	58.80	9.30
WOWI-FM/Norfolk	58.70	7.25
WQHH-FM/Lansing, MI	58.50	18.90
WDKX-FM/Rochester, NY	58.35	9.45
WENZ-FM/Cleveland	58.35	24.30
WIZF-FM/Cincinnati	58.25	11.65
WJLB-FM/Detroit	57.35	5.10
WZFX-FM/Fayetteville, NC	56.30	17.55
WKKV-FM/Milwaukee	55.70	11.10
KKBT-FM/Los Angeles	55.65	14.35
KBLR-FM/Omaha	54.90	10.40
WFXE-FM/Columbus, GA	54.50	0.50
KDKS-FM/Shreveport, LA	54.25	2.35
WBTJ-FM/Richmond	54.25	18.30
KMJJ-FM/Shreveport, LA	54.00	14.20
KTCX-FM/Beaumont, TX	53.80	10.60
WEUP-FM/Huntsville, AL	53.75	21.60
WWPR-FM/New York	53.15	16.50
WAMO-FM/Pittsburgh	53.10	22.95
WJKS-FM/Wilmington, DE	53.00	16.30
WEAS-FM/Savannah, GA	52.65	0.00
WUSL-FM/Philadelphia	51.70	7.05
KPRS-FM/Kansas City	51.25	8.80

CALLS/Market	Current %	Recurrent %
WERQ-FM/Baltimore	51.05	17.20
WBLK-FM/Buffalo	49.75	15.00
WZHT-FM/Montgomery, AL	49.25	3.55
WGCI-FM/Chicago	48.55	9.20
WJZD-FM/Biloxi, MS	46.40	9.55
WTLZ-FM/Saginaw, MI	41.30	20.95
WBLS-FM/New York	39.25	11.40
WVEE-FM/Atlanta	39.20	20.85
WFXM-FM/Macon, GA	35.85	10.10
WJMZ-FM/Greenville, SC	35.60	14.15
KVSP-AM/Oklahoma City, OK	26.90	0.75
WESE-FM/Tupelo, MS	25.75	16.25
WIKS-FM/Greenville, SC	22.60	20.30
KEDG-FM/Alexandria, LA	15.20	2.15
KBCE-FM/Alexandria, LA	11.80	3.10

Urban AC Panel Current And Recurrent Breakdown

CALLS/Market	Current %	Recurrent %
WFLM-FM/Ft. Pierce, FL	39.85	11.35
WVDM-FM/Columbia, SC	39.20	13.70
WVBE-FM/Roanoke, VA	35.45	13.70
KJLH-FM/Los Angeles	31.20	8.90
WYBC-FM/New Haven	30.00	9.60
KOKY-FM/Little Rock	27.10	2.60
WVAZ-FM/Chicago	26.40	8.05
WKXI-FM/Jackson, MS	25.75	5.10
WLXC-FM/Columbia, SC	25.75	2.55
KJMS-FM/Memphis	25.10	9.65
KMJM-FM/St. Louis	23.90	13.95
WMXD-FM/Detroit	22.80	8.50
KNEK-FM/Lafayette, LA	22.60	13.65
WMGL-FM/Charleston, SC	22.55	5.95
WDZZ-FM/Flint, MI	22.25	8.50
WDLT-FM/Mobile, AL	22.15	6.55
WUKS-FM/Fayetteville, NC	22.00	11.05
KMJK-FM/Kansas City	21.35	4.70
WSOL-FM/Jacksonville	21.20	14.00
WYLD-FM/New Orleans	21.00	10.35
WDAS-FM/Philadelphia	19.65	6.90
WHUR-FM/Washington	19.65	5.35
WJMR-FM/Milwaukee	19.65	8.05
WBAV-FM/Charlotte	19.35	6.00
WIMX-FM/Toledo	18.35	5.30
WSVY-FM/Norfolk	18.20	23.45
WMMJ-FM/Washington	18.05	4.00
WQOK-FM/Nashville	17.85	5.50
WTLC-FM/Indianapolis	17.35	7.20
WWIN-FM/Baltimore	17.20	5.95
WZAK-FM/Cleveland	17.15	7.30
WBHK-FM/Birmingham	16.70	5.15
WFXC-FM/Raleigh	16.20	6.20
WHQT-FM/Miami	15.80	12.25
WKJS-FM/Richmond	15.00	7.70
WVKL-FM/Norfolk	14.70	20.45
KQXL-FM/Baton Rouge	13.65	4.30
KMJQ-FM/Houston	13.55	8.35
WRKS-FM/New York	13.20	6.35
WQMG-FM/Greensboro	12.25	11.20
WCFB-FM/Orlando	11.25	5.90
WRNB-FM/Dayton	9.50	7.75

Urban Top 30 Gold Titles

Rank	ARTIST Title (Label)	Year	Total plays
1	NOTORIOUS B.I.G. One More Chance (Bad Boy)	1995	6,414
2	JAHEIM Anything (Warner Bros.)	2001	6,098
3	NOTORIOUS B.I.G. Hypnotize (Bad Boy)	1997	5,217
4	JUVENILE Back That Azz Up (Cash Money/Universal)	1999	4,853
5	NOTORIOUS B.I.G. Big Poppa (Arista)	1994	4,822
6	KEKE WYATT Nothing In This World (MCA)	2001	3,884
7	2PAC I Get Around (Interscope)	1993	3,752
8	JAY-Z Big Pimpin' (Roc-A-Fella/IDJMG)	1999	3,372
9	MAXWELL Lifetime (Columbia)	2001	3,323
10	DRU HILL In My Bed (Island)	1996	3,310
11	DMX Party Up (IDJMG/Ruff Ryders)	1999	3,236
12	NOTORIOUS B.I.G. Mo' Money, Mo' Problems (Arista)	1997	3,213
13	112 Only You (Bad Boy)	1996	3,202
14	JUNIOR MAFIA Get Money (Bad Boy)	1995	3,155
15	DR. DRE The Next Episode (Aftermath/Interscope)	1999	3,111
16	2PAC Keep Ya Head Up (Interscope)	1993	3,001
17	BUSTA RHYMES Put Your Hands Where... (Elektra)	1997	2,968
18	BIG PUNISHER #JOE Still Not A Player (Loud)	1998	2,953
19	METHOD MAN... I'll Be There For You (Independent)	1995	2,928
20	JAGGED EDGE Gotta Be (So So Def)	1998	2,863
21	JUVENILE Set It Off (Cash Money/Universal)	2001	2,826
22	BLACK ROB Whoa! (Bad Boy)	1999	2,796
23	PUFF DADDY... All About The Benjamins (Bad Boy)	1996	2,787
24	MAXWELL Fortunate (Interscope)	1999	2,672
25	DR. DRE Nuthin' But A G Thang (Interscope)	1992	2,666
26	JAY-Z #JA RULE & AMIL Can I Get A... (Def Jam)	1998	2,665
27	AALIYAH Are You That Somebody (Atlantic)	1998	2,661
28	LIL KIM Crush On You (Bad Boy)	1996	2,524
29	USHER You Make Me Wanna... (Arista)	1997	2,508
30	MARY J. BLIGE Real Love (MCA)	1992	2,501

Urban AC Top 30 Gold Titles

Rank	ARTIST Title (Label)	Year	Total plays
1	LUTHER VANDROSS I'd Rather (J)	2001	13,977
2	MAXWELL Lifetime (Columbia)	2001	11,138
3	MARVIN GAYE Sexual Healing (Columbia)	1982	6,730
4	JAHEIM Anything (Warner Bros.)	2001	6,668
5	MAZE Before I Let Go (Capitol)	1981	6,029
6	MARVIN GAYE Let's Get It On (Tamla)	1973	5,604
7	GAP BAND Outstanding (Total Exp)	1982	5,091
8	GAP BAND Yearning For Your Love (Mercury)	1981	5,069
9	ANGIE STONE Brotha (J)	2001	5,041
10	EMOTIONS Best Of My Love (Columbia)	1977	4,966
11	BARRY WHITE Practice What You Preach (A&M)	1994	4,921
12	AL GREEN Let's Stay Together (Hi)	1971	4,814
13	MAXWELL Fortunate (Interscope)	1999	4,702
14	CHERYL LYNN Got To Be Real (Columbia)	1978	4,641
15	ISLEY BROTHERS For The Love Of You (T-Neck)	1975	4,612
16	JOE I Wanna Know (Jive)	1999	4,532
17	ANITA BAKER Sweet Love (Elektra)	1986	4,503
18	ISLEY BROTHERS Between The Sheets (T-Neck)	1983	4,498
19	EARTH, WIND & FIRE Reasons (Columbia)	1975	4,468
20	DENNIS EDWARDS Don't Look Any Further (Gordy)	1984	4,386
21	MARVIN GAYE Got To Give It Up (Tamla)	1977	4,317
22	PATTI LABELLE If Only You Knew (Phil. Int.)	1984	4,300
23	JOHNNY GILL My, My, My (Motown)	1990	4,296
24	DEELE Two Occasions (Epic)	1987	4,295
25	LUTHER VANDROSS Never Too Much (Epic)	1981	4,264
26	HEATWAVE Always And Forever (Columbia)	1978	4,220
27	AL GREEN Love And Happiness (Hi)	1977	4,210
28	SWITCH There'll Never Be (Tamla)	1978	4,205
29	TEDDY PENDERGRASS Love T.K.O. (Phil. Int.)	1980	4,189
30	EMOTIONS Don't Ask My Neighbors (Columbia)	1977	4,109

R&R URBAN TOP 50

January 9, 2004

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THREE WEEKS	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	ALICIA KEYS You Don't Know My Name (J)	3892	+222	560030	9	69/0
4	2	AVANT Read Your Mind (Geffen)	3009	-172	392778	19	63/0
10	3	TWISTA f/KANYE WEST & JAMIE FOXX Slow Jamz (Atlantic)	2980	+807	389507	6	67/2
2	4	OUTKAST The Way You Move (Arista)	2935	-349	401781	16	62/0
3	5	JAGGED EDGE Walked Outta Heaven (Columbia)	2843	-383	426019	21	61/0
7	6	KELIS Milkshake (Star Trak/Arista)	2758	+419	380134	11	53/0
11	7	BEYONCE' Me, Myself And I (Columbia)	2744	+573	388440	9	57/0
5	8	JAY-Z Change Clothes (Roc-A-Fella/IDJMG)	2583	-327	368776	8	68/0
6	9	R. KELLY Step In The Name Of Love (Jive)	2174	-268	310149	23	68/0
12	10	YOUNGBLOODZ f/LIL' JON Damn! (Arista)	2003	-131	258472	26	61/0
15	11	KANYE WEST Through The Wire (Roc-A-Fella/IDJMG)	1952	+330	215842	6	56/1
21	12	OUTKAST Hey Ya! (Arista)	1763	+522	239118	5	47/0
8	13	G UNIT Stunt 101 (Interscope)	1707	-627	166021	11	63/0
9	14	LUDACRIS f/SHAWNNA Stand Up (Def Jam South/IDJMG)	1645	-539	212794	18	66/0
13	15	MURPHY LEE f/JERMAINE DUPRI Wat Da Hook Gon Be (Fo' Reel/Universal)	1567	-259	159699	18	49/0
33	16	RUBEN STUDDARD Sorry 2004 (J)	1478	+657	180455	2	57/3
19	17	MARY J. BLIGE f/EVE Not Today (Geffen)	1452	+48	148910	4	63/0
18	18	JOE More & More (Jive)	1402	-70	156460	14	65/0
16	19	MUSIQ Forthenight (Def Soul/IDJMG)	1397	-216	125960	10	55/0
14	20	CHINGY f/SNOOP DOGG & LUDACRIS Holidae In (DTP/Capitol)	1354	-334	131614	16	63/0
20	21	NICK CANNON Gigolo (Jive)	1329	-46	148859	12	59/0
Debut	22	LUDACRIS Splash Waterfalls (Def Jam South/IDJMG)	1276	+948	169802	1	57/2
34	23	JUVENILE In My Life (Cash Money/Universal)	1269	+448	114614	4	42/1
17	24	2PAC f/NOTORIOUS B.I.G. Runnin' (Dying To Live) (Amaru/Interscope)	1246	-315	149133	12	56/0
38	25	T.I. Rubber Band Man (Grand Hustle/Atlantic)	1241	+565	122004	3	54/5
31	26	YING YANG TWINS f/LIL' JON & THE EASTSIDE BOYZ Salt Shaker (TVT)	1234	+355	146150	6	52/3
23	27	BOW WOW f/JAGGED EDGE My Baby (Columbia)	1115	-21	127035	10	46/1
27	28	BIG TYMERS f/R. KELLY Gangsta Girl (Cash Money/Universal)	1087	+64	101451	5	50/0
36	29	TRILLVILLE Neva Eva (BME/Warner Bros.)	993	+298	87006	8	39/1
32	30	MARQUES HOUSTON Pop That Booty (T.U.G./EEG)	983	+109	107255	5	44/2
22	31	GINUWINE Love You More (Epic)	917	-262	122185	14	36/0
24	32	ASHANTI Rain On Me (Murder Inc./IDJMG)	892	-226	104913	19	60/0
26	33	MONICA Knock Knock (J)	879	-149	113099	17	45/0
35	34	OBIE TRICE The Set Up (Shady/Aftermath/Interscope)	825	+44	84648	6	42/0
41	35	B2K f/FABOLOUS Bada Boom (Epic)	820	+252	124549	4	40/0
28	36	MYA Fallen (A&M/Interscope)	779	-194	69332	7	47/0
43	37	PETEY PABLO Freek-A-Leek (Jive)	643	+158	46959	2	40/4
44	38	WESTSIDE CONNECTION Gangsta Nations (Capitol)	626	+156	58317	3	37/3
Debut	39	USHER f/LUDACRIS & LIL' JON Yeah (Arista)	598	+598	126028	1	1/1
42	40	BRAVEHEARTS f/LIL' JON Quick To Back Down (Columbia)	586	+82	49177	6	39/0
25	41	JA RULE Clap Back (Murder Inc./IDJMG)	582	-491	51867	12	59/0
-	42	TOO SHORT f/LIL' JON Shake That Monkey (Short/Jive)	571	+241	52995	13	49/0
30	43	MISSY ELLIOTT Pass That Dutch (Gold Mind/Elektra/EEG)	566	-356	97271	12	54/0
-	44	CASSIDY f/R. KELLY Hotel (J)	555	+230	94485	2	22/3
39	45	CEE-LO I'll Be Around (LaFace/Arista)	516	-125	51685	7	40/0
37	46	LOON f/MARIO WINANS Down For Me (Bad Boy/Universal)	501	-177	128649	13	38/0
Debut	47	GLENN LEWIS Back For More (Epic)	468	+140	39303	1	27/0
Debut	48	112 Right Here For U (Def Soul/IDJMG)	464	+281	38796	1	37/1
45	49	CARL THOMAS She Is (Bad Boy/Universal)	461	+10	46457	4	32/0
Debut	50	JAY-Z Dirt Off Your Shoulder (Roc-A-Fella/IDJMG)	454	+182	78456	1	0/0

69 Urban reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 12/28-1/3. B.J.lets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 20 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Total Audience equals Average Quarter Hour Persons times number of plays (times 100). Each daypart on each station is assigned an AQH number. Average Quarter Hour Persons used herein with permission from the Arbitron Company © 2004, The Arbitron Company. © 2004, R&R, Inc.

Most Added®

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ARTIST TITLE LABEL(S)	ADDS
YOUNG GUNZ No Better Love (Def Jam/IDJMG)	36
VIOLATOR Keep Doin' It (Jive)	19
CHINGY One Call Away (DTP/Capitol)	17
T.I. Rubber Band Man (Grand Hustle/Atlantic)	5
PETEY PABLO Freek-A-Leek (Jive)	4
SOULJA SLIM Lov Me Or Lov Me Not (Koch)	4

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
LUDACRIS Splash Waterfalls (Def Jam South/IDJMG)	+948
TWISTA f/KANYE WEST & JAMIE FOXX Slow Jamz (Atlantic)	+807
RUBEN STUDDARD Sorry 2004 (J)	+657
USHER f/LUDACRIS & LIL' JON Yeah (Arista)	+598
BEYONCE' Me, Myself And I (Columbia)	+573
T.I. Rubber Band Man (Grand Hustle/Atlantic)	+565
OUTKAST Hey Ya! (Arista)	+522
JUVENILE In My Life (Cash Money/Universal)	+448
KELIS Milkshake (Star Trak/Arista)	+419
YING YANG TWINS f/LIL' JON... Salt Shaker (TVT)	+355

New & Active

JIN Learn Chinese (Ruff Ryders/Virgin)

Total Plays: 375, Total Stations: 34, Adds: 0

JAHEIM f/JADAKISS Diamond In The Ruff (Divine Mill/Warner Bros.)

Total Plays: 362, Total Stations: 26, Adds: 2

LIL SCRAPPY Head Bussa (BME/Reprise)

Total Plays: 356, Total Stations: 26, Adds: 0

MEMPHIS BLEEK... Round Here (Roc-A-Fella/IDJMG)

Total Plays: 336, Total Stations: 20, Adds: 2

ERYKAH BADU Back In The Day (Motown)

Total Plays: 333, Total Stations: 27, Adds: 1

BAD BOY'S DA BAND Tonight (Bad Boy/Universal)

Total Plays: 325, Total Stations: 26, Adds: 0

T. MOSES f/JADAKISS You'll Never Find (A Better Woman) (TVT)

Total Plays: 286, Total Stations: 15, Adds: 0

BUSTA RHYMES, FAT JOE, CHINGY AND NICK CANNON

Shorty (Put It On The Floor) (Hollywood)

Total Plays: 265, Total Stations: 27, Adds: 2

DRAG-ON Bang Bang Boom (Ruff Ryders/Virgin)

Total Plays: 258, Total Stations: 30, Adds: 1

TAMIA Officially Missing You (Elektra/EEG)

Total Plays: 258, Total Stations: 10, Adds: 0

Songs ranked by total plays

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

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THREE WEEKS	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
2	1	ALICIA KEYS You Don't Know My Name (J)	1249	+205	143784	9	42/0
1	2	GERALD LEVERT U Got That Love (Call It A Night) (Elektra/EEG)	1114	+21	137902	18	39/0
3	3	R. KELLY Step In The Name Of Love (Jive)	1102	+85	141435	34	21/0
4	4	JOE More & More (Jive)	895	-6	104812	12	40/0
6	5	AVANT Read Your Mind (Geffen)	741	+36	66576	12	37/1
5	6	KEM Love Calls (Motown/Universal)	740	-77	102397	48	32/0
10	7	MUSIQ Forthenight (Def Soul/IDJMG)	722	+131	81222	8	33/0
7	8	SMOKIE NORFUL I Need You Now (EMI Gospel)	678	-17	66176	38	36/0
16	9	LUTHER VANDROSS Think About You (J)	586	+153	58812	7	38/0
9	10	DWELE Find A Way (Virgin)	546	-80	57458	25	40/0
12	11	WILL DOWNING A Million Ways (GRP/VMG)	530	+9	42086	14	32/0
11	12	LUTHER VANDROSS Dance With My Father (J)	520	-66	62887	34	39/0
8	13	ARETHA FRANKLIN Wonderful (Arista)	493	-136	56509	13	31/0
21	14	RUBEN STUDDARD Sorry 2004 (J)	464	+156	45658	2	28/2
15	15	ERYKAH BADU Back In The Day (Motown)	453	+7	33988	10	25/1
14	16	MICHAEL JACKSON One More Chance (Epic)	449	+2	58662	10	29/0
19	17	OUTKAST The Way You Move (Arista)	399	+86	53971	4	7/0
22	18	JAGGED EDGE Walked Outta Heaven (Columbia)	332	+43	33217	6	21/1
17	19	JAHEIM Backtigh (Divine Mill/Warner Bros.)	327	-67	31412	17	26/0
20	20	ASHANTI Rain On Me (Murder Inc./IDJMG)	315	+4	38081	11	17/0
23	21	VAN HUNT Seconds Of Pleasure (Capitol)	261	+2	14329	6	22/1
18	22	ANTHONY HAMILTON Comin' From Where I'm From (So So Def/Arista)	229	-120	20949	19	25/0
27	23	KEM Matter Of Time (Motown)	211	+31	21301	8	19/0
Debut	24	JAVIER Beautiful U R (Capitol)	204	+77	11074	1	22/1
29	25	AL GREEN I Can't Stop (Blue Note/EMC)	204	+36	10905	3	17/0
30	26	KINDRED THE FAMILY SOUL Stars (Hidden Beach)	187	+30	17524	3	14/0
26	27	MANHATTANS Turn Out The Stars (Love-Lee)	185	-7	7525	16	10/0
24	28	EARTH, WIND & FIRE Hold Me (Kalimba)	177	-36	8307	11	17/0
Debut	29	JEFF MAJORS Heard My Cry (Music One)	174	+50	20555	1	8/0
Debut	30	BRIAN MCKNIGHT Back Seat (Gettin' Down) (Motown)	173	+51	10490	1	15/0

42 Urban AC reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 12/28-1/3. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 15 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Total Audience equals Average Quarter Hour Persons times number of plays (times 100). Each daypart on each station is assigned an AQH number. Average Quarter Hour Persons used herein with permission from the Arbitron Company (© 2004, The Arbitron Company). © 2004, R&R, Inc.

New & Active

SILK Side Show (Liquid B)
Total Plays: 173, Total Stations: 20, Adds: 1

STEPHANIE MILLS Can't Let Him Go (J&M)
Total Plays: 170, Total Stations: 9, Adds: 0

ANN NESBY With Open Arms (RT Entertainment)
Total Plays: 123, Total Stations: 13, Adds: 0

EN VOGUE Losin' My Mind (33rd Street)
Total Plays: 103, Total Stations: 11, Adds: 0

MARY MARY Dance, Dance, Dance (Integrity)
Total Plays: 56, Total Stations: 10, Adds: 1

TARRALYN RAMSEY Up Against All Odds (Casablanca)
Total Plays: 50, Total Stations: 10, Adds: 1

MONTELL JORDAN Bottom Line (Koch)
Total Plays: 0, Total Stations: 11, Adds: 11

Songs ranked by total plays

Most Added*

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
MONTELL JORDAN Bottom Line (Koch)	11
RUBEN STUDDARD Sorry 2004 (J)	2

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
ALICIA KEYS You Don't Know My Name (J)	+205
RUBEN STUDDARD Sorry 2004 (J)	+156
LUTHER VANDROSS Think About You (J)	+153
MUSIQ Forthenight (Def Soul/IDJMG)	+131
OUTKAST The Way You Move (Arista)	+86
R. KELLY Step In The Name Of Love (Jive)	+85
GERALD LEVERT Funny (Elektra/EEG)	+83
JAVIER Beautiful U R (Capitol)	+77
LUTHER VANDROSS Take You Out (J)	+69
USHER U Remind Me (LaFace/Arista)	+65

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
HEATHER HEADLEY I Wish I Wasn't (RCA)	430
TAMIA Officially Missing You (Elektra/EEG)	422
JAHEIM Put That Woman First (Divine Mill/Warner Bros.)	335
KINDRED Far Away (Epic)	290
BRIAN MCKNIGHT Shoulda, Woulda, Coulda (Motown/Universal)	266
FLOETRY Say Yes (DreamWorks)	256
LUTHER VANDROSS Take You Out (J)	242
RUBEN STUDDARD Superstar (J)	239
GERALD LEVERT Funny (Elektra/EEG)	202
RHIAN BENSON Say How I Feel (DKG)	183

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



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No matter what you call it, here's a way to get it.

Regardless of your market or format, listeners want to know the latest financial trends affecting their lives. AP Radio and Bankrate.com have teamed up to offer the Personal Finance Minute — audio features perfect for local ad sponsorship. Heard exclusively on AP Network News, it's just one of many features that can help you bring home a few more clams in your paycheck. Learn more today by calling us at 800-527-7234, or visit www.apbroadcast.com.

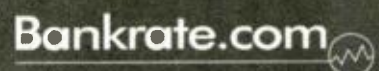


Table listing radio stations across various states with columns for call letters, location, and personnel. Includes a 'Monitored Reporters' section at the bottom right.

*Monitored Reporters

224 Total Reporters

112 Total Monitored

112 Total Indicator

Did Not Report, Playlist Frozen (9):

- List of stations that did not report: KJLO/Monroe, LA; KNFM/Odessa, TX; KPLM/Palm Springs, CA; WCTY/New London, CT; WDEZ/Wausau, WI; WICO/Salisbury, MD; WPSK/Blacksburg, VA; WWWW/Ann Arbor, MI; WYBZ/Ft. Walton Beach, FL.





The Eye Of The Storm

John Grady on keeping Sony focused

By Chuck Aly

When he was named President of Sony Music Nashville in May of last year, John Grady couldn't have foreseen the many industry-shifting events that would transpire during the first seven months of his tenure.

As if the maelstrom of controversy surrounding The Dixie Chicks wasn't enough, Grady was also faced with the prospect of a merger between Sony and BMG. Apple's iTunes Music Store emerged as the first viable pay-per-download music service, Nashville's majors pressed for significant changes to the singles chart panels, and country's business climate continued its prolonged slide.

R&R recently sat down with Grady, who was very candid about the challenges he, Sony and country music must address.

R&R: What was your vision for Sony when you took the job, and where are you at as far as making that vision reality?

JG: I wanted to see what in the heck this was and what got it to the place we're at. My vision of Sony Music Nashville was always Columbia Records — Johnny Cash, Merle Haggard, George Jones, Tammy Wynette and Patty Loveless. A big, powerful being.

As for what we were going to do, the vision was to focus on the issues we can fix, the first one being music. There's an identity void in many cases about what exactly country music is these days. That's one thing we are absolutely responsible for here at Sony. We can change the music. I don't blame radio, because they play what we send them. Whether it's difficult or not, they inevitably play it.

A large part of the artist roster has been changed. It will be a hybrid, but most artists here will be about what I, Mark Wright and everybody in the building feel is the future of this music. At the same time, we pay absolute homage and strong attention to the artists already here — Patty Loveless, Montgomery Gentry, Marty Stuart, Travis Tritt and Rodney Crowell.

R&R: What about the gig surprised you?

JG: I'm always surprised when I'm overwhelmed, and about the only thing that overwhelms me in this job is the amount of time it takes. I see now how people lose focus in

a big corporation. Most of the time there aren't enough hours in a day to care as much as I do. You can walk away from it, but it's never going to be done.

R&R: You've streamlined the staff, particularly in the promotion department.

JG: Everything in this business is streamlined now, everything that's left. I have worked in promotion departments as big as this company. Seriously. So *streamlining*, *efficiency* and *multitasking* are words that are in the front of my brain. It's a lean business, and this company needs to be powerful and lean at the same time. You need an interesting mix of people to do that, people who are able to do many things.

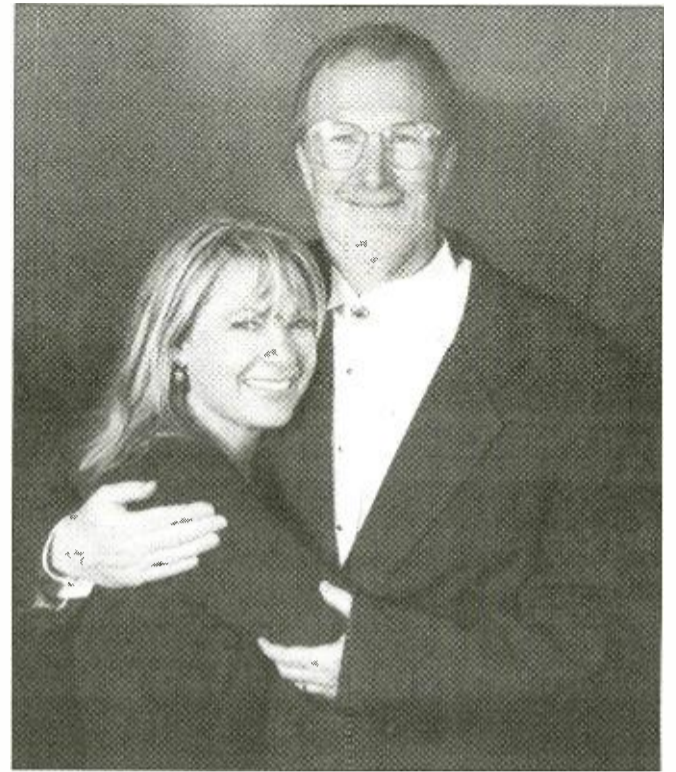
That's probably one of the many reasons I ended up with this job. In my 28 years I've done almost every job in a record company. I can do an interview with you or go to Arkansas and sell records or go to WSIX/Nashville and promote records. I can make some sense of a video shoot and negotiate a contract. I like having people around me who have that kind of experience. The business just doesn't support the bulk we once had.

R&R: Where is the roster in relation to where you'd like it to be?

JG: For the most part, it's young and inexperienced. With that youth and inexperience comes a lot of unbridled energy. I like that. I love the mix we have right now. The bar is set because I have a template for how good somebody needs to be to get a record deal here.

A female singer has to make me believe she is going to be as good as Patty Loveless. A duo or band needs to be as good as Montgomery Gentry. A young male country singer needs to be as good as Travis Tritt. For a singer-songwriter, producer and overall talent, I would love to think he or she could be as good as Rodney Crowell. For a musician, historian and writer, I look to Marty Stuart.

I have that guidepost up for our young artists to look at. In the same way, my bar is set because somebody who once sat in my chair signed Johnny Cash, Merle Haggard, George Jones, Tammy Wynette, Johnny Paycheck and more. I



THE GOLD STANDARD Patty Loveless with John Grady.

need to be that good. I need to have that kind of vision. Pressure doesn't come to me corporately. I'm not scared. I've been fired before. The pressure is from the legacy.

R&R: Who's first on the new-artist docket?

JG: Colt Prather and Jessie Alexander. We are right in the middle of those meetings — what's ready, what we want to bring first, what the mix is, which label they go on. I've got the luxury of two labels, but I also have the complication of two labels. You've got to match the right artist with the right team, trying to build an identity for both labels.

"It costs us too much money to do business in markets that don't sell enough records to pay for lunch."

R&R: Will The Dixie Chicks' next release be worked to the country marketplace?

JG: I don't know. They haven't made the record yet. I hope so.

R&R: What have you heard about the BMG merger?

JG: Everything I can share has already been printed. These days it's not a matter of if you're going to merge, it's who you're going to merge with. This merger is dealing from a position of strength rather than a last-ditch effort. This is a very well-planned and, hopefully, well-executed merger that makes both companies even stronger in tomor-

row's marketplace. You have a choice to trust it or not. I choose to trust it, because I trust the people I work for. If it goes through the way it's been laid out to me, this will be a very powerful, well-run company.

R&R: How do you keep the staff focused in the face of rumors and job fears?

JG: You said the word: It's all about focus. You've got a rumor on the street and a distraction inside the two buildings. The biggest job for Joe Galante and me is to keep our staffs focused on what they were doing before the story broke. That's what I preach, and that's what I try to show in my actions: Let's do what we do best, and do it better.

You could sit around and be nervous. You could plot for things that might not happen. You can waste a lot of time doing that. My eyes aren't closed. I know there are things in the future that we are going to have to look at, but for right now it's business as usual. We're still trying to put a face back on Sony Music Nashville and make it a successful record company.

R&R: The labels recently pressed for changes to the R&R and Billboard reporting panels. What was the goal of that process, and has it been achieved?

JG: Once again, efficiency. A lot of that gets misinterpreted out on the street. The goal is to make the charts faster, but also to reduce what's spent on promoting records to radio stations. We have to question having this company, a regional or two and artists dealing with a station someplace where we haven't sold enough records to pay for what it costs to do business there.

The amount of current music being played on radio does not allow us to break enough acts for a lot of this to make sense. With that percentage being what it is, we have to

Continued on Page 44



SONY FLOSSIN' Sony execs and artists in a celebratory mood. Seen here (l-r) are Larry Pareigis, Jon Randall, Jessi Alexander, Mark Wright and John Grady.

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PEOPLE MAGAZINE

Produced by Mark Wight and Frank Rogers
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The Eye Of The Storm

Continued from Page 42

streamline everything. With a faster chart maybe we could get to three singles instead of two, or four instead of three.

If we were looking at 50% or 60% currents, I'd love to have a list with 400 stations on it, because at that point I'm doing business. But I can't change radio. That's their business, and they're very successful at it. They sell advertising, we sell music. The only crime here is that it costs us too much money to do business in markets that don't sell enough records to pay for lunch.

R&R: *The effect of the chart changes was a net reduction of only four or five stations, however.*

JG: *Billboard and R&R are our main trades, and they're never going to be the same. If they were, why have two? And they know that. Their methodology was totally different on how they changed. That's their business. If you need an answer on that, you'll have to ask them why they did what they did.*

R&R: *This industry and format haven't broken a new superstar in eight years. What can be done to turn that around?*

JG: *Radio only plays what we send them, and superstars are not created by radio; they are created in a studio, in a bar or maybe in the womb. So don't hold radio responsible for not breaking a new superstar. That's our gig, to find a superstar. Can they spread that superstar to the masses and make him or her huge? Absolutely. But they can't create it.*

R&R: *What's the best thing about your job?*

"You've got a rumor on the street and a distraction inside the two buildings. The biggest job is to keep our staffs focused on what they were doing before the BMG merger story broke."

JG: *Music. I grew up in a ranch town of 3,000 people in northeast Nebraska listening to music on the radio as I went to sleep each night. It was an enormous part of my life, but I certainly wasn't dreaming of being president of a big record company. We got two television channels until I was 15, and I honestly did watch *The Johnny Cash Show* every week. I remember sitting in*

Woody's Cafe in O'Neil, NB playing jukebox songs from a catalog I now oversee. You're talking about the American story.

The best thing about being this close is the fascination I have with the art, the process, the song. Making people famous, selling a lot of records and all of that is really gratifying, but being close to the creative process is first on my list. It still takes my breath away.

"Pressure doesn't come to me corporately. I'm not scared. I've been fired before. The pressure is from the legacy."

Second along those lines would be when Sony staff I've only known a few months come up and thank me because they love coming to work here. That's my trophy. I've called seven radio stations and three managers, done this interview and talked to two publicists, a TV producer and a business affairs guy already this morning. I don't get bored. But I have to stay fascinated to work this hard. It's a hard business right now. Hardest it's ever been. Staying fascinated enough to work 12 to 14 hours a day many days on end, that's a job.

R&R: *How do you do that? Do you set time aside to listen to music?*

JG: *People here do a good job of keeping me around it: "Go get Grady. Let him listen to this." Otherwise I could spend days at a time being a business-affairs guy. That's not really all that fascinating to me. When I leave here most nights I listen to music. When I drive four hours to Arkansas tonight, I know what I'm going to listen to.*

R&R: *What's the worst part of your job?*

JG: *Dealing with people's hearts and dreams. The best part is when it's good, and the worst part is when it's bad. The hardest part now is business conditions. If you chose to get fixated on business conditions, you could walk off a ledge. It's about focusing and moving forward.*

R&R: *Is there light at the end of this tunnel?*

JG: *Yeah. I've said this a lot, and I believe it now more than ever: The hardest thing for adults to do is change. The hardest thing for a group of people running a big corporation to do is change. The model is broken. It needs to be changed. But it's kind of like somebody who smokes. That's bad for you. OK, but I like to do it. Then the doctor says,*

"Well, you might have lung cancer." OK, I quit.

Those kinds of warning signals have been going on in this business for the last 10 years, but a big hit would happen, and you could forget about it for a minute. In order for this to change, it probably needed to get this bad.

There are a bunch of small labels out there — Dualtone, New West, Rounder, Rykodisc, Sugar Hill — that have just had record years. In order for them to even be here right now, they changed a number of years ago. Their model is supported by the business they can do today. That only happened because they changed their model.

But they were forced to. There was no big corporation with a bunch of money behind them. They either changed or were gone. And they're flourishing. That's more difficult at one of these big lumbering machines we work for. In the process of that change, sometimes you need to be forced to change. We're all being forced to change. It's hard.

R&R: *Are we returning to a singles-based business?*

JG: *That's part of the way back, which, interestingly enough, is how most of us got into the business in the first place. Selling singles is a step I'm glad is being taken. When you lose entire generations of kids who have never laid down money for a piece of music, if you can get to the point where a single is a buck, at least that's a transaction that can lead to another transaction, which can lead them back to "I can get something special from the record company if I pay for it."*

If they can get it somewhere else, why would they pay? But if we create something that is special enough, they'll buy it. The best way to get to \$10 is to start at \$1. The amount of money being generated by the singles business is not going to fix anything, but it's a starting point. It's about habit.

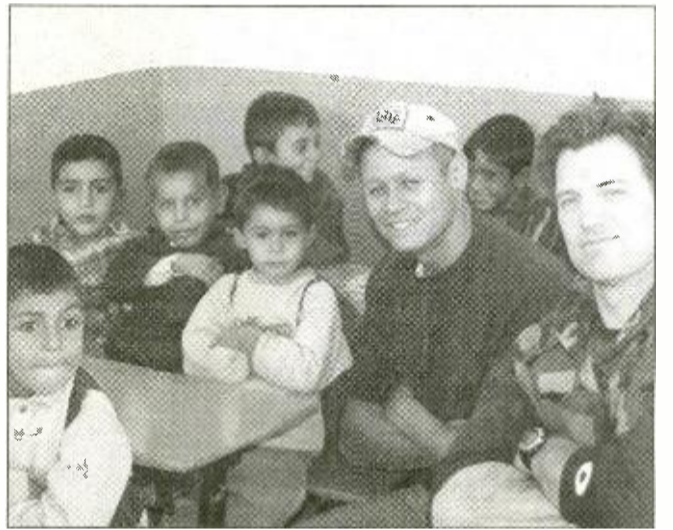
*The artists will have the answer to most of this, if we enable them in the right way. I like to let the creative process lead you to something like *O Brother*. The reason I keep that poster in my office isn't about showing off or ego, it's about belief in art. That was a story they wrote about the history of American music that stopped 9 million people long enough to buy it. A lot of those people haven't bought a record since, and some hadn't bought one in the 10 years before. A marketing plan didn't make that happen, artists did.*

R&R: *Publishers seem to be doing well, the touring industry is relatively healthy, and radio seems to be thriving, but record companies are missing out on that somehow.*

JG: *The record deal is really the engine of an artist's career. It allows him or her to do things like tour, secure sponsorships and other things that amass power and wealth. You have to keep making records so people want to come out and see your*



SINGULAR SENSATION Keith Urban and Monty Powell recently celebrated their No. 1 single "Who Wouldn't Wanna Be Me" at Nashville's BB King's Blues Club. On hand for the festivities were (l-r) Ten Ten Music's Jewel and Barry Coburn, Powell, ASCAP's Connie Bradley, Universal Music's Pat Higdon, Urban, BMI's Joyce Rice and Capitol's Mike Dungan and Bill Catino.



SCHOOLIN' Neal McCoy and Chris Isaak visited Iraq and Kuwait with Wayne Newton, Gary Sinise and two Dallas Cowboys cheerleaders as part of a U.S.O. Persian Gulf tour. McCoy (l) and Isaak are pictured here with Iraqi children at Al-Majd primary school in Balad, Iraq.

"If you chose to get fixated on business conditions, you could walk off a ledge."

music, watch your videos and buy tickets. That's the broken model here. Part of the model that's changing is that the engine gets to partake in what the rest of the career is doing as well. Contracts are changing.

R&R: *Are you saying the Equity Records model will become more prevalent?*

JG: *It has to. Otherwise, we can't afford to keep going.*

R&R: *Have you made those kinds of deals with artists on Sony?*

JG: *Contractually? Yes. It starts with everything from web rights to anything else addressed in contracts, especially if this corporation*

offers that service. We're encouraged to bring that business into the corporation.

R&R: *Does that mean publishing?*

JG: *No, not publishing, but the excess marketing opportunities. You're right when you say the publishing business is pretty good and the radio business is pretty good. I haven't noticed either one of those businesses offering to help the part of the business that isn't any good. They've just felt compelled to remind all of us that we're not partners.*

A station can play mostly gold, but it's not protecting its model very well. What's the next gold? There is a lot of short-term thought in business in general.

R&R: *And yet you try not to be fixated on those business conditions.*

JG: *Yeah, because I need to be fixated on areas where I can make a difference. Radio plays what we send them, so we need to be totally excited about every piece of music we bring out. It's easier to come up short and not be totally successful when you know everything that you did was up to the specs you laid out for yourself.*

R&R COUNTRY TOP 50

January 9, 2004



THREE WEEKS	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL POINTS	+/- POINTS	TOTAL PLAYS	+/- PLAYS	TOT. AUD. (00)	+/- AUD. (00)	WEEKS ON	TOTAL ADDS
1	1	KENNY CHESNEY There Goes My Life (BNA)	13486	-	4381	-	423087	22086	11	112/0
5	2	ALAN JACKSON Remember When (Arista)	12637	-	3996	-	390311	90869	9	112/0
4	3	BROOKS & DUNN You Can't Take The Honky Tonk... (Arista)	11004	-	3605	-	334250	11197	15	112/0
2	4	TOBY KEITH I Love This Bar (DreamWorks)	9844	-	3137	-	313459	-43721	19	112/0
9	5	TERRI CLARK I Wanna Do It All (Mercury)	9308	-	3025	-	283603	42623	18	112/0
7	6	RODNEY ATKINS Honesty (Write Me A List) (Curb)	9256	-	3009	-	271381	19732	28	110/0
17	7	TOBY KEITH American Soldier (DreamWorks)	9085	-	2777	-	288759	110570	7	111/5
11	8	TIM MCGRAW Watch The Wind Blow By (Curb)	9022	-	2779	-	279993	48513	10	112/0
12	9	SHANIA TWAIN She's Not Just A Pretty Face (Mercury)	8189	-	2646	-	243693	14032	12	110/0
10	10	TRACY BYRD Drinkin' Bone (RCA)	8175	-	2850	-	224697	-1156	22	110/0
13	11	BRAD PAISLEY Little Moments (Arista)	8112	-	2632	-	248810	48321	16	110/0
3	12	GEORGE STRAIT Cowboys Like Us (MCA)	7772	-	2588	-	229488	-104486	22	110/0
6	13	CHRIS CAGLE Chicks Dig It (Capitol)	7547	-	2579	-	213846	-55366	27	111/0
19	14	MARTINA MCBRIDE In My Daughter's Eyes (RCA)	6946	-	2203	-	210177	56554	7	107/4
16	15	JIMMY WAYNE I Love You This Much (DreamWorks)	6441	-	2190	-	188638	33688	19	109/2
18	16	TRACE ADKINS Hot Mama (Capitol)	6418	-	2155	-	183625	41037	15	106/1
14	17	JO DEE MESSINA I Wish (Curb)	6348	-	2033	-	191467	10403	24	107/1
21	18	SARA EVANS Perfect (RCA)	6120	-	1919	-	180151	40439	16	106/0
20	19	JOSH TURNER Long Black Train (MCA)	5332	-	1859	-	142277	12801	29	103/3
23	20	BUDDY JEWELL Sweet Southern Comfort (Columbia)	4591	-	1578	-	129889	33283	10	103/3
25	21	JOE NICHOLS Cool To Be A Fool (Universal South)	4489	-	1357	-	120160	35792	16	92/3
24	22	CLINT BLACK Spend My Time (Equity Music Group)	4428	-	1389	-	124748	29086	10	101/1
32	23	KEITH URBAN You'll Think Of Me (Capitol)	3791	-	1176	-	109301	63565	3	89/17
28	24	GARY ALLAN Songs About Rain (MCA)	3612	-	1172	-	99972	30426	7	86/6
27	25	BLUE COUNTY Good Little Girls (Asylum/Curb)	3601	-	1115	-	99832	20824	11	86/4
26	26	CRAIG MORGAN Every Friday Afternoon (BBR)	3534	-	1161	-	105646	12052	21	87/1
29	27	DIERKS BENTLEY My Last Name (Capitol)	3037	-	960	-	85237	22461	10	78/3
34	28	CAROLYN DAWN JOHNSON Simple Life (Arista)	2756	-	884	-	75717	34166	5	77/11
30	29	KELLIE COFFEY Texas Plates (BNA)	2740	-	904	-	68471	15473	13	82/2
31	30	BRIAN MCCOMAS You're In My Head (Lyric Street)	2577	-	812	-	68447	19316	11	72/2
22	31	SCOTTY EMERICK I Can't Take You Anywhere (DreamWorks)	2530	-	742	-	74252	-38151	24	76/0
37	32	TRACY LAWRENCE Paint Me A Birmingham (DreamWorks)	1965	-	667	-	48370	14142	9	58/5
35	33	JAMES OTTO Days Of Our Lives (Mercury)	1850	-	675	-	42486	8989	13	60/3
33	34	SHERYL CROW The First Cut Is The Deepest (A&M/Interscope/Mercury)	1628	-	443	-	46867	-453	10	33/3
40	35	PATTY LOVELESS On Your Way Home (Epic)	1600	-	591	-	36432	13190	8	65/2
39	36	CLAY WALKER I Can't Sleep (RCA)	1558	-	493	-	36067	16013	3	60/6
44	37	PAT GREEN Guy Like Me (Republic/Universal South)	1170	-	314	-	28629	16428	8	28/23
43	38	SONYA ISAACS No Regrets Yet (Lyric Street)	1021	-	380	-	21289	8307	5	42/1
Breaker	39	RASCAL FLATTS Mayberry (Lyric Street)	1017	-	334	-	27904	27593	1	78/78
45	40	LEANN RIMES This Love (Asylum/Curb)	905	-	296	-	22295	11868	2	38/3
38	41	KENNY ROGERS Handprints On The Wall (Dreamcatcher)	832	-	373	-	18998	-4824	11	41/0
42	42	MARK WILLS That's A Woman (Mercury)	701	-	275	-	14709	1402	5	37/0
Debut	43	BIG & RICH Wild West Show (Warner Bros.)	678	-	155	-	20694	15026	1	23/21
48	44	RACHEL PROCTOR Didn't I (BNA)	582	-	235	-	10168	3442	2	34/5
47	45	GEORGE STRAIT Honk If You Honky Tonk (MCA)	454	-	76	-	11308	433	2	5/2
46	46	CHAO BROCK You Are (BBR)	355	-	133	-	7748	1863	2	16/4
49	47	CROSS CANADIAN RAGWEED Constantly (Universal South)	337	-	38	-	8474	-1520	3	4/0
-	48	REBECCA LYNN HOWARD I Need A Vacation (MCA)	313	-	116	-	8120	2609	5	10/0
50	49	MERCYME I Can Only Imagine (INO/Curb)	262	-	47	-	10236	-1695	2	5/0
Debut	50	LORRIE MORGAN Do You Still Want To Buy Me... (Image/Quarterback)	216	-	94	-	6136	-390	1	14/0

Most Added

www.rradds.com

ARTIST TITLE LABEL(S)	ADOS
RASCAL FLATTS Mayberry (Lyric Street)	78
PAT GREEN Guy Like Me (Republic/Universal South)	23
BIG & RICH Wild West Show (Warner Bros.)	21
KEITH URBAN You'll Think Of Me (Capitol)	17
CAROLYN DAWN JOHNSON Simple Life (Arista)	11
REBA MCENTIRE Somebody (MCA)	10
GARY ALLAN Songs About Rain (MCA)	6
CLAY WALKER I Can't Sleep (RCA)	6
JEFF BATES I Wanna Make You Cry (RCA)	6

Most Increased Points

ARTIST TITLE LABEL(S)	TOTAL POINT INCREASE
-----------------------	----------------------

Will return next week.

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
-----------------------	---------------------

Will return next week.

Breakers

RASCAL FLATTS
Mayberry (Lyric Street)
78 Adds • Debuts at 39

Songs ranked by total plays

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

112 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 12/28-1/3. Bullets appear on songs gaining points and/or plays 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 and plays 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. Station Weight = AQH Persons + (Market rank X 10) divided by 4180. Total Audience equals Average Quarter Hour Persons times number of plays (times 100). Each daypart on each station is assigned an AQH number. Average Quarter Hour Persons used herein with permission from the Arbitron Company (© 2004, The Arbitron Company). © 2004, R&R, Inc.

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SESSIONS

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**America's Best Testing Country Songs 12 +
For The Week Ending 1/9/04**

Artist Title (Label)	TW	LW	Familiarity	Burn	Persons 25-54	Women 25-54	Men 25-54
ALAN JACKSON Remember When (Arista)	4.40	4.37	96%	9%	4.43	4.46	4.41
TOBY KEITH American Soldier (DreamWorks)	4.33	4.29	87%	10%	4.36	4.35	4.36
KENNY CHESNEY There Goes My Life (BNA)	4.25	4.26	98%	16%	4.24	4.40	4.14
BRAD PAISLEY Little Moments (Arista)	4.23	4.28	93%	14%	4.26	4.26	4.26
TOBY KEITH I Love This Bar (DreamWorks)	4.11	4.15	99%	31%	4.12	4.03	4.18
GEORGE STRAIT Cowboys Like Us (MCA)	4.09	4.16	98%	23%	4.09	4.07	4.10
BROOKS & DUNN You Can't Take The Honky Tonk Out Of The Girl (Arista)	4.07	4.10	98%	24%	4.08	4.09	4.08
TERRI CLARK I Wanna Do It All (Mercury)	4.07	4.19	97%	19%	4.08	4.00	4.13
MARTINA MCBRIDE In My Daughter's Eyes (RCA)	4.06	4.14	89%	17%	4.08	4.23	3.98
SARA EVANS Perfect (RCA)	4.04	4.11	84%	15%	4.04	3.93	4.10
BUDDY JEWELL Sweet Southern Comfort (Columbia)	4.04	4.07	75%	10%	4.07	4.26	3.93
DIERKS BENTLEY My Last Name (Capitol)	4.02	—	66%	9%	4.04	4.06	4.01
SCOTTY EMERICK I Can't Take You Anywhere (DreamWorks)	4.01	3.93	85%	17%	4.01	4.22	3.87
CRAIG MORGAN Every Friday Afternoon (BBR)	4.01	3.96	68%	11%	4.04	4.33	3.87
DIAMOND RIO Wrinkles (Arista)	4.00	4.08	88%	21%	3.96	4.08	3.88
TRACY BYRD Drinkin' Bone (RCA)	3.99	3.95	96%	22%	3.99	4.06	3.95
RODNEY ATKINS Honesty (Write Me A List) (Curb)	3.99	3.96	92%	24%	3.99	4.25	3.81
TIM MCGRAW Watch The Wind Blow By (Curb)	3.98	4.07	87%	16%	3.99	4.12	3.90
GARY ALLAN Songs About Rain (MCA)	3.98	—	61%	9%	4.02	4.21	3.90
BLUE COUNTY Good Little Girls (Asylum/Curb)	3.96	—	57%	9%	3.97	4.10	3.89
JIMMY WAYNE I Love You This Much (DreamWorks)	3.95	3.98	91%	21%	3.97	4.26	3.78
JO DEE MESSINA I Wish (Curb)	3.95	4.07	89%	22%	3.96	4.09	3.87
JOE NICHOLS Cool To Be A Fool (Universal South)	3.95	4.07	81%	13%	3.96	4.03	3.91
JOSH TURNER Long Black Train (MCA)	3.92	3.84	86%	17%	3.96	3.90	4.00
CHRIS CAGLE Chicks Dig It (Capitol)	3.90	3.94	97%	31%	3.85	4.01	3.75
CLINT BLACK Spend My Time (Equity Music Group)	3.90	4.08	71%	11%	3.93	3.92	3.94
TRACE ADKINS Hot Mama (Capitol)	3.88	3.86	86%	20%	3.89	4.00	3.83
LONESTAR Walking In Memphis (BNA)	3.81	3.84	98%	35%	3.78	3.73	3.81
KELLIE COFFEY Texas Plates (BNA)	3.73	—	51%	8%	3.73	3.67	3.77

Total sample size is 432 respondents. Total average favorability estimates are based on a scale of 1-5. (1=dislike very much, 5=like very much). Total familiarity represents the percentage of respondents who recognized the song. Total burn represents the number of respondents who said they are tired of hearing the song. Songs must have 40% familiarity to appear on survey. Sample composition is based on persons 12+. Persons are screened via the Internet. Once passed, they can take the music test based on the format/music preference. RateTheMusic.com results are not meant to replace callout research. The results are intended to show opinions of participants on the the Internet only. RateTheMusic is a registered trademark of RateTheMusic.com. The RTM system, is available for local radio stations by calling 818-377-5300. RateTheMusic.com data is provided by Mediabase Research, a division of Premiere Radio Networks.

New & Active

REBA MCENTIRE Somebody (MCA)
Total Plays: 36, Total Stations: 10, Adds: 10

Songs ranked by total plays

Please Send Your Photos

R&R wants your best snapshots (color or black & white).

Please include the names and titles of all pictured and send them to:

R&R, c/o Mike Davis:
10100 Santa Monica Blvd., 3rd Floor,
Los Angeles, CA 90067

Email: mdavis@radioandrecords.com

C · O · U · N · T · R · Y
FLASHBACK

1 YEAR AGO

• No. 1: "19 Somethin'" — Mark Wills

5 YEARS AGO

• No. 1: "Wrong Again" — Martina McBride

10 YEARS AGO

• No. 1: "I Never Knew Love" — Doug Stone

15 YEARS AGO

• No. 1: "Deeper Than The Holler" — Randy Travis

20 YEARS AGO

• No. 1: "Slow Burn" — T. G. Sheppard

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
KEITH URBAN Who Wouldn't Wanna Be Me (Capitol)	2463
DIERKS BENTLEY What Was I Thinkin'? (Capitol)	2291
RASCAL FLATTS I Melt (Lyric Street)	2260
MONTGOMERY GENTRY Hell Yeah (Columbia)	2241
PAT GREEN Wave On Wave (Republic/Universal South)	2112
ALAN JACKSON AND JIMMY BUFFETT It's Five O'Clock Somewhere (Arista)	1973
LONESTAR My Front Porch Looking In (BNA)	1830
GARY ALLAN Tough Little Boys (MCA)	1806
BROOKS & DUNN Red Dirt Road (Arista)	1727
LONESTAR Walking In Memphis (BNA)	1694



**America's Best Testing AC Songs 12 +
For The Week Ending 1/9/04**

Artist Title (Label)	TW	LW	Familiarity	Burn	Women 25-54	Women 25-34	Women 35-54
CLAY AIKEN Invisible (RCA)	4.27	4.29	91%	16%	4.38	4.73	4.30
JOSH GROBAN You Raise Me Up (143/Reprise)	4.05	4.02	84%	16%	4.19	4.43	4.14
MATCHBOX TWENTY Unwell (Atlantic)	4.02	4.05	95%	39%	4.12	3.85	4.18
SHANIA TWAIN Forever And For Always (Mercury/IDJMG)	3.86	3.74	97%	37%	3.95	3.80	3.98
PHIL COLLINS Look Through My Eyes (Walt Disney/Hollywood)	3.86	3.83	86%	24%	3.91	3.79	3.93
CELINE DION Stand By Your Side (Epic)	3.86	3.75	82%	21%	3.92	3.59	3.99
SANTANA f/ALEX BAND Why Don't You & I (Arista)	3.85	-	68%	18%	3.86	3.71	3.89
DIDO White Flag (Arista)	3.84	3.73	82%	21%	3.86	4.00	3.83
CELINE DION Have You Ever Been In Love (Epic)	3.81	3.87	96%	34%	3.92	3.59	4.00
SARAH MCLACHLAN Fallen (Arista)	3.81	3.80	83%	17%	3.86	3.97	3.84
TRAIN Calling All Angels (Columbia)	3.76	3.81	94%	38%	3.82	3.54	3.89
LUTHER VANDROSS Dance With My Father (J)	3.73	3.71	93%	38%	3.86	3.77	3.88
TIM MCGRAW Tiny Dancer (Curb)	3.66	3.69	80%	21%	3.82	4.00	3.78
SIMPLY RED Sunrise (simplyred.com)	3.66	3.63	76%	25%	3.65	3.65	3.65
MICHAEL MCDONALD Ain't No Mountain High Enough (Motown)	3.64	3.71	92%	24%	3.75	3.53	3.81
SHERYL CROW The First Cut Is The Deepest (A&M/Interscope)	3.54	3.53	95%	35%	3.49	3.58	3.47
UNCLE KRACKER f/DOBBIE GRAY Drift Away (Lava)	3.45	3.49	98%	52%	3.56	3.45	3.59
COUNTING CROWS Big Yellow Taxi (Geffen/Interscope)	3.17	3.23	93%	53%	3.15	3.26	3.12
ROD STEWART f/CHER Bewitched, Bothered And Bewildered (J)	3.14	-	62%	23%	3.30	3.00	3.35

Total sample size is 335 respondents. Total average favorability estimates are based on a scale of 1-5. (1=dislike very much, 5=like very much). Total familiarity represents the percentage of respondents who recognized the song. Total burn represents the number of respondents who said they are tired of hearing the song. Songs must have 40% familiarity to appear on survey. Sample composition is based on persons 12+. Persons are screened via the Internet. Once passed, they can take the music test based on the format/music preference. RateTheMusic.com results are not meant to replace callout research. The results are intended to show opinions of participants on the the Internet only. RateTheMusic is a registered trademark of RateTheMusic.com. The RTM system, is available for local radio stations by calling 818-377-5300. RateTheMusic.com data is provided by Mediabase Research, a division of Premiere Radio Networks.

Indicator
Most Added

- DIDO** White Flag (Arista)
- UNCLE KRACKER f/DOBBIE GRAY** Drift Away (Lava)
- SHANIA TWAIN** Forever And For Always (Mercury/IDJMG)
- MATCHBOX TWENTY** Unwell (Atlantic)
- TRAIN** Calling All Angels (Columbia)
- COUNTING CROWS** Big Yellow Taxi (Geffen/Interscope)
- PHIL COLLINS** Look Through My Eyes (Walt Disney/Hollywood)
- SHERYL CROW** The First Cut Is The Deepest (A&M/Interscope)
- SARAH MCLACHLAN** Fallen (Arista)
- VANESSA CARLTON** A Thousand Miles (A&M/Interscope)

Recurrents

- SANTANA f/MICHELLE BRANCH** The Game Of Love (Arista) 1198
- ENRIQUE IGLESIAS** Hero (Interscope) 1179
- DANIEL BEDINGFIELD** If You're Not The One (Island/IDJMG) 1152
- PHIL COLLINS** Can't Stop Loving You (Atlantic) 1149
- NORAH JONES** Don't Know Why (Blue Note/Virgin) 1074
- VANESSA CARLTON** A Thousand Miles (A&M/Interscope) 1047
- CHRISTINA AGUILERA** Beautiful (RCA) 1041
- SHERYL CROW** Soak Up The Sun (A&M/Interscope) 988
- LONESTAR** I'm Already There (BNA) 939
- FAITH HILL** Cry (Warner Bros.) 911
- CELINE DION** A New Day Has Come (Epic) 846
- TRAIN** Drops Of Jupiter (Tell Me) (Columbia) 777

Songs ranked by total plays

Please Send Your Photos

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3rd Floor, Los Angeles, CA 90067

Reporters

- WYJB/Albany, NY***
PD: Chris Holmberg
MD: Chad O'Hara
5 PHIL COLLINS
1 3 DOORS DOWN
- KMGA/Albuquerque, NM***
OMPD: Kris Abrams
29 LUTHER VANDROSS
25 SHERYL CROW
25 CLAY AIKEN
17 SARAH MCLACHLAN
10 TIM MCGRAW
3 CHRISTINA AGUILERA
ROD STEWART f/CHER
RUBEN STUDDARD
- WLEW/Albion, PA***
No Adds
- KYMG/Anchorage, AK**
OM: Mark Murphy
PO/MD: Dave Flavin
25 UNCLE KRACKER f/DOBBIE GRAY
25 SHANIA TWAIN
25 TRAIN
25 SIMPLY RED
25 DIDD
19 PHIL COLLINS
18 COUNTING CROWS
17 CELINE DION
16 SHERYL CROW
16 LUTHER VANDROSS
16 MERCYME
15 VANESSA CARLTON
15 HALL & OATES
14 LEWIS & GARNETT PALTRON
14 JOHN MAYER
14 DANIEL BEDINGFIELD
14 MARTINA MCBRIDE
14 CHRISTINA AGUILERA
14 SHERYL CROW
13 FAITH HILL
13 ENRIQUE IGLESIAS
13 LEE ANN WOMACK
13 LEANN RIMES
12 LONESTAR
12 NORAH JONES
12 CELINE DION
11 PHIL COLLINS
11 DIDD
10 FIVE FOR FIGHTING
10 M
- WLTW/Atlanta, GA***
OMPD: Louis Kaplan
AP/MD: Steve Goss
DIDD
- WFPQ/Atlantic City, NJ***
PD: Gary Guida
MD: Marlene Aqua
DIDD
SHERYL CROW
- WBBO/Augusta, GA***
OM: Mike Kracker
PO/MD: Steve Cherry
12 SHERYL CROW
- KKM/Austin, TX***
PD: Alex O'Neil
MD: Shelly Knight
5 BURKE RONEY
4 RANGLES
RUBEN STUDDARD
- KGFH/Bakersfield, CA***
OM: Bob Lewis
PO/MD: Chris Edwards
DIDD
SHERYL CROW
- KKLJ/Bakersfield, CA***
OM: Don Crain
PO/MD: Ken McCloud
No Adds
- WBBE/Baton Rouge, LA***
OMPD: Jeff Jamison
AP/MD: Michelle Southern
No Adds
- WMLY/Biloxi, MS***
OM/PO/MD: Walter Brown
No Adds
- WMLJ/Birmingham, AL***
PD: Jeff Tyson
OM: Doug Harned
PO/MD: Tom Huerfano
No Adds
- WYSF/Birmingham, AL***
PD: Jeff Tyson
AP/MD: Valerie Vining
No Adds
- KXLT/Boise, ID***
PO/MD: Tobin Juliano
13 CLAY AIKEN
- WMLX/Boston, MA***
APD: Candy O'Terry
MD: Mark Lawrence
7 SANTANA f/ALEX BAND
- WEBC/Bridgeport, CT***
PD: Curt Hansen
MD: Bill Lyons
No Adds
- WJYE/Buffalo, NY***
OM/PO/MD: Joe Chille
APD: Mike McQueen
CHRISTINA AGUILERA
- WHBC/Canton, OH***
OMPD: Terry Simmons
MD: Karleigh Kries
13 SHERYL CROW
13 ENRIQUE IGLESIAS
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13 LEANN RIMES
12 LONESTAR
12 NORAH JONES
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- WDEF/Chattanooga, TN***
PD: Danny Howard
MD: Robin Daniels
10 RUBEN STUDDARD
5 TIM MCGRAW
- WLIT/Chicago, IL***
OMPD: Bob Kasitz
MD: Eric Richards
No Adds
- WRRM/Cincinnati, OH***
PD: TJ Holland
MD: Ted Moran
No Adds
- WDOK/Cleveland, OH***
PD: Scott Miller
MD: Ted Kovatzi
7 FIVE FOR FIGHTING
7 FIVE FOR FIGHTING
MARTINA MCBRIDE
- KKLJ/Colorado Springs, CO***
PO/MD: Joel Navarro
9 HALL & OATES
1 ARIENNA
- WTCB/Columbia, SC***
PO/MD: Brent Johnson
No Adds
- WSNY/Columbus, OH***
PD: Chuck Knight
RUBEN STUDDARD
- KKBA/Corpus Christi, TX***
PD: Audrey Malkin
No Adds
- KVIL/Dallas, TX***
OMPD: Kurt Johnson
APD: Dan Larson
No Adds
- WLQT/Dayton, OH***
PO/MD: Sandy Collins
No Adds
- KOSI/Denver, CO***
PD: Brent Logan
MD: Steve Hamilton
21 FIVE FOR FIGHTING
RUBEN STUDDARD
MARTINA MCBRIDE
- KLTI/Des Moines, IA***
PO/MD: Tim White
20 DIDD
- WMGC/Detroit, MI***
OM: Bill Frens
PD: Jim Harper
MD: Jon Ray
No Adds
- WJYE/Detroit, MI***
PO/MD: Darren Davis
APD: Theresa Lucas
13 MARTINA MCBRIDE
13 SHERYL CROW
13 ENRIQUE IGLESIAS
13 LEE ANN WOMACK
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Tips For Fine-Tuning Your Music

It's only the most important thing on your radio station, right?

When was the last time you cleaned house? I mean at work, on your computer. How cluttered, convoluted or outdated is your music-scheduling system? Maybe you inherited a system and haven't had the chance to sit down and really pick it apart. Or maybe you've inherited new responsibilities and haven't looked at your own system in months or even years. You rely on an assistant or, worse, an intern, to enter and code your songs for you. To quote Dr. Phil, "How's that workin' for ya?"

Since my own Selector skills are a little rusty, I enlisted the help of Tom Zarecki, head of press and publicity for RCS. Together, we came up with some suggestions on how to freshen up your system for minimum hassle and maxi-

mum efficiency. As Zarecki says, "Remember, when it comes to songs, clocks, rotations or rules, no two PDs or MDs think alike. Your predecessor probably had very different ideas than you do. But yours, of course, are better."

What's In Store For Early 2004

First-quarter marketing plans haven't been finalized, but here's a sneak peek at what's coming.

Early January

MELISSA ETHERIDGE Breathe (*Island/IDJMG*)
FIVE FOR FIGHTING 100 Years (*Columbia*)*
BOB GUINEY Girlfriend (*Wind-up*)
KID ROCK Cold And Empty (*Atlantic*)
KIMBERLY LOCKE Eighth World Wonder (*Curb*)
MAROON 5 This Love (*J*)
JOHN MAYER Clarity (*Aware/Columbia*)

Late January

BABYFACE The Loneliness (*Arista*)*
BLINK-182 I Miss You (*Geffen*)
BLONDIE Good Boys (*Sanctuary/SRG*)
BLUES TRAVELER Sweet & Broken (*Sanctuary/SRG*)
FEFE DOBSON Everything (*Island/IDJMG*)
LOS LONELY BOYS Heaven (*Epic*)
KELLY OSBOURNE / **OZZY OSBOURNE** Changes (*Sanctuary/SRG*)
SOMETHING CORPORATE Ruthless (*Geffen*)
TEARS FOR FEARS Closest Thing To Heaven (*Arista*)*

Early February

DIDO Don't Leave Home (*Arista*)
JOE FIRSTMAN Breaking All The Ground (*Atlantic*)
SWITCHFOOT Meant To Live (*Red Ink/Columbia*)
STEADMAN Wave Goodbye (*Elektra/EEG*)

Late February

INDIGO GIRLS Perfect World (*Epic*)
THORNS Blue (*Columbia*)

First Quarter (Dates TBD)

BARENAKED LADIES Testing 1,2,3 (*Reprise*)
MICHELLE BRANCH Till I Get Over You (*Warner Bros.*)
CALLING I Don't Want To Be (*RCA*)
GAVIN DEGRAW This Love (*J*)
GUSTER Careful (*Reprise*)
NICK LACHEY & JESSICA SIMPSON With You (*Columbia*)
PAT MCGEE Beautiful Ways (*Warner Bros.*)
BONNIE MCKEE Somebody (*Reprise*)
KYLIE MINOGUE Slow (*Capitol*)
ALANIS MORISSETTE Everything (*Maverick/Reprise*)
QUEER EYE... SOUNDTRACK (*Capitol*)
DAMIEN RICE Cannonball (*Warner Bros.*)
SEAL Love's Divine (*Warner Bros.*)
TRAIN When I Look To The Sky (*Columbia*)*
DARLENE ZSCHECH Everything About You (*Epic*)*
*Mainstream AC only

Do The Math

Are your currents scheduled mathematically so they naturally fall into a good rotation? Or do you make even your smallest current category jump through too many hoops? You may be making your system work too hard. Make it easy. For instance, if you have seven power currents with two an hour, your system will automatically schedule each one every 3 1/2 hours.

Also check the number of songs in each category. Remember, the system works best when the smallest categories are laid in first. Since the last checkup, you may have added 10 songs to your recurrent category, slowing down some of your strongest, most familiar songs. Also, check category turnover. You may find that your secondary recurrences are turning over faster than the power recurrences just because of category size or some fluky clocks. (Of course, that *never* happened to me.)

If you're frustrated with the tempo of your station — a common concern for AC — run a library statistic report. You want the overall tempo of the station to be a 2.5 on a 1-4 scale so it's not too sleepy. But when you run the report, you may find that the average tempo of your active library is 1.5 because all your powers are slow. You may need to ease up on the tempo restrictions until you get more up-tempo powers.

You may also notice on deeper investigation that songs recently added weren't coded or weren't coded properly, which will also affect scheduling. And that leads us to the topic of coding.

Coding Decoded

Sound codes help you carve out a unique music niche for your station. They are also, according to Zarecki, the most often abused Selector codes, because people don't review them often enough. He says, "They absolutely don't work when they're not up to date. Stations may use an 'H' sound code for 'hip.' Great idea, until you realize two years later that Ricky Martin is still coded that way." The system is now carefully protecting Martin from playing too close to Train.

"Check the restrictions on all the sound codes," Zarecki says. "Maybe the station had a whole different set of rules back when it used to play disco every afternoon, three PDs ago."

Dayparting can also get outdated quickly. An artist like Avril Lavigne may seem "hard" at first for a mainstream station, but after six months and a No. 1 single, her sound has softened.

Mood, texture and energy are all options in Selector that can help or hurt you. Just because there are fields

Play These Songs A Lot

Courtesy of Pinnacle Media Worldwide, here are the 25 top-researching songs for Hot and mainstream AC.

Hot AC

1. **DIXIE CHICKS** Landslide
2. **AVRIL LAVIGNE** Complicated
3. **NICKELBACK** How You Remind Me
4. **MATCHBOX TWENTY** Unwell
5. **TRAIN** Drops Of Jupiter
6. **SHERYL CROW** Soak Up The Sun
7. **GOO GOO DOLLS** Iris
8. **LIFEHOUSE** Hanging By A Moment
9. **SARAH MCLACHLAN** Angel
10. **ALANIS MORISSETTE** Ironic
11. **UNCLE KRACKER** / **DOBBIE GRAY** Drift Away
12. **PINK** Get The Party Started
13. **SANTANA** / **ROB THOMAS** Smooth
14. **CALLING** Wherever You Will Go
15. **SARAH MCLACHLAN** I Will Remember You
16. **BRYAN ADAMS** Summer Of '69
17. **CREED** With Arms Wide Open
18. **GREEN DAY** Time Of Your Life (Good Riddance)
19. **UNCLE KRACKER** Follow Me
20. **MATCHBOX TWENTY** 3am
21. **DIDO** Thankyou
22. **VANESSA CARLTON** A Thousand Miles
23. **FLEETWOOD MAC** Landslide ('97)
24. **NO DOUBT** Don't Speak
25. **DEF LEPPARD** Pour Some Sugar On Me

Mainstream AC

1. **ELTON JOHN** Candle In The Wind
2. **FAITH HILL** Breathe
3. **AVRIL LAVIGNE** Complicated
4. **ELTON JOHN** Your Song
5. **PHIL COLLINS** You Can't Hurry Love
6. **SARAH MCLACHLAN** Angel
7. **PHIL COLLINS** In The Air Tonight
8. **SHANIA TWAIN** You're Still The One
9. **SEAL** Kiss From A Rose
10. **TRAIN** Drops Of Jupiter
11. **BONNIE RAITT** I Can't Make You Love Me
12. **ENRIQUE IGLESIAS** Hero
13. **ERIC CLAPTON** Tears In Heaven
14. **POLICE** Every Breath You Take
15. **RIGHTEOUS BROTHERS** Unchained Melody
16. **WHITNEY HOUSTON** I Will Always Love You
17. **KENNY G & LOUIS ARMSTRONG** What A Wonderful World
18. **SHERYL CROW** Soak Up The Sun
19. **DIXIE CHICKS** Landslide
20. **SANTANA** / **ROB THOMAS** Smooth
21. **MATCHBOX TWENTY** Unwell
22. **AEROSMITH** I Don't Want To Miss A Thing
23. **FLEETWOOD MAC** Landslide
24. **LEE ANN WOMACK** I Hope You Dance
25. **SHANIA TWAIN** Man! I Feel Like A Woman

to code each song three ways doesn't mean you have to use them. Also, just because you can code on a 1-8 scale doesn't mean you should. What's the difference between a 5 and a 6, anyway? Keep it simple.

Some PDs get all fancy, trying to keep competitors guessing. An old manager of mine called this "programming masturbation." Wouldn't it be better to spend your time ensuring that your music mix sounds consistently like your station in any given 20-minute period?

Just because Selector and, I'm sure, other systems have every feature imaginable doesn't mean you have to use them all. In the current "classic" version of Selector, there are slots for 250 different clocks — 82 more than there are hours in a week. Seriously, how many do you need? Again, keep it simple.

Many PDs also create way too many policies — like one for each day of the week, each week of the month. Not only do you not need this many, doing it that way increases the chance of error whenever you change any-

thing. By and large, and Zarecki agrees with me, you need one policy for days, another for any specialty show, like *Love Songs* or *'80s Saturday Night*, and that may be it.

Play The Hits

One last thing: Play the hits. Check your most played songs against your most recent test. I'll never forget Steve Rivers' face at a music sort for KYSR/Los Angeles. He looked up at the screen and saw the top-testing song was already a "D" — due to burn, or maybe just because we were sick of it. He said, "I think we should be playing the songs that our audience likes the most more than the other songs."

If you are going to revamp your system, Zarecki suggests looking at everything before you start making wholesale changes. "It's far better to have a finished plan of attack than to change as you go," he says. "So schedule ahead, poke around a while, and take note of the changes you want to make. And when in doubt, call the support line."

To AC Radio,
*Thanks for making
"Sunrise" a hit.*

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Impacting
January 19, 2004

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WALK/Long Island

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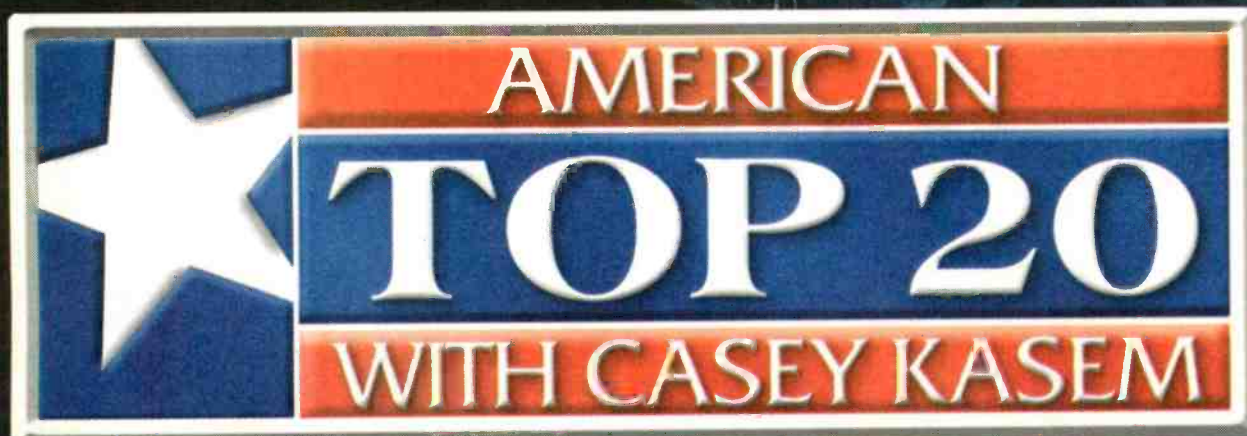
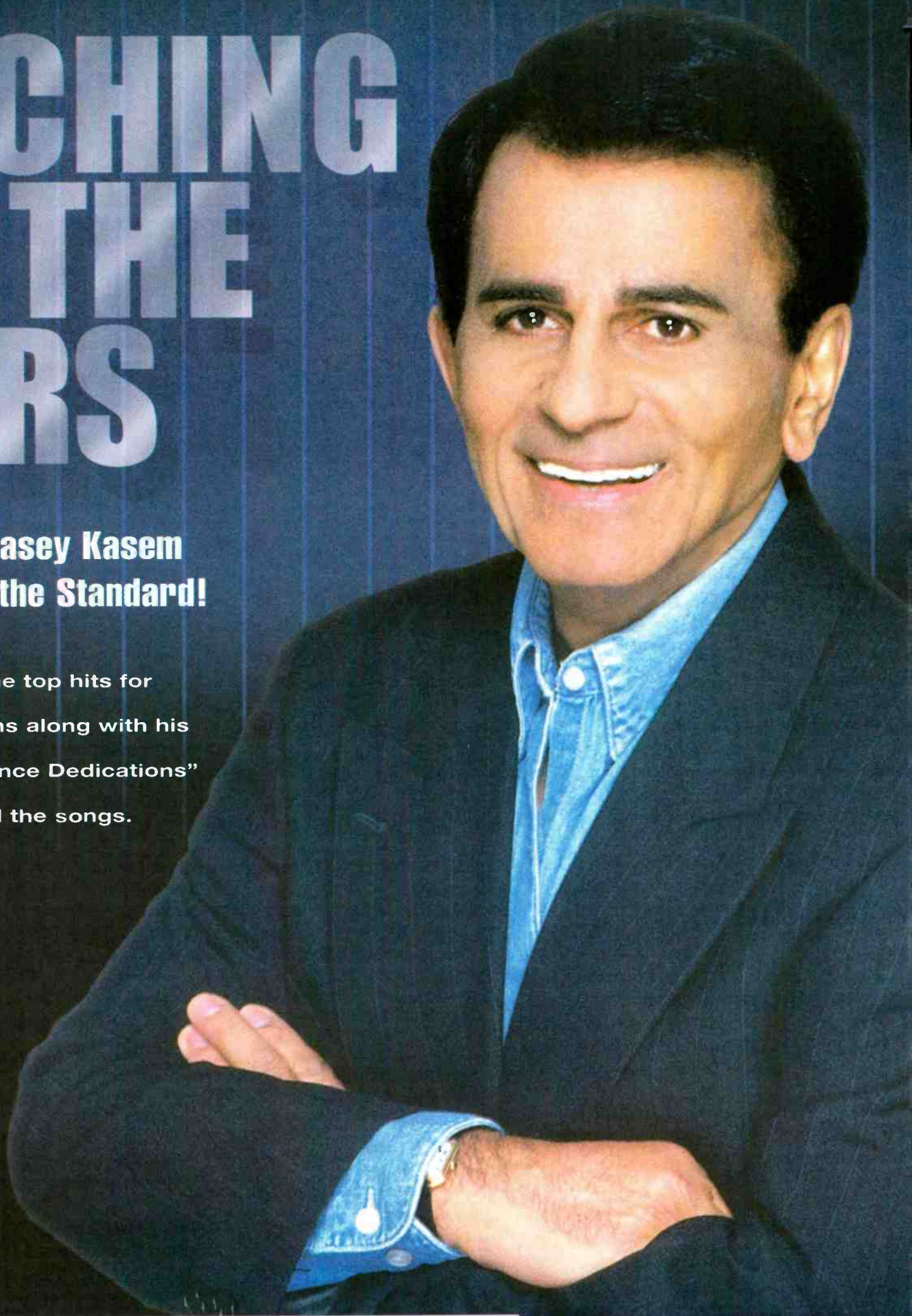
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R&R AC TOP 30

January 9, 2004

Powered By



THREE WEEKS	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
3	1	SHANIA TWAIN Forever And For Always (Mercury/IDJMG)	2296	—	224205	35	115/2
4	2	UNCLE KRACKER f/DOBIE GRAY Drift Away (Lava)	2210	—	213760	43	104/1
2	3	TRAIN Calling All Angels (Columbia)	2194	—	185350	26	107/1
1	4	MATCHBOX TWENTY Unwell (Atlantic)	2147	—	218664	33	99/1
6	5	SIMPLY RED Sunrise (simplyred.com)	1726	—	114323	25	89/2
5	6	PHIL COLLINS Look Through My Eyes (Walt Disney/Hollywood)	1720	—	146216	15	99/2
7	7	COUNTING CROWS Big Yellow Taxi (Geffen/Interscope)	1638	—	148307	34	93/1
15	8	CELINE DION Have You Ever Been In Love (Epic)	1526	—	148042	36	108/1
13	9	LUTHER VANDROSS Dance With My Father (J)	1478	—	157732	29	100/1
11	10	MERCYME I Can Only Imagine (INO/Curb)	1426	—	89397	34	87/1
12	11	JOSH GROBAN You Raise Me Up (143/Reprise)	1407	—	118497	10	91/2
9	12	CLAY AIKEN Invisible (RCA)	1248	—	118985	11	84/3
10	13	SHERYL CROW The First Cut Is The Deepest (A&M/Interscope)	1197	—	155200	13	72/11
8	14	DIDO White Flag (Arista)	1071	—	140109	13	66/17
14	15	SARAH MCLACHLAN Fallen (Arista)	1001	—	81898	12	56/6
16	16	TIM MCGRAW Tiny Dancer (Curb)	688	—	26061	11	69/4
17	17	MICHAEL MCDONALD Ain't No Mountain High Enough (Motown)	619	—	55172	9	60/0
21	18	JIM BRICKMAN Peace (Where The Heart Is) (AAL)	561	—	30919	20	60/0
18	19	ROD STEWART f/CHER Bewitched, Bothered And Bewildered (J)	513	—	37450	9	63/1
22	20	CELINE DION Stand By Your Side (Epic)	432	—	25537	14	43/0
23	21	CHRISTINA AGUILERA The Voice Within (RCA)	419	—	19285	6	47/10
19	22	SANTANA f/ALEX BAND Why Don't You & I (Arista)	390	—	68159	8	25/7
24	23	HALL & OATES Getaway Car (U-Watch)	384	—	14035	10	50/3
27	24	BURKE RONEY Let It All Come Down (R World/Ryko)	363	—	4233	9	38/1
26	25	SEAL Waiting For You (Warner Bros.)	308	—	18170	18	30/0
Debut	26	FIVE FOR FIGHTING 100 Years (Aware/Columbia)	294	—	28101	1	20/9
—	27	BANGLES Something That You Said (Koch)	234	—	8690	2	27/1
30	28	ELTON JOHN The Heart Of Every Girl (Epic)	211	—	11176	4	26/2
—	29	MICHAEL BOLTON When I Fall In Love (Passion Group)	204	—	11715	14	38/1
28	30	3 DOORS DOWN Here Without You (Republic/Universal)	183	—	45874	2	13/6

Most Added®

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ARTIST TITLE LABEL(S)	ADDS
DIDO White Flag (Arista)	17
SHERYL CROW The First Cut Is The Deepest (A&M/Interscope)	11
CHRISTINA AGUILERA The Voice Within (RCA)	10
RUBEN STUDDARD Sorry 2004 (J)	10
FIVE FOR FIGHTING 100 Years (Aware/Columbia)	9
MARTINA MCBRIDE This One's For The Girls (RCA)	9
SANTANA f/ALEX BAND Why Don't You & I (Arista)	7
SARAH MCLACHLAN Fallen (Arista)	6
3 DOORS DOWN Here Without You (Republic/Universal)	6
TIM MCGRAW Tiny Dancer (Curb)	4

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
-----------------------	---------------------

120 AC reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 12/28-1/3. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 15 are moved to recurrent after 20 weeks on the chart. Songs below No. 10 are moved to recurrent after 50 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Total Audience equals Average Quarter Hour Persons times number of plays (times 100). Each daypart on each station is assigned an AQH number. Average Quarter Hour Persons used herein with permission from the Arbitron Company (© 2004, The Arbitron Company). © 2004, R&R, Inc.

New & Active

TARRALYN RAMSEY Up Against All Odds (Casablanca)
Total Plays: 155, Total Stations: 22, Adds: 0

SUZY K. Gabriel (Vellum)
Total Plays: 133, Total Stations: 27, Adds: 3

ABENAA Song 4 U (Nkunim)
Total Plays: 106, Total Stations: 20, Adds: 3

MARTINA MCBRIDE This One's For The Girls (RCA)
Total Plays: 79, Total Stations: 12, Adds: 9

RUBEN STUDDARD Sorry 2004 (J)
Total Plays: 72, Total Stations: 17, Adds: 10

Will return next week.

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

Songs ranked by total plays

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RULE # 2

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ON THE RECORD

With
Wayne Maria
OM, KRTR/Honolulu



At KRTR (Krater 96-2)/Honolulu we are currently wrapping up our fall promotion, the Krater 96-2 Million Dollar Free Money Mix. Here's how it works: We encourage listeners to tune in at work for a three-song Money Mix. When they hear those three songs back to back to back, the 96th caller wins \$10,000 and a chance to win \$2 million. If the last four digits of their Social Security number match exactly the four numbers in our certified sealed envelope, they win \$2 million. Only Hawaii residents are eligible to participate in this contest. ● At the start of the fall book we hired Dan Cooke to do mornings. Dan has done radio and television here and in places like Philadelphia and San Diego. He has been a great addition to an already-solid lineup, and we're looking forward to seeing great things from him. ● Contrary to popular belief, we do not broadcast from a little grass shack, and Don Ho's "Tiny Bubbles" is not the biggest song in Hawaii. The biggest songs currently on Krater 96 are "Unwell" by Matchbox Twenty, "Drift Away" by Uncle Kracker and "Don't Know Why" by Norah Jones. ● Mele Kalikimaka, hauoli makahiki hou! (Merry Christmas and a Happy New Year.)

It should come as no surprise that the charts are slower than usual this week. At Hot AC, Most Added honors go to **Melissa Etheridge** (Island/IDJMG) ... **3 Doors Down's** "Here Without You" (Republic/Universal) holds on to the top spot ... The rest of the top eight songs hold steady, while into the top 10 leap **Train**, moving 11-9* ... Just added at WPLJ/New York: **OutKast's** smash "Hey Ya," which also catapults 27-21*, +436 plays ... Etheridge also claims a big move — up 39-29* and +451 plays, with KHMJ/Houston, KMYI/San Diego and WLNK/Charlotte among the stations coming in this week ... Big ups for **Five For Fighting** (16-14*), **Evanescence** (21-18*) and **Counting Crows**; the Crows fly into the top 20 with "She Don't Want Nobody Near" (23-20*) ... On the mainstream AC chart, **Shania Twain** (Mercury/IDJMG) regains the top spot with "Forever and for Always." In the top 10, **Phil Collins**, **Simply Red** and **Counting Crows** stay strong at 5, 6 and 7, respectively ... You may notice that there are no bullets on the AC chart this week. Since we re-added 66 stations that had gone holiday music, the bullets have been pulled off, as were the +/- spins. We did leave the chart-position change for you to evaluate.

— Angela Perelli, AC/Hot AC Editor

AC/Hot AC ON THE RADIO

artist activity

ARTIST: **Elton John**

LABEL: **Epic**

By **MIKE TRIAS**/ASSOCIATE EDITOR



Since coming to prominence in the '70s, Sir Elton John has maintained his status as an icon in the music world. There was even a John-themed episode of the U.K.'s *Pop Idol* earlier this year. The singer-songwriter joined the eight contestants on stage and played piano for them as they sang his songs. Recently, some of his higher-profile musical endeavors have centered around the film industry, and his latest single continues the trend.

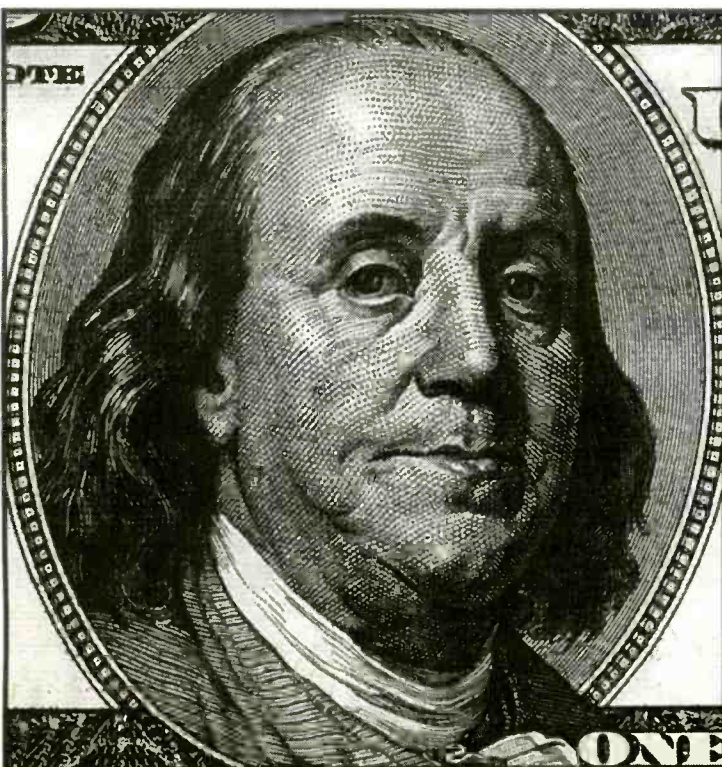
"The Heart of Every Girl" is a swinging tune that not only brings back memories of yesteryear, it also serves as the end-title song for the film *Mona Lisa Smile*. Bernie Taupin — John's longtime collaborator, with whom he has written many hit songs (and with whom he has had his share of drama over the years) — once again teams up with him for the tune. John's trademark piano playing is prevalent throughout the single, but he was far from alone while recording in the studio. In keeping with the theme of the film, a 50-piece all-girl orchestra created the sonic backdrop on the recording, giving "The Heart of Every Girl" a full, rich sound. Currently, AC listeners are warming up to the tune: It continues to gain momentum on R&R's AC chart, rising to No. 28 this week.

In the Mike Newell-directed *Mona Lisa Smile*, Julia Roberts plays Katherine Watson, an art history professor at Wellesley, the prestigious liberal arts school for women, in 1953. Roberts' character is out to make a difference in the lives of her students at a time when the role of women in America was evolving. Other principal players in the movie in-

clude Kirsten Dunst, Julia Stiles, Maggie Gyllenhaal and Marcia Gay Hayden. As for the soundtrack, it is already available in stores, and "The Heart of Every Girl" is the only contemporary song on the disc. Artists such as Seal, Tori Amos, Mandy Moore, Macy Gray, Chris Isaak, Kelly Rowland and Barbara Streisand contribute their versions of classic hits for the project.

As for John, the ever-busy living legend continues to place his stamp on various film projects. The *Lion King Special Edition* DVD includes a new Elton John-Tim Rice effort titled "Morning Report," and John recently finished a cover of the Walter Donaldson and Gus Kahn tune "Makin' Whoopee" for the U.K. film *Stardust*.

Probably the biggest Elton John event in the near future is his upcoming stint at the house that Celine Dion built — the Colosseum at Caesars Palace in Las Vegas. Beginning Feb. 13, John will perform in his own stage spectacular, *The Red Piano*. David LaChapelle, the man behind the lens for the cover of John's *One Night Only* album and the director of his videos for "Original Sin" and "The Train Don't Stop There," will serve as production designer and director for the show. John has signed on to perform 75 shows over a three-year period.



A PENNY SAVED IS A PENNY EARNED.

Good advice, but today it's not as simple.

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R&R HOT AC TOP 40

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January 9, 2004

THREE WEEKS	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	3 DOORS DOWN Here Without You (Republic/Universal)	3828	+308	269898	21	94/4
2	2	SANTANA f/ALEX BAND Why Don't You & I (Arista)	3638	+303	272090	29	94/2
3	3	MATCHBOX TWENTY Bright Lights (Atlantic)	3578	+273	254346	21	95/3
4	4	DIDO White Flag (Arista)	3389	+359	264023	24	91/2
5	5	SHERYL CROW The First Cut Is The Deepest (A&M/Interscope)	3386	+388	251289	14	95/2
6	6	SARAH MCLACHLAN Fallen (Arista)	2989	+264	227172	16	93/2
7	7	NO DOUBT It's My Life (Interscope)	2909	+452	218743	10	93/3
8	8	NICKELBACK Someday (Roadrunner/IDJMG)	2601	+402	166463	15	86/4
11	9	TRAIN When I Look To The Sky (Columbia)	2341	+444	160683	10	95/6
9	10	MATCHBOX TWENTY Unwell (Atlantic)	2207	+192	171015	46	96/2
12	11	TRAIN Calling All Angels (Columbia)	2066	+173	152464	38	91/2
10	12	BARENAKED LADIES Another Postcard (Chimps) (Reprise)	1851	-77	122291	16	82/1
13	13	LIVE Heaven (Radioactive/Geffen)	1707	+81	122441	33	70/1
16	14	FIVE FOR FIGHTING 100 Years (Aware/Columbia)	1669	+371	108998	7	79/3
14	15	MICHELLE BRANCH Breathe (Maverick/Warner Bros.)	1651	+91	74974	12	76/1
17	16	STAIN'D So Far Away (Flip/Elektra/EEG)	1537	+333	71232	20	53/1
18	17	JASON MRAZ You And I Both (Elektra/EEG)	1418	+256	87395	12	67/3
21	18	EVANESCENCE My Immortal (Wind-up)	1332	+333	69001	6	53/4
15	19	JOHN MAYER Bigger Than My Body (Aware/Columbia)	1286	-129	109915	20	73/2
23	20	COUNTING CROWS She Don't Want Nobody Near (Geffen)	1005	+230	47705	8	59/1
27	21	OUTKAST Hey Ya! (Arista)	996	+436	69014	5	21/7
24	22	HOWIE DAY Perfect Time Of Day (Epic)	905	+133	47221	14	47/1
22	23	FOUNTAINS OF WAYNE Stacy's Mom (S-Curve/EMC)	864	-31	50065	24	36/1
28	24	CLAY AIKEN Invisible (RCA)	773	+232	49855	7	29/4
25	25	FUEL Falls On Me (Epic)	767	+126	26701	8	38/1
20	26	SEAL Waiting For You (Warner Bros.)	680	-367	29262	18	46/0
19	27	NELLY FURTADO Powerless (Say What You Want) (DreamWorks)	673	-410	35075	11	50/1
26	28	DAVE MATTHEWS Save Me (RCA)	634	+38	31795	8	43/1
39	29	MELISSA ETHERIDGE Breathe (Island/IDJMG)	616	+451	43513	2	43/18
35	30	LIZ PHAIR Extraordinary (Capitol)	594	+372	35818	2	43/7
29	31	SIMPLE PLAN Perfect (Lava)	505	+134	15623	4	32/2
30	32	SHANIA TWAIN Forever And For Always (Mercury/IDJMG)	397	+81	26571	19	20/2
33	33	KELLY CLARKSON The Trouble With Love Is (RCA)	380	+101	12907	4	28/2
31	34	STACIE ORRICO (There's Gotta Be) More To Life (ForeFront/Virgin)	341	+45	17691	8	14/0
36	35	JEWEL 2 Become 1 (Atlantic)	278	+85	10794	4	24/1
34	36	BEN HARPER Diamonds On The Inside (Virgin)	253	-6	7076	6	23/0
Debut	37	DEFAULT (Taking My) Life Away (TVT)	218	+77	6901	1	18/1
Debut	38	CHRISTINA AGUILERA The Voice Within (RCA)	216	+74	19500	1	11/2
32	39	TRAPT Headstrong (Warner Bros.)	213	-82	8743	7	6/1
38	40	JACK JOHNSON Taylor (Jack Johnson Music/Universal)	212	+27	6127	3	17/0

Most Added®

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ARTIST TITLE LABEL(S)	ADDS
MELISSA ETHERIDGE Breathe (Island/IDJMG)	18
LIZ PHAIR Extraordinary (Capitol)	7
OUTKAST Hey Ya! (Arista)	7
TRAIN When I Look To The Sky (Columbia)	6
3 DOORS DOWN Here Without You (Republic/Universal)	4
NICKELBACK Someday (Roadrunner/IDJMG)	4
EVANESCENCE My Immortal (Wind-up)	4
CLAY AIKEN Invisible (RCA)	4

Ended 2003 #1 MOST ADDED...
Beginning 2004 #1 MOST ADDED!!
R&R Hot AC: 29
BDS Adult Top 40: 28*

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
NO DOUBT It's My Life (Interscope)	+452
MELISSA ETHERIDGE Breathe (Island/IDJMG)	+451
TRAIN When I Look To The Sky (Columbia)	+444
OUTKAST Hey Ya! (Arista)	+436
NICKELBACK Someday (Roadrunner/IDJMG)	+402
SHERYL CROW The First Cut Is The Deepest (A&M/Interscope)	+388
COLDPLAY Clocks (Capitol)	+381
LIZ PHAIR Extraordinary (Capitol)	+372
FIVE FOR FIGHTING 100 Years (Aware/Columbia)	+371
DIDO White Flag (Arista)	+359

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

98 Hot AC reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 12/28-1/3. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 15 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Total Audience equals Average Quarter Hour Persons times number of plays (times 100). Each daypart on each station is assigned an AQH number. Average Quarter Hour Persons used herein with permission from the Arbitron Company © 2004, The Arbitron Company). © 2004, R&R, Inc.

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GOING FOR ADDS

Dave Koz's "Honey-Dipped" (Capitol) is No. 1 for the seventh week! ... **Jazzmasters'** "Puerto Banus" (Trippin' 'N' Rhythm) moves 3-2* and, as second Most Increased with +84 plays, the track seems likely to succeed Koz at No. 1 soon ... Then again, another contender for the top, **Chris Botti's** fabulous "Indian Summer" (Columbia) at 5*, has yet, unfathomably, to be put into power rotation by Broadcast Architecture. Neither has **Nick Collione's** "High Flyin'" (3 Keys), which moves 10-7* and is the week's No. 1 Most Increased, with a 94-play gain ... **Richard Elliot's** "Sly" (GRP/VMG) earns three new adds, for top Most Added. The track has been in power at KTWV/Los Angeles for almost two months ... Four tunes tie with two adds each: **Marc Antoine's** "Funky Picante" (Rendezvous), which goes on WSSM/St. Louis and KBZN/Salt Lake City; **Down To The Bone's** "Cellar Funk" (Narada) at WVMV/Detroit and WJCD/Norfolk; **Paul Taylor's** "Steppin' Out" (Peak) on JRN and WEIB/Springfield, MA; and **Peter White's** outstanding "Talkin' Bout Love" (Columbia), in advance of next week's official Going for Adds date. The track was arranged and co-written by Rex Rideout and produced by Paul Brown ... **Hil St. Soul's** very cool "For the Love of You" (Shanachie) is out of the box on WDRR/Ft. Myers ... Two to cue: **Paul Brown's** "24/7" (GRP/VMG) and **Euge Groove's** "Livin' Large" (Narada).



— Carol Archer, Smooth Jazz Editor

Reporters

WZMR/Albany, NY
DM: Michael Morgan
PD: Kevin Callahan
No Adds

KAJZ/Albuquerque, NM
PD: Paul Lavole
APD/MD: Jeff Young
16 RICHARD SMITH
15 RICHARD ELLIOT

KNIK/Anchorage, AK
DM/MD: Aaron Wallender
No Adds

WJZZ/Atlanta, GA
PD/MD: Nick Francis
No Adds

KSMJ/Bakersfield, CA
DM/MD: Chris Townsend
APD: Matt Kelly
No Adds

WNUA/Chicago, IL
DM: Bob Kaake
PD/MD: Steve Stiles
No Adds

WNWV/Cleveland, OH
DM/MD: Bernie Kimble
11 CRAIG CHAUDICO
5 PETER WHITE

WJZA/Columbus, OH
PD/MD: Bill Harman
No Adds

KOAI/Dallas, TX
DM/MD: Kurt Johnson
MD: Mark Sanford
No Adds

WVMV/Detroit, MI
DM/MD: Tom Sleeper
MD: Sandy Kovach
2 DOWN TO THE BONE
WILL DOWNING

KEZL/Fresno, CA
PD/MD: J. Weidenheimer
No Adds

WDRR/Ft. Myers, FL
DM: Steve Amari
PD: Joe Turner
MD: Randi Bachman
2 HIL ST SOUL

KHJZ/Houston, TX
PD: Maxine Todd
APD/MD: Greg Morgan
No Adds

KOAS/Las Vegas, NV
PD/MD: Erik Foxz
No Adds

KSBR/Los Angeles, CA
DM/MD: Terry Wiede
MD: Susan Koshbay
8 IMPROMP 2

KTWV/Los Angeles, CA
PD: Paul Goldstein
APD/MD: Samantha Wiedmann
No Adds

WELV/Macon, GA
PD/MD: Rick Smith
No Adds

WLVE/Miami, FL
DM: Rob Roberts
PD/MD: Rich McMillan
GLADYS KNIGHT

WJZL/Milwaukee, WI
DM/MD: Steve Scott
MD: Jeff Peterson
4 RICHARD ELLIOT

Jones Smooth Jazz/Network
PD/MD: Steve Hibbard
2 PAUL TAYLOR
1 SPECIAL EPK

WQCD/New York, NY
DM: John Mullen
PD/MD: Charley Connolly
No Adds

WJCD/Norfolk, VA
DM/MD: Dalsy Davis
APD/MD: Larry Hollowell
2 ACOUSTIC ALCHEMY
2 DOWN TO THE BONE
2 BRIAN BROMBERG

WJJZ/Philadelphia, PA
PD: Michael Tezzi
MD: Frank Childs
No Adds

KJZS/Reno, NV
DM: Rob Brooks
PD: Harry Reynolds
APD/MD: Doug Thomas
No Adds

KSSJ/Sacramento, CA
PD/MD: Lee Hansen
APD: Ken Jones
STEVE COLE

KBZN/Salt Lake City, UT
DM/MD: Dan Jessop
13 JIM BRICKMAN
11 MARC ANTOINE
11 RICHARD ELLIOT
6 NAJEE

KIFM/San Diego, CA
DM: John Dimick
PD: Mike Vasquez
APD/MD: Kelly Cole
No Adds

KKSF/San Francisco, CA
DM: Michael Martin
PD: Michael Erickson
No Adds

KJZY/Santa Rosa, CA
PD: Gordon Zlot
APD/MD: Rob Singleton
9 MICHAEL McDONALD
8 MICHAEL BUBLE

KWJZ/Seattle, WA
PD: Carol Handley
MD: Dianna Rose
11 GREGG KARUKAS
11 ACOUSTIC ALCHEMY

WEIB/Springfield, MA
PD: Carol Cutting
MD: Juanita Shavers
PAUL TAYLOR
MICHAEL BROWN
PETER WHITE

WSSM/SL Louis, MO
PD: David Myers
1 MARC ANTOINE

WSJT/Tampa, FL
PD: Ross Block
MD: Kathy Curtis
No Adds

WJZW/Washington, DC
DM: Kenny King
PD: Carl Anderson
MD: Renee Duguay
RONNY JORDAN

*Monitored Reporters

41 Total Reporters

41 Total Indicator

Did Not Report, Playlist Frozen (7):

- KJCD/Denver, CO
- KRVR/Modesto, CA
- KYOT/Phoenix, AZ
- WJZN/Memphis, TN
- WJZV/Richmond, VA
- WLOQ/Oriando, FL
- WYJZ/Indianapolis, IN



'T WAS THE SEASON ... To be smooth, at least on a Christmas tour at the Soiled Dove in Denver with guitarist Peter White and saxophonist Mindi Abair. Seen here (l-r) are KJCD/Denver air personality Jim Russell, Abair, White and KJCD personalities Becky Taylor and Kenny Cortes.

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CAROL ARCHER
carcher@radioandrecords.com

PART TWO OF A TWO-PART SERIES

Spotload: The Price Of Commercial Radio

More units, TSL erosion and churn ... lions and tigers and bears, oh my!

As the volume of commercial units on Smooth Jazz grows, discussion among programmers about spotloads is getting louder too. It is a fundamental conversation, because the business of business is profits. But while programmers recognize the imperative to generate revenue, they also fear that, ultimately, too many units will kill the goose that lays the golden egg. This week, in the conclusion of a two-part column that began in the 12/5/03 issue, we explore this hot-button topic further.

In the top 10 markets spotloads today range from about 12 units to 20 or more. These are figures that PDs, sales managers and GMs are reluctant to state for the record and that can vary even within the same station, depending on who you're talking to, as sales management tends to discount client mentions and station promos as units while programmers generally consider all individual messages as units.

One Smooth Jazz programmer offered these observations on condition of anonymity: "Everyone agrees that TSL suffers as a direct result of heavier spotloads, but when people move from sales into management, it's as though they've drunk the Kool-Aid, because they start declaring that sponsor plugs, promos, client promos and tags are not commercials."

"Listeners, of course, hear every message as a commercial, including promos for things that are happening on the radio station and promos that mention a client's name.

"Cable and telephone carriers learned the hard way that you have to stimulate people to keep coming back. It would be interesting to verify the churn rate from heavier spotloads and to learn how much more marketing money has to be spent to re-attract listeners who have been driven away.

"With heavier spotloads you must compensate by decreasing the amount of music and taking less risks, especially with new music, which is considered the riskiest, although it allows the for-

mat to remain vital and appealing, especially to younger demos, which Smooth Jazz needs badly."

Smoke & Mirrors

Viacom's WJZW/Washington runs about 60% of the units of, say, KTWV (The Wave)/Los Angeles. JZW PD Carl Anderson says he



Carl Anderson

doesn't have complaints about spotload. "The greater challenge is to create compelling product," he says. "Some of it is smoke and mirrors, when you have to do things that make you sound like you play more music. If listeners perceive that a station is playing too many commercials, sometimes it can be attributed to poor programming.

"There are so many competing entertainment choices that we have to give people more and more reasons to listen to our product. We have to be more on top of our game than ever before, since there are more companies — satellite radio, among others — vying for listeners' attention in the fast Internet world we live in. We need to be more local than ever. We need to look for ways to make our radio sticky and not give people a reason to tune out.

"There's not a magic number for spotload, per se, but you get to a threshold that's a point of no return. Regardless of format, product took a hit with the need to generate revenue, but what it did was make the programming cream rise to the top. We can complain about current reality or we can look for solutions. For those of us who deal with this issue and all the others day in and day out, that's why

we're here, and if it was easy anyone could do it.

"We're dealing with major multimillion-dollar operations, and we've been dealt a hand of playing one less song an hour, so we can't take as many risks, even though there is a lot of music we'd like to play. Coming out of four, five or six commercials in a row, you're forced to play the hits. Again, great programmers and great stations are all dealing with the same issues, and we're all trying to get share.

"Many times we can slip into the mindset of doing long-form promos that we think are endearing people to the radio station, but the fact is, they want to know the title of a song. They're thinking, 'You're telling me how much music you play, so shut up and play it.' We must be vigilant about interruptions, and although it sounds simplistic, less is more, and now more than ever."

A Barrage Of Advertising

In an increasingly consumer-driven society, we are bombarded by a barrage of advertising — and not just on the radio. Many Smooth Jazz stations are running 40% to 50% more

"The key to success for Smooth Jazz is that the music is high quality, the jock content is meaningful, and the promotions are targeted directly at listeners."

Allen Kepler



Allen Kepler

commercials than they aired seven or eight years ago. Broadcast Architecture President Allen Kepler compares Smooth Jazz commercial content with other forms of media, saying, "Television has shortened sitcoms, added promos to run during the credits of a program and allowed actual product placement in the content of programming to get more commercials on.

"How long does each of us sit through previews and commercials in a movie theater to wait for the movie that we just paid \$9 to see? Watch a football game, and you'll see the running back darting past two defenders and high-stepping through a huge Dr.

Pepper logo into the end zone for a touchdown, but the players can't even see the advertisement; it's superimposed on the field, just for the viewing audience.

"In radio, advertising time remains separated from music programming. Unless artists begin to mention product names in their lyrics, we're safe for now. This also poses a challenge for our medium to remain competitive and grow. Rates are going up, spotloads are getting heavier, and it all seems to be part of the American way. Open a magazine lately? Often you'll not even see the content listing until the 15th or 16th page.

"We are going through a challenging time. Program directors must perform incredible calisthenics to keep their stations sounding music-intensive while still delivering to the bottom line of a large company. Without going into details of how PDs actually do it, they are doing an excellent job."

Radio's Advantage

Kepler continues, "During the past 16 years of conducting research for Smooth Jazz stations, BA has regularly polled listeners to see how we do with spotloads and quality of spots compared to other formats. Smooth Jazz continues to get the best report card among music-radio formats.

"The worst comments we get are, 'Yes, they're probably playing more commercials than they used to. Aren't all of the stations?' For the most part, we hear that listeners feel that Smooth Jazz stations play fewer commercials than other stations that they listen to.

"We also hear that the commercials aired on SJ are more targeted and 'better' than the spots run on other formats. Some respondents have gone

as far as to say that some of the commercials are 'informative' and 'entertaining.'

"Indeed, the commercials that we air are as much a part of the overall programming as any jock bit, contest, promotion or song that we play. The key to success for Smooth Jazz is that the music is high quality, the jock content is meaningful, and the promotions are targeted directly at listeners. When all of the 'content' lines up that well, we hear few complaints about spotload increases from SJ listeners.

"If and when we do begin to hear loud complaining about spotloads, it will probably be too late. Listeners who are more likely to complain about commercials, who really get ticked off by them, have already bolted to other mediums like XM, audio streaming, CD players and mp3. We're not losing listeners in bulk, nor will we, unless we continue down this path of adding spots and make it absolutely unbearable for the average consumer.

"Regardless of format, product took a hit with the need to generate revenue, but what it did was make the programming cream rise to the top."

Carl Anderson

"My point is that we in the industry are more sensitive to spotload than the average consumer, who really does not keep a scorecard of what we're airing hour by hour — but there is a point that it becomes unbearable.

"Compared to television, radio has definite advantages: We will not be running commercials during songs. Radio is still consumed mostly live, as opposed to the growing use of TiVo and Ultimate TV, which make it easy to skip TV commercials. Music is the star of Smooth Jazz, so we feature less talk than other music formats. Furthermore, the most successful stations have built-in client bases of appropriate advertisers that often enhance their overall product."

Euge Groove

livin' large



from the album **LIVIN' LARGE**

ON YOUR DESK NOW!

GOING FOR ADDS JAN. 20

NARADA *jazz* www.naradajazz.com

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THREE WEEKS	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	DAVE KOZ Honey-Dipped (Capitol)	892	+41	117494	18	40/0
3	2	JAZZMASTERS Puerto Banus (Trippin 'N' Rhythm)	825	+84	96290	20	38/0
2	3	PRAFUL Sigh (Rendezvous/N-Coded)	796	-19	101429	24	39/0
4	4	MINDI ABAIR Flirt (GRP/VMG)	649	+5	77927	24	35/0
5	5	CHRIS BOTTI Indian Summer (Columbia)	582	+60	82709	15	39/0
7	6	CANDY DULFER Finsbury Park, Cafe 67 (Eagle Rock)	533	+25	66799	29	30/0
10	7	NICK COLIONNE High Flyin' (3 Keys Music)	526	+94	68719	13	34/0
8	8	DARYL HALL She's Gone (Rhythm & Groove/Liquid 8)	505	+45	51174	15	36/0
6	9	RICK BRAUN Green Tomatoes (Warner Bros.)	494	-43	63251	22	33/0
9	10	KENNY G. Malibu Dreams (Arista)	459	-17	41930	25	26/0
11	11	JIMMY SOMMERS Take My Heart... (Gemini/Higher Octave)	444	+53	54410	19	32/0
12	12	SEAL Touch (Warner Bros.)	409	+39	38698	11	29/0
14	13	KIM WATERS The Ride (Shanachie)	402	+51	50115	7	36/0
13	14	LEE RITENOUR Inner City Blues (GRP/VMG)	379	+33	48716	14	30/0
15	15	DAVID BENOIT Watermelon Man (GRP/VMG)	355	+19	38769	11	31/0
17	16	SIMPLY RED Sunrise (simplyred.com)	353	+36	29643	20	24/0
16	17	MICHAEL MCDONALD Ain't No Mountain High Enough (Motown)	350	+48	27136	9	27/1
18	18	RICHARD ELLIOT Sly (GRP/VMG)	349	+58	53460	5	30/3
19	19	STEVE COLE Everyday (Warner Bros.)	316	+26	37463	12	27/1
20	20	MARC ANTOINE Funky Picante (Rendezvous)	273	+23	20191	13	25/2
21	21	PAMELA WILLIAMS Afterglow (Shanachie)	247	+25	33240	13	20/0
23	22	DOWN TO THE BONE Cellar Funk (Narada)	221	+23	16802	5	22/2
22	23	BASS X Vonni (Liquid 8)	213	0	12611	8	18/0
24	24	KIRK WHALUM Do You Feel Me (Warner Bros.)	206	+15	18551	8	19/0
27	25	RICHARD SMITH Sing A Song (A440)	197	+35	8253	4	18/1
25	26	BRIAN CULBERTSON Serpentine Fire (Warner Bros.)	190	+11	18992	9	18/0
26	27	HIROSHIMA Revelation (Heads Up International)	165	-1	18561	8	15/0
28	28	GREGG KARUKAS Riverside Drive (N-Coded)	154	+17	22963	15	13/1
30	29	NAJEE Eye 2 Eye (N-Coded)	108	+14	18261	2	12/1
29	30	RIPPINGTONS Bella Luna (Peak)	98	-7	4491	4	8/0

41 Smooth Jazz reporters. Songs ranked by total plays for the airplay week of 12/28-1/3. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 15 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Total Audience equals Average Quarter Hour Persons times number of plays (times 100). Each daypart on each station is assigned an AQH number. Average Quarter Hour Persons used herein with permission from the Arbitron Company (© 2004, The Arbitron Company). © 2004, R&R, Inc.

New & Active

- SPYRO GYRA** Cape Town Love (Heads Up International)
Total Plays: 92, Total Stations: 10, Adds: 0
- NORAH JONES** Turn Me On (Blue Note/Virgin)
Total Plays: 84, Total Stations: 8, Adds: 0
- JEFF GOLUB** Pass It On (GRP/VMG)
Total Plays: 79, Total Stations: 9, Adds: 0
- BRIAN BROMBERG** Bobblehead (A440)
Total Plays: 73, Total Stations: 9, Adds: 1
- SPECIAL EFX** Ladies Man (Shanachie)
Total Plays: 70, Total Stations: 8, Adds: 1

- VOODOO VILLAGE** Memphis Underground (40 West)
Total Plays: 69, Total Stations: 6, Adds: 0
- MARION MEADOWS** Treasures (Heads Up)
Total Plays: 66, Total Stations: 5, Adds: 0
- ERIC MARIENTHAL** Sweet Talk (Peak)
Total Plays: 65, Total Stations: 7, Adds: 0
- IMPROMP 2** Mocha Soul (Big3)
Total Plays: 50, Total Stations: 6, Adds: 1
- YULARA** City Of Joy (Higher Octave)
Total Plays: 47, Total Stations: 4, Adds: 0

Songs ranked by total plays

Most Added®

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ARTIST TITLE LABEL(S)	ADDS
RICHARD ELLIOT Sly (GRP/VMG)	3
MARC ANTOINE Funky Picante (Rendezvous)	2
DOWN TO THE BONE Cellar Funk (Narada)	2
PETER WHITE Talkin' Bout Love (Columbia)	2
PAUL TAYLOR Steppin' Out (Peak)	2

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
NICK COLIONNE High Flyin' (3 Keys Music)	+94
JAZZMASTERS Puerto Banus (Trippin 'N' Rhythm)	+84
CHRIS BOTTI Indian Summer (Columbia)	+60
RICHARD ELLIOT Sly (GRP/VMG)	+58
JIMMY SOMMERS Take My Heart... (Gemini/Higher Octave)	+53
KIM WATERS The Ride (Shanachie)	+51
MICHAEL MCDONALD Ain't No Mountain High Enough (Motown)	+48
JEFF LORBER Gigabyte (Narada)	+47
DARYL HALL She's Gone (Rhythm & Groove/Liquid 8)	+45
BRIAN BROMBERG Bobblehead (A440)	+42

Most Played Recurrents


ARTIST TITLE LABEL(S)	TOTAL PLAYS
PAUL JACKSON, JR. It's A Shame (Blue Note)	358
CHUCK LOEB eBop (Shanachie)	281
LUTHER VANDROSS Dance With My Father (J)	281
PAUL TAYLOR On The Move (Peak)	189
JEFF LORBER Gigabyte (Narada)	177
MICHAEL MCDONALD I Heard It Through... (Motown/Universal)	172
RONNY JORDAN At Last (N-Coded)	168
DAVID SANBORN Comin' Home Baby (GRP/VMG)	149
CHIELI MINUCCI Kickin' It Hard (Shanachie)	122
URBAN KNIGHTS Got To Give It Up (Narada)	121
RICHARD ELLIOT Corner Pocket (GRP/VMG)	98
WALTER BEASLEY Precious Moments (N-Coded)	97
EUGE GROOVE Rewind (Warner Bros.)	48
BRIAN CULBERTSON Say What? (Warner Bros.)	48
STEVE OLIVER High Noon (Native Language)	44
SPYRO GYRA Getaway (Heads Up)	42

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


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Eye In The Sky

A look at the Rock offerings on XM Satellite Radio

I don't know how many satellite radio receivers Santa distributed over the holidays, but for those who plugged into XM Satellite Radio, the Rock channels go far and wide. By the way, in case you didn't know, both XM and Sirius offered several all-Christmas and holiday music channels, as well as special programming on Christmas Eve and Christmas Day.

In the Dec. 5 R&R, we highlighted Sirius' Rock stations; now it's time to take a look at XM. With two Boeing broadcast satellites named "Rock" and "Roll," XM lives, eats and breathes the genre. Who in the format, if not the industry as a whole, does not know (or know of) XM Sr. VP & Chief Programming Officer Lee Abrams? A radio vet for more than three decades, he made a name for himself in the early days of Rock with the Superstars format, was among radio's first wave of consultants (Burkhart, Douglas, Abrams) and brought the syndicated program *Z-Rock* its greatest success. Abrams joined XM in June of 1998 and was charged with the task of creating the next generation of radio on 100 stations.



Lee Abrams

Since this column's deadline fell during the industry's favorite time to collectively go on vacation, I utilized the vast resources of the Internet to get "official" information. XM's website states, "XM does for radio what cable and satellite did for TV. Beyond AM. Beyond FM. It's XM — radio to the power of X." The complete lineup of Rock channels is listed in the sidebar on the upper right.

Rock Choices

The channel most representative of Active Rock is "Squizz," which is programmed by PD Charlie Logan and MD Bodhi. It is described like this: "In the post-grunge years, a powerful and edgy sound emerged that broke the rules. This new music has become the preferred soundtrack of the extreme generation — a new take-no-prisoners hard rock movement. A melting pot of musical ideas rooted in the underground metal, rap and earlier alternative eras.

"Squizz delivers you the artists — live concerts, premieres of new releases, interviews — from Tool to P.O.D, Limp Bizkit to Powerman 5000. Squizz delivers this sound pure and uncensored. Squizz delivers the passion of living life to the edge, on your own terms."

If you combined a little of "Boneyard" and a little of "Top Tracks," you'd probably have the closest thing to a mainstream Rock format on XM. Logan and Bodhi also program Boneyard, which is described as "arena rock with energy, drive and craziness behind the music. There's no goth darkness coming from behind the mikes, and there's no fakery to get in the way of your favorite hard rock bands.

"We focus on the heyday of '80s metal, but if it rocks, it plays on the Boneyard — the European hard rock bands, their American counterparts, '80s hair bands and power metal. Mix it all together with a slightly bent attitude, and you have the Boneyard. Plus you'll hear interviews, retrospectives, live concerts and feature programs like *Shredders*, *A Whiter Shade of Trash* and *Bonehenge*."

XM's Alternative counterpart is called "Ethel" and described thusly: "On Sept. 24, 1991 alternative music entered a new era. Nirvana's *Nevermind* was released and grunge became a nationwide phenomenon. Taking the handoff from 'Fred — XM 44,' Ethel is here to satisfy your craving for all the tunes that have been released A.K. (After Kurt), all completely uncensored. On

Rock 'N' Roll Satellite System

Here's a list of the channels in the Rock genre that XM subscribers can tap into.

Channel Number	Name	Channel Description
Channel 40	Deep Tracks	Deep Album Cuts
Channel 41	Boneyard	Stadium Rock And Hair Bands
Channel 42	XM Liquid Metal	Industrial Strength Metal
Channel 43	XMU	New Music ... Now
Channel 44	Fred	Classic Alternative
Channel 45	XM Café	Mellow Alternative
Channel 46	Top Tracks	Classic Album Cuts
Channel 47	Ethel	Alternative Hits
Channel 48	Squizz	Hard Alternative
Channel 50	The Loft	Acoustic Rock
Channel 51	XM Music Lab	Progressive Fusion
Channel 52	Unsigned	Unsigned Artists

Ethel expect to hear deep tracks from many huge artists, songs that were never played on the radio, but you know 'em, because you bought the CD. Right?" Ethel's PD is Bill Hutton.

As a side note, XM's Fred channel, programmed by Rick Lambert, is the alternative sound of the '70s and '80s — Depeche Mode, David Bowie, The Clash, The Cure and The Smiths liberally seasoned with Seattle grunge and punk.

Bodhi offers further information regarding the differences between XM's Rock channels: "Ethel is the '90s-based Alternative. It plays all the grunge-era music, and Squizz does not. Squizz starts post-grunge. We'll play Chris Cornell, but only Audioslave, not Soundgarden. Soundgarden is considered too old for Squizz.

"Ethel plays Soundgarden, Alice In Chains, Stone Temple Pilots and Blink-182. Ethel is more hit-driven than Squizz. Squizz is responsible for breaking the new bands, where Ethel is more '90s- and recurrent-based. The oldest two artists on Squizz are Rob Zombie and Korn."

Boneyard is for the adult headbanger, explains Bodhi. "'80s-based Bon Jovi, Motley Crue and Ratt with currents from '80s artists and new artists with that sound, such as Paul Shortino," he says. "We do share Black Label Society with Squizz because of Zakk Wyld's relationship with Ozzy. Listeners of the Boneyard know Zakk, and we feel his sound also fits on Squizz.

"The entire Metallica catalog is played on the Boneyard, but only the new album is played on Squizz. The Boneyard plays maybe three currents an hour, the rest is from the '80s. Squizz plays 10 currents an hour."

Shown below are sample hours for Squizz, Boneyard and Ethel.

Squizz: Tuesday, 12/16

3pm

RED HOT CHILI PEPPERS Fortune Faded
 BUTTHOLE SURFERS Pepper
 V SHAPE MIND Monsters
 (HED) P.E. Crazy Life
 STAIN'D How About You
 DOWN Learn From This Mistake
 DROWNING POOL Tear Away
 ROB ZOMBIE Two Lane Blacktop
 MOTOGRATER Down
 SALIVA Always
 THREE DAYS GRACE (I Hate) Everything About You
 TYPE O NEGATIVE Angry Inch
 LINKIN PARK Faint
 DOPE I Am

4pm

TANTRIC Hey Now
 TANTRIC Breakdown
 DEPSWA This Time
 TREBLE CHARGER Hundred Million
 SLOTH Someday
 INJECTED Bullet
 HUNGER Vanishing Cream
 NICKELBACK Because Of You
 PUSCIFER Rev. 22:20
 FLAW Payback
 PUDDLE OF MUDD Away From Me
 AUDIOSLAVE Like A Stone
 GODSMACK Bad Magick
 HOOBASTANK Out Of Control

5pm

THE DAMNING WELL Awakening
 CRAZY TOWN Drowning
 ADEMA Promises

LOCAL H All The Kids Are Alright
 JET Are You Gonna Be My Girl
 P.O.D. Youth Of The Nation
 MUDVAYNE World So Cold
 ANTHRAX Taking The Music Back
 STATIC-X Kill Your Idols
 CLUTCH Careful With That Mic
 TRAPT Still Frame
 KORN One More Time
 STONE TEMPLE PILOTS All In The Suit That You Wear
 CHEVELLE The Red
 40 FOOT ECHO Save Me
 BLINDSIDE All Of Us

Boneyard: Tuesday, 12/16

3pm

DEF LEPPARD Rocket
 DREAM THEATER As I Am
 KISS Crazy Nights
 SLAUGHTER Spend My Life
 GUNS N' ROSES One In A Million
 ENUFF Z' NUFF Fly High Michelle
 DRIVIN N CRYIN Chain Reaction
 ANTHRAX Taking The Music Back
 TESLA Getting Better
 JUDAS PRIEST A Touch Of Evil
 DOKKEN Unchain The Night
 ALICE COOPER Novocaine
 COVERDALE/PAGE Take Me For A Little While

4pm

JOE SATRIANI Devil's Slide
 SKID ROW One Light
 ACCEPT Balls To The Wall
 SAIGON KICK Colors
 SCORPIONS Kicks After Six
 BULLET BOYS Smooth Up In Ya

VAN HALEN Dreams
 HUGHES TURNER PROJECT Keep On Shining
 BON JOVI Livin' On A Prayer
 TED NUGENT Just What The Doctor Ordered
 CINDERELLA Gypsy Road
 BRAD GILLIS Shades Of Pomposity
 MOTLEY CRUE Same Ol' Situation (S.O.S.)

5pm

BLACK LABEL SOCIETY Stoned And Drunk
 L.A. GUNS Sex Action
 AC/DC Dirty Deeds Done Dirt Cheap
 KING'S X Black Like Sunday
 YNGWIE MALMSTEEN Teaser
 METALLICA Creeping Death
 METAL CHURCH Gods Of Wrath
 AEROSMITH Lick And A Promise
 VINNIE VINCENT INVASION Ashes To Ashes
 WHITESNAKE Still Of The Night
 MICHAEL SCHENKER GROUP Fatal Strike
 OZZY OSBOURNE Mama I'm Coming Home
 GREAT WHITE House Of Broken Love

Ethel: Tuesday, 12/16

4pm

NIRVANA Lithium
 FATBOY SLIM Kalifornia
 BLUE MAN GROUP Up To The Roof
 BLIND MELON Tones Of Home
 COLDPLAY Politik
 LIVE Lightning Crashes
 HERMAN'S HERMITS There's A Kind Of Hush
 ASH Burn Baby Burn
 SILVERCHAIR Tomorrow
 DAVE MATTHEWS Gravedigger
 DINOSAUR JR. Start Choppin'
 SUGAR RAY When It's Over

IMA ROBOT Dynamite
 BEASTIE BOYS So What'cha Want
 CHRIS CORNELL Can't Change Me
 WEEZER Dope Nose
 NINE INCH NAILS Closer

5pm

MIKE WATT /EDDIE VEDDER Against The '70s
 GREEN DAY Brain Stew
 BLACK REBEL MOTORCYCLE CLUB Stop
 JANE'S ADDICTION Mountain Song
 COUNTING CROWS A Murder Of One
 STONE TEMPLE PILOTS All In The Suit That You Wear
 RED HOT CHILI PEPPERS Soul To Squeeze
 STEREOPHONICS The Bartender And The Thief
 FOO FIGHTERS Low
 PEARL JAM Black
 TOOL H
 WHITE STRIPES Girl, You Have No Faith In Medicine
 GEGGY TAH Whoever You Are
 FLAMING LIPS Yoshimi Battles The Pink Robots
 RADIOHEAD High And Dry

6pm

JACK JOHNSON Mud Football
 L7 Pretend We're Dead
 GUSTER Amsterdam
 SMASHING PUMPKINS Landslide
 COLLECTIVE SOUL Where The River Flows
 EVE 6 At Least We're Dreaming
 MIGHTY MIGHTY BOSSTONES Someday I Suppose
 NIRVANA Something In The Way
 311 I'll Be Here Awhile
 LENNY KRAVITZ Are You Gonna Go My Way
 SUNSCREAM Love U More
 OFFSPRING Self Esteem
 HOT HOT HEAT Bandages
 GOO GOO DOLLS We Are The Normal
 DOG'S EYE VIEW Everything Falls Apart



THREE WEEKS	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
3	1	NICKELBACK Figured You Out (Roadrunner/IDJMG)	562	+118	31219	8	23/0
1	2	STONE TEMPLE PILOTS All In The Suit That You Wear (Atlantic)	478	-60	26283	10	21/0
2	3	PUDDLE OF MUDD Away From Me (Geffen)	458	-10	22944	11	25/1
6	4	STAINO So Far Away (Flip/Elektra/EEG)	451	+56	31278	27	22/0
9	5	AUDIOSLAVE I Am The Highway (Interscope/Epic)	432	+86	23351	14	22/0
5	6	LINKIN PARK Numb (Warner Bros.)	423	+28	22562	12	21/2
4	7	AUDIOSLAVE Show Me How To Live (Interscope/Epic)	371	-31	23966	28	23/0
8	8	A PERFECT CIRCLE Weak And Powerless (Virgin)	367	-7	22227	20	20/0
7	9	TRAPT Still Frame (Warner Bros.)	358	-24	20845	21	18/0
12	10	THREE DAYS GRACE (I Hate) Everything About You (Jive)	357	+87	16981	11	16/1
13	11	OFFSPRING Hit That (Columbia)	288	+23	20763	7	15/0
10	12	NICKELBACK Someday (Roadrunner/IDJMG)	270	-22	18219	21	19/0
17	13	GODSMACK Re-Align (Republic/Universal)	256	+45	11475	5	15/0
11	14	GODSMACK Serenity (Republic/Universal)	250	-33	17190	26	18/0
22	15	JET Are You Gonna Be My Girl (Elektra/EEG)	247	+52	14460	16	17/2
19	16	STAINO How About You (Flip/Elektra/EEG)	230	+22	14023	6	19/2
14	17	DEFAULT (Taking My) Life Away (TVT)	228	-15	8128	9	16/0
15	18	RED HOT CHILI PEPPERS Fortune Faded (Warner Bros.)	224	-3	9163	6	17/0
16	19	SEETHER Gasoline (Wind-up)	211	-7	8074	17	14/0
20	20	WHITE STRIPES Seven Nation Army (Third Man/V2)	194	-13	17034	20	14/1
Debut	21	TANTRIC Hey Now (Maverick/Reprise)	180	+150	9844	1	17/2
Debut	22	INCUBUS Megalomaniac (Epic)	162	+162	6699	1	15/4
18	23	3 DOORS DOWN Here Without You (Republic/Universal)	158	-52	6518	20	11/0
24	24	KID ROCK Feel Like Makin' Love (Top Dog/Atlantic)	153	-6	5856	10	11/0
Debut	25	LIMP BIZKIT Behind Blue Eyes (Flip/Interscope)	151	+66	7346	1	9/1
28	26	DARKNESS I Believe In A Thing Called Love (Must...Destroy/Atlantic)	145	+18	6252	3	13/1
26	27	KORN Right Now (Epic)	143	+4	5039	8	11/0
25	28	CHEVELLE Closure (Epic)	135	-7	4871	11	12/0
21	29	P.O.D. Will You (Atlantic)	134	-67	3769	12	17/0
23	30	HOOBASTANK Out Of Control (Island/IDJMG)	132	-30	3100	8	12/0

Most Added®

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ARTIST TITLE LABEL(S)	ADDS
INCUBUS Megalomaniac (Epic)	4
LINKIN PARK Numb (Warner Bros.)	2
STAINO How About You (Flip/Elektra/EEG)	2
JET Are You Gonna Be My Girl (Elektra/EEG)	2
TANTRIC Hey Now (Maverick/Reprise)	2
FUEL Million Miles (Epic)	2
COURTNEY LOVE Mono (Virgin)	2

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
INCUBUS Megalomaniac (Epic)	+162
TANTRIC Hey Now (Maverick/Reprise)	+150
NICKELBACK Figured You Out (Roadrunner/IDJMG)	+118
THREE DAYS GRACE (I Hate) Everything About You (Jive)	+87
AUDIOSLAVE I Am The Highway (Interscope/Epic)	+86
FUEL Million Miles (Epic)	+73
LIMP BIZKIT Behind Blue Eyes (Flip/Interscope)	+66
STAINO So Far Away (Flip/Elektra/EEG)	+56
JET Are You Gonna Be My Girl (Elektra/EEG)	+52
3 DOORS DOWN When I'm Gone (Republic/Universal)	+46

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
TRAPT Headstrong (Warner Bros.)	242
BLACK LABEL SOCIETY Stillborn (Spitfire)	214
AUDIOSLAVE Like A Stone (Interscope/Epic)	197
3 DOORS DOWN When I'm Gone (Republic/Universal)	176
FOO FIGHTERS Times Like These (Roswell/RCA)	164
LINKIN PARK Faint (Warner Bros.)	162
FUEL Falls On Me (Epic)	151
FOO FIGHTERS All My Life (Roswell/RCA)	142
MUOVAYNE Not Falling (Epic)	137
SEVENDUST Enemy (TVT)	128

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

26 Rock reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 12/28-1/3. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 15 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Total Audience equals Average Quarter Hour Persons times number of plays (times 100). Each daypart on each station is assigned an AQH number. Average Quarter Hour Persons used herein with permission from the Arbitron Company (© 2004, R&R, Inc.).

New & Active

- SHINEDOWN** 45 (Atlantic)
Total Plays: 118, Total Stations: 11, Adds: 1
- METALLICA** The Unnamed Feeling (Elektra/EEG)
Total Plays: 107, Total Stations: 12, Adds: 0
- A PERFECT CIRCLE** The Outsider (Virgin)
Total Plays: 93, Total Stations: 12, Adds: 1
- FUEL** Million Miles (Epic)
Total Plays: 87, Total Stations: 9, Adds: 2

- BLINK-182** Feeling This (Geffen)
Total Plays: 51, Total Stations: 4, Adds: 0
- CHEAP TRICK** My Obsession (Big3)
Total Plays: 46, Total Stations: 6, Adds: 0
- SMILE EMPTY SOUL** Nowhere Kids (Lava)
Total Plays: 32, Total Stations: 3, Adds: 0
- BLACK LABEL SOCIETY** The Blessed Hellride (Spitfire)
Total Plays: 31, Total Stations: 3, Adds: 0

Songs ranked by total plays

Reporters

KZRR/Albuquerque, NM* OMC: Jim Hlop PD: Phil Heston MD: Rob Brothers No Adds	KIOG/Beaumont, TX* OMC: Mike Davis No Adds	KLAQ/El Paso, TX* OMC: Courtney Nelson APD: Steve Garcia JET FUEL	WRRX/Pensacola, FL* PD: Dan McClintock No Adds	WHJY/Providence, RI* APD: Doug Palmer MD: John Lussell No Adds	KRXQ/Sacramento, CA* OMC: Jim Fox PD: Pat Martin MD: Paul Marshall No Adds	KTUX/Shreveport, LA* PD: Kevin West MD: Ryan Stone 11 FUEL 10 DARKNESS 8 INCUBUS	KMOD/Tulsa, OK* PD: Rob Hart JET TANTRIC
WZZO/Allentown, PA* PD: Rick Strawn MD: Keith Meyer 13 WHITE STRIPES LINKIN PARK PUDDLE OF MUDD	WBUF/Buffalo, NY* PD: John Paul APD: Joe Russo 9 STAINO	WRCO/Fayetteville, NC* OMC: Perry Stone PD: Mark Arnes MD: Al Field 3 DOORS DOWN	WWCT/Peoria, IL PD: Jamie Markley MD: Debbie Hunter No Adds	WBWB/Raleigh, NC* PD: Jim Heston 5 INCUBUS	KBER/Salt Lake City, UT* OMC: Bruce Jones PD: Kelly Hammer APD: Helen Powers No Adds	WKLK/Traverse City, MI PD: Tom Ray 1 FUEL 1 TANTRIC	WMZK/Wausau, WI PD: Nick Summers 24 THREE DAYS GRACE
KWHL/Anchorage, AK PD: Larry Soder 12 COURTNEY LOVE 11 ELEMENT EIGHTY	WRWK/Canton, OH* PD: Garrett Hart MD: Kelly Cox No Adds	WDHA/Morristown, NJ* PD: Tommie Carr JONNY LANG	WMMR/Philadelphia, PA* PD: Sam Millman APD: Ken Zepko No Adds	KCAL/Riverside, CA* PD: Steve Hoffman APD: M.J. Matthews 20 LINKIN PARK 10 COURTNEY LOVE	KSJO/San Jose, CA* PD: Brian Thomas MD: Zach Tyler 27 LINKIN PARK 27 LIMP BIZKIT	*Monitored Reporters 38 Total Reporters 26 Total Monitored 12 Total Indicator	
KLBJ/Austin, TX* OMC: Jeff Carroll MD: Lorie Lane SHINEDOWN FINGER ELEVEN	WEBN/Cincinnati, OH* OMC: Scott Reinhardt MD: Rick Vande No Adds	KFZX/Odessa, TX No Adds	KDKB/Phoenix, AZ* PD: Joe Bonadona MD: Long Paul TANTRIC INCUBUS	WROV/Roanoke, VA* PD: Aaron Roberts MD: Heidi Krummert-Tate No Adds	KZOS/San Luis Obispo, CA PD: David Howard 1 INCUBUS		
KOOJ/Baton Rouge, LA* PD: Paul Cassell APD: Steve Michaels 5 COURTNEY LOVE 4 DROPOX 3 LG-PRO SEVENDUST	KNCN/Corpus Christi, TX* OMC: Paula Howell APD: Mandy Mendenhall DAMAGEPLAN	KCLB/Palm Springs, CA OMC: Gary DeMott APD: Rick Sports No Adds	WHEB/Portsmouth, NH* PD: Joe James APD: Chris "Doc" Carroll STAINO A PERFECT CIRCLE	WXRX/Rockford, IL OMC: Keith Edwards PD: Jim Stone SMILE EMPTY SOUL SUGAR FUEL SEVENDUST	KISW/Seattle, WA* PD: Dave Richards APD: Ryan Castle 26 THREE DAYS GRACE 17 INCUBUS 16 JET 8 AUDIOSLAVE		

R&R ACTIVE ROCK TOP 50

January 9, 2004

Powered By



THREE WEEKS	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	LINKIN PARK Numb (Warner Bros.)	2107	+114	106478	14	62/0
2	2	PUDDLE OF MUDD Away From Me (Geffen)	1915	+67	89155	11	62/0
3	3	THREE DAYS GRACE (I Hate) Everything About You (Jive)	1903	+62	87687	31	60/0
6	4	NICKELBACK Figured You Out (Roadrunner/IDJMG)	1736	+324	80380	8	60/1
4	5	TRAPT Still Frame (Warner Bros.)	1518	-268	75156	28	59/0
5	6	SEETHER Gasoline (Wind-up)	1468	+41	63112	20	58/0
8	7	OFFSPRING Hit That (Columbia)	1375	+103	56864	8	59/0
12	8	AUDIOSLAVE I Am The Highway (Interscope/Epic)	1374	+187	66795	15	61/0
13	9	LIMP BIZKIT Behind Blue Eyes (Flip/Interscope)	1321	+228	60742	11	49/0
9	10	SEVENDUST Enemy (TVT)	1162	-83	51376	19	49/0
7	11	KORN Right Now (Epic)	1122	-173	44530	12	58/0
Debut	12	INCUBUS Megalomaniac (Epic)	1086	+1086	42104	1	58/4
15	13	STAIN'D So Far Away (Flip/Elektra/EEG)	1037	+38	52146	28	60/0
16	14	CHEVELLE Closure (Epic)	1007	+21	40025	16	58/0
10	15	A PERFECT CIRCLE Weak And Powerless (Virgin)	1003	-213	59959	21	55/0
19	16	STAIN'D How About You (Flip/Elektra/EEG)	971	+65	38554	8	60/0
17	17	HOOBASTANK Out Of Control (Island/IDJMG)	967	+25	34097	11	54/1
22	18	GODSMACK Re-Align (Republic/Universal)	918	+101	36860	7	59/0
20	19	DISTURBED Liberate (Reprise)	860	-42	45200	30	55/0
23	20	JET Are You Gonna Be My Girl (Elektra/EEG)	857	+75	33385	17	50/2
21	21	RED HOT CHILI PEPPERS Fortune Faded (Warner Bros.)	857	+4	28645	7	52/1
11	22	P.O.D. Will You (Atlantic)	795	-404	31697	14	46/0
25	23	A PERFECT CIRCLE The Outsider (Virgin)	774	+156	28223	5	58/1
50	24	TANTRIC Hey Now (Maverick/Reprise)	678	+557	24390	2	46/4
24	25	SHINEDOWN 45 (Atlantic)	653	+33	19952	11	42/2
14	26	STONE TEMPLE PILOTS All In The Suit That You Wear (Atlantic)	597	-461	25494	10	45/0
28	27	METALLICA The Unnamed Feeling (Elektra/EEG)	567	+101	16292	3	55/2
27	28	SMILE EMPTY SOUL Nowhere Kids (Lava)	531	-14	12974	8	49/0
36	29	LOSTPROPHETS Last Train Home (Columbia)	502	+187	11865	3	48/4
46	30	FUEL Million Miles (Epic)	483	+320	14269	2	38/4
31	31	SKRAPE Stand Up (RCA)	377	+21	6655	9	35/1
30	32	KID ROCK Feel Like Makin' Love (Top Dog/Atlantic)	354	-4	10079	10	29/0
32	33	ELEMENT EIGHTY Broken Promises (Universal)	342	-4	7807	12	35/0
34	34	40 BELOW SUMMER Self Medicate (Razor & Tie)	332	+12	6467	10	25/1
39	35	AFI Silver And Cold (DreamWorks)	318	+37	6696	5	27/0
40	36	DARKNESS I Believe In A Thing Called Love (Must...Destroy/Atlantic)	301	+37	7295	6	26/2
29	37	DEFAULT (Taking My) Life Away (TVT)	300	-139	11914	11	24/0
38	38	BLINK-182 Feeling This (Geffen)	256	-31	4022	6	19/0
33	39	STATIC-X The Only (Warner Bros.)	239	-97	11393	16	21/0
Debut	40	KORN Y'All Want A Single (Immortal/Epic)	224	+170	8392	1	29/11
42	41	THRICE Stare At The Sun (Island/IDJMG)	211	+13	3493	4	19/0
35	42	MEMENTO Saviour (Columbia)	181	-137	4683	11	16/0
Debut	43	LO-PRO Sunday (Geffen)	160	+96	5129	1	19/5
Debut	44	SWITCHFOOT Meant To Live (Red Ink/Columbia)	142	+30	6710	1	11/1
45	45	COLD Suffocate (Flip/Geffen/Interscope)	138	-44	5646	20	18/0
Debut	46	JET Cold Hard Bitch (Elektra/EEG)	123	+24	17479	1	4/1
44	47	MUSHROOMHEAD Sun Doesn't Rise (Republic/Universal)	117	-73	2862	16	17/0
43	48	ROB ZOMBIE Two Lane Blacktop (Geffen)	116	-74	2608	11	12/0
48	49	FINGERELEVEN One Thing (Wind-up)	105	-41	3521	15	11/1
Debut	50	FOO FIGHTERS Darling Nikki (Roswell/RCA)	91	+1	1677	1	2/1

63 Active Rock reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 12/28-1/3. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 20 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Total Audience equals Average Quarter Hour Persons times number of plays (times 100). Each daypart on each station is assigned an AQH number. Average Quarter Hour Persons used herein with permission from the Arbitron Company (© 2004, The Arbitron Company). © 2004, R&R, Inc.

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ARTIST TITLE LABEL(S)	ADDS
KORN Y'All Want A Single (Immortal/Epic)	11
SEVENDUST Broken Down (TVT)	9
COURTNEY LOVE Mono (Virgin)	8
ILL NINO This Time's For Real (Roadrunner/IDJMG)	6
LO-PRO Sunday (Geffen)	5
INCUBUS Megalomaniac (Epic)	4
LOSTPROPHETS Last Train Home (Columbia)	4
TANTRIC Hey Now (Maverick/Reprise)	4
FUEL Million Miles (Epic)	4

Most Increased Plays®

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
INCUBUS Megalomaniac (Epic)	+1086
TANTRIC Hey Now (Maverick/Reprise)	+557
NICKELBACK Figured You Out (Roadrunner/IDJMG)	+324
FUEL Million Miles (Epic)	+320
LIMP BIZKIT Behind Blue Eyes (Flip/Interscope)	+228
AUDIOSLAVE I Am The Highway (Interscope/Epic)	+187
LOSTPROPHETS Last Train Home (Columbia)	+187
KORN Y'All Want A Single (Immortal/Epic)	+170
TRAPT Headstrong (Warner Bros.)	+163
A PERFECT CIRCLE The Outsider (Virgin)	+156

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
LINKIN PARK Faint (Warner Bros.)	850
AUDIOSLAVE Show Me How To Live (Interscope/Epic)	755
TRAPT Headstrong (Warner Bros.)	739
GODSMACK Serenity (Republic/Universal)	664
CHEVELLE Send The Pain Below (Epic)	651
AUDIOSLAVE Like A Stone (Interscope/Epic)	608
MUDVAYNE Not Falling (Epic)	598
SHINEDOWN Fly From The Inside (Atlantic)	594
NICKELBACK Someday (Roadrunner/IDJMG)	578
LINKIN PARK Somewhere I Belong (Warner Bros.)	576

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

REPORTING STATION PLAYLISTS

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America's Best Testing Active Rock Songs 12+
For The Week Ending 1/9/04

Artist Title (Label)	TW	LW	Familiarity	Burn	Men 18-34	Men 18-24	Men 25-34
DISTURBED Liberate (Reprise)	4.22	4.19	95%	19%	4.17	4.06	4.30
KORN Right Now (Epic)	4.17	4.15	89%	15%	4.04	3.88	4.25
LINKIN PARK Numb (Warner Bros.)	4.16	4.12	99%	26%	4.06	4.11	4.00
THREE DAYS GRACE (I Hate) Everything About You (Jive)	4.15	4.18	97%	23%	3.80	3.76	3.84
GODSMACK Re-Align (Republic/Universal)	4.12	4.16	81%	9%	4.03	3.95	4.14
SEVENDUST Enemy (TVT)	4.09	4.05	84%	11%	4.12	4.06	4.20
A PERFECT CIRCLE The Outsider (Virgin)	4.05	—	58%	8%	4.12	4.21	4.00
A PERFECT CIRCLE Weak And Powerless (Virgin)	4.04	3.99	91%	21%	4.08	4.22	3.90
HOOBASTANK Out Of Control (Island/IDJMG)	4.03	3.92	87%	15%	3.90	3.85	3.96
LINKIN PARK Faint (Warner Bros.)	4.01	4.02	99%	34%	3.94	3.93	3.96
SEETHER Gasoline (Wind-up)	3.91	3.86	81%	15%	3.83	3.80	3.86
STAIN'D So Far Away (Flip/Elektra/EEG)	3.90	3.84	99%	41%	3.80	3.84	3.75
TRAPT Still Frame (Warner Bros.)	3.86	3.95	96%	31%	3.89	3.84	3.96
PUDDLE OF MUDD Away From Me (Geffen)	3.85	3.86	94%	22%	3.80	3.67	3.96
SHINEDOWN 45 (Atlantic)	3.84	3.97	56%	10%	3.79	3.67	3.94
SMILE EMPTY SOUL Nowhere Kids (Lava)	3.82	3.92	61%	9%	3.43	3.31	3.60
OFFSPRING Hit That (Columbia)	3.80	3.88	89%	19%	3.69	3.41	4.04
STAIN'D How About You (Flip/Elektra/EEG)	3.80	3.81	82%	19%	3.67	3.62	3.74
NICKELBACK Figured You Out (Roadrunner/IDJMG)	3.79	3.74	83%	19%	3.78	3.51	4.08
NICKELBACK Someday (Roadrunner/IDJMG)	3.78	3.77	97%	35%	3.70	3.57	3.87
CHEVELLE Closure (Epic)	3.75	3.77	89%	25%	3.65	3.73	3.55
AUDIOSLAVE I Am The Highway (Interscope/Epic)	3.74	3.70	92%	26%	3.92	3.87	4.00
P.O.D. Will You (Atlantic)	3.69	3.80	92%	28%	3.57	3.41	3.75
DEFAULT (Taking My) Life Away (TVT)	3.67	3.83	65%	13%	3.53	3.59	3.45
LIMP BIZKIT Behind Blue Eyes (Flip/Interscope)	3.66	3.56	94%	26%	3.55	3.64	3.45
STONE TEMPLE PILOTS All In The Suit That You Wear (Atlantic)	3.61	3.48	78%	19%	3.51	3.49	3.54
METALLICA The Unnamed Feeling (Elektra/EEG)	3.60	—	62%	13%	3.43	3.68	3.22
RED HOT CHILI PEPPERS Fortune Faded (Warner Bros.)	3.48	3.50	84%	28%	3.40	3.41	3.38
JET Are You Gonna Be My Girl (Elektra/EEG)	3.41	3.39	85%	30%	3.12	3.13	3.11

Total sample size is 413 respondents. Total average favorability estimates are based on a scale of 1-5. (1=dislike very much, 5=like very much). Total familiarity represents the percentage of respondents who recognized the song. Total burn represents the number of respondents who said they are tired of hearing the song. Songs must have 40% familiarity to appear on survey. Sample composition is based on persons 12+. Persons are screened via the Internet. Once passed, they can take the music test based on the format/music preference. RateTheMusic.com results are not meant to replace callout research. The results are intended to show opinions of participants on the the Internet only. RateTheMusic is a registered trademark of RateTheMusic.com. The RTM system, is available for local radio stations by calling 818-377-5300. RateTheMusic.com data is provided by Mediabase Research, a division of Premiere Radio Networks.

New & Active

COURTNEY LOVE Mono (Virgin)
Total Plays: 25, Total Stations: 8, Adds: 8

SEVENDUST Broken Down (TVT)
Total Plays: 20, Total Stations: 9, Adds: 9

ILL NINO This Time's For Real (Roadrunner/IDJMG)
Total Plays: 18, Total Stations: 6, Adds: 6

Songs ranked by total plays

Indicator Most Added

INCUBUS Megalomaniac (Epic)

DAMAGEPLAN Save Me (Elektra/EEG)

TANTRIC Hey Now (Maverick/Reprise)

FUEL Million Miles (Epic)

COURTNEY LOVE Mono (Virgin)

SEVENDUST Broken Down (TVT)

BLINDSIDE All Of Us (Elektra/EEG)

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Please include the names and titles of all pictured and send them to:

R&R, c/o Cyndee Maxwell:
10100 Santa Monica Blvd., 3rd Floor,
Los Angeles, CA 90067

Email: cmaxwell@radioandrecords.com

Reporters

WOBK /Albany, NY* PD: Chih Walker COURTNEY LOVE ORGY	WRXR /Chattanooga, TN* PD: Boner MD: Dave Spain No Adds	WRIF /Detroit, MI* OM/PO: Doug Podell APD/MD: Mark Pennington 3 DOORS DOWN KORN	WTPJ /Greenville, SC* PD: Mark Hendrix MD: Smack Taylor ILL NINO SEVENDUST KORN	WJXL /Lansing, MI* PD: Bob Olson MD: Carolyn Stone 3 DOORS DOWN DAMAGEPLAN	KOOR /Minneapolis, MN* OM: Dave Hamilton PD: Wade Linder APD/MD: Pablo 9 LOSTPROPHETS	KUPD /Phoenix, AZ* PD: JJ Jeffries MD: Larry McFeele 4 SHINEDOWN 4 SLOTH 4 THOUSAND FOOT KRUTCH 4 SEVENDUST 4 KORN 3 RED HOT CHILI PEPPERS	KUIQ /San Luis Obispo, CA OM: O. Andy Winford MD: Stephanie Bell 11 A PERFECT CIRCLE	WWDG /Syracuse, NY* OM: Rich Lauber PD: Erin Bristol APD/MD: Scorch 23 METALLICA 11 INCUBUS 6 FUEL KORN
KZRX /Amarillo, TX PD/MD: Eric Slayter 7 FUEL 7 TANTRIC 7 INCUBUS 4 COURTNEY LOVE	KROR /Chico, CA OM: Ron Woodward PD/MD: Dale Sandoval 20 SEVENDUST 20 INCUBUS 16 APARTMENT 26 14 DAMAGEPLAN 14 LOSTPROPHETS 7 BLINDSIDE 7 ORGY 3 COURTNEY LOVE	WGBF /Evansville, IN OM: Mike Sanders PD: Fatboy APD/MD: Slick Nick No Adds	WQXA /Harrisburg, PA* PD: Claudine DeLorenzo MD: Nixon No Adds	KOMPL Las Vegas, NV* PD: John Griffin MD: Big Marly No Adds	KMRQ /Modesto, CA* SM: Gary Halladay OM: Max Miller PD/MD: Jack Paper APD: Matt Foley No Adds	KUFO /Portland, OR* OM/PO: Dave Numme APD/MD: Dan Bozky 6 LOSTPROPHETS 3 LO-PRO	KXFX /Santa Rosa, CA* PD/MD: Don Harrison 12 KORN 9 ILL NINO 8 TANTRIC 8 INCUBUS SEVENDUST	WXTB /Tampa, FL* OM/PO: Brad Hardin APD/MD: Brian Medlin 24 JET 7 SORAPE
WWWX /Appleton, WI* PD/MD: Guy Dark COURTNEY LOVE	WMMS /Cleveland, OH* PD: Jim Trapp MD: Slat 8 NICKELBACK 7 METALLICA	WWBN /Flint, MI* OM: Jay Patrick PD: Brian Beddow APD/MD: Tony LaBrie SHINEDOWN	WCCC /Hartford, CT* APD/MD: Mike Karolyi LO-PRO SEVENDUST COURTNEY LOVE DROPTOP	WZZZ /Lexington, KY* PD/MD: Jerome Fischer No Adds	WRAT /Monmouth, NJ* OM/PO: Carl Craft APD/MD: Robyn Lane 20 MONSTER MARCH	KORB /Quad Cities, IA* OM: Darren Pitta PD/MD: Dave Levora No Adds	KHTQ /Spokane, WA* OM: Brew Michaels PD: Ken Richards MD: Barry Bennett No Adds	KRTQ /Tulsa, OK* OM: Steve Hunter PD: Chris Kelly APD: Kelly Garrett No Adds
WCHZ /Augusta, GA* SM: Kent Dunn OM: Harley Drew PD/MD: Chuck Williams 1 COURTNEY LOVE TANTRIC	WMMS /Cleveland, OH* PD: Jim Trapp MD: Slat 8 NICKELBACK 7 METALLICA	KRZR /Fresno, CA* OM/PO: E. Curtis Johnson APD: Don De La Cruz MD: Rick Roddam JET ILL NINO	KPOH /Honolulu, HI* PD: Ryan Sean APD/MD: Fil Slish 31 PEPPER ILL NINO KORN	WXLG /Morgantown, WV OM/PO: Jeff Miller MD: Dave Murdock No Adds	WKZQ /Myrtle Beach, SC PD: Brian Hickman APD/MD: Charley FUEL	WDOT /Reno, NV* OM: Jim McQuinn PD/MD: Jave Patterson SEVENDUST	WOLZ /Springfield, IL PD: Ray Lytle MD: Smash 2 INCUBUS TANTRIC	KICT /Wichita, KS* OM: Hon Eric Taylor PD: D.C. Carter MD: Rick Thomas 10 TANTRIC SWITCHFOOT DARKNESS
KRAB /Bakersfield, CA* OM: Don Crist PD/MD: Danny Sparks 22 ORGY 8 DARKNESS 1 FOO FIGHTERS	KILO /Colorado Springs, CO* OM: Rich Hawk PD/MD: Ross Ford APD: Matt Gentry 4 FUEL APARTMENT 26 SEVENDUST DAMAGEPLAN	WBYR /Fr. Wayne, IN* PD: Greg Gillispie No Adds	WAMX /Huntington PD/MD: Paul Oshund 3 DAMAGEPLAN 2 SOUNDVICE 2 DOORS DOWN	WTFX /Louisville, KY* PD: Michael Lee MD: Frank Webb THOUSAND FOOT KRUTCH KID ROCK	WNOR /Norfolk, VA* PD: Harvey Kopan APD/MD: Tim Parker 3 DOORS DOWN SEVENDUST	WNVE /Rochester, NY* PD: Nick DiTucci No Adds	KZRO /Springfield, MO OM: Brad Hanson PD: Adam Barnes MD: George Spanmeister 14 INCUBUS 13 A PERFECT CIRCLE	WBSX /Wilkes Barre, PA* PD: Chris Lloyd 11 COURTNEY LOVE BLINK-182 KORN
KRFR /Bakersfield, CA* OM: Bob Lewis PD/MD: Alex Guigley No Adds	WBZX /Columbus, OH* PD: Hal Fish APD/MD: Ronni Hunter No Adds	WRUF /Gainesville, FL* OM/PO: Harry Gasscott PD: Brian Lee MD: Matt Iross No Adds	WRTT /Huntsville, AL* OM: Rob Harder PD/MD: Jimbo Wood APD: Joe Kumer COURTNEY LOVE	KFMX /Lubbock, TX OM/PO/MD: Wes Nessmann 5 SEVENDUST 5 STAIN'D	KATT /Oklahoma City, OK* OM/PO: Chris Baker MD: Jake Daniels No Adds	WKQZ /Saginaw, MI* PD: Jerry Tarrants APD/MD: Mason Lucas LO-PRO ILL NINO KORN	WAQZ /Syracuse, NY* OM: Tom Mitchell PD: Alexis APD/MD: Ryno 1 INCUBUS FUEL	KATS /Yakima, WA OM/PO/MD: Ron Harris No Adds
WYYY /Baltimore, MD* OM: Kerry Plackmeyer PD: Dave Hill APD/MD: Rob Heckman 16 INCUBUS 15 TANTRIC 12 HOOBASTANK FINGER ELEVEN	KCCG /Corpus Christi, TX* PD: Scott Holt MD: Dave Ross KORN	WKLQ /Grand Rapids, MI* OM: Brent Alberts PD: Darrin Arriens APD: Hunter Scott MD: Cristh Cantile No Adds	WRXW /Jackson, MS* OM: Brother Sam PD: Phil Conn APD: Big Johnson MD: Brad Stevens No Adds	WJJO /Madison, WI* PD: Randy Hawke APD/MD: Blake Patton 3 KORN APARTMENT 26 SEVENDUST	KROC /Omaha, NE* OM: Jim Steel MD: Tim Sheridan MD: Jon 'Animal' Terry LO-PRO	WVNE /Rochester, NY* PD: Nick DiTucci No Adds	WZBH /Salisbury, MD OM/PO: Shawn Murphy APD/MD: Mike Hunter 21 FUEL 14 TANTRIC 8 3 DOORS DOWN 6 LO-PRO SEVENDUST INCUBUS	KISS /San Antonio, TX* OM: Vinny Thompson PD: Kevin Vargas MD: C.J. Cruz WHITE STRIPES LO-PRO CIRCLE LOSTPROPHETS
WCPR /Biloxi, MS* OM: Jay Taylor PD: Scott Fox MD: Mitch Cry No Adds	KEGL /Dallas, TX* PD: Max Dugan APD: Chris Ryan MD: Cindy Scull No Adds	WZOR /Green Bay, WI PD/MD: Suzanne Steele FUEL APARTMENT 26 SEVENDUST KORN BLINDSIDE DAMAGEPLAN	KORC /Kansas City, MO* PD: Bob Edwards 14 DAMAGEPLAN 8 ILL NINO	WGRM /Manchester, NH PD: Valerie Knight MD: Jason "JR" Russell 15 DAMAGEPLAN 1 TRAPT 1 ILL NINO	WTKO /Pensacola, FL* PD: Joel Sampson APD/MD: Mark The Shark COURTNEY LOVE	WVNE /Rochester, NY* PD: Nick DiTucci No Adds	WDXO /Peoria, IL OM/PO/MD: Matt Bakan APD: Ed Edwards MD: Rich DeSisto 23 JET	KIOZ /San Diego, CA* OM: Jim Richards PD/MD: Shanna Moran-Brown No Adds
WKGB /Binghamton, NY OM/PO: Jim Free APD/MD: Tim Boland 1 INCUBUS	KBPI /Denver, CO* PD: Bob Richards APD/MD: Willie B. LINKIN PARK KORN	KLFX /Gillean, TX PD/MD: Bob Fonda 15 COURTNEY LOVE 15 BLINDSIDE 15 TANTRIC 15 INCUBUS 15 DAMAGEPLAN 15 CROSSFACE 15 DROPTOP	KFRQ /McAllen, TX* PD: Alex Duran MD: Stacy Taylor COURTNEY LOVE ORGY	WLRZ /Milwaukee, WI* PD: Sean Elliott MD: Marilyn Wee No Adds	WTSP /Philadelphia, PA* OM/PO: Tim Sabean APD: Ed Edwards MD: Rich DeSisto 23 JET	WVNE /Rochester, NY* PD: Nick DiTucci No Adds	WVNE /Rochester, NY* PD: Nick DiTucci No Adds	
WAAF /Boston, MA* PD: Keith Hastings MD: Melissa Carlie 4 SEVENDUST	KAZR /Des Moines, IA* PD: Ryan Healsah MD: Jo Michaels LOSTPROPHETS	WXOR /Greenville, NC* PD: Brian Rickman MD: Matt Lee 1 FUEL						

* Monitored Reporters

83 Total Reporters

63 Total Monitored

20 Total Indicator

Did Not Report, Playlist Frozen (2):
KNRQ/Eugene, OR
WRBR/South Bend, IN



active
INSIGHT

ON THE RECORD

With
Cheryl Broz
Dir./National Promotions &
Artist Development, EMI



Happy New Year! We're kicking off the year with great enthusiasm from radio on Thousand Foot Krutch. "RawkFist" is going for adds Jan. 27 at Active Rock and Alternative, but this week KUPD/Phoenix and WTFX/Louisville gave us early adds. Many other stations at both formats gave us positive feedback when we sent them the song before the first of the year, so

we're very excited for what the future holds. • Thousand Foot Krutch are from Toronto. The band consists of vocalist-guitarist Trevor McNeven, drummer Steve Augustine and bassist Joel Bruyere. They started out six years ago and sold more than 50,000 copies of their independent first album. Since then they've signed to Tooth & Nail, and their new CD, *Phenomenon*, was released last fall. So far more than 22,000 units have been scanned — without "RawkFist" getting regular airplay yet! • Thousand Foot Krutch start a tour on Jan. 24 with Tooth & Nail labelmates Kutless and FM Static and sister label BEC's Falling Up. This tour goes through April 17. What's interesting is that Trevor McNeven is also the lead singer for FM Static, so he'll be doing double duty on this tour. You've got to love a hard-working band like that! • Also working with me on this project are Dan Connelly, Kevin Carroll and the rest of the team at the EMI Music Collective. Please contact any of us if you have any questions about Thousand Foot Krutch, or if you just want to throw up your rawk fist!

First week back and add activity is slow as the spins from a heavy add week at the end of December kick in. **Incubus** debut at 12 at Active Rock, with +1,086 spins on "Megalomaniac." (I dare one of you to play Carly Simor's "You're So Vain" next to that.) **Tantric's** "Hey Now" flies halfway up the chart, with +557 plays. **Nickelback's** +324 spins get "Figured You Out" up to No. 4. Eleven adds put **Korn** at the top of Most Added on "Y'all Want a Single." **Sevendust's** "Broken Down" scores nine adds. At Rock, Nickelback open the new year at the top of the chart. Incubus debut at 22. **Jet** move up to 15 (why isn't this top five at both formats yet?). **MAX PIX: JOSH TODD** "Shine" (Todd Entertainment)



— Cyndee Maxwell, Active Rock/Rock Editor

ARTIST: Apartment 26

LABEL: Atlantic

By FRANK CORREIA / ROCK SPECIALTY EDITOR

What's your favorite David Lynch moment? Is it Dennis Hooper's ether-huffing maniac Frank Booth in *Blue Velvet*? Bill Pullman navigating the weird-as-hell *Lost Highway*? Willem Dafoe getting his head removed via shotgun in *Wild at Heart*? Yep, there are always plenty of good times to be had when Lynchie's involved.

And it's only natural that the director's dark influence finds its way into the hard rock world. Case in point: Atlantic rockers **Apartment 26**, who pulled their curious moniker from Lynch's 1978 feel-good romance *Eraserhead*. Of course, Apartment 26 (let's call them A26 for short from now on) have a bit of the darkness in their bloodstream already, thanks to frontman Terence "Biff" Butler, son of famed Black Sabbath bassist Geezer Butler. And if you're not aware of Sabbath's influence, well, you're odder than anything Lynch has ever directed.

While all of the aforementioned might lead you to expect gloom and doom, A26 are anything but. Just check out "Give Me More," the first single from the British rockers' new album, *Music for the Massive*. If you're tired of hackneyed nu-metal whining, this track is the energetic antidote you've been looking for. "Give Me More" positively bounces with manic energy, thanks to the beats of drummer Brad Booker, the jazzy tones of keyboardist Andy Huckvale and walking bass lines courtesy of Louis Macan. The swinging verse then gets blindsided by a sludgy and sleazy metal



barrage laid down by guitarist Jon Greasley.

And that's just one track. Following up on *Hallucinating*, their 2000 debut on Hollywood Records, A26 really hit their stride with their Atlantic debut. *Music for the Massive* packs on pounds the right way, with muscle and definition. "Strike" is a maelstrom of rock riffage, while "88" boasts punchy hooks and a soaring chorus. Meanwhile, "Kick to the Head" brings some electronic and industrial flourishes to A26's guitar groove.

The catchy "Give Me More" has picked up some early Active support from WXQR/Greenville, NC; WRXR/Chattanooga, TN; KRZR/Fresno; KILO/Colorado Springs; and WJJO/Madison. But with a groove this good, it's only a matter of time before the Lynch-inspired rockers stake their claim on the chart. Don't make them send Frank Booth after you.

Record Of The Week

ARTIST: Most Precious Blood
TITLE: *Our Lady of Annihilation*
LABEL: Trustkill



With *Our Lady of Annihilation*, their second record and the first to feature ex-One King Down vocalist Rob Fusco, Brooklyn brawlers Most Precious Blood deliver an ass-whopping worthy of Ultimate Fighting Championship coverage. From the opener, "The Great Red Shift," through steamroller tracks like "Collusionist," "Your Picture Hung Itself" and "Life During Wartime," MPB hit hard with visceral, honest lyrics and NYC hardcore riffage that's heavier than a fleet of flatbeds hauling scrap metal. The aftershocks of 9/11 are felt throughout the album, from its controversial cover art to tracks like "Why Hyenas Laugh," where Fusco heretically growls, "There's not a prayer in the world/In any sect or any tongue/Holy enough to be answered/To undo what's been done." Not only have MPB kicked off 2004 with a bang, but *Our Lady of Annihilation* will resonate throughout the metal underground straight up until those "Best of '04" lists come out.

— Frank Correia, Rock Specialty Editor



ROCKIN' WITH ROXY United Stations Radio Network Exec. Producer/Rock Programming Roxy Myzal and Launch Radio Networks Alternative/Active Rock Format Manager Don Kaye recently welcomed Atlantic rockers P.O.D. to their palatial studios. Pictured (l-r) are P.O.D. drummer Wuv and bassist Traa, Myzal, P.O.D. guitarist Jason Truby and vocalist Sonny and Kaye.

Please Send Your Photos

R&R wants your best snapshots (color or black & white). Please include the names and titles of all pictured and send them to: R&R, c/o Cyndee Maxwell: 10100 Santa Monica Blvd., 3rd Floor, Los Angeles, CA 90067 e-mail: cmaxwell@radioandrecords.com



PART ONE OF A TWO-PART SERIES

Alternative's Golden Years?

Forget the beer advertising. Rev up the Craftmatic, and go get the laxative and denture-cream dollars!

Some are already calling it the San Diego Format, a twisted homage to the popular diet spawned in Miami, the South Beach Diet. In this case, the formatic diet consists of less currents and more gold. It's been working quite nicely in San Diego at KBZT for just over a year. In fact, KBZT's approach has led to its ratings dominance over 20-year Alternative veteran XTRA-FM (91X). And now the masterminds of this new niche are taking it on the road.

First, however, let's get you caught up on the format-shifting blitzkrieg you may have missed at the end of 2003. That's when a good portion of the industry went to sleep. It started just before noon on Thursday, Dec. 18, when I received an anonymous e-mail at 11am suggesting that I listen to KNDD (The End)/Seattle at noon.

Tapping into the far-flung R&R Worldwide Network of contacts, I called a friend in Seattle and had him hold the phone up to the radio (very high-tech). What the fans of The End heard at approximately 11:56am was R.E.M.'s "It's the End of the World as We Know It (And I Feel Fine)." As the song ended, the voice of PD Phil Manning filled the airwaves. Here's what he said:

"R.E.M., 'It's the End of the World as We Know It' — that was the first song we played way back in August 1991 at 107.7 The End. So why did we play it just now? Because I'm here to tell you that The End is reclaiming its Alternative roots.

"I'm Phil Manning, Program Director of The End, here to tell you about that, and to many of you it's not a surprise. We've been talking to a lot of our awesome listeners over the past several months, and now you're going to get exactly what you asked for.

"Well, what exactly is that? The End is going to be playing lots more alternative music that we established in the '90s like Beck, Weezer, Offspring and Green Day, along with today's best new alternative music. Additionally, you're going to hear a lot of deep album tracks from our favorite Seattle bands: Nirvana — yeah, we'll play 'Smells Like Teen Spirit,' but we'll probably also play 25 other songs — Pearl Jam, Alice In Chains, Soundgarden. Lots of deep album tracks from those bands.

"We're also going to surprise the hell out of you by playing alternative

music that hasn't been on the radio for a long time, if ever — Pixies, Social Distortion, Sex Pistols, Clash and lots more. Since they're surprises, I don't want to tell you all of it.

"Well, what's gone? The hype and repetition are gone. We're taking The End back to its original Alternative roots. And when our DJs return, they'll still be having fun, but it will be all about the music. The DJs will not talk over the beginning and end of the songs, they'll tell you every song that we play, and, most importantly, they will pay respect to the music.

"So, to sum up, it's more '90s alternative that The End started with, along with the best new stuff, deep album tracks, lots of musical surprises, no hype and repetition and much more. We agree — it's what Alternative radio should be.

"I'd like to know your comments. I'm Phil Manning, the Program Director at The End. We've set up a 'Seattle's original Alternative' comment line at 206-577-2466. Give us a couple hours of listening and let us know what you think. You can also e-mail us at seattlesoriginalalternative@1077theend.com. We'd like to thank you very much for all of your feedback over the past several months, and right now I am proud to welcome you to Seattle's original Alternative, 107.7 The End."

In With The Old

The hour after Manning's speech looked like this: Radiohead's "Karma Police," Nirvana's "Lithium," The Offspring's "Hit That," The Cure's "Just Like Heaven," Nine Inch Nails' "Head Like a Hole," Rancid's "Red Hot Moon," Pearl Jam's "Corduroy" and The Clash's "I Fought the Law."

So what's going on here? In Seattle, specifically, you could point to the imminent sign-on of a classic-Altern-

tive-leaning competitor that The End wanted to pre-empt. But that's a rather extreme makeover just to protect your turf. No, there's something deeper afoot, something that caused Infinity to go ahead with its long-rumored plans to flip a format up there just over 24 hours later. (Read ahead for the details, if you're impatient.)

When I caught up with Manning later in the day for some clarification, he pointed to a number of factors that triggered the shift. "We've talked a lot to our listeners lately — we used a lot of listener advisory panels, some for-

Is this the end? Are we going the way of AOR at the end of the '70, when Rock stations decided to age with their audience and follow a downward spiral of playing fewer and fewer currents? Or is this a return to the format's roots?

mal research and our guts — and we just got this sense that we were slightly off-kilter," he said. "Unfortunately, the tonnage of new music that we were playing did not resonate. There was a pining for the old — not only the music, but the mentality as well."

Add that to the unspoken concern about the FTC cap on the under-21 crowd, and you have a growing list of reasons to slam on the brakes of the current-intensive locomotive this format has always been hauled by. It's way too early to say if this is really the right move, but this "new think" is not isolated in just a couple of markets. Let's get back to December.



JUST CAN'T GET ENOUGH Dave Gahan of Depeche Mode fame visited the Music Choice studio last year to promote his first solo album, *Paper Monsters*. Seen here (l-r) are Gahan and Music Choice's Gary "Seuss" Susalis.

But Wait, There's More

A mere 24 hours after the news that The End in Seattle had cut its current load and was now emphasizing more recurrent and gold — in essence aging the station — we got word that WNNX (99X)/Atlanta was taking a similar approach. Beginning Friday, Dec. 19 at 3pm, the station expanded its playlist to include more '90s alternative.

This permanent change in philosophy was kicked off with a special "Smells Like the '90s Weekend," featuring music that 99X debuted to the Atlanta audience in the '90s but hasn't played as much in recent years. At the conclusion of the weekend 99X resumed regular programming with a greater emphasis on '90s alternative and deeper gold cuts.

The station is now incorporating the positioner "New Rock and '90s Alternative," and PD Chris Williams plans to continue taking comments from listeners on the 99X feedback line to monitor reaction to this new direction.

WNNX Director/Programming Leslie Fram sent me this e-mail on Monday, Dec. 22, after the weekend tweaking: "I have over 300 e-mails this morning. Atlanta is freaking out, in a good way. They love all the depth tracks, and I believe this enhances the currents."

I don't know why we all think things slow down at the end of the year. On the label side, yes. Time to go away and lick the wounds and heal thyself in preparation for another year. The rest of you know better. Radio is 24/7, and there is no slowing down.

End-of-year promotions (Christmas shows, New Year's events, etc.) actually make the month of December a nightmare of activity. Add to that the fact that Arbitron takes a nap for a few weeks, and you have a window of opportunity for all sorts of trouble to happen.

It Never Ends

Now, back to the same Friday that 99X in Atlanta announced its shift. Once more in Seattle, the gauntlet is thrown down with the flip, at 5pm, of KYPT to a "Classic Alternative" lean at the hands of Infinity. The station had been running a generalized '80s format.

The new "96.5 K-Rock" will, according to the official press release, "feature core grunge artists Alice In Chains, Soundgarden, Pearl Jam and Nirvana. In addition, listeners will hear a broad range of their favorite rock alternative hits of the '80s and '90s with music from New Order, Depeche Mode, The Cure, R.E.M., The Police, U2, Red Hot Chili Peppers and more."

So the battle lines are drawn in Seattle, and the rest of the country braces for a major change in the way we practice the Alternative format. Is this the end? Are we going the way of AOR at the end of the '70, when Rock stations decided to age with their audience and follow a downward spiral of playing fewer and fewer currents, which ultimately gave birth to the Alternative format? Or is this a return to the format's roots? A rebirth of the original spirit of adventurous radio when you could always expect the unexpected from this format?

Keep in mind that there may be fewer currents, but those currents may be more diverse. The End's Manning cites Joe Strummer and Johnny Cash doing "Redemption Song," Death Cab For Cutie and the import by Muse as examples of his station's current alternative sound.

The common thread between KBZT/San Diego and KNDD/Seattle is that they are consulted by Jacobs Media. But there's no formula here, no template that everyone is following. It's an approach to the music and imaging that must adapt itself to each market and to the concept of what Alternative was meant to be.

By the way, that also includes the concept of being flexible. The shift may be to more recurrent and gold today, but who knows what will happen in the weeks and months ahead?

Next week we'll have an in-depth interview with one of the architects of the now-infamous San Diego Format, Jacobs Media's Dave Beasing. We'll also hear more from The End's Phil Manning and 99X's Chris Williams.

Plus, in the weeks ahead we'll gather reaction from other programmers around the country and from the record community, which has already thrown its back out due to the intense spasms from jerking knees.

R&R ALTERNATIVE TOP 50

January 9, 2004

Powered By



THREE WEEKS	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	LINKIN PARK Numb (Warner Bros.)	3073	+10	217527	17	75/0
4	2	OFFSPRING Hit That (Columbia)	2594	+97	176787	8	81/0
2	3	THREE DAYS GRACE (I Hate) Everything About You (Jive)	2557	-36	178240	28	73/0
5	4	JET Are You Gonna Be My Girl (Elektra/EEG)	2479	+123	190980	17	76/0
3	5	BLINK-182 Feeling This (Geffen)	2200	-320	146230	12	77/0
7	6	SWITCHFOOT Meant To Live (Red Ink/Columbia)	2181	0	118470	25	69/0
Debut	7	INCUBUS Megalomaniac (Epic)	2045	+2045	167925	1	77/2
11	8	AUDIOSLAVE I Am The Highway (Interscope/Epic)	1855	+212	132137	14	73/1
6	9	PUDDLE OF MUDD Away From Me (Geffen)	1831	-385	112011	11	72/0
8	10	RED HOT CHILI PEPPERS Fortune Faded (Warner Bros.)	1740	-72	120393	8	78/0
10	11	TRAPT Still Frame (Warner Bros.)	1706	-2	106099	25	60/0
13	12	CHEVELLE Closure (Epic)	1622	+180	103898	15	66/0
9	13	HOOBASTANK Out Of Control (Island/IDJMG)	1565	-172	84726	11	68/0
18	14	STAINED How About You (Flip/Elektra/EEG)	1412	+235	84583	7	71/2
12	15	STAINED So Far Away (Flip/Elektra/EEG)	1325	-231	106665	28	72/0
20	16	NICKELBACK Figured You Out (Roadrunner/IDJMG)	1319	+254	63367	6	55/5
15	17	LINKIN PARK Faint (Warner Bros.)	1290	-90	117474	39	71/0
30	18	LOSTPROPHETS Last Train Home (Columbia)	1174	+356	83866	3	66/5
22	19	STORY OF THE YEAR Until The Day I Die (Maverick/Reprise)	1151	+182	66485	17	53/3
27	20	FINGER ELEVEN One Thing (Wind-up)	1115	+256	64935	10	55/6
24	21	FOO FIGHTERS Darling Nikki (Roswell/RCA)	1091	+153	80896	9	39/4
16	22	OUTKAST Hey Ya! (Arista)	969	-334	83107	17	40/1
25	23	AFI Silver And Cold (DreamWorks)	959	+60	63249	7	54/0
14	24	KORN Right Now (Epic)	943	-449	66058	12	51/0
32	25	LIMP BIZKIT Behind Blue Eyes (Flip/Interscope)	932	+143	44938	5	40/2
33	26	DARKNESS I Believe In A Thing Called Love (Must...Destroy/Atlantic)	930	+230	60804	6	51/4
31	27	A PERFECT CIRCLE The Outsider (Virgin)	897	+101	38488	5	56/1
34	28	SMILE EMPTY SOUL Nowhere Kids (Lava)	796	+97	28474	7	50/0
35	29	CRYSTAL METHOD Born Too Slow (V2)	722	+70	37198	4	50/3
19	30	P.O.D. Will You (Atlantic)	712	-388	47190	14	50/0
29	31	DISTILLERS Drain The Blood (Sire/Reprise)	635	-198	29917	8	48/0
38	32	GODSMACK Re-Align (Republic/Universal)	610	+55	25129	5	35/0
26	33	COLDPLAY Moses (Capitol)	596	-284	41288	10	43/0
21	34	STROKES 12:51 (RCA)	584	-463	64841	16	41/0
37	35	IGGY POP Little Know It All (Virgin)	572	-32	28517	9	37/1
41	36	NO DOUBT It's My Life (Interscope)	508	+25	38105	7	19/0
47	37	BLINK-182 I Miss You (Geffen)	488	+187	69208	2	27/14
Debut	38	YELLOWCARD Ocean Avenue (Capitol)	478	+398	18352	1	44/9
40	39	RANCID Red Hot Moon (Hellcat/Warner Bros.)	474	-35	27597	6	36/0
42	40	DEFAULT (Taking My) Life Away (TVT)	431	-52	30364	9	24/0
50	41	DASHBOARD CONFESSIONAL Rapid Hope Loss (Vagrant)	415	+163	14038	2	33/0
43	42	JACK JOHNSON Taylor (Jack Johnson Music/Universal)	409	+16	19241	3	27/0
44	43	THRICE Stare At The Sun (Island/IDJMG)	404	+22	20075	4	31/0
Debut	44	COURTNEY LOVE Mono (Virgin)	393	+390	34315	1	53/53
Debut	45	FUEL Million Miles (Epic)	384	+318	16859	1	26/4
28	46	STONE TEMPLE PILOTS All In The Suit That You Wear (Atlantic)	336	-512	26516	10	30/0
45	47	EVANESCENCE My Immortal (Wind-up)	323	-53	12485	4	19/0
49	48	BRAND NEW Sic Transit Gloria...Glory Fad (Triple Crown/Razor & Tie)	316	+48	17044	2	23/2
39	49	311 Beyond The Gray Sky (Volcano/Jive)	275	-237	14430	8	27/0
-	50	SEVENDUST Enemy (TVT)	257	+27	11022	17	16/0

81 Alternative reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 12/28-1/3. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 20 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Total Audience equals Average Quarter Hour Persons times number of plays (times 100). Each daypart on each station is assigned an AQH number. Average Quarter Hour Persons used herein with permission from the Arbitron Company © 2004, The Arbitron Company). © 2004, R&R, Inc.

Most Added®

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
COURTNEY LOVE Mono (Virgin)	53
WHITE STRIPES I Just Don't Know What To Do... (Third Man/V2)	20
BLINK-182 I Miss You (Geffen)	14
YELLOWCARD Ocean Avenue (Capitol)	9
FINGER ELEVEN One Thing (Wind-up)	6
THRILLS One Horse Town (Virgin)	6
SEVENDUST Broken Down (TVT)	6

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
INCUBUS Megalomaniac (Epic)	+2045
YELLOWCARD Ocean Avenue (Capitol)	+398
COURTNEY LOVE Mono (Virgin)	+390
LOSTPROPHETS Last Train Home (Columbia)	+356
FUEL Million Miles (Epic)	+318
FINGER ELEVEN One Thing (Wind-up)	+256
NICKELBACK Figured You Out (Roadrunner/IDJMG)	+254
STAINED How About You (Flip/Elektra/EEG)	+235
DARKNESS I Believe In A Thing... (Must...Destroy/Atlantic)	+230
AUDIOSLAVE I Am The Highway (Interscope/Epic)	+212

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
WHITE STRIPES Seven Nation Army (Third Man/V2)	1178
AUDIOSLAVE Show Me How To Live (Interscope/Epic)	1050
A PERFECT CIRCLE Weak And Powerless (Virgin)	1038
TRAPT Headstrong (Warner Bros.)	986
CHEVELLE Send The Pain Below (Epic)	863
QUEENS OF THE STONE AGE No One Knows (Interscope)	843
AUDIOSLAVE Like A Stone (Interscope/Epic)	837
NICKELBACK Someday (Roadrunner/IDJMG)	788
FOO FIGHTERS Times Like These (Roswell/RCA)	763
RED HOT CHILI PEPPERS Can't Stop (Warner Bros.)	741

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

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ON THE RECORD

With
Tami Morrissey
Rock Goddess, Epitaph Records

Well, after a *month* off it is good to be back and chatting with all my friends again. I did miss y'all, I swear. We here at Epitaph are really lucky. We have Andy Kaulkin (Anti-Prez) as in-house music junkie to bring us new music. So, true to form, first thing Monday morning he rushed into the radio office and played us tracks from *Escondida*, the new Jolie Holland CD.



• I am so in love with this record! If you closed your eyes you would think you were listening to a 78 on an old hi-fi. It is just captivating — probably nothing you Alternative types will play (well, maybe some of you will!). • And as if that weren't enough, let's swing the pendulum the opposite direction to a little band we have coming out in February called Horror Pops. They have already had a three-page spread in the November issue of *Vogue*, and they aren't just gorgeous — they kick ass too. Patricia sings lead and plays the upright bass, and Nekroman from the Nekromantix is on guitar. You know what, just go to www.epitaph.com/bands/index.php?id=343 and check out this sexy rockin' shit.

Well, the end of 2003 did nothing to dampen the enthusiasm for **Linkin Park**. They come back strong in 2004 at, yes, No. 1 ... **The Offspring** move up to the No. 2 slot and may soon displace LP at some future date ... And looky here, boys and girls: **Jet** make a smooth move over the holidays to No. 4, proving that our format does have good ears ... **Switchfoot** ain't giving up either. Radio likes 'em, the fans are purchasing the album, and they stay firmly planted in the top 10 at No. 6 ... But the move of the year, so far, has to be the new **Incubus** track. "Megalomaniac" wastes no time in going right to No. 7 after only a couple of weeks ... In the teens, the rest of the climbers include **Chevelle**, **Staind**, **Nickelback**, **Lostprophets** and **Story Of The Year** ... **Finger Eleven** hit No. 20 and continue their steady march up the chart ... **Limp Bizkit** go 32-25. The buzz is real here. I talked to one station that wasn't even playing "Behind Blue Eyes" yet, but their phones were going crazy for it anyway. Weird ... **A Perfect Circle**, **Smile Empty Soul** and **Crystal Method** maintained their momentum over the holidays. Check out their spin increases and chart movement ... **No Doubt** go 41-36. Not surprising in this new kinder, gentler Alt environment ... New to the chart this week: **Incubus**, **Yellowcard** (check out all the new stations), **Courtney Love**, **Fuel** ... Most Added: Courtney Love (this song is *real*), **The White Stripes**, **Blink-182**, **Yellowcard**, **Finger Eleven**, **Sevendust** and **The Thrills**.

— Max Tolkoff, *Alternative Editor*

Alternative

ON THE RADIO

COMING UP RIGHT UP

ARTIST: **HIM**

LABEL: **Universal**

By **FRANK CORREIA**/ALTERNATIVE SPECIALTY EDITOR



We all know there's no crying in baseball, but can the same be said about love and its respective relationship to metal? After all, what place does love have in the halls of Slayer? Plenty, if you're Finland imports HIM, who are bringing their self-described "love metal" to the States after multiplatinum success in Europe.

"Love metal is music that includes elements of pop, metal, goth and glam. It's music inspired by the feelings you have before the first touch, before the first kiss," explains frontman Ville Valo. "Love metal is like the movie poster for *Gone With the Wind*, you know, except having Lemmy Kilminster embracing Madonna in the sunset."

While the group is currently rocking their latest album, *Love Metal*, in Europe, Universal Records is introducing HIM to American audiences with the group's 2000 release, *Razorblade Romance*. Back in Europe, the group is already two more albums into its career. Formed in '95 by Valo, HIM first won praise in the Scandinavian market with the '96 EP *666 Ways to Love*. The following year's *Greatest Lovesongs Vol. 666* raised their profile in the European market, and the album's vamped-out cover

of Chris Isaak's "Wicked Game" helped fuel the fire.

Now the love is ready to be felt state-side with the dark drama found on *Razorblade Romance*. HIM have already won some high-profile fans in actress Juliette Lewis (who appears in the European video of HIM's "Buried Alive by Love") and *CKY/Jackass/Viva la Bam* star and pro skateboarder Bam Magera, who's directed several HIM videos and features the band prominently in his skateboard videos. Magera is such a fan, in fact, that most of his merchandise features HIM's trademark visual, the heartagram (part heart, part pentagram).

Listening to *Razorblade Romance*, it's easy to understand the infatuation. A shadowy mix of gothic drama and hard rock, *Romance* weds Sisters Of Mercy-style goth rock with modern metal to create the perfect soundtrack for your date with Dracula. The Isaak cover is found here, and hard-rocking numbers like "Your Sweet Six Six Six" and "Right Here in My Arms" prowl like vampires on Sunset Strip. There's also the absinthe swoon of "One More Time" and the lead single, "Join Me in Death," an atmospheric love ballad where Valo uses a captivating falsetto to ask, "Won't you die tonight for love?" With songs this good, the grave seems like a warm place indeed.

TALK BACK TO R&R!

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

Call me at 310-788-1658

or e-mail:

fcorreia@rronline.com

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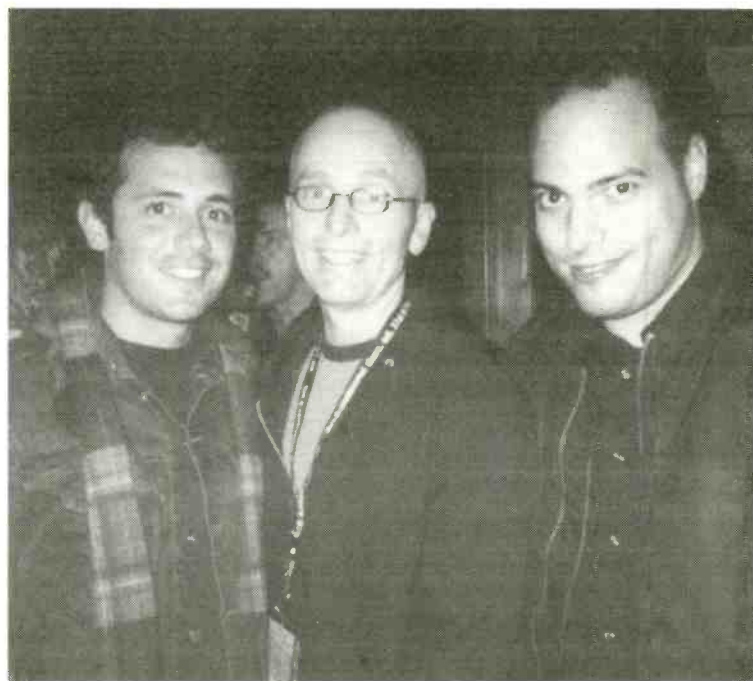
January 9, 2004



**America's Best Testing Alternative Songs 12 +
For The Week Ending 1/9/04**

Artist Title (Label)	TW	LW	Familiarity	Burn	Persons 18-34	Men 18-34	Women 18-34
LINKIN PARK Numb (Warner Bros.)	4.30	4.20	99%	20%	4.20	4.18	4.23
LINKIN PARK Faint (Warner Bros.)	4.23	4.17	99%	32%	4.19	4.24	4.15
SWITCHFOOT Meant To Live (Red Ink/Columbia)	4.12	4.14	83%	19%	4.10	3.96	4.25
HOOBASTANK Out Of Control (Island/IDJMG)	4.05	4.07	78%	11%	3.88	3.91	3.85
THREE DAYS GRACE (I Hate) Everything About You (Jive)	4.03	4.07	95%	25%	3.89	3.76	4.01
TRAPT Still Frame (Warner Bros.)	4.02	3.97	93%	27%	3.91	4.03	3.80
STORY OF THE YEAR Until The Day I Die (Maverick/Reprise)	4.00	4.14	75%	10%	3.89	3.79	3.99
OFFSPRING Hit That (Columbia)	3.97	3.83	91%	16%	3.79	3.93	3.65
FINGER ELEVEN One Thing (Wind-up)	3.95	—	45%	5%	4.02	3.81	4.21
FOO FIGHTERS Darling Nikki (Roswell/RCA)	3.94	3.92	52%	8%	3.82	3.83	3.81
AFI Silver And Cold (DreamWorks)	3.91	4.03	55%	7%	3.80	3.84	3.75
BLINK-182 Feeling This (Geffen)	3.88	3.96	92%	23%	3.76	3.84	3.68
STAIN'D So Far Away (Flip/Elektra/EEG)	3.79	3.86	98%	41%	3.79	3.81	3.77
NICKELBACK Someday (Roadrunner/IDJMG)	3.79	3.83	98%	42%	3.70	3.68	3.72
STAIN'D How About You (Flip/Elektra/EEG)	3.76	3.83	73%	14%	3.64	3.62	3.67
RED HOT CHILI PEPPERS Fortune Faded (Warner Bros.)	3.74	3.78	84%	18%	3.63	3.68	3.59
CHEVELLE Closure (Epic)	3.73	3.86	79%	18%	3.65	3.60	3.69
PUDDLE OF MUDD Away From Me (Geffen)	3.72	3.73	87%	22%	3.59	3.68	3.50
A PERFECT CIRCLE Weak And Powerless (Virgin)	3.72	3.72	82%	25%	3.61	3.63	3.59
JET Are You Gonna Be My Girl (Elektra/EEG)	3.70	3.64	91%	27%	3.68	3.50	3.85
NICKELBACK Figured You Out (Roadrunner/IDJMG)	3.65	3.73	75%	18%	3.55	3.55	3.56
P.D.D. Will You (Atlantic)	3.61	3.74	85%	25%	3.45	3.47	3.44
OUTKAST Hey Ya! (Arista)	3.60	3.65	94%	42%	3.84	3.79	3.89
AUDIOSLAVE I Am The Highway (Interscope/Epic)	3.53	3.54	80%	28%	3.52	3.57	3.47
STONE TEMPLE PILOTS All In The Suit... (Atlantic)	3.45	3.51	61%	16%	3.43	3.49	3.36
STROKES 12:51 (RCA)	3.40	3.31	74%	21%	3.28	3.28	3.27
KORN Right Now (Epic)	3.38	3.30	76%	21%	3.32	3.41	3.22
DISTILLERS Drain The Blood (Sire/Reprise)	3.34	—	41%	10%	3.20	3.30	3.09

Total sample size is 419 respondents. Total average favorability estimates are based on a scale of 1-5. (1=dislike very much, 5=like very much). Total familiarity represents the percentage of respondents who recognized the song. Total burn represents the number of respondents who said they are tired of hearing the song. Songs must have 40% familiarity to appear on survey. Sample composition is based on persons 12+. Persons are screened via the Internet. Once passed, they can take the music test based on the format/music preference. RateTheMusic.com results are not meant to replace callout research. The results are intended to show opinions of participants on the the Internet only. RateTheMusic is a registered trademark of RateTheMusic.com. The RTM system, is available for focal radio stations by calling 818-377-5300. RateTheMusic.com data is provided by Mediabase Research, a division of Premiere Radio Networks.



LENNY & THE JETS "If it's dope, it's on 'Scope," said Interscope college/specialty guru Lenny Lasalandra to WNNX/Atlanta's Jay Harren and WXRT/Chicago's Marty Lenartz at a recent industry shindig. The radio peeps promised Lenny they'd play G-Unit on their specialty shows, provided he never use that phrase again. Seen here (l-r) are Harren, Lenartz and Lasalandra

Record Of The Week

ARTIST: Fun Lovin' Criminals
TITLE: Welcome to Poppy's
LABEL: Sanctuary/SRG



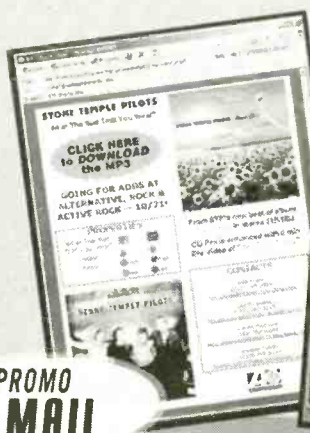
Best known stateside for their modest 1997 hit "Scooby Snacks," New York's Fun Lovin' Criminals went on to enjoy more success in Europe with albums like '98's *100% Columbian* and the following year's *Mimosa*. In a perfect world their new album, *Welcome to Poppy's*, would change all that, as there is some must-listen material here. This sonic cocktail is as smooth as they come, featuring hip-hop flavors and phrasing that's shaken, not stirred, with an artful blend of alt-rock, jazz and blues. The opening track, "Too Hot," delivers on the title's promise with a hip bohemian groove, while "Stray Bullet" brings a little guitar bite to the dance floor. And after a night on the town, settle in with the suave "Friday Night," where frontman Huey proves himself to be quite the ladies' man. With shit this smooth you can leave the Courvoisier at home.

— Frank Correia, Rock Specialty Editor

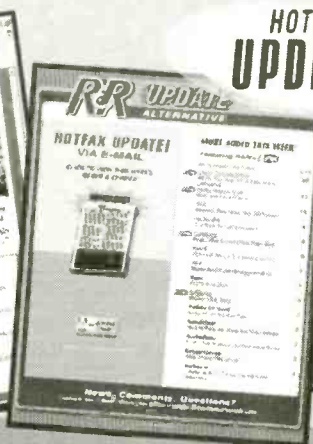
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Stations and their adds listed alphabetically by market

Reporters

WHRL/Albany, NY* OM: John Cooper PD: Lisa Biella No Adds	WBTZ/Burlington* OM: Matt Grasso PD: Christine Parolat 3 COURTNEY LOVE FOO FIGHTERS WHITE STRIPES NICKELBACK	WXEG/Dayton, OH* PD: Steve Kramer MD: Bomber 3 STORY OF THE YEAR	KUCD/Honolulu, HI* PD: Jamie Hyatt 56 JEM 54 PEPPER	WLRS/Louisville, KY* PD: Lance Hale APD/MD: Amanda Fitzgerald METALLICA CRYSTAL METHOD	KORX/Odessa, TX PD/MD: Michael Todd 24 HOWIE DAY 24 CRYSTAL METHOD 17 BASEMENT JAXX VSIOUSISIE SIOUX 17 666 17 MARS VOLTA 7 COURTNEY LOVE	WBRU/Providence, RI* PD: Seth Foster MD: Andy Yen 18 COURTNEY LOVE 14 OFFSPRING	KBZT/San Diego, CA* PD: Garrett Michaels APD/MD: Michael Holleran 10 YEAR OF THE RABBIT YELLOWCARD JOE STRUMMER BLINK-182 GARY JULES THRILLS FOUNTAINS OF WAYNE	WXSX/Tallahassee, FL OM: Steve Cannon PD: Dale Fiam APD/MD: Heathhead 1 INCUBUS
KTZO/Albuquerque, NM* PD: Scott Souza MD: Don Kelley No Adds	WAVF/Charleston, SC* PD: Dave Rossi APD/MD: Sessie Downe No Adds	KTCL/Denver, CO* PD: Mike O'Connor APD: Rich Rubin MD: Will Jordan 29 LUCKY BOYS CONFUSION 4 FINGER ELEVEN	KTBY/Houston, TX* PD: Vince Richards APD: Eric Schmidt APD/MD: Don Jamison COURTNEY LOVE	WMFS/Memphis, TN* PD: Rob Crossman MD: Sydney Hobers FOO FIGHTERS FUEL COURTNEY LOVE	KHBZ/Oklahoma City, OK* OM: Bill Herley PD: Jimmy Barredo 27 COURTNEY LOVE 14 CRYSTAL METHOD 3 STORY OF THE YEAR	WWRX/Providence, RI* PD: Kevin Hoys MD: Bryan Baker YELLOWCARD FUEL SEVENDUST COURTNEY LOVE	XTRA/San Diego, CA* PD: Jim Richards MD: Barry Whitney 2 BLINK-182	WSUN/Tampa, FL* PD: Shari APD: Pat Lange 3 BRAND NEW 1 YELLOWCARD COURTNEY LOVE WHITE STRIPES
WNMX/Atlanta, GA* OM: Leslie From PD: Chris Williams MD: Jay Narvan 14 DAMEN RICE 12 COURTNEY LOVE 6 NICKELBACK 1 THRILLS	WEND/Charlotte* PD: Jack Daniel APD/MD: Kristen Honeycutt No Adds	CIMX/Detroit, MI* PD: Murray Brooks APD: Vince Cannova MD: Matt Franklin 5 COURTNEY LOVE LOSTPROPHETS BRIGHT EYES WHITE STRIPES BILLY TALENT	WRZX/Indianapolis, IN* PD: Scott Jameson MD: Michael Young TANTRIC	WZTA/Miami, FL* PD: Trey Hanson 7 LO-PRO 6 DEFAULT COURTNEY LOVE	WJRR/Orlando, FL* OM: Adam Cook PD: Pat Lynch APD: Rick Everett MD: Brian Dickerman No Adds	KRZO/Reno, NV* OM: Rob Brodia PD: Jeremy Smith APD/MD: Matt Diable 23 HOOBASTANK 12 WHITE STRIPES COURTNEY LOVE	KITS/San Francisco, CA* PD: Sean Demery APD: Spud MD: Aaron Azablan 24 RYAN ADAMS	KFMA/Tucson, AZ* PD: Libby Carstensen MD: Matt Egan 5 COURTNEY LOVE
WJSE/Atlantic City, NJ* PD: Al Paribello WHITE STRIPES COURTNEY LOVE	WQXD/Chicago, IL* PD: Mike Stern MD: Mary Shumano 20 WHITE STRIPES 16 COURTNEY LOVE LOSTPROPHETS FINGER ELEVEN	KHRO/El Paso, TX* OM: Mike Proton PD/MD: Jojo Garcia 1 COURTNEY LOVE TANTRIC WHITE STRIPES THRILLS LO-PRO SEVENDUST	WPLA/Jacksonville, FL* OM: Earl Austin PD: De Matthews APD/MD: Chad Chemley 29 OUTKAST YELLOWCARD	WLUM/Milwaukee, WI* PD: Tommy White MD: Kenny Neumann 3 BLINK-182	WOCL/Orlando, FL* PD: Bobby Smith 13 LOSTPROPHETS DARKNESS	WDYL/Richmond, VA* PD: Mike Murphy No Adds	KCML/San Jose, CA* PD/MD: John Altos 19 BLINK-182 11 STAINED WHITE STRIPES SOMETHING CORPORATE	KMYZ/Tulsa, OK* PD: Lynn Burdick MD: Corbin Pierce 5 COURTNEY LOVE
WRAX/Birmingham, AL* PD: Susan Groves MD: Mark Lindsey 9 COURTNEY LOVE BLINK-182 FUEL	WZZM/Chicago, IL* APD: Steve Levy MD: James VanOsdol No Adds	KXMA/Fayetteville, AR PD/MD: Dave Jackson 20 OUTKAST 11 INCUBUS 4 LOSTPROPHETS	WRZK/Johnson City* PD: Mark McKinney 18 INCUBUS WHITE STRIPES	WHTG/Monmouth, NJ* PD: Darrin Smith No Adds	WPLY/Philadelphia, PA* PD: Jim McGuinn MD: Dan Fein 10 COURTNEY LOVE 6 BLINK-182 FOO FIGHTERS LOSTPROPHETS	WRXL/Richmond, VA* OM: Bill Cahill PD/MD: Casey Krabanski 1 COURTNEY LOVE FINGER ELEVEN	KJEE/Santa Barbara, CA PD: Eddie Gutierrez MD: Debra 17 COURTNEY LOVE 8 WHITE STRIPES YELLOWCARD	WPBZ/W Palm Beach, FL* PD: John O'Connell MD: Eric Kristensen BRAND NEW NICKELBACK COURTNEY LOVE
KROX/Austin, TX* OM: Jeff Carrel PD: Melody Lee MD: Toby Ryan No Adds	WJXX/Cincinnati, OH* PD/MD: Jeff Hagan 32 COURTNEY LOVE 27 BLINK-182 1 WHITE STRIPES	KFRR/Fresno, CA* PD: Chris Squires MD: Reverend 5 BLINK-182 2 WHITE STRIPES FINGER ELEVEN	KRBZ/Kansas City, MO* APD: Lacie MD: Jason Umet 20 COURTNEY LOVE THRILLS	KMBY/Monterey, CA* PD/MD: Kenny Allen 1 COURTNEY LOVE THRILLS	KEDJ/Phoenix, AZ* OM: Laura Hays PD: Nancy Stevens APD: Dead Air Dave MD: Robin Hask 1 WHITE STRIPES COURTNEY LOVE BLINDSIDE	KCXX/Riverside, CA* OM/MD: Kelli Clague APD/MD: Daryl James 1 COURTNEY LOVE YELLOWCARD SEVENDUST	KNDD/Seattle, WA* PD: Phil Manning APD: Jim Ketter No Adds	WHFS/Washington, DC* PD: Lisa Worden APD: Bob Waugh MD: Pat Ferriss 8 JET 5 COURTNEY LOVE YELLOWCARD DARKNESS
WRAX/Birmingham, AL* PD: Susan Groves MD: Mark Lindsey 9 COURTNEY LOVE BLINK-182 FUEL	WAQZ/Cincinnati, OH* PD/MD: Jeff Hagan 32 COURTNEY LOVE 27 BLINK-182 1 WHITE STRIPES	WJXX/Cincinnati, OH* PD/MD: Jeff Hagan 32 COURTNEY LOVE 27 BLINK-182 1 WHITE STRIPES	KFTF/Lafayette, LA* PD: Scott Parrin MD: Chris Olivier CRYSTAL METHOD COURTNEY LOVE	WBZZ/Nashville, TN* OM: Jim Patrick PD/MD: Russ Schenck 15 COURTNEY LOVE 5 FOO FIGHTERS WHITE STRIPES LO-PRO BLINK-182	WZLX/Phoenix, AZ* PD/MD: Kevin Morrison COURTNEY LOVE	WZNE/Rochester, NY* OM/MD: John McCrea APD/MD: Daryl James 1 SEVENDUST COURTNEY LOVE BLINK-182 WHITE STRIPES	KNDD/Seattle, WA* PD: Phil Manning APD: Jim Ketter No Adds	WVDC/Washington, DC* PD: Joe Devicacius MD: Danielle Flynn 14 COURTNEY LOVE 1 DARKNESS AUDIOSLAVE
KOXR/Boise, ID* PD/MD: Jacqui Jackson No Adds	WXTM/Cleveland, OH* PD: Kim Monroe APD: Don Hardella MD: Paul Schiavo 10 ATMOSPHERE COURTNEY LOVE	WXTW/Ft. Wayne, IN* OM: JJ Fabeli PD: Don Walker APD: Matt Jericho MD: Greg Tavel WHITE STRIPES SEVENDUST COURTNEY LOVE	KXTE/Las Vegas, NV* PD: Dave Wellington APD/MD: Chris Ripley 15 COURTNEY LOVE OFFSPRING JET APARTMENT 26	WZLX/Phoenix, AZ* PD/MD: Kevin Morrison COURTNEY LOVE	WZNE/Rochester, NY* OM/MD: John McCrea APD/MD: Daryl James 1 SEVENDUST COURTNEY LOVE BLINK-182 WHITE STRIPES	KNDD/Seattle, WA* PD: Phil Manning APD: Jim Ketter No Adds	WVDC/Washington, DC* PD: Joe Devicacius MD: Danielle Flynn 14 COURTNEY LOVE 1 DARKNESS AUDIOSLAVE	
WBCN/Boston, MA* OM: Tony Bonarini PD: Gaudin APD/MD: Steven Strick 15 COURTNEY LOVE 13 INCUBUS	WARQ/Columbia, SC* PD: Dave Stewart MD: Dave Ferris 1 LO-PRO 1 COURTNEY LOVE	WGRD/Grand Rapids, MI* PD: Bobby Duncan MD: Michael Grey COURTNEY LOVE	KLEC/Little Rock, AR* PD: Hooper APD/MD: Adrian 15 COURTNEY LOVE 11 BLINK-182 4 IGGY POP WHITE STRIPES	WZLX/Phoenix, AZ* PD/MD: Kevin Morrison COURTNEY LOVE	WZNE/Rochester, NY* OM/MD: John McCrea APD/MD: Daryl James 1 SEVENDUST COURTNEY LOVE BLINK-182 WHITE STRIPES	KNDD/Seattle, WA* PD: Phil Manning APD: Jim Ketter No Adds	WVDC/Washington, DC* PD: Joe Devicacius MD: Danielle Flynn 14 COURTNEY LOVE 1 DARKNESS AUDIOSLAVE	
WFDX/Boston, MA* PD/MD: Paul Driscoll APD: Keith Dobbie 14 COURTNEY LOVE 12 WHITE STRIPES 2 THRILLS	WWCD/Columbus, OH* OM: Nancy Malloy PD: Andy Davis MD: Jack DeVoss No Adds	WXRW/Greenville, NC* PD: Jeff Sanders APD/MD: Turner Watson 30 COURTNEY LOVE YELLOWCARD	KROQ/Los Angeles, CA* PD: Kevin Woodbury APD: Gene Soudbrook 21 JET 9 COURTNEY LOVE GARY JULES YELLOWCARD	WZLX/Phoenix, AZ* PD/MD: Kevin Morrison COURTNEY LOVE	WZNE/Rochester, NY* OM/MD: John McCrea APD/MD: Daryl James 1 SEVENDUST COURTNEY LOVE BLINK-182 WHITE STRIPES	KNDD/Seattle, WA* PD: Phil Manning APD: Jim Ketter No Adds	WVDC/Washington, DC* PD: Joe Devicacius MD: Danielle Flynn 14 COURTNEY LOVE 1 DARKNESS AUDIOSLAVE	
WEDG/Buffalo, NY* PD: Lanny Blane 25 FINGER ELEVEN 9 LIMP BIZKIT SEVENDUST	KDGE/Dallas, TX* PD: Damon Deberry APD/MD: Alan Ayo 1 COURTNEY LOVE FINGER ELEVEN STORY OF THE YEAR	WZLX/Phoenix, AZ* PD/MD: Kevin Morrison COURTNEY LOVE	WZLX/Phoenix, AZ* PD/MD: Kevin Morrison COURTNEY LOVE	WZLX/Phoenix, AZ* PD/MD: Kevin Morrison COURTNEY LOVE	WZLX/Phoenix, AZ* PD/MD: Kevin Morrison COURTNEY LOVE	KNDD/Seattle, WA* PD: Phil Manning APD: Jim Ketter No Adds	WVDC/Washington, DC* PD: Joe Devicacius MD: Danielle Flynn 14 COURTNEY LOVE 1 DARKNESS AUDIOSLAVE	

*** Monitored Reporters**

89 Total Reporters

81 Total Monitored

8 Total Indicator



New & Active

BRAND NEW The Quiet Things That No One... (*Razor & Tie*)
Total Plays: 245, Total Stations: 11, Adds: 0

KORN Y'All Want A Single (*Immortal/Epic*)
Total Plays: 232, Total Stations: 19, Adds: 1

DAVE MATTHEWS Save Me (*RCA*)
Total Plays: 217, Total Stations: 20, Adds: 0

TO MY SURPRISE Get It To Go (*Roadrunner/IDJMG*)
Total Plays: 217, Total Stations: 19, Adds: 1

WHITE STRIPES I Just Don't Know What To Do... (*Third Man/V2*)
Total Plays: 183, Total Stations: 25, Adds: 20

LO-PRO Sunday (*Geffen*)
Total Plays: 157, Total Stations: 15, Adds: 5

RYAN ADAMS So Alive (*Lost Highway/IDJMG*)
Total Plays: 133, Total Stations: 9, Adds: 1

FOUNTAINS OF WAYNE Stacy's Mom (*S-Curve/EMC*)
Total Plays: 128, Total Stations: 8, Adds: 0

METALLICA The Unnamed Feeling (*Elektra/EEG*)
Total Plays: 94, Total Stations: 11, Adds: 1

Songs ranked by total plays

Indicator

Most Added*

COURTNEY LOVE Mono (*Virgin*)

INCUBUS Megalomaniac (*Epic*)

WHITE STRIPES I Just Don't Know What To Do... (*Third Man/V2*)

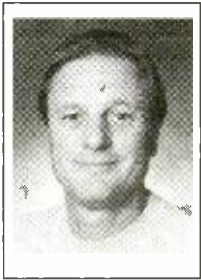
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Please include the names and titles of all pictured and send them to:

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Email: mtrias@radioandrecords.com



JOHN SCHOENBERGER
jschoenberger@radioandrecords.com

PART TWO OF A TWO-PART SERIES

The Triple A Crystal Ball

More industry leaders on what lies ahead for 2004

It's impossible to know what the future will bring, but as we embark on a new year, I asked our Triple A brothers and sisters to share their hopes and resolutions with us on both a personal and a professional level. This week we wrap up the thoughts that were submitted.

Bob Hughes

KPRI/San Diego

My New Year's resolution for 2004 is to be more of a source of peace and harmony and to say thank you more often to the talented people with whom I am fortunate to work. I also hope we have a year of great fun and success and that we invent some cool new opportunities for our station and the industry.

Dean Katari

KRSH/Santa Rosa, CA

On the conservative side, I hope to remain employed for another year. On the more expansive side, I plan to take over the world — or something in between.

Jennifer Lanchart

Beggars Group

I don't believe in resolutions; it's all about the now. However, I do hope to get more stations to play the music I work, and I wish everyone health and happiness.

Meg MacDonald

Michele Clark Promotion & Management

My New Year's resolutions for 2004 are to never take for granted how wonderful my life is and to never get bogged down in the little things, to wake up with my 1998 body and to continue breaking amazing new artists at the most significant format in the industry.

Lauren MacLeash

KTCZ/Minneapolis

My New Year's resolution for 2004 is to use only one calendar program to make appointments, to reduce clutter in my office, to find more time to plan and listen, and to be home when I'm home. I also pray for health and happiness for my children.

Mario R. Martin

Backporch/Narada

I'm actually going to try to spend less money on new-release day. There

are so many artists I discover, and I end up wanting to help support them all by coming out of the local record store with three or four new releases.

On a personal level, since I proposed to my fiancée on stage with Jane's Addiction this summer, I hope to outdo the proposal with an even bigger bang come wedding time in October 2004. Rolling Stones, I'll be hitting you up.

Chris Mays

KMTT/Seattle

My New Year's resolution for 2004 is to keep in better touch with friends and to ride my bike more often. I hope that when my daughter finishes high school she ends up at the college of her dreams — in London! Professionally, I hope to go No. 1 25-54, baby. And I hope that good people keep their jobs in this consolidated world.

Michelle Marques

KRSH/Santa Rosa, CA

In 2004 I want to start Spanish lessons and learn to easily identify at least five different wine varietals — I work for Wine Country Radio, after all! I also want to finally finish unpacking all of those boxes I moved down from Seattle. I have also set a goal to increase the listenership of KRSH/Santa Rosa and to expand our demo to include a younger audience.

Adrian Moreira

RCA Music Group

My New Year's resolution for 2004 is to quit smoking (for real!), to start exercising regularly (running to catch the subway doesn't count) and to start eating healthy (with the occasional cheat day for burgers and a slice or two of lovely New York pizza). In addition, I hope to buy my first home this year and to learn to leave the office at a reasonable hour so that I can enjoy my house once I buy it.

Professionally, I hope to have the time to visit more of my stations personally — nothing beats making a face-to-face connection with someone and spending quality time getting to know one another.

Dave Morrell

Red Ink

On a personal level, last year was a year of letting go, surrendering to win (from you, John!) and feeling spiritually stronger than I ever have. With all the consolidation in the business, I have enjoyed the indie spirit I've been working with here at Red Ink. I worked with some great artists in 2003, and I look forward to some great new projects this year.

Julie Muncy

Warner Bros.

My New Year's resolution is to continue to do smart business with radio, providing credible music and supporting airplay with creative new ways to build relationships between my artists and radio listeners. I'm looking forward to '04!

Bob Neumann

WWV/Savannah, GA

My New Year's resolution for 2004 is to spend more time on creativity. In today's cluster environment, we tend to expedite so much of what's on our plates. I know I have a great job and I live in an area of the country that I love, so my hopes are simple: I hope we can continue to help develop new artists and grow the format. Personally, I hope for peace and a new president — and for my daughter to get that math grade up!

Steve Nice

Capitol

In 2004 I plan to master the art of fatherhood and to get as much good music as possible played on the radio. Additionally, I really pray for the war in Iraq to end.

Tom Osborn

Vagrant

My New Year's resolution for 2004 is to get Brian Corona to stop re-enacting that John Cusack scene from *Say Anything* on my front lawn. Brian, I adore you, but it really has to stop — the neighbors are starting to complain.

Professionally, I hope to find more time to talk to station programmers.

Gabby Parsons

WMMM/Madison

My New Year's resolution for 2004 is to find the bottom of the pile on my desk. I also want to do everything I

More Early '04 Releases

Here is the rest of the list of new releases that we started last week. In addition to the followup tracks from many releases from 2003, we can expect a nice selection of brand-new projects in the early part of 2004.

- MOUNTAIN GOATS** *We Shall All Be Healed* (4AD/Beggars Group)
- THE NEILDS** *This Town Is Wrong* (Zoe/Rounder)
- NELLY MCKAY** *Get Away From Me* (Columbia)
- NORAH JONES** *Feels Like Home* (Blue Note/EMC)
- OLD CROW MEDICINE SHOW** *O.C.M.S.* (Netzwerk)
- PACO DE LUCIA** *Cositas Buenas* (Verve)
- PAT MCGHEE BAND** TBD (Warner Bros.)
- PATTI SMITH** TBD (Columbia)
- PATRICK PARK** *Loneliness Knows My Name* (Hollywood)
- PAUL WESTERBERG** TBD (Vagrant)
- PEACH** *The Real Thing* (Blues Rock)
- PRESTON SCHOOL OF INDUSTRY** *Monsoon* (Matador)
- RANDALL BRAMBLETT** *Thin Places* (New West)
- RACHAEL YAMAGATA** TBD (Private Music/AAL)
- THE RED WEST** *The Red West* (Atlantic)
- RICKY FANTE** *Rewind* (Virgin)
- RINGO STARR AND HIS ALL STAR BAND** TBD (Koch)
- ROBBEN FORD** *Keep On Running* (Concord Records)
- ROBERT MILES & TRILOK GURTU** *Miles Gurtu* (Shakti)
- SARAH HARMER** *All Of Our Names* (Zoe/Rounder)
- SHANE NICHOLSON** *It's A Movie* (Virt)
- SIMPLE KID** *Simple Kid* (Vector)
- SOLAS** *Another Day* (Shanachie)
- SOUTHERN CULTURE ON THE SKIDS** *Mojo Box* (Yep Roc)
- SPENCER DICKINSON** TBD (Yep Roc)
- STARSAILOR** *Silence Is Easy* (Capitol)
- TEARS FOR FEARS** *Everybody Loves A Happy Ending* (Arista)
- TOOTS & THE MAYTALS** *Duets* (V2)
- THE STANDARD** TBD (Yep Roc)
- TOSHI REAGON** TBD (MC)
- VAN HUNT** *Van Hunt* (Capitol)
- VARIOUS ARTISTS** *Bridge To Havana* (Pyramid)
- VARIOUS ARTISTS** *Cold Mountain Soundtrack* (DMZ/Columbia)
- VARIOUS ARTISTS** *Sahara Lounge* (Putumayo)
- VARIOUS ARTISTS** *Sweetheart* (Hear Music)
- WAYLON PAYNE** *The Drifter* (Republic/Universal)
- WHEAT** *Per Second...* (Aware/Columbia)
- ZERO 7** *When It Falls* (Palm)

can to continue to expose world-class music to our listeners and, of course, to be happy and healthy and have peace in the world.

Casey Paul

KNDZ/Billings, MT

In 2004 I believe I will be going with the standard resolution — 35mm: It's a classic! But, seriously, I hope for ratings growth to top five in the market and then on to No. 1. I also hope for a few less hours staring at the computer screen and a few more hours with my kids.

Harry Reynolds

KTHX/Reno, NV

My New Year's resolution for 2004 is to, personally, do everything I possibly can to get George W. Bush out of the White House, and, professionally, to do an even better job of managing my time. In addition, I really want to see KTHX/Reno, NV get to No. 1 in the 25-54 demo. Furthermore, I'd like to see my wife working fewer hours, and I'd like to get our troops out of Iraq.

John Rosenfelder

Koch

My New Year's resolution for 2004 is to be healthier, to get back into shape and maybe to be nicer to people here and there. I would like to promote a song that goes No. 1 again and

to be part of a new music movement that can seize on the excitement I am feeling over my iPod and make me feel like buying a whole bunch of new records to listen to on it.

Nicole Sandler

Northeast Broadcasting

My New Year's resolution for 2004 is to keep things in perspective and to really focus on what matters. I want to strive to achieve excellence and to make my radio stations (especially WXRV/Portsmouth, NH) as good as they can possibly be. I wish everyone good health and happiness — and the dream of peace on earth.

Dona Shaieb

KPRI/San Diego

For 2004 I want to reduce stress, to increase KPRI/San Diego's ratings by focusing on marketing to our phantom cume and to climb to the top of Mount Kilimanjaro in Tanzania.

Jeffrey Shane

Pyramid

In 2004 I hope to enjoy my daughter, my family and my better half to the fullest; to get our record company and our national music channel launched and make it a huge success; and to work every day on being happy, sharing and looking at life positively.

Continued on Page 73



January 9, 2004

THREE WEEKS	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
3	1	HOWIE DAY Perfect Time Of Day (Epic)	429	+3	21598	19	21/1
2	2	COUNTING CROWS She Don't Want Nobody Near (Geffen)	424	-2	22506	9	24/1
1	3	SARAH MCLACHLAN Fallen (Arista)	402	-37	25583	15	18/1
5	4	DAVE MATTHEWS Save Me (RCA)	381	+12	23085	10	22/1
4	5	SHERYL CROW The First Cut Is The Deepest (A&M/Interscope)	364	-34	23104	14	22/1
6	6	JONNY LANG Red Light (A&M/Interscope)	312	-25	16504	17	20/1
8	7	GUSTER Careful (Palm/Reprise)	306	+14	13483	8	21/0
7	8	STEREOPHONICS Maybe Tomorrow (V2)	302	-2	14762	9	20/1
11	9	TRAIN When I Look To The Sky (Columbia)	299	+60	13334	16	17/1
10	10	JACK JOHNSON Taylor (Jack Johnson Music/Universal)	270	-6	12235	6	22/1
29	11	INDIGO GIRLS Perfect World (Epic)	264	+141	15924	2	21/2
Debut	12	MELISSA ETHERIDGE Breathe (Island/IDJMG)	257	+174	16209	1	19/10
14	13	FIVE FOR FIGHTING 100 Years (Aware/Columbia)	256	+39	9978	4	16/1
9	14	JOE FIRSTMAN Breaking All The Ground (Atlantic)	239	-50	9863	14	19/1
16	15	THORNS Blue (Aware/Columbia)	231	+17	8194	9	17/1
13	16	COLDPLAY Moses (Capitol)	230	+3	14188	11	15/0
12	17	R.E.M. Bad Day (Warner Bros.)	221	-15	9275	15	19/0
17	18	THRILLS One Horse Town (Virgin)	217	+24	7995	5	18/0
15	19	VAN MORRISON Once In A Blue Moon (Blue Note/EMC)	207	-9	5926	13	14/1
23	20	JET Are You Gonna Be My Girl (Elektra/EEG)	187	+29	7411	2	11/1
19	21	JOHN EDDIE If You're Here When I Get Back (Thrill Show/Lost Highway)	187	-4	3199	4	11/0
21	22	MATCHBOX TWENTY Bright Lights (Atlantic)	185	+17	13508	7	5/0
22	23	JOHN MAYER Bigger Than My Body (Aware/Columbia)	181	+17	12996	20	18/1
24	24	STING Send Your Love (A&M/Interscope)	150	-3	4554	18	9/0
30	25	ROONEY I'm Shakin' (Geffen)	142	+24	4310	2	11/0
25	26	LYLE LOVETT My Baby Don't Tolerate (Curb/Lost Highway)	131	-12	7090	14	12/1
26	27	MAVERICKS I Want To Know (Sanctuary/SRG)	126	-6	5282	9	10/1
-	28	SANTANA f/ALEX BAND Why Don't You & I (Arista)	118	+18	7197	14	7/0
Debut	29	EASTMOUNTAINSOUTH Rain Come Down (DreamWorks)	112	0	2390	1	8/0
Debut	30	3 DOORS DOWN Here Without You (Republic/Universal)	106	+9	6851	1	4/0

Most Added

www.rradds.com

ARTIST TITLE LABEL(S)	ADDS
MELISSA ETHERIDGE Breathe (Island/IDJMG)	10
JONATHA BROOKE Better After All (Bad Dog)	6
DAMIEN RICE Cannonball (Vector Recordings/Warner Bros.)	3
INDIGO GIRLS Perfect World (Epic)	2
JOHN MAYER Clarity (Aware/Columbia)	2

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
MELISSA ETHERIDGE Breathe (Island/IDJMG)	+174
INDIGO GIRLS Perfect World (Epic)	+141
JOHN MAYER Clarity (Aware/Columbia)	+67
DAMIEN RICE Cannonball (Vector Recordings/Warner Bros.)	+61
TRAIN When I Look To The Sky (Columbia)	+60
FIVE FOR FIGHTING 100 Years (Aware/Columbia)	+39
OWSLEY Be With You (Lakeview)	+39
NICKEL CREEK Smoothie Song (Sugar Hill)	+36
PETE YORN Crystal Village (Columbia)	+36
LENNY KRAVITZ Again (Virgin)	+36

Most Played Recurrents

ARTIST TITLE LABEL(S)	TOTAL PLAYS
DIDO White Flag (Arista)	248
WALLFLOWERS Closer To You (Interscope)	245
BEN HARPER Diamonds On The Inside (Virgin)	206
JACK JOHNSON Wasting Time (Jack Johnson Music/Universal)	181
LOS LONELY BOYS Heaven (Dr)	181
JASON MRAZ You And I Both (Elektra/EEG)	176
COLDPLAY Clocks (Capitol)	162
JASON MRAZ The Remedy (I Won't Worry) (Elektra/EEG)	144
TRAIN Calling All Angels (Columbia)	129
NICKEL CREEK Smoothie Song (Sugar Hill)	128

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

24 Triple A reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 12/28-1/3. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song with the larger increase in plays is placed first. Songs below No. 15 are moved to recurrent after 20 weeks on the chart. Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Total Audience equals Average Quarter Hour Persons times number of plays (times 100). Each daypart on each station is assigned an AQH number. Average Quarter Hour Persons used herein with permission from the Arbitron Company (© 2004, The Arbitron Company). © 2004, R&R, Inc.

New & Active

- JOHN MAYER** Clarity (Aware/Columbia)
Total Plays: 104, Total Stations: 6, Adds: 2
- STING** Sacred Love (A&M/Interscope)
Total Plays: 100, Total Stations: 4, Adds: 1
- R.E.M.** Animal (Warner Bros.)
Total Plays: 98, Total Stations: 9, Adds: 1
- WARREN ZEVON** Keep Me In Your Heart (Artemis)
Total Plays: 85, Total Stations: 7, Adds: 0
- DAMIEN RICE** Cannonball (Vector Recordings/Warner Bros.)
Total Plays: 71, Total Stations: 6, Adds: 3

- OWSLEY** Be With You (Lakeview)
Total Plays: 68, Total Stations: 5, Adds: 0
- CRASH TEST DUMMIES** Flying Feeling (Cha-Ching)
Total Plays: 66, Total Stations: 6, Adds: 0
- ROBERT RANDOLPH** Soul Refreshing (Warner Bros.)
Total Plays: 53, Total Stations: 4, Adds: 0
- RODNEY CROWELL** Earthbound (DMZ/Epic)
Total Plays: 53, Total Stations: 3, Adds: 0
- JOE STRUMMER** Coma Girl (Hellcat/Epitaph)
Total Plays: 51, Total Stations: 3, Adds: 0

Songs ranked by total plays

Sting SACRED LOVE
Going For Adds Now

Couldn't Wait:
KFOG (#1) KBCO (#8) WXRT KPRI WMMM
WTTS WDOD (add) KTHX and more

R&R Triple A NEW & ACTIVE

Sold Out Tour starts January 23rd

Credits:
Music & Lyrics by Sting
Produced by Kipper & Sting
Recorded & Mixed by Simon Osborne

www.sting.com
Management: Kathryn Schenker/KSM, Inc.
A&R: Martin Kierszenbaum

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R&R TRIPLE A TOP 30 INDICATOR

January 9, 2004

R&R'S EXCLUSIVE REPORTED OVERVIEW OF NATIONAL AIRPLAY

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+ / - PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	DAVE MATTHEWS Save Me (RCA)	330	-36	5990	10	21/0
2	2	COUNTING CROWS She Don't Want Nobody Near (Geffen)	329	-26	4462	8	20/0
7	3	COLDPLAY Moses (Capitol)	302	+11	4908	10	19/0
6	4	GUSTER Careful (Palm/Reprise)	276	-25	3643	8	16/0
5	5	JACK JOHNSON Taylor (Jack Johnson Music/Universal)	274	-30	3071	6	17/1
3	6	JONNY LANG Red Light (A&M/Interscope)	269	-75	3613	16	18/0
11	7	STEREOPHONICS Maybe Tomorrow (V2)	252	+25	3373	5	19/2
4	8	SHERYL CROW The First Cut Is The Deepest (A&M/Interscope)	243	-90	2739	13	15/0
8	9	HOWIE DAY Perfect Time Of Day (Epic)	234	-40	2889	17	13/0
22	10	R.E.M. Animal (Warner Bros.)	219	+51	2829	2	20/1
17	11	THRILLS One Horse Town (Virgin)	208	+20	4458	8	18/0
10	12	VAN MORRISON Once In A Blue Moon (Blue Note/EMC)	208	-49	4158	13	16/0
14	13	JOHN EDDIE If You're Here When I Get Back (Thrill Show/Lost Highway)	200	-6	2963	6	18/0
9	14	SARAH MCLACHLAN Fallen (Arista)	193	-72	3289	12	11/0
23	15	AL GREEN I Can't Stop (Blue Note/EMC)	188	+29	4242	6	18/1
12	16	JOE FIRSTMAN Breaking All The Ground (Atlantic)	176	-44	1826	10	12/0
13	17	RICKIE LEE JONES Second Chance (V2)	173	-45	3968	11	14/0
16	18	RYAN ADAMS So Alive (Lost Highway/IDJMG)	172	-20	2811	9	15/0
15	19	MAVERICKS I Want To Know (Sanctuary/SRG)	168	-29	4065	15	16/0
Debut	20	INDIGO GIRLS Perfect World (Epic)	166	+104	3020	1	20/4
Debut	21	JOHN MAYER Clarity (Aware/Columbia)	161	+110	3177	1	15/3
18	22	EASTMOUNTAINSOUTH Rain Come Down (DreamWorks)	159	-13	3083	4	18/0
19	23	CRASH TEST DUMMIES Flying Feeling (Cha-Ching)	157	-12	2104	4	16/0
27	24	FIVE FOR FIGHTING 100 Years (Aware/Columbia)	155	+12	2024	2	10/0
Debut	25	MELISSA ETHERIDGE Breathe (Island/IDJMG)	149	+140	2095	1	16/12
21	26	LYLE LOVETT My Baby Don't Tolerate (Curb/Lost Highway)	138	-31	2978	13	12/0
25	27	JOE STRUMMER Coma Girl (Hellcat/Epitaph)	135	-12	3606	3	13/0
Debut	28	JET Are You Gonna Be My Girl (Elektra/EEG)	127	+41	945	1	11/1
30	29	THORNS Blue (Aware/Columbia)	124	-8	2458	4	13/0
20	30	R.E.M. Bad Day (Warner Bros.)	119	-50	1071	14	8/0

26 Triple A reporters. Songs ranked by total plays for the airplay week of Sunday 12/28 - Saturday 1/3.
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Most Added®

www.rindicator.com

ARTIST TITLE LABEL(S)	ADDS
JONATHA BROOKE Better After All (Bad Dog)	13
MELISSA ETHERIDGE Breathe (Island/IDJMG)	12
INDIGO GIRLS Perfect World (Epic)	4
JOHN MAYER Clarity (Aware/Columbia)	3
OWSLEY Be With You (Lakeview)	3
STARSAILOR Silence Is Easy (Capitol)	3
DOLOREAN Jenny Place Your Bets (Yep Roc)	3

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
MELISSA ETHERIDGE Breathe (Island/IDJMG)	+140
JOHN MAYER Clarity (Aware/Columbia)	+110
INDIGO GIRLS Perfect World (Epic)	+104
ROONEY I'm Shakin' (Geffen)	+59
R.E.M. Animal (Warner Bros.)	+51
JET Are You Gonna Be My Girl (Elektra/EEG)	+41
OWSLEY Be With You (Lakeview)	+33
DAMIEN RICE Cannonball (Vector Recordings/Warner Bros.)	+31
AL GREEN I Can't Stop (Blue Note/EMC)	+29
JONATHA BROOKE Better After All (Bad Dog)	+29

The Triple A Crystal Ball

Continued from Page 71

Trina Tombrink
Columbia

As clichéd as these are, my New Year's resolutions are necessary for me in 2004: I want to focus on more quality time with my family and spend more time in the gym — both are stress reducers for me. I also hope to buy a house with my soon-to-be husband. My professional hope is to increase airplay opportunities, find new ways to sell more records, break some bands and move to the next level in my career.

Lana Trezise

KBXR/Columbia, MO

I want to take more chances, push myself further and get out of the office more often. I know there will be a lot of changes in store for me in 2004, both personally and professionally. I feel incredibly lucky to be where I am now, and I just hope my good fortune continues.

John Vernile

Columbia Jazz & Legacy

Music does matter. Let's keep our minds, hearts and playlists open and enrich the world by getting new and relevant work heard. As the Boss says, "No retreat, no surrender." I have two dreams for 2004: That every one who can register does register to vote and then votes in the fall election.

Jill Weindorf

Verve Music Group

As the new year rolls around I'm thankful to have a job. So many good people are out of work right now; it's a scary time. My professional hope is that the economy recovers and begins to stimulate consumer spending on items they truly enjoy — like music. I hope my friends and family stay healthy. My family endured a lot of illness in 2003, and I hope that mends in 2004.

Suzanne White
Connoisseur

My New Year's resolution for 2004 is to not take myself so seriously, asking myself the question, "Does this really affect my breathing?" I plan to learn to live more in the now, to be more grateful on a daily basis and to become less of a pain in the patootie to those who love me. My professional hope is to watch an artist I've worked with hit his or her mark, especially onstage.

Reporters

WAPS/Akron, OH
DM: Bill Zuber
15 MELISSA ETHERIDGE
1 JONATHA BROOKE

KGSR/Austin, TX
DM: Jeff Carroll
PD: Jody Denberg
APD: Jyl Heishman-Ross
MD: Susan Castle

4 FLATLANDERS
7 THORNS
JOHNNY K
RESENTMENT
JACK WHITE

WRNR/Baltimore, MD
DM: Jon Peterson
PD: Alex Corright
1 EARL SLICK
1 JONATHA BROOKE

KNZ/Bilings, MT
DM: Cam Maxwell
PD/MD: Casey Paul
22 STARSAILOR
22 PAUL WESTERBERG
22 PEARL JAM

22 OWNSLEY
17 INDIGO GIRLS
17 MATTHEW RYAN
17 WARREN ZEVON
17 STING

16 AL GREEN
16 DAMIEN RICE
16 JOHN MAYER
16 JOSS STONE

KRVB/Boise, ID
DM/MD: Dan McCooly
23 MELISSA ETHERIDGE

WBOS/Boston, MA
DM: Buzz Knight
PD: Michele Williams
MD: David Ginsburg

No Adds
WNGS/Burlington
PD/MD: Mark Abuazzahab
2 MELISSA ETHERIDGE

WMVY/Cape Cod, MA
PD/MD: Barbara Dacey
1 JOSS STONE
1 MELISSA ETHERIDGE
1 JOHNNY K

WDDO/Chattanooga, TN
DM/MD: Danny Howard
3 DOORS DOWN
STING

WXRT/Chicago, IL
PD: Norm Winer
APD: John Farneda
6 CATHY RICHARDSON
R.E.M.

KBXR/Columbia, MO
DM: Jack Lawson
PD/MD: Lana Trezise
No Adds

WCBE/Columbus, OH
DM: Tammy Allen
PD: Dan Mushalco
MD: Maggie Brennan
3 DOLBY

KBCO/Denver, CO
PD: Scott Arbaugh
MD: Kuebler
12 STING
12 DANIEL RICE

WDE/Detroit, MI
PD: Judy Adams
MD: Martin Banayke
3 MELISSA ETHERIDGE
3 EARL SLICK
3 JONATHA BROOKE

WGCW/Greenville, SC
DM: Ellen Plimmann
PD/MD: Kim Clark
APD: Martin Anderson

STARSAILOR
SAMITE
INDIGO GIRLS
JONATHA BROOKE

KEP MD
DOLBY
MINDY SMITH
SOLAS
CARRIE NEWCOMER

CHRIS HICKEY
DANN LOVELLY
KATE RUSBY
SCOTT THOMAS
ULU
VOLBEATS
KANGAROO

WTTS/Indianapolis, IN
PD: Brad Holtz
MD: Todd Berryman
6 MELISSA ETHERIDGE

KTBG/Kansas City, MO
PD: Jon Hart
MD: Byron Johnson
18 KEP MD
14 ELDERS

13 STEREOPHONICS
13 MELISSA ETHERIDGE
13 JONATHA BROOKE

KZPL/Kansas City, MO
DM: Nick McCabe
PD: Ted Edwards
MD: Jason Justice

13 STRING CHEESE INCIDENT
11 JASON MRAZ
9 JACK JOHNSON
8 PEARL JAM

WOKI/Knoxville, TN
PD: Jim Ziegler
MD: Aimee Baumer
18 MELISSA ETHERIDGE
2 STROKES

WFPK/Louisville, KY
DM: Brian Conn
PD: Don Reed
APD/MD: Stacy Owen

ME/SHELL NITROCELLULOSE
MARK LANGRAN
INDIGO GIRLS
MIDDLE MEN

WMMM/Madison, WI
PD: Tom Teuber
MD: Gabby Parsons
16 MELISSA ETHERIDGE
JONATHA BROOKE

WMPS/Memphis, TN
PD: Steve Richards
MD: Alexandra Inzer
9 MELISSA ETHERIDGE
1 JOE FIRSTMAN

KTCZ/Minneapolis, MN
PD: Lauren MacLachlan
APD/MD: Mike Wolf
No Adds

WGVX/Minneapolis, MN
DM: Dave Hamilton
PD: Jeff Collins
No Adds

WZEW/Mobile, AL
DM: Tim Camp
PD: Brian Hart
MD: Lee Ann Konik
No Adds

WRLT/Nashville, TN
DM: Ellen Plimmann
APD/MD: Rev. Keith Coes
10 MELISSA ETHERIDGE
JONATHA BROOKE

WFUV/New York, NY
PD: Chuck Singleton
MD: Rita Houston
No Adds

KCTY/Omaha, NE
PD/MD: Ryan "Stash" Morton
24 JOHN MAYER
23 CURSIVE
14 AZURE RAY

12 JOHNNY CASH
12 MELISSA ETHERIDGE
10 DAMIEN RICE
RYAN ADAMS
ANYTHING BUT JOEY

WXPB/Philadelphia, PA
PD: Bruce Warren
APD/MD: Helen Leicht
9 RYAN ADAMS
9 LOS LOVELY BOYS

7 JONATHA BROOKE
6 4 WAY STREET
5 ROBERT RANDOLPH
5 RICKIE LEE JONES
5 JOE STRUMMER
4 RUFUS WAINWRIGHT
4 MELISSA ETHERIDGE

WYEP/Pittsburgh, PA
PD: Rosemary Weisch
MD: Mike Sabuter
22 JOSH RITTER
7 EMMYLOU HARRIS

5 LYLE LOVETT
5 VAN MORRISON
5 INCREDIBLE MOSES LEROY
4 INNOCENCE MISSION
4 RESQ/EE COWBOYS
4 BRUCE COCKBURN

4 GARY JULES
4 ELVIS COSTELLO
4 ERIN MCKOWN
4 R.E.M.
4 SARAH MCLACHLAN
MELISSA ETHERIDGE

JONATHA BROOKE
JOHANNES
JOHNNY LANG
RYAN ADAMS
KATE RUSBY
RICKIE LEE JONES

WCLZ/Portland, ME
PD: Herb Ivy
MD: Brian James
17 MELISSA ETHERIDGE
AS FAST AS
NORAH JONES

PETE KILPATRICK SUPERGROUP
JOHN MAYER
OWNSLEY

KNK/Portland, OR
PD: Dennis Constantine
MD: Kevin Welch
27 SARAH MCLACHLAN
26 TRAIN

25 JOHNNY LANG
24 FIVE FOR FIGHTING
18 MELISSA ETHERIDGE
18 JOHN MAYER
16 JOHN MAYER

16 SHERYL CROW
15 DAVE MATTHEWS
15 STING
12 MAVERICKS
12 STEADMAN
11 ZIGGY MARLEY

11 STEREOPHONICS
10 RICKIE LEE JONES
10 TRAVIS
10 INDIGO GIRLS
9 VERTICAL HORIZON
5 VAN MORRISON
4 LYLE LOVETT
4 THORNS
COUNTING CROWS
HOWIE DAY

WXRV/Portsmouth, NH
DM: Nicole Sandler
APD/MD: David Hall
10 MELISSA ETHERIDGE
JONATHA BROOKE

WDST/Poughkeepsie, NY
PD: Greg Gatlino
MD: Roger Menell
8 MELISSA ETHERIDGE
6 JOE STRUMMER
JONATHA BROOKE

KTHX/Reno, NV
DM: Rob Brooks
PD: Harry Reynolds
APD/MD: David Herold
2 LITTLE FEAT
1 JONATHA BROOKE

ROBBEN FORD
MELISSA ETHERIDGE

WOCM/Salisbury, MD
PD: Joshua Clendaniel
APD/MD: Debora Lee
14 JOHNNY K
14 LOS LOVELY BOYS

14 BLUES TRAVELER
14 ROBBEN FORD
14 SOUTHERN CULTURE ON THE SKIDS
10 JOSH MARGOLIS & ARIEL APARICIO
10 SISTER HAZEL
10 TRAVIS

10 JOHN MAYER
7 MOSSA
7 FOUR THOUSAND SEVEN HUNDRED &
7 AME MANN
7 KENNYDAYS

KENZ/Salt Lake City, UT
DM/MD: Bruce Jones
MD: Karl Bushman
10 INDIGO GIRLS
DAMIEN RICE

KPRI/San Diego, CA
PD/MD: Dona Shaieb
No Adds

KFOG/San Francisco, CA
PD: David Benson
APD/MD: Haley Jones
No Adds

KBAC/Santa Fe, NM
PD: Ira Gordon
1 JET
OWNSLEY
JONATHA BROOKE

KTAO/Santa Fe, NM
DM: Mitch Miller
PD: Brad Hockmeyer
MD: Paddy Mac
8 MELISSA ETHERIDGE
4 LIZ PHARO
3 JONATHA BROOKE

KRSH/Santa Rosa, CA
DM/MD: Dean Kattari
MD: Michelle Marques
1 JET
1 JONATHA BROOKE
1 MELISSA ETHERIDGE

WWWV/Savannah, GA
DM/MD: Bob Neumann
APD/MD: Gene Murrell
STARSAILOR
DEKTER FREEBISH
JONATHA BROOKE

KMTT/Seattle, WA
PD: Chris Mays
APD/MD: Shawn Stewart
No Adds

WRNX/Springfield, MA
PD: Tom Davis
APD: Donnie Moorhouse
MD: Lesa Withanee
JONATHA BROOKE

KCLC/St. Louis, MO
DM: Mike Wall
PD: Rich Reighard
APD/MD: Brandon McGhee
7 HOWIE DAY
7 DAMIEN RICE
7 STEREOPHONICS

7 INDIGO GIRLS
7 JOHN WESLEY HARROG
7 TRUMAN

*Monitored Reporters

50 Total Reporters

24 Total Monitored

26 Total Indicator

Did Not Report, Playlist Frozen (2):
KOTR/San Luis Obispo, CA
WBJB/Monmouth, NJ

www.americanradiohistory.com

ON THE RECORD

with
Bob Neumann
OM/PD, WWV/Savannah, GA



Like many people, the first thing I heard from Joe Firstman was "Breaking All the Ground." It's a great track with a gritty Black Crowes feel to it. But don't let that shape your opinions about *The War of Women* until you've given it a real listen. • The CD as a whole is very textured, with tempo peaks and valleys and great melodies. Firstman's Southern roots really come through, with some country- and gospel-sounding songs too. • The CD never leaves you in one place for too long, going from the aforementioned styles to the pop-sounding "Adventures of the Empress of Harlem and the Amazing Subway Boy." • Joe is from Charlotte, just up the road about four hours from us. He's spent a lot of time in our area.

He says Savannah is one of his favorite towns, and he was even arrested once on Hilton Head Island (he didn't say why). • I almost felt an obligation to support a regional artist with a major-label deal, but the decision became an easy one with the great sound of the CD and the listener feedback we've received. I have also noticed "Breaking All the Ground" playing in several local restaurants and clubs. I think we'll be playing tracks from *The War of Women* for some time to come.

As we get ramped back up for the new year, nobody is wasting any time getting certain projects from the end of last year moving ever upward, as well as launching several new projects. On the monitored airplay chart **Howie Day** grabs the top slot, **Dave Matthews** moves into the top five at 4*, **Guster** increase to 7*, **Train** crack the top 10 at 9*, **Indigo Girls** leap 29*-11*, and the new **Melissa Etheridge** debuts at 12* ... Other projects showing strong momentum into '04 include **Five For Fighting**, **The Thorns**, **Coldplay**, **The Thrills**, **Jet** and **Rooney** ... **EastMountainSouth** and **3 Doors Down** also debut ... On the Indicator airplay chart Matthews holds at No. 1 for the third week, Coldplay jump to 3*, **Stereophonics** break the top 10 at 7*, and the new **R.E.M.** is now 10* ... Other gainers include The Thrills (17*-11*) and **Al Green** (23*-15*) ... Indigo Girls, **John Mayer**, Etheridge and Jet debut ... In the Most Added category Etheridge officially closes 22 holes overall (No.1 on both panels), while **Jonatha Brooke** brings in 19 total adds the first week ... Also showing add action this week are **Damien Rice**, **Joss Stone**, Mayer, **Owsley**, **Starsailor**, **Earl Slick**, **Johnny A.** and **String Cheese Incident**.



— John Schoenberger, Triple A Editor

AAA ARTIST

OF THE WEEK

ARTIST: **Joss Stone**

LABEL: **S-Curve/EMC**

By **JOHN SCHOENBERGER** / TRIPLE A EDITOR



When you listen *The Soul Sessions*, it's pretty hard to believe that, first, Joss Stone is a blond white girl from England and, second, that she is only 16 years old! Her ability to express the essence of pure soul music is simply amazing.

Hailing from the British countryside, Stone grew up loving the music of artists such as Whitney Houston and Donna Summer. The first album she ever bought was Aretha Franklin's *Greatest Hits*. In 2001 she auditioned for and won a chance to perform on a British TV talent show called *Star for a Night*. This audition and a video of a performance she did for a charity show eventually caught the attention of Steve Greenberg, owner of S-Curve Records.

"Joss not only had a great voice, but also the ability to put her own original stamp on classic material," says Greenberg. "She wasn't just mimicking — she was changing and interpreting songs, and doing it with passion and feeling. The level of nuance was astounding for someone who was then just 14 years old."

Her debut effort was originally to be a soul-inspired contemporary album, but as the process got going, an album largely made of classic soul tunes seemed to be the right way to go. Greenberg brought in legendary singer-producer Betty Wright, along with Michael Mangini, to direct the project. In addition, several key players in the original "Miami sound" of the '70s were also invited to participate, including Little Beaver on guitar, Timmy Thomas on organ and Latimore on piano. Ultimately, the project became a kind of live album recorded in the studio.

"We did not want to do a karaoke record," says Greenberg. "We did not want to make an *American Idol*-type album of someone doing note-for-note copies of great records. We wanted to reinvent every song. In making this record, Joss is paying homage to those who came before her — a necessary rite before she expands her lexicon of soul with her own material."

To accomplish this, they included such classics as "Super Duper Love," originally recorded by Sugar Billy; "Dirty Man," done by Laura Lee; Joe Simon's "The Chokin' Kind"; The Isley Brothers' "For the Love of You"; and "I've Fallen in Love With You" by Carla Thomas. Also included are "I Had a Dream" by John Sebastian and "Fell in Love With a Boy," which was written by The White Stripes' Jack White. On "Boy," Joss is backed by The Roots.

Since the release of *The Soul Sessions*, Stone has captured the hearts and the imagination of the press, and virtually every show she's done in the States has created major buzz. Airplay at Triple A and public radio is on the rise, and the album has already sold 150,000 copies.

As Stone humbly says, "Making *The Soul Sessions* has been the most exciting, scary and inspiring thing I have ever done in my life. I just want to sing and write songs. That's what I like to do and all I really know how to do."

You keep doing what do you, girl, and everything will be just fine. .

FEATURING:

We meet, we part, we remember FOR add
and **I'm so lonesome I could cry** FOR americana

THE HOLMES BROTHERS

SIMPLE TRUTHS

"We meet, we part, we remember is the greatest pure soul tune recorded thus far in the 21st century"

—THOM JUREK, ALLMUSIC.COM

add date: **January 12th** contact: **TIM KOLLETH @ ALLIGATOR RECORDS 800-348-7214X23**





January 9, 2004

THREE WEEKS	THIS WEEK	ARTIST TITLE LABEL(S)	THIS WEEK PLAYS	+ / - PLAYS	CUMULATIVE PLAYS
2	1	ROBERT EARL KEEN Farm Fresh Onions (Audium/Koch)	755	-4	8763
1	2	VARIOUS ARTISTS Just Because I'm A Woman... (Sugar Hill)	716	-67	7055
3	3	LYLE LOVETT My Baby Don't Tolerate (Curb/Lost Highway)	692	-24	8417
4	4	MAVERICKS The Mavericks (Sanctuary/SRG)	638	-59	8378
8	5	C. TAYLOR & C. RODRIGUEZ The Trouble With Humans (Lonestar)	629	+7	7512
5	6	RODNEY CROWELL Fate's Right Hand (DMZ/Epic)	620	-14	11680
7	7	EMMYLOU HARRIS Stumble Into Grace (Nonesuch)	595	-28	7255
6	8	ADRIENNE YOUNG Plow To The End Of The Row (Addie Belle)	561	-71	6896
9	9	BOTTLE ROCKETS Blue Sky (Sanctuary/SRG)	511	-47	2718
10	10	ALBERT LEE Heartbreak Hill (Sugar Hill)	501	-23	4241
11	11	VARIOUS ARTISTS Livin', Lovin', Losin'... (Universal South)	442	-55	5370
12	12	DARRELL SCOTT Theatre Of The Unheard (Full Light)	438	-48	6804
13	13	HOT CLUB OF COWTOWN Continental Stomp (Hightone)	426	-50	3186
14	14	SHELBY LYNNE Identity Crisis (Capitol)	412	-27	7115
20	15	DELBERT MCCLINTON Live (New West)	394	+17	2203
15	16	MARTY STUART... Country Music (Columbia)	390	-13	4643
16	17	CHIEFTAINS Further Down The Old Plank Road (Victor/AAL)	375	-24	4619
19	18	PATTY LOVELESS On Your Way Home (Epic)	361	-17	3843
17	19	CHRIS KNIGHT The Jealous Kind (Dualtone)	360	-38	7463
18	20	KARL SHIFLETT... Worries On My Mind (Rebel)	348	-32	2341
25	21	VARIOUS ARTISTS Beautiful: Tribute... (Borealis/Northern)	321	+11	1706
27	22	THAD COCKRELL Warmth & Beauty (Yep Roc)	306	+6	2999
21	23	JESSE DAYTON Tall Texas Tales (Stag)	304	-59	3928
23	24	PAUL BURCH Fool For Love (Bloodshot)	304	-21	2122
24	25	TIM O BRIEN Traveler (Sugar Hill)	304	-16	10211
26	26	JOE ELY Streets Of Sin (Rounder)	287	-21	13853
22	27	WANDA JACKSON Heart Trouble (CMH)	285	-60	2020
28	28	DEL MCCOURY BAND It's Just The Night (McCoury Music)	278	-22	5716
29	29	WAYNE HANCOCK Swing Time (Bloodshot)	274	-22	8566
Debut	30	LITTLE FEAT Kickin' It At The Barn (Hot Tomato)	259	+1	1139

The Americana Airplay chart represents the reported play of terrestrial radio stations, nationally syndicated radio shows, satellite radio and internet stations that have agreed to submit weekly spin counts. For more information please visit www.americanamusic.org. © 2004 Americana Music Association.

Americana Spotlight

by John Schoenberger

Artist: Hank Williams Jr.

Label: Asylum/Curb



It ain't always easy being the offspring of a famous artist, and in the case of Hank Williams Jr. it was doubly difficult because his career began when he was at a tender age and was directly tied to his father's legendary music. When Hank Jr. was just 8 years old, his mother, Audrey Williams, pushed him into the spotlight as the heir to his father's legacy, and for the next dozen years or so he performed and recorded only songs written by Hank Sr. When he hit his early 20s, Williams made the move to establish a career based on his own musical sensibilities, and since then he has never looked back — not that much, anyway. He has released well over 60 albums, enjoyed countless hits and, perhaps most importantly, managed to remain a vital and important artist to this day. Williams now returns with *I'm*

One of You, and, as you might expect, he sings about drinkin', raisin' hell, lovin' gals and life's lessons like he always has. The project was co-produced by Williams and Doug Johnson and features a broad selection of cover tunes — such as Jerry Reed's "Amos Moses" and Joe South's "Games People Play" — some newly penned numbers, including Neal Cody's "I'm One of You," and originals like "What's on the Bar."

Americana News

KFAN/Fredericksburg, TX PD Rick Star has a new e-mail address and call times. His new addy is rickstar_9@hotmail.com, and the new music call hours are Monday-Thursday 11:30am-12:30pm and 2-3pm ... KRXX/Oklahoma City has been suspended from the Americana reporting panel ... WGCS/Gothen, IN has begun programming Americana music. Send your product to Jason Samuel, 1700 S. Main St., Gothen, IN 46526 ... Word is Wilco is near completion of a new album ... Johnny Cash's *American IV: The Man Comes Around* marks the first platinum studio album of his career ... Delbert McClinton embarks on his 10th annual Delbert McClinton Sandy Beaches Cruise on Jan. 10. The seven-day cruise features more than 20 artists ... Songlines, the Triple A and Americana independent promotion firm, has launched a new radio tour support service. Contact Leslie Rouffe at 615-298-2262 for more details ... A PBS Special called *Legends of Country Music* is in the works to air sometime in 2004 ... Tony Villanueva, a founding member of The Derailers, has exited the band to spend more time with his family ... According to a new study by Simmons Market Research, bluegrass music has doubled in popularity since 2000 ... Loretta Lynn received the Kennedy Center Honor in December to acknowledge her significant contribution to the arts ... While performing at a sold-out concert in Glasgow, Scotland near the end of 2003, Ralph Stanley was given the International Ambassador and Master of Bluegrass Award by the Scottish Bluegrass Music Association.

Note: If you have Americana news, please forward it to jschoenberger@radioandrecords.com.

Most Added*

ARTIST TITLE LABEL(S)	ADDS
Various Artists Cold Mountain Soundtrack (DMZ/Sony Music)	7
Holmes Brothers Simple Truths (Alligator)	3
Mindy Smith One Moment More (Vanguard)	3
Corey Harris Mississippi to Mali (Rounder)	2
Larry Keel Journey (Independent)	2
Richmond Fontaine Post To Wire (El Cortez)	2
Tom Adler Jenny Where You Going (Coal Hollar Music)	2
Oixie Hummingbirds Diamond Jubilation (Rounder)	2
Dolorean Not Exotic (Yep Roc)	2
Lucky Tomblin The Lucky Tomblin Band (Texas World)	2

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Core Artists Then & Now

Over five years, Christian radio's top acts changed very little

Unlike mainstream radio formats that run artists through a turnstile system that means many acts have only one hit project — or even one hit radio single — Christian radio is incredibly loyal to artists who have been around for a while. I recently surveyed PDs and MDs across the country and asked them about this phenomenon.

As we enter 2004, I've been looking at charts and playlists for the past several years and have noticed one thing: The artists on which Christian music hangs its hat haven't changed all that much over the past five years. Was I stunned? Nope. But I was surprised by some of the information I gleaned from programmers across the country on this subject. The first question I asked deals with programmers' overall view of the core-artist carousel.

How slowly or quickly do you believe the Christian music industry is moving acts in and out of its list of core artists?

At a comfortable rate	38%
A little slow	29%
Fast, but not too fast	17%
Really slow	8%
Really fast	6%
Other	3%

The sentiments of the radio community are fairly evenly split: About one-third feel that artists are moving through at a comfortable pace, 37% feel the introduction of new core artists is slow, and 23% think things are moving a bit too fast.

Who do you believe is a core artist today?

Steven Curtis Chapman	70%
Third Day	59%
Michael W. Smith	55%
Newsboys	45%
MercyMe	39%
Avalon	32%
Point Of Grace	30%
Jars Of Clay	20%
Relient K	15%
Skillet	15%

Artists who barely missed the top 10 list include Jaci Velasquez, Kutless, Mark Schultz, Rebecca St. James, Switchfoot and P.O.D. These questions were asked of programmers across all formats, and with that in mind, it's interesting to see acts like Relient K and Skillet in the top 10.

I next asked programmers:

Who was a core artist for the industry five years ago?

Michael W. Smith	68%
Steven Curtis Chapman	65%
Point Of Grace	58%
4Him	53%
dcTalk	50%
Newsboys	35%

Jars Of Clay	30%
Avalon	29%
Audio Adrenaline	24%
Amy Grant	20%

Artists who just missed this list include Rebecca St. James, Jaci Velasquez, Third Day, Twila Paris and Newsong. Core artists from five years ago who don't appear on the current list are Amy Grant, 4Him, dcTalk and Audio Adrenaline — all for different reasons, as the courses of life and longevity in the music industry affect all of us.

Third Day, who wouldn't have made the top 10 five years ago, now reside at No. 2 on the core-artist list. Without question this band has made a giant impact, with huge tours, big radio singles and above-average unit sales supporting their rise.

Another group to burst on the scene is MercyMe. Breaking in as a core artist normally takes several years, but these INO artists have done it quickly. If they continue to write chart-topping songs that have an impact outside the Christian population, look for MercyMe to head up this list in a year or two.

Acts who have remained a firm part of the list over the last half-decade are Michael W. Smith, Steven Curtis Chapman, Newsboys, Avalon and Jars Of Clay. Meanwhile, remaining on the list but dropping significantly in votes are Point Of Grace. These ladies, who hold the record for most consecutive No. 1 songs in any format, continue to reinvent themselves, and their new Girls of Grace conferences have been a huge hit, garnering them solid support among women. Nonetheless, their impact at radio has waned in the past year.

Closing Thoughts

If you were to do the same survey in a format outside Christian music, the results would be vastly different. Sure, acts like Aerosmith or Madonna might be on both lists, but how many artists who are huge right now would be on a list from five or 10 years ago? Not very many. The turnstiles spin faster in other formats. Is that something we need to consider in the Christian formats?

One huge plus in looking at all of this: If you are a core artist in Christian music, you will have the loyalty of millions for the long haul, not to mention the love that radio will bestow on you. Make the most of it while you've got it.

Core Artists And Programmers

As I surveyed programmers across the U.S., many of you had something to say about the current state of core artists at Christian radio. Here are some of your comments, and thanks to all of you for your participation.

"Market and consumer tastes have changed away from 4Him and Point Of Grace to the Third Day and MercyMe types. The popularity of worship music and the prevalence of radio singles from groups like Third Day have aided in this."

— Wally Decker, PD, WBFJ/Greensboro

"There was a much smaller pool of talent to choose from five years ago. Today we get new artists on our desks weekly, so there's a bit more to wade through before deciding what to play."

— Thom Hazel, Producer, Cleft in the Rock, WMSJ/Portland, ME

"What makes a core artist is consistency. These artists have shown that they can deliver great songs over time."

— Paul Tipton, PD, WSCF/Ft. Pierce, FL

"Core artists today seem to be able not only to touch the core Christian market, but also to grab the ears and the buying habits of the not-so-core mainstream market."

— Rod Kittleman, PD, KADI/Springfield, MO

"Since Christian radio started testing music more, we're finally seeing what the audience really desires. I have to wonder if the music we played five years ago was really what the listeners wanted to hear."

— Tommy Dylan, PD, WJQK/Grand Rapids

"I think that we are seeing a new wave of core artists who more closely reflect the emotions of our listeners. Many stations in the Christian format are getting better at reflecting that concept through music to our target listeners."

— Mike Russell, MD, WCVO/Columbus, OH

"The list hasn't changed much, which to me means that the core artists are still relevant and connecting and are still putting out great music."

— Brian Sumner, MD, Spirit FM Network

"The new music sound is fresh and modern. Artists aren't necessarily the expected clean-cut church versions anymore. They sing more openly about personal issues and not just church topics."

— Todd Taylor, PD, KTLI/Wichita

"It seems that veterans of the industry have more the mentality of 'been there, done that,' opting more for intimate relationships with consumers than for bigger and broader venues."

— Chris Lemke, PD, WCSG/Grand Rapids

"A core artist is someone our target listener identifies with. It is not necessarily the hot artist of the day, nor is it necessarily the top-selling or most heavily promoted artist."

— Drew Powell, MD, WPSM/Ft. Walton Beach, FL

"Generally, the core artists who last are those who continue to set trends or re-create themselves. The trend within the last five years has been moving from safe-sounding AC music to pop rock with a bit of an edge."

— Jeremy Yoder, PD, WJLF/Gainesville

"Some of the top names are the same as they were five years ago, but the list spans formats more than five years ago. Some of the Inspo-only artists from years ago aren't seen as core anymore."

— Dan Wynia, MD, KTIS/Minneapolis

"It is difficult to age and stay at the top in a changing industry like AC radio, so there will always be flux. That is why there are few artists like Steven Curtis Chapman or Michael W. Smith or Amy Grant. Only the top talent lasts and lasts."

— John Chipchase, PD, KLJC/Kansas City

jeff deyo
bless the lord
FROM THE UPCOMING ALBUM "RAY OF LIGHT"

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The CCM Update

Christian Retail, Radio & Records Newsweekly

The **CCM** Update

Editor
Lizza Connor

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Country Gospel's Comeback, Part Two

Cyrus, Turner, Grandstaff join roots music revival

In the last issue of The CCM Update we spoke with Randy Travis about his impressive crossover success from the country charts to the Christian market.

This week we catch up with a few other artists who, like Travis, are incorporating their Christian faith and gospel music heritage into accessible records that span the country and Christian genres. THE CCM UPDATE Editor Lizza Connor speaks with Travis' Word Records labelmate Billy Ray Cyrus, who recently made his own foray into the inspirational market with *The Other Side*; MCA Records newcomer Josh Turner, who explains the inspiration for his gospel-tinged tune "Long Black Train"; and country gospel duo Grandstaff, who hail from the talented Statler Brothers line.



Billy Ray Cyrus

2003. Since then he's been promoting the album, taping the fourth season of PAX-TV's top-rated series, *Doc*, and fulfilling his duties as honorary spokesman for the 2003 Marine Corps Reserve Toys for Tots campaign.

On a quick break from filming on the Canadian set of his TV show, Cyrus tells THE CCM UPDATE what prompted him to record a faith-based album. "I was on the set of *Doc* last year around this time," he says. "I'd been up for about 15 hours. I had dropped to my knees and said a very desperate prayer. I asked God, 'Am I doing what I'm supposed to be doing with my life? This feels crazy! This doesn't feel like what should be happening to a boy from Flatwoods, KY.'

"It was a clear moment of peace when I heard the Lord say, 'It's time

for you to do what you were put on this earth to do' — and that was to make a record saying thanks to almighty God for all my blessings. It was evident to me that I couldn't go any further in my life or career until I paid tribute to Him."

Turner's Inspiration

Like Randy Travis and Billy Ray, Josh Turner believes that mixing country and gospel is something he's supposed to do. He'll tell you it's a natural part of preserving country's rich heritage, since gospel music served as the building blocks of the twang-based genre.

"It was evident to me that I couldn't go any further in my life or career until I paid tribute to Him."

Billy Ray Cyrus

Having started out singing in church as a child, Turner got a steady diet of classic hymns, he says, along with "Southern gospel quartets and bluegrass gospel stuff like The Stanley Brothers and The Osborne Brothers" — all thanks to the good influence of his grandmother. Mix in the old Opry stars and some Waylon Jennings and Johnny Cash as he grew older, and the result is Turner's own brand of traditional country roots music and "Long Black Train," the first single from his debut album.

"I wrote this song in '99," Turner tells THE CCM UPDATE. "I went to Belmont University in Nashville, and I was just dying to hear this Hank Williams complete boxed set that had just come out.

"As a poor college student, I didn't have the money to go buy it, and so I found it on file over at the music library. I went over there one

CCM UPDATE GALLERY



BARFIELD BRINGS CHRISTMAS JOY TO RADIO, RETAIL Warren Barfield had a busy 2003: He released his debut album and traveled to 46 cities with FFH's *Ready to Fly Tour*. So when the holidays rolled around, you'd think he'd take a break. Nope! The hard-working artist, who played hundreds of dates a year before he signed his record deal with Creative Trust Workshop, hit the road right after Thanksgiving to thank radio and retail for their support this year and to spread a little Christmas cheer.

night and got in this cubicle and started listening to song after song of just Hank and his guitar. There were all these rare demos and radio appearances. It really made me feel like I was in the same room with him.

"That night I had to walk across campus from the library back to my room, and there was something unusually dark about the night. About halfway home I had this vision come to me of this wide-open space out in the plains somewhere. There was this train track running through space, and from right out of the darkness came roaring down this track this long, black, beautiful, shiny train. I could see people standing to the side of this track watching this train go by.

"As I was walking I kept asking myself, 'What in the world is going through these people's minds, and what does this vision mean?' It dawned on me that this train was a metaphor for temptation. When I realized that, I knew I had something really special, really powerful. When I got home, I sat down on my bed and the song just poured out of me."



Josh Turner

Grandstaff's Gospel Roots

Cousins Langdon and Wil Reid come from impressive stock: Their fathers, Harold and Don Reid, are members of the country gospel quartet The Statler Brothers. Following in the Statlers' footsteps are two men who are committed to upholding their fathers' tradition by including a gospel song on every al-

bum and playing a gospel tune at every show.

Based in their hometown of Staunton, VA, Grandstaff released their debut, *Circles*, last summer and have shared the stage with such acts as Diamond Rio, The Bellamy Brothers and Mark Chesnutt. Wil says, "Our goal is to make a difference in country music. We're bridging traditional country, which definitely involves the gospel stuff, with today's mainstream."



Grandstaff's (l-r) Wil and Langdon Reid

Given their family ties, the guys have been exposed to all aspects of the music business from their earliest days, so they're not as starstruck as some rising artists. And even with the volatile nature of the music business nowadays, they'll be well anchored in their music and faith — no matter what happens.

Wil says, "We are members of our church and elders in our church. That won't change. That's how we were raised, and we are grounded in that. We're not chasing anything. We'd just like to do music for a living and be able to buy groceries. We'd never desert who we are and where we came from."

Vestal Goodman Dies At Age 74

Grammy- and Dove Award-winning artist Vestal Goodman, recognized as a legend in gospel music, died on Dec. 27, 2003 at Celebration Hospital in Orlando from complications of the flu.

Honored as the "Queen of Gospel Music" by her peers, Goodman, 74, was a founding member of traditional country gospel group The Happy Goodman Family, which also included her late husband, Howard Goodman, and John Minick. The Goodman Family were the flagship act on Word Records in the early '60s, and Goodman recorded her first solo album on Word in 1975.

As part of The Happy Goodman Family, Goodman was one of the founding members of the Gospel Music Association and had recently been informed that she was to be inducted into the Gospel Music Hall of Fame in the spring of 2004.

In the 1990s Goodman became an integral part of the *Gaither Homecoming* video series and concert tours, and in 2003 she recorded "Mansion Over the Hilltop" with country legend George Jones for his gospel album.

Goodman was the author of several books, including her 1998 autobiography, *Vestal!*, and many cookbooks. Funeral services were held Jan. 1 at Christ Church in Nashville.



Vestal Goodman

January 9, 2004

THREE WEEKS	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART	TOTAL STATIONS
1	1	MARK SCHULTZ You Are A Child Of Mine (Word/Curb/Warner Bros.)	1603	+134	13	58/1
3	2	DARLENE ZSCHECH Pray (INO)	1518	+126	13	58/1
2	3	NEWSBOYS You Are My King (Amazing Love) (Sparrow)	1429	+19	19	47/0
4	4	CASTING CROWNS If We Are The Body (Beach Street/Reunion/PLG)	1324	0	19	48/1
6	5	STEVEN CURTIS CHAPMAN Moment Made For Worshipping (Sparrow)	1312	+134	8	55/0
5	6	BIG DADDY WEAVE Fields Of Grace (Fervent)	1165	-91	18	48/0
7	7	THIRD DAY Sing A Song (Essential/PLG)	1152	+192	7	49/2
8	8	JARS OF CLAY Show You Love (Essential/PLG)	1092	+159	11	44/2
9	9	JODY MCBRAYER & JADYN MARIA Never Alone (Nunca Solo) (Sparrow)	984	+51	15	36/1
15	10	MATTHEW WEST More (Sparrow/Universal South)	972	+292	5	45/8
10	11	MERCYME Word Of God Speak (INO)	968	+101	35	32/1
14	12	ERIN O'DONNELL Wide Wide World (Inpop)	802	+107	11	34/2
18	13	JEREMY CAMP Right Here (BEC)	764	+174	7	35/6
19	14	TAIT Lose This Life (ForeFront)	663	+85	7	30/3
11	15	MICHAEL W. SMITH Signs (Reunion/PLG)	649	-147	17	29/1
21	16	WARREN BARFIELD Mistaken (Creative Trust Workshop)	632	+117	6	27/2
17	17	NATALIE GRANT Deeper Life (Curb)	616	+25	10	29/0
20	18	JOY WILLIAMS I Wonder (Reunion/PLG)	602	+67	10	27/2
12	19	FFH Ready To Fly (Essential/PLG)	572	-210	20	25/1
22	20	DAVID CROWDER BAND O Praise Him (All This For A King) (Sixsteps/Sparrow)	505	+35	4	24/4
25	21	GEORGE ROWE Everlasting (Rocketown)	500	+63	4	21/1
16	22	R. ST. JAMES & C. TOMLIN Expressions Of Your Love (ForeFront/Sparrow)	495	-162	15	23/0
30	23	NATE SALLIE Whatever It Takes (Curb)	494	+138	2	23/4
13	24	AVALON New Day (Sparrow)	453	-299	21	21/0
23	25	STACIE ORRICO (There's Gotta Be) More To Life (ForeFront/Virgin)	452	-13	21	23/1
24	26	ACROSS THE SKY Found By You (Word/Curb/Warner Bros.)	435	-19	23	19/0
26	27	SONICFLOOD Cry Holy (INO)	410	-4	28	15/0
Debut	28	AMY GRANT Out In The Open (Word/Curb/Warner Bros.)	403	+105	1	19/4
Debut	29	NICHOLE NORDEMAN Even Then (Sparrow)	380	+82	1	19/3
29	30	CHRIS RICE Smile (Just Want To Be With You) (Rocketown)	370	+12	32	12/0

63 AC reporters. Songs ranked by total plays for the airplay week of Sunday 12/28 - Saturday 1/3.

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New & Active

POINT OF GRACE The Love Of Christ (Word/Curb/Warner Bros.)

Total Plays: 359, Total Stations: 19, Adds: 3

SCOTT RIGGAN I Love You Lord (Spinning Plates)

Total Plays: 323, Total Stations: 15, Adds: 1

PLUS ONE Be Love (Inpop)

Total Plays: 322, Total Stations: 16, Adds: 1

AUDIO ADRENALINE Leaving 99 (ForeFront)

Total Plays: 320, Total Stations: 16, Adds: 14

KRISTY STARLING Something More (Word/Curb/Warner Bros.)

Total Plays: 291, Total Stations: 15, Adds: 2

SARAH KELLY Take Me Away (Gotee)

Total Plays: 274, Total Stations: 13, Adds: 1

PHILLIPS, CRAIG & DEAN Here I Am To Worship (Sparrow)

Total Plays: 271, Total Stations: 12, Adds: 4

CHRIS RICE Untitled Hymn (Come To Jesus) (Rocketown)

Total Plays: 243, Total Stations: 10, Adds: 0

KRISTY STARLING I Need You (Word/Curb/Warner Bros.)

Total Plays: 229, Total Stations: 8, Adds: 0

SUPERCHICK I Belong To You (Inpop)

Total Plays: 223, Total Stations: 11, Adds: 0

Songs ranked by total plays

Most Added*

www.rindicator.com

ARTIST TITLE LABEL(S)	ADDS
AUDIO ADRENALINE Leaving 99 (ForeFront)	14
AVALON All (Sparrow)	12
MATTHEW WEST More (Sparrow/Universal South)	8
TODD AGNEW Grace Like Rain (Ardent)	7
DELIRIOUS? Rain Down (Sparrow)	7
JEREMY CAMP Right Here (BEC)	6
DAVID CROWDER BAND O Praise Him... (Sixsteps/Sparrow)	4
NATE SALLIE Whatever It Takes (Curb)	4
AMY GRANT Out In The Open (Word/Curb/Warner Bros.)	4
PHILLIPS, CRAIG & DEAN Here I Am To Worship (Sparrow)	4

Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
AUDIO ADRENALINE Leaving 99 (ForeFront)	+311
MATTHEW WEST More (Sparrow/Universal South)	+292
AVALON All (Sparrow)	+209
THIRD DAY Sing A Song (Essential/PLG)	+192
JEREMY CAMP Right Here (BEC)	+174
JARS OF CLAY Show You Love (Essential/PLG)	+159
NATE SALLIE Whatever It Takes (Curb)	+138
M. SCHULTZ You Are A Child Of Mine (Word/Curb/Warner Bros.)	+134
S. CURTIS CHAPMAN Moment Made For Worshipping (Sparrow)	+134

Christian Activity


by Rick Welke

No Mo Bullets

With 32 bullets being handed out this week, you'd think we'd run out of ink for those little black circles. But never fear, another year and the exit of Christmas music finds almost everyone gaining ground for the first report of 2004!

Mark Schultz goes to four consecutive weeks at the top perch, while Darlene Zschech inches up to No. 2. Newcomer Matthew West jolts up five places for his first-ever top 10 on an increase of a whopping 292 plays over the last report of 2003.

Other movers and groovers include Jeremy Camp (18-13, +174), Tait (19-14, +85), Warren Barfield (21-16, +117) and Nate Sallie (30-23, +138). Other artists who made significant strides over the holiday break and are positioned to hit more playlists in the weeks to come are David Crowder Band, Amy Grant, Nichole Nordeman, Audio Adrenaline, and Phillips, Craig & Dean.



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CHR TOP 30

THREE WEEKS	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART	TOTAL STATIONS
1	1	CASTING... If We Are... (<i>Beach Street/Reunion/PLG</i>)	966	-63	16	23/0
3	2	JARS OF CLAY Show You Love (<i>Essential/PLG</i>)	958	+117	12	26/1
2	3	NEWSBOYS You Are My King (Amazing Love) (<i>Sparrow</i>)	790	-84	19	22/0
6	4	JEREMY CAMP Right Here (<i>BEC</i>)	774	+58	8	23/0
9	5	THIRD DAY Sing A Song (<i>Essential/PLG</i>)	670	+49	7	22/1
13	6	TAIT Lose This Life (<i>ForeFront</i>)	639	+113	10	18/1
10	7	PAUL WRIGHT Your Love Never Changes (<i>Gotee</i>)	632	+56	11	19/1
5	8	FM STATIC Crazy Mary (<i>Tooth & Nail</i>)	631	-88	17	19/0
7	9	JOY WILLIAMS By Surprise (<i>Reunion/PLG</i>)	627	-15	11	19/0
4	10	STACIE ORRICO (There's Gotta Be...) (<i>ForeFront/Virgin</i>)	570	-243	23	19/0
8	11	SWITCHFOOT Gone (<i>Sparrow</i>)	545	-80	26	15/0
11	12	BIG DADDY WEAVE Fields Of Grace (<i>Fervent</i>)	540	-25	14	16/0
14	13	SKILLET Savior (<i>Ardent</i>)	517	+65	7	16/1
16	14	TODD AGNEW Grace Like Rain (<i>Ardent</i>)	503	+71	5	15/0
18	15	PLUS ONE Be Love (<i>Inpop</i>)	477	+72	5	17/2
23	16	MATTHEW WEST More (<i>Sparrow/Universal/South</i>)	471	+156	3	13/3
12	17	ZOEGIRL You Gét Me (<i>Sparrow</i>)	414	-132	25	14/0
17	18	J. MCBRAYER & J. MARIA Never Alone... (<i>Sparrow</i>)	393	-38	9	12/1
19	19	BIG DISMAL Remember (I.O.U.) (<i>Wind-up</i>)	356	-32	24	9/0
20	20	MERCYME The Change Inside Of Me (<i>INO</i>)	345	-12	26	13/0
27	21	TELECAST The Way (<i>BEC</i>)	328	+58	3	12/1
21	22	JONAH33 Faith Like That (<i>Ardent</i>)	328	-5	8	9/1
29	23	PLUMB Unnoticed (<i>Curb</i>)	318	+53	4	14/3
-	24	SARAH KELLY Take Me Away (<i>Gotee</i>)	316	+71	2	11/1
25	25	SANCTUS REAL Beautiful Day (<i>Sparrow</i>)	315	+38	2	12/1
26	26	D. CROWDER BAND O Praise Him... (<i>Sixsteps/Sparrow</i>)	314	+37	3	12/0
Debut	27	PILLAR Further From Myself (<i>Flicker</i>)	306	+52	1	13/2
30	28	JEREMY CAMP I Still Believe (<i>BEC</i>)	288	+24	33	7/1
Debut	29	AUDIO ADRENALINE Leaving 99 (<i>ForeFront</i>)	287	+250	1	16/14
Debut	30	DOWNHERE Breaking Me... (<i>Squint/Curb/Warner Bros.</i>)	282	+70	1	13/3

28 CHR reporters. Songs ranked by total plays for the airplay week of Sunday 12/28 - Saturday 1/3.
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New & Active

BARLOWGIRL Harder Than The First Time (*Fervent*)
Total Plays: 271, Total Stations: 11, Adds: 2

R. ST. JAMES & C. TOMLIN Expressions... (*ForeFront/Sparrow*)
Total Plays: 246, Total Stations: 9, Adds: 1

ERIN O'DONNELL Wide Wide World (*Inpop*)
Total Plays: 220, Total Stations: 7, Adds: 1

SUPERCHICK I Belong To You (*Inpop*)
Total Plays: 219, Total Stations: 8, Adds: 1

OUT OF EDEN Love, Peace & Happiness (*Gotee*)
Total Plays: 205, Total Stations: 9, Adds: 2

M. SCHULTZ You Are A Child Of Mine (*Word/Curb/Warner Bros.*)
Total Plays: 200, Total Stations: 7, Adds: 1

SHANE BARNARD & SHANE EVERETT Mercy Reigns (*Inpop*)
Total Plays: 198, Total Stations: 5, Adds: 1

WARREN BARFIELD Mistaken (*Creative Trust Workshop*)
Total Plays: 194, Total Stations: 8, Adds: 1

DARLENE ZSCHECH Pray (*INO*)
Total Plays: 192, Total Stations: 6, Adds: 1

AVALON New Day (*Sparrow*)
Total Plays: 158, Total Stations: 5, Adds: 0

ROCK TOP 30

THREE WEEKS	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART	TOTAL STATIONS
1	1	SKILLET Savior (<i>Ardent</i>)	466	-28	13	35/0
3	2	PILLAR Further From Myself (<i>Flicker</i>)	429	+48	6	31/1
6	3	SANCTUS REAL Beautiful Day (<i>Sparrow</i>)	400	+70	6	31/1
4	4	TAIT Numb (<i>ForeFront</i>)	390	+24	6	36/1
2	5	JONAH33 Faith Like That (<i>Ardent</i>)	378	-23	15	29/0
5	6	P.O.D. Will You (<i>Atlantic</i>)	329	-21	12	32/0
9	7	KUTLESS Treason (<i>BEC</i>)	314	+28	5	30/2
10	8	BLEACH Get Up (<i>Tooth & Nail</i>)	306	+20	10	29/0
12	9	KIDS IN THE WAY Hallelujah (<i>Flicker</i>)	290	+13	6	23/2
8	10	THOUSAND FOOT KRUTCH Phenomenon (<i>Tooth & Nail</i>)	289	-31	15	31/0
7	11	PLUMB Unnoticed (<i>Curb</i>)	289	-36	11	26/0
11	12	SUPERCHICK Me Against The World (<i>Inpop</i>)	282	+4	16	27/0
19	13	FALLING UP Broken Heart (<i>BEC</i>)	261	+32	3	21/4
14	14	GS MEGAPHONE Venom (<i>Spindust</i>)	260	+6	9	19/0
20	15	DOWNHERE Breaking Me... (<i>Squint/Curb/Warner Bros.</i>)	257	+30	8	23/1
16	16	SEVEN PLACES Landslide (<i>BEC</i>)	252	+10	6	24/2
13	17	SPOKEN Promise (<i>Tooth & Nail</i>)	242	-20	14	19/0
18	18	STRANGE CELEBRITY Rise (<i>Squint/Curb/Warner Bros.</i>)	233	-1	5	22/1
21	19	SLICK SHOES Now's The Time (<i>SideOneDummy</i>)	225	+2	14	21/0
22	20	INSYDERZ Call To Arms (<i>Floodgate</i>)	220	+1	4	21/3
17	21	BIG DISMAL Reality (<i>Wind-up</i>)	212	-29	19	20/0
Debut	22	LAST TUESDAY Retaliation (<i>DUG</i>)	208	+56	1	17/3
15	23	SWITCHFOOT Ammunition (<i>Red Ink/Columbia</i>)	197	-54	18	22/0
23	24	ANBERLIN Cadence (<i>Tooth & Nail</i>)	194	-15	14	19/1
26	25	NUMBER ONE GUN On And On (<i>Salvage/Floodgate</i>)	192	+2	11	14/2
Debut	26	TINMAN JONES Say Goodbye (<i>Cross Driven</i>)	186	+33	1	18/3
28	27	EAST WEST Seven (<i>Floodgate</i>)	173	-9	2	14/2
Debut	28	BARLOWGIRL Harder Than The First Time (<i>Fervent</i>)	169	+14	1	21/4
29	29	HANGNAIL I Aspire (<i>Tooth & Nail</i>)	157	-12	16	13/1
Debut	30	DISCIPLE One More Time (<i>Slain</i>)	153	+61	1	13/3

39 Rock reporters. Songs ranked by total plays for the airplay week of Sunday 12/28 - Saturday 1/3.
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New & Active

PLUS ONE Poor Man (*Inpop*)
Total Plays: 128, Total Stations: 13, Adds: 8

RE:ZOUND Great I Am (*Wrinkle Free*)
Total Plays: 124, Total Stations: 11, Adds: 2

HOLLAND Shine Like Stars (*Tooth & Nail*)
Total Plays: 112, Total Stations: 10, Adds: 4

APDLOGETIX Look Yourself (*Parodies*)
Total Plays: 110, Total Stations: 9, Adds: 0

MENDING POINT In Transit (*Independent*)
Total Plays: 107, Total Stations: 6, Adds: 1

CURBSQUIRRELS Six (*DUG*)
Total Plays: 92, Total Stations: 8, Adds: 1

LUCERIN BLUE Chorus Of The Birds (*Tooth & Nail*)
Total Plays: 88, Total Stations: 4, Adds: 1

JOHN REUBEN Move (*Gotee*)
Total Plays: 85, Total Stations: 7, Adds: 1

TODD AGNEW Grace Like Rain (*Ardent*)
Total Plays: 77, Total Stations: 6, Adds: 0

THOUSAND FOOT KRUTCH Rawk Fist (*Diamante*)
Total Plays: 72, Total Stations: 2, Adds: 2

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~ Kurt Neuswanger, Music Director
KJOL AM 620, Grand Junction, CO



Amy Wilken, PraiseDisc Manager
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INSPO TOP 20

THREE WEEKS	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+ / - PLAYS	WEEKS ON CHART	TOTAL STATIONS
3	1	4HIM Fill The Earth (Word/Curb/Warner Bros.)	287	+31	15	19/1
1	2	WATERMARK... There Is... (Creative Trust Workshop)	283	+18	16	19/1
2	3	DARLENE ZSCHECH Pray (INO)	279	+22	13	19/0
5	4	GEORGE ROWE Everlasting (Rocketown)	270	+47	9	19/0
6	5	S. CURTIS CHAPMAN Moment Made... (Sparrow)	266	+48	8	21/0
4	6	MARK SCHULTZ You Are... (Word/Curb/Warner Bros.)	266	+30	10	18/0
9	7	VARIOUS ARTISTS The Gathering (Essential/PLG)	205	+47	12	15/0
8	8	FFH Ready To Fly (Essential/PLG)	205	+22	14	16/0
7	9	CASTING... If We Are... (Beach Street/Reunion/PLG)	190	+7	8	15/0
12	10	CHRIS RICE Untitled Hymn (Come To Jesus) (Rocketown)	188	+52	6	17/1
10	11	POINT... The Love Of Christ (Word/Curb/Warner Bros.)	175	+24	6	15/0
11	12	MARTINS What Mercy Means (Spring Hill)	161	+15	9	15/0
13	13	CAEDMON'S CALL Hands Of The Potter (Essential/PLG)	154	+27	17	12/1
14	14	RIVER Glorious (Ingrace)	136	+16	11	13/1
15	15	BIG DADDY WEAVE Completely Free (Fervent)	135	+21	5	13/0
17	16	SCOTT KRIPPAYNE You Are Still God (Spring Hill)	113	+21	17	9/0
19	17	KATINAS Changed (Gotee)	110	+33	5	9/0
16	18	SHANNON WEXELBERG In The Waiting (Doxology)	101	-3	14	8/0
Debut	19	CECE WINANS Thirst For You (PureSprings/INO)	93	+22	1	11/3
18	20	WISDOM'S CRY U.R.Y. (Mission House)	83	+3	3	8/0

21 Inspo reporters. Songs ranked by total plays for the airplay week of Sunday 12/28 - Saturday 1/3.
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CHR Most Added

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ARTIST TITLE LABEL(S)	ADDS
AUDIO ADRENALINE Leaving 99 (ForeFront)	14
DELIRIOUS? Rain Down (Sparrow)	8
PLUMB Unnoticed (Curb)	3
MATTHEW WEST More (Sparrow/Universal South)	3
DOWNHERE Breaking Me Down (Squint/Curb/Warner Bros.)	3

Rock Most Added

www.rindicator.com

ARTIST TITLE LABEL(S)	ADDS
PLUS ONE Poor Man (Inpop)	8
BARLOWGIRL Harder Than The First Time (Fervent)	4
FALLING UP Broken Heart (BEC)	4
HOLLAND Shine Like Stars (Tooth & Nail)	4
SKY HARBOR Welcome (Inpop)	4

Rhythmic Specialty Programming

RANK	ARTIST TITLE LABEL(S)
1	KJ-52 Dear Slim Pt. 2 (BEC/Uprok)
2	MARS ILL Breathe Slow (Gotee)
3	L.A. SYMPHONY Gonna Be Alright (Gotee)
4	JOHN REUBEN Move (Gotee)
5	T-BONE Still Preachin' (Flicker)
6	OUT OF EDEN Love, Peace & Happiness (Gotee)
7	PROPAGANDA Move With Me (Uprok)
8	STACIE ORRICO (There's Gotta Be) More To Life (ForeFront/Virgin)
9	MARY MARY Dance, Dance, Dance (Integrity)
10	APT. CORE No Such Thing As Time (Rocketown)

Inspo Most Added

www.rindicator.com

ARTIST TITLE LABEL(S)	ADDS
CECE WINANS Thirst For You (PureSprings/INO)	3
AL DENSON W/ LISA BEVILL The Arms That Won't Let Go/Great Is Thy Faithfulness (Spring Hill)	3
PHILLIPS, CRAIG & DEAN Here I Am To Worship (Sparrow)	3
ANDREW PETERSON Holy Is The Lord (Essential/PLG)	3
DAVID CROWDER BAND O Praise Him (All This For A King) (Sixsteps/Sparrow)	3
JAMIE SLOCUM By Your Side (Curb)	2

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Súper Estrella: L.A.'s Pop Hitmaker

An interview with KSSE/Los Angeles PD Nestor Rocha

Los Angeles, the largest Hispanic radio market in the United States, has one radio station that caters to a young, hip audience that wants to get away from the Adult Contemporary stations in the market. That station is KSSE (Súper Estrella).

Program Director Nestor "Pato" Rocha is well known for looking for hits beyond the releases sent to him by the U.S. Latin labels. In fact, he likes to travel to Mexico as much as possible, check out what the clubs and stations are playing, buy the product and bring it back to L.A. to program it. Where has that strategy placed KSSE in the scheme of things? I recently spoke with Rocha about this and other elements that make Súper Estrella the star of the pop rock genre in Los Angeles.



Nestor Rocha

R&R: Much of the music you program is material that has only been released in Mexico. How does that work for you?

NR: I think it's important I do that, because there aren't many stations in this country that play contemporary music. If we want to play contemporary music, or new music, we want to make sure they are songs that are hot and that have something hip, which is what the youth are looking for.

If there is only one station programming this kind of music and there are no TV stations supporting it with videos, it becomes very hard to launch new artists in the U.S. There are a lot of artists who have been signed in the U.S., but it is not until they go to Mexico that the phenomenon begins, and then the music comes back to the U.S. and becomes a huge success.

I'm not saying that it's not good to sign artists here. You can do it, but I would really fight for a country like

Mexico to push those artists, because in Mexico you have six or seven stations playing the same contemporary music. There are a lot of avenues where the young audience can pick up this music as something hip.

R&R: You believe that Latin artists still have to make it in Mexico first in order to make it internationally?

NR: On the pop side of the industry, yes. Not in Regional Mexican, because it has more avenues for promotion in the U.S. But because pop doesn't have that many avenues in this country, you need help. And what better place to get it than in Mexico, which is just a few hours away from Los Angeles and where there's a whole different movement going on? A lot of people our age who are really into this music go to Mexico, and they wish the L.A. metro area had a station that played that music.

R&R: So you're going after the young audience?

NR: It's not really that young; it's 18+. It is an audience that grows up, graduates from high school and begins to travel to Mexico. It's a movement of young kids, 18, 20, 30 — and 30 is now young, by the way. When they get back, they wish there was a station here that gave them the same kind of music. Once you get older, that is when you decide what you want to hear. When you're young, you follow the masses. When I was young, I listened to totally different music than I do now.

R&R: And this is the same audience that likes rock and alternative music, which you program a bit?

NR: It covers everything. You have to understand that there are not a lot of avenues for pop and rock in the U.S. The kids who are raised here and go to school here are assimilated into U.S. culture. I used to try to tell my nephew to listen to Spanish-language music, and he refused, because he listens to 50 Cent. I don't blame him, because everybody in his high school listens to 50 Cent. But my nephew's now 18; he wants to go to Mexico and is hearing about different bands. Now he's beginning to establish his own taste in music.

R&R: So you agree with what's been said before, that Hispanics always go back to Spanish-language music in some way?

"Here it sounds like I'm playing new music, but in Latin America they are already hits."

NR: It usually happens. When they get older is when they tend to establish what they want to listen to. I'm speaking only about pop, because I think you can get into Regional Mexican very young, because that music is more of a cultural thing — your dad listens to it, etc. There are so many stations playing Regional Mexican, the TV stations are bombarding the audience with it, and the artists are selling a lot of records. Regional does not have to go to Mexico in order to become a big success.

R&R: Let's go back to how you program: You play music the U.S. labels have not yet released in the U.S., and you make it a hit.

NR: The majority of people who listen to Spanish-language music or speak Spanish do so because they have some kind of connection — an aunt, a cousin or some relative who lives in Mexico or in Latin America. They visit them or ask what's going on there. December is a time when a lot of people from L.A. go to Mexico. Once they get there, they hear all this



ON CLOUD NINE Singer Rogelio Martínez (r) is seen here with KZOL/Fresno DJ Cristina Bonita, who really seems to be enjoying the hug. Can you tell?

music, sing it, go crazy for it and party to it, and then they come back wishing there was a station here that played the songs they were dancing to and singing in Mexico.

R&R: And Súper Estrella comes in and fills that void. You are the only station that does this, that introduces new music to the market, because stations normally only play songs that are already hits. You take that risk. Why?

NR: Because this is what we decided to do as a station. If I were programming an AC station, I would be talking only about the hits. But the station I work for needs to be a little hipper than the rest, and we need to go out and find out what's new.

R&R: Being the one station that programs this type of music in Los Angeles, how do you deal with having to be hip and also fighting for ratings with the AC stations that only play the hits?

NR: That's the art of programming. If everybody knew how to do it, I wouldn't have a job.

R&R: How much do you pay attention to the ratings, and how much of a risk can you take?

NR: It's all about ratings. You need to know what makes your station balanced without going overboard. You need to know how much to pull back, how much you need to sound mass-appeal and a lot of other elements. When you take a risk, you do it with a plan. If I play a new song, I know there are more than 20 million people singing it in Mexico, so that song is bound to cross over to the U.S.

Sin Banderas is a good example. No one played them, we jumped on their songs, and now everybody is playing them. Paulina Rubio is a perfect example. She was already a phenomenon in Mexico, and no one wanted to play her music here. We played her, and it became a success.

The same thing happened with Maná and Shakira and many other artists. It's just about following what's happening in Mexico and Latin America and making sure you're playing here what is a big hit there. Here it sounds like I'm playing new music, but in Latin America they are already hits.

R&R: Your DJs get pretty fresh on the air. How much do you control or monitor what they say, and how much freedom do they have to say what they want?

NR: If you listen to the rest of the market, we have some of the most

"The station I work for needs to be a little hipper than the rest, and we need to go out and find out what's new."

decent personalities. Yes, we do have to make sure we are on top of them. They sound loose and free even though they know what not to say, and that's very important. I look for jocks who sound spontaneous even though they're very well prepared. There are jocks who only sound prepared, and the audience doesn't perceive them as loose on the air.

I have personalities on the air, people you can identify with; I don't have jocks. It has been a struggle. Since I started, I haven't had the privilege of having million-dollar budgets to hire a jock who is already a success. I've had to build the jocks. It's been great for me, because I'm not afraid of going to another market to get a nobody and make him or her into a somebody.

R&R: Your annual summer event, Reventón Súper Estrella, has become the event of the year, and it is getting bigger every year. Tell me about it.

NR: When I first came to Los Angeles I had in mind an event like Reventón Súper Estrella. I knew we needed to be different, because there is a lot of competition in Los Angeles. Radio was about cookie cutters; everyone was doing Cinco De Mayo and 16 De Septiembre, and everybody competed for the same piece of the pie.

When we started we weren't like the giant stations in the metro area, so we decided to do something different, more creative — something that would set us apart from everyone else. I came up with the concept of Reventón. We did it in the summer so it could be a summer party, and it has been a success. There are other stations that have copied our formula. Some have done it successfully, and others have had to cancel because it didn't work for them. We took ownership of summer events.

"There are a lot of artists who have been signed in the U.S., but it is not until they go to Mexico that the phenomenon begins, and then the music comes back to the U.S. and becomes a huge success."

CONTEMPORARY TOP 25

THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL POINTS
1	JUANES La Paga (Universal)	98
2	LUIS FONSI Quién Te Dijo Eso (Universal)	97
3	MANA Te Llevaré Al Cielo (Warner M.L.)	94
4	SIN BANDERA Mientes Tan Bien (Sony Discos)	90
5	LA OREJA DE VAN GOGH Rosas (Sony Discos)	83
6	MARCO A. SOLIS Más Que Tu Amigo (Fonovisa)	82
7	DAVID BISBAL Quiero Perderme En Tu Cuerpo (Universal)	77
8	LUIS MIGUEL Te Necesito (Warner M.L.)	73
9	OBIE BERMUDEZ Me Cansé De Ti (EMI Latin)	64
10	EDNITA NAZARIO Si No Me Amas (Sony Discos)	53
11	CHAYANNE Un Siglo Sin Ti (Sony Discos)	49
12	CRISTIAN Te Llamé (BMG)	47
13	JUAN GABRIEL Inocente De Ti (BMG)	44
14	JENNIFER PEÑA A Fuego Lento (Univision)	42
15	LA FACTORIA Todavía (Universal)	39
16	MANA Mariposa Traicionera (Warner M.L.)	39
17	GILBERTO S. ROSA Un Amor Para La Historia (Sony Discos)	38
18	TRANZAS Morí (J&N)	37
19	ALEJANDRO SANZ No Es Lo Mismo (Warner M.L.)	36
20	NOELIA Enamorada (Fonovisa)	32
21	JORGE CORREA Carmelina (Universal)	31
22	CONJUNTO PRIMAVERA Ave Cautiva (Fonovisa)	30
23	ALEJANDRO SANZ Regálame La Silla Donde Te Esperé (Warner M.L.)	29
24	ALEXANDRE PIRES En El Silencio Negro De La Noche (BMG)	28
25	CHAYANNE Cuidarte El Alma (Sony Discos)	28

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ALEX UBAGO Aunque No Te Pueda Ver (Warner M.L.)
VICTOR SOLEIL Adónde Vas (Catalina)

TROPICAL TOP 25

THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL POINTS
1	TOROS BAND Loca Conmigo (Universal)	177
2	JERRY RIVERA Mi Libertad (BMG)	121
3	ANDY ANDY Voy A Tener Que Olvidarte (Sony Discos)	116
4	NG2 Quitémonos La Ropa (Sony Discos)	108
5	HUEY DUNBAR A Dónde Iré (Sony Discos)	98
6	OBIE BERMUDEZ Me Cansé De Ti (EMI Latin)	97
7	JUANES La Paga (Universal)	92
8	PUERTO RICAN POWER Doctor (J&N)	90
9	PAPI SANCHEZ Enamórame (J&N)	84
10	TITO NIEVES w/CONJUNTO CLASICO Vecinita (Warner M.L.)	83
11	GLORIA ESTEFAN Hoy (Sony Discos)	69
12	JENNIFER PEÑA A Fuego Lento (Univision)	66
13	TONNY TUN TUN La Paga (Karen)	64
14	CHAYANNE Cuidarte El Alma (Sony Discos)	63
15	LOS LONELY BOYS La Contestación (DR Music LLC)	61
16	AVENTURA Hermanita (Premium)	61
17	SIN BANDERA Mientes Tan Bien (Sony Discos)	61
18	MARIO FELICIANO A Tu Manera No (NH)	60
19	LUIS MIGUEL Te Necesito (Warner M.L.)	60
20	LUIS FONSI Quién Te Dijo Eso (Universal)	60
21	CELIA CRUZ El Año Viejo (Sony Discos)	59
22	TOÑO ROSARIO f/TEGO CALDERON Amigo Mío (Warner M.L.)	58
23	TITO ROJAS El Gallo No Olvida (MP)	57
24	SEXAPPEL Meneando La Cola (J&N)	52
25	GRUPO MANIA Sube Sube (Universal)	48

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BANDA GORDA Sueña (MP)
BIG BOY & ANGEL LOPEZ Dónde Está El Amor (MP)
PLENA LIBRE Olvidalo (Sony Discos)
SALSA FEVER Que Le Den Bam Bam (MP)
SON CALLEJERO Dame La Droga (Cutting)
SON DE CALI Y Entonces (Univision)
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REGIONAL MEXICAN TOP 25

THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL POINTS
1	MONTEZ DE DURANGO Lágrimas De Cristal (Disa)	392
2	HURACANES DEL NORTE Nomás Por Tu Culpa (Univision)	300
3	CONJUNTO PRIMAVERA Ave Cautiva (Fonovisa)	297
4	BANDA EL RECODO Que Te Ruegue Quien Te Quiera (Fonovisa)	277
5	JOAN SEBASTIAN Sentimental (Balboa)	194
6	TIGRES DEL NORTE Cásame La Muerte (Fonovisa)	193
7	MARCO A. SOLIS Más Que Tu Amigo (Fonovisa)	183
8	INTOCABLE Soy Un Novato (EMI Latin)	150
9	KUMBIA KINGS f/OZOMATLI Mi Gente (EMI Latin)	122
10	NINEL CONDE Callados (Universal)	120
11	TUCANES DE TIJUANA Amor Descarado (Universal)	104
12	CUISILLOS Corazón (Balboa)	104
13	BRONCO "EL GIGANTE DE AMERICA" Estoy A Punto (Fonovisa)	103
14	ANA BARBARA Bandido (Fonovisa)	103
15	PAQUITA LA DEL BARRIO Hombres Malvados (Balboa)	101
16	INTOCABLE Eso Duele (EMI Latin)	99
17	CARDENALES DE NUEVO LEON Paso A La Reina (Disa)	89
18	K-PAZ DE LA SIERRA Jumbalaya (Procan)	84
19	RAMON AYALA Títtere En Tus Manos (Freddie)	82
20	GERMAN LIZARRAGA Más Terco Que Una Mula (Disa)	67
21	PEPE AGUILAR A Pierna Suelta (Univision)	67
22	TRINY Y LA LEYENDA Dile (Universal)	66
23	ADOLFO URIAS Que Me Lleve El Diablo (Fonovisa)	64
24	BRYNDIS Abrázame (Disa)	60
25	RIELEROS DEL NORTE Aquí En Cortito (Fonovisa)	59

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- CUISILLOS Vanidosa (Balboa)
- GRACIELA BELTRAN Tienes Razón (Univision)
- JOEL ELIZALDE El Gavilancillo (Univision)
- LA FRECUENCIA La Oportunidad (Balboa)
- LOS ALACRANES MUSICALES Se Acabaron Las Caricias (Univision)
- PANCHO BARRAZA Qué Bien Me Harías (Balboa)
- RAZA OBRERA Mil Botellas (Univision)

TEJANO TOP 25

THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL POINTS
1	INTOCABLE Soy Un Novato (EMI Latin)	222
2	JAIME Y LÓS CHAMACOS f/BOBBY PULIDO Conjunto No Morirá (Freddie)	184
3	SOLIDO Contando Los Segundos (Freddie)	183
4	KUMBIA KINGS f/OZOMATLI Mi Gente (EMI Latin)	179
5	MARCOS OROZCO Como Dos Adolescentes (Catalina)	171
6	JIMMY GONZALEZ & GRUPO MAZZ Te Llevo En Mi Alma (Freddie)	146
7	BIG CIRCO Una Vez Más (EMI Latin)	139
8	LA TROPA F Me Dieron Ganas De Llorar (Freddie)	106
9	JENNIFER PEÑA A Fuego Lento (Univision)	97
10	FRIJOLES ROMANTICOS & BOBBY PULIDO Dónde Está Mi Raza (Universal)	90
11	CONTROL Me Quiero Casar (EMI Latin)	88
12	PALOMINOS Callejón Sin Salida (Urbana)	79
13	ELIDA REYNA Te Voy A Olvidar (Tejas)	68
14	JAY PEREZ Mi Destino (La Voice)	67
15	LA ONDA w/CONTROL Mi Cucu (EMI Latin)	67
16	INTOCABLE Eso Duele (EMI Latin)	64
17	DUELO Un Minuto Más (Univision)	59
18	DUELO Desde Hoy (Univision)	56
19	RAM HERRERA Muchachita Color Canela (Tejas)	52
20	COSTUMBRE Cuánto Te Amo (Warner M.L.)	49
21	ATM Nadie (Univision)	47
22	DESPERADOZ Ella (Tejas)	43
23	RAMON AYALA Títtere En Tus Manos (Freddie)	40
24	IMAN Ya No (Univision)	35
25	HURACANES DEL NORTE Nomás Por Tu Culpa (Univision)	35

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Going For Adds

- ALBERT FLORES Y LA JUVENTUD Te Digo Adiós (Juvy)
- JESSE MARROQUIN Vives En Mi Pensamiento (JLM)

Rock/Alternative

TW	ARTIST Title Label(s)
1	CONTROL MACHETE Bien, Bien (Universal)
2	KINKY Presidente (Nettwerk)
3	JULIETA VENEGAS Andar Conmigo (BMG)
4	MANA Te Llevaré Al Cielo (Warner M.L.)
5	CURANDEROS Dolores (DMP Music)
6	PLASTILINA MOSH Peligroso Pop (EMI Latin)
7	MOLOTOV Here We Kum (Universal)
8	SUPERLITIO Qué Vo' Hacer (BMG)
9	CAFE TACUBA Eres (MCA)
10	ZUCCHERO f/MANA Baila Morena (Líderes)
11	MOLOTOV Hit Me (Universal)
12	JUANES La Paga (Universal)
13	PASTILLA Comezón (Antídoto)
14	INSPECTOR Amargo Adiós (Universal)
15	ILL NINO How Can I Live (Roadrunner/IDJMG)

Songs ranked by total number of points. 18 Rock/Alternative reporters.

Record Pool

TW	ARTIST Title Label(s)
1	VICO-C f/EDDIE DEE & TEGO CALDERON El Bueno, El Malo Y El Feo (EMI Latin)
2	JERRY RIVERA Mi Libertad (BMG)
3	TOROS BAND Loca Conmigo (Universal)
4	PUERTO RICAN POWER Doctor (J&N)
5	AZUL AZUL Apretaito (Universal)
6	TITO NIEVES w/CONJUNTO CLASICO Vecinita (Warner M.L.)
7	YANI CAMARENA Noche De Estrellas (Dle Music)
8	OBIE BERMUDEZ Me Cansé De Ti (EMI Latin)
9	GRUPO MANIA Sube Sube (Universal)
10	SONORA CARRUSELES Vengo Caliente (Fuentes)
11	MAGIC JUAN El Duro (J&N)
12	TIZIANO FERRO Perverso (EMI Latin)
13	ELVIS MARTINEZ Así Te Amo (Premium)
14	PAPI SANCHEZ Enamórame (J&N)
15	RAULIN ROSENDO La Fama Es Peligrosa (Kubaney)

Songs ranked by total number of points. 23 Record Pool reporters.

NATIONAL



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 Fax: (310) 203-8727
 e-mail: llinares@radioandrecords.com

OPPORTUNITIES

EAST

RADIO PRODUCER
 Fox News Radio, the most powerful name in news, seeks an experienced Radio Talk Show Producer to assist with the creation of a new syndicated show in WASHINGTON, D.C. Individual should have at least five years producing experience in the talk format on either the local or national level. Candidate should be a strong leader and must live, eat and breathe news talk. Fox News offers competitive salary and benefit package. Please e-mail your resume and a brief letter of introduction with salary requirements to:



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 or fax to: 212-301-8588

All resumes will be kept in strict confidence. Fox News is an EOE.

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POSITIONS SOUGHT

The hardest working male jock you may ever get, add great pipes, energy and personality and that me. All you have to do is call 905-878-9825. (1/9)

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EAST

Rock 107-WEZX/WPZX has a rare opening for our next Program Director. NEPAs Heritage Classic Rock Station seeks an individual, who can motivate and direct a mature staff. If you can effectively image an adult Classic Rock Radio Station, are talented with Selector, can effectively interpret and implement research, work with our consultants to keep us sounding great, lead by example with your Air work, deliver great ratings and have excellent organizational skills we would like to hear from you. We are a family owned company in the radio business since 1922. Perhaps this is the opening you have been waiting for. Were focused on Main Street not Wall Street. We offer a professional working environment, a great staff of real radio people, and a competitive package. If your career history has you poised for the opportunity to program this Heritage Rock Station, send us a composite of your work and your resume. Times-Shamrock is an equal opportunity employer.

Packages should be received prior to 1-30-04 and sent to:

Jim Loftus, Chief Operating Officer
 Shamrock Communications, Inc.

149 Penn Ave
 Scranton, Pa 18503

EAST

MIX 98-5 Boston, looking for Afternoon Drive Personality:
 Join the legendary *Mix 98-5, Boston* as our next Afternoon Drive Host. Understand how to deliver pop-culture and music that Hot A/C listeners crave? Can you deliver a fun, reality-based, afternoon show? Can you stand out from the norm and be a part of the future? Top 40, Adult T40, or Hot A/C experience preferred.

Info and audio to:
 Greg Strassell
 VP Programming
 WBMX-FM/MIX 98.5
 1200 Soldiers Field Road
 Boston, MA 02134

To send MP3 and resume via email:
 Workafternoons@mix985.com
 NO PHONE CALLS PLEASE
 Infinity Broadcasting is an equal Opportunity Employer

MARKET MANAGER - SYRACUSE, NY

To oversee all Radio operations within the Syracuse, NY Market. Responsible for delivering top line and EBITDA results as laid out in the annual budget. Strong history of performance (revenue/EBITDA) and experience running multiple business units. Highly collaborative leader with excellent communication skills. Knowledge of broadcasting sales and programming as well as FCC rules and regulations. Bachelor Degree in Business Administration, Accounting and/or equivalent level of experience. Reports to Regional Vice-President. Send resumes by fax 716-888-9715, email to bev.aduddle@citcomm.com or to Citadel Broadcasting, 50 James E. Casey Drive, Buffalo, NY 14206.

WEST

Sports Radio Air Talent, KFNZ in Salt Lake City, Utah
 "The Home of the Utah Jazz" is looking for an AMDR Quarterback with a worldview. We have the creative team to back you-if you know how to provide the buzz for the water cooler, seamlessly weave morning drive elements together and understand entertainment and sports equally, we want you! 1320 K-FAN is a great place to work with a competitive base salary, aggressive bonus structure and benefits offered. No phone calls please. Send tape and resume to Program Director 1320 K-FAN/ESPN 1230/Citadel Broadcasting 434 Bearcat Drive Salt Lake City, Utah 84115 E-mail: j.austin@citcomm.com Citadel Broadcasting is an equal opportunity employer.

MIDWEST

ON-AIR PERSONALITY Full-time
 WJVL, a leading country radio station, is seeking an experienced evening announcer. Ideal candidate will have a minimum of 3 years on-air experience, an interest in country music and creative abilities. Air shift is 6pm-11pm, Mon-Sat, with additional hours for producing commercials and other programming (40 hours/week total). WJVL is a subsidiary of Bliss Communications, Inc. and offers a great benefit package including medical, dental, paid vacation, 401(k) and profit sharing! Female are encouraged to apply. If interested, please send resume and audition tape by January 24 to:
 WJVL
 Attn: Human Resources
 P.O. Box 5001
 Janesville, WI 53547-5001
 EOE



CHR/POP

3W	TW	
1	1	OUTKAST Hey Ya! (Arista)
3	2	BABY BASH Suga Suga (Universal)
2	3	3 DOORS DOWN Here Without You (Republic/Universal)
5	4	NICKELBACK Someday (Roadrunner/IDJMG)
11	5	OUTKAST The Way You Move (Arista)
4	6	SIMPLE PLAN Perfect (Lava)
6	7	NO DOUBT It's My Life (Interscope)
15	8	KELIS Milkshake (Star Trak/Arista)
10	9	LUDACRIS f/SHAWNNA Stand Up (Def Jam South/IDJMG)
7	10	BEYONCÉ f/SEAN PAUL Baby Boy (Columbia)
8	11	TRAPT Headstrong (Warner Bros.)
14	12	CHRISTINA AGUILERA The Voice Within (RCA)
22	13	JESSICA SIMPSON With You (Columbia)
12	14	CHINGY f/SNOOP DOGG & LUDACRIS Holiday In (DTP/Capitol)
18	15	LIL' JON & THE EASTSIDE BOYZ Get Low (TVT)
16	16	SANTANA f/ALEX BAND Why Don't You & I (Arista)
17	17	CLAY AIKEN Invisible (RCA)
27	18	LINKIN PARK Numb (Warner Bros.)
9	19	STACIE ORRICO (There's Gotta Be) More To Life (ForeFront/Virgin)
21	20	STAIN'D So Far Away (Flip/Elektra/EEG)
26	21	EAMON F**k It (I Don't Want You Back) (Jive)
25	22	DIDO White Flag (Arista)
19	23	MICHELLE BRANCH Breathe (Maverick/Warner Bros.)
30	24	PINK God Is A DJ (Arista)
28	25	FUEL Falls On Me (Epic)
23	26	MATCHBOX TWENTY Bright Lights (Atlantic)
33	27	BEYONCÉ Me, Myself And I (Columbia)
34	28	GOOD CHARLOTTE Hold On (Epic)
24	29	FOUNTAINS OF WAYNE Stacy's Mom (S-Curve/EMC)
37	30	EVANESCENCE My Immortal (Wind-up)

#1 MOST ADDED

KYLIE MINOGUE Slow (Capitol)

#1 MOST INCREASED PLAYS

OUTKAST The Way You Move (Arista)

TOP 5 NEW & ACTIVE

G UNIT Stunt 101 (Interscope)

TWISTA f/KANYE WEST & JAMIE FOXX Slow Jamz (Atlantic)

SWITCHFOOT Meant To Live (Red Ink/Columbia)

LUCKY BOYS CONFUSION Hey Driver (Elektra/EEG)

KYLIE MINOGUE Slow (Capitol)

CHR/POP begins on Page 25.

AC

3W	TW	
3	1	SHANIA TWAIN Forever And For Always (Mercury/IDJMG)
4	2	UNCLE KRACKER f/DOBBIE GRAY Drift Away (Lava)
2	3	TRAIN Calling All Angels (Columbia)
1	4	MATCHBOX TWENTY Unwell (Atlantic)
6	5	SIMPLY RED Sunrise (SimplyRed.com)
5	6	PHIL COLLINS Look Through My Eyes (Walt Disney/Hollywood)
7	7	COUNTING CROWS Big Yellow Taxi (Geffen/Interscope)
15	8	CELINE DION Have You Ever Been In Love (Epic)
13	9	LUTHER VANDROSS Dance With My Father (J)
11	10	MERCYME I Can Only Imagine (IND/Curb)
12	11	JOSH GROBAN You Raise Me Up (143/Reprise)
9	12	CLAY AIKEN Invisible (RCA)
10	13	SHERYL CROW The First Cut Is The Deepest (A&M/Interscope)
8	14	DIDO White Flag (Arista)
14	15	SARAH MCLACHLAN Fallen (Arista)
16	16	TIM MCGRAW Tiny Dancer (Curb)
17	17	MICHAEL McDONALD Ain't No Mountain High Enough (Motown)
21	18	JIM BRICKMAN Peace (Where The Heart Is) (A&L)
18	19	ROD STEWART f/CHER Bewitched, Bothered And Bewildered (J)
22	20	CELINE DION Stand By Your Side (Epic)
23	21	CHRISTINA AGUILERA The Voice Within (RCA)
19	22	SANTANA f/ALEX BAND Why Don't You & I (Arista)
24	23	HALL & OATES Getaway Car (U-Watch)
27	24	BURKE ROONEY Let It All Come Down (R World/Rykko)
26	25	SEAL Waiting For You (Warner Bros.)
—	26	FIVE FOR FIGHTING 100 Years (Aware/Columbia)
—	27	BANGLES Something That You Said (Koch)
30	28	ELTON JOHN The Heart Of Every Girl (Epic)
—	29	MICHAEL BOLTON When I Fall In Love (Passion Group)
28	30	3 DOORS DOWN Here Without You (Republic/Universal)

#1 MOST ADDED

DIDO White Flag (Arista)

#1 MOST INCREASED PLAYS

SHANIA TWAIN Forever And For Always (Mercury/IDJMG)

TOP 5 NEW & ACTIVE

TARRALYN RAMSEY Up Against All Odds (Casablanca)

SUZU K. Gabriel (Vellum)

ABENAA Song 4 U (Nkanam)

MARTINA MCBRIDE This One's For The Girls (RCA)

RUBEN STUDDARD Sorry 2004 (J)

AC begins on Page 49.

CHR/RHYTHMIC

3W	TW	
1	1	KELIS Milkshake (Star Trak/Arista)
2	2	OUTKAST Hey Ya! (Arista)
4	3	OUTKAST The Way You Move (Arista)
15	4	TWISTA f/KANYE WEST & JAMIE FOXX Slow Jamz (Atlantic)
7	5	JAGGED EDGE Walked Outta Heaven (Columbia)
3	6	LUDACRIS f/SHAWNNA Stand Up (Def Jam South/IDJMG)
6	7	YOUNGBLOODZ f/LIL' JON Damn! (Arista)
5	8	CHINGY f/SNOOP DOGG & LUDACRIS Holiday In (DTP/Capitol)
17	9	YING YANG TWINS f/LIL' JON... Salt Shaker (TVT)
19	10	ALICIA KEYS You Don't Know My Name (J)
14	11	NICK CANNON Gigolo (Jive)
12	12	LIL' JON & THE EASTSIDE BOYZ Get Low (TVT)
16	13	WESTSIDE CONNECTION Gangsta Nations (Capitol)
10	14	2PAC f/NOTORIOUS B.I.G. Runnin' (Dying To Live) (Amaru/Interscope)
8	15	M. LEE f/J. DUPRI Wat Da Hook Gon Be (Fo' Reel/Universal)
13	16	BABY BASH Suga Suga (Universal)
9	17	G UNIT Stunt 101 (Interscope)
18	18	BEYONCÉ f/SEAN PAUL Baby Boy (Columbia)
26	19	KANYE WEST Through The Wire (Roc-A-Fella/IDJMG)
21	20	BEYONCÉ Me, Myself And I (Columbia)
25	21	CASSIDY f/R. KELLY Hotel (J)
11	22	JAY-Z Change Clothes (Roc-A-Fella/IDJMG)
27	23	MARY J. BLIGE f/EVE Not Today (Geffen)
24	24	BOW WOW f/JAGGED EDGE My Baby (Columbia)
—	25	USHER f/LUDACRIS & LIL' JON Yeah (Arista)
23	26	BABY BASH Shorty Doowop (Universal)
36	27	B2K f/FABOLOUS Bada Boom (Epic)
49	28	LUDACRIS Splash Waterfalls (Def Jam South/IDJMG)
28	29	TOO SHORT f/LIL' JON Shake That Monkey (Short/Jive)
22	30	MYA Fallen (A&M/Interscope)

#1 MOST ADDED

CHINGY One Call Away (DTP/Capitol)

#1 MOST INCREASED PLAYS

TWISTA f/KANYE WEST & JAMIE FOXX Slow Jamz (Atlantic)

TOP 5 NEW & ACTIVE

GEMINI Crazy For You (Universal)

BRAVEHEARTS f/LIL' JON Quick To Back Down (Columbia)

SEAN PAUL I'm Still In Love With You (VP/Arista)

BUBBA SPARXXX Back In The Mudd (Beatclub/Interscope)

MASTER P Them Jeans (New No Limit)

CHR/RHYTHMIC begins on Page 32.

HOT AC

3W	TW	
1	1	3 DOORS DOWN Here Without You (Republic/Universal)
2	2	SANTANA f/ALEX BAND Why Don't You & I (Arista)
3	3	MATCHBOX TWENTY Bright Lights (Atlantic)
4	4	DIDO White Flag (Arista)
5	5	SHERYL CROW The First Cut Is The Deepest (A&M/Interscope)
6	6	SARAH MCLACHLAN Fallen (Arista)
7	7	NO DOUBT It's My Life (Interscope)
8	8	NICKELBACK Someday (Roadrunner/IDJMG)
11	9	TRAIN When I Look To The Sky (Columbia)
9	10	MATCHBOX TWENTY Unwell (Atlantic)
12	11	TRAIN Calling All Angels (Columbia)
10	12	BARENAKED LADIES Another Postcard (Chimps) (Reprise)
13	13	LIVE Heaven (Radioactive/Geffen)
16	14	FIVE FOR FIGHTING 100 Years (Aware/Columbia)
14	15	MICHELLE BRANCH Breathe (Maverick/Warner Bros.)
17	16	STAIN'D So Far Away (Flip/Elektra/EEG)
18	17	JASON MRAZ You And I Both (Elektra/EEG)
21	18	EVANESCENCE My Immortal (Wind-up)
15	19	JOHN MAYER Bigger Than My Body (Aware/Columbia)
23	20	COUNTING CROWS She Don't Want Nobody Near (Geffen)
27	21	OUTKAST Hey Ya! (Arista)
24	22	HOWIE DAY Perfect Time Of Day (Epic)
22	23	FOUNTAINS OF WAYNE Stacy's Mom (S-Curve/EMC)
28	24	CLAY AIKEN Invisible (RCA)
25	25	FUEL Falls On Me (Epic)
20	26	SEAL Waiting For You (Warner Bros.)
19	27	NELLY FURTADO Powerless (Say What You Want) (DreamWorks)
26	28	DAVE MATTHEWS Save Me (RCA)
39	29	MELISSA ETHERIDGE Breathe (Island/IDJMG)
35	30	LIZ PHAIR Extraordinary (Capitol)

#1 MOST ADDED

MELISSA ETHERIDGE Breathe (Island/IDJMG)

#1 MOST INCREASED PLAYS

NO DOUBT It's My Life (Interscope)

NO NEW & ACTIVE THIS WEEK

AC begins on Page 49.

URBAN

3W	TW	
1	1	ALICIA KEYS You Don't Know My Name (J)
4	2	AVANT Read Your Mind (Geffen)
10	3	TWISTA f/KANYE WEST & JAMIE FOXX Slow Jamz (Atlantic)
2	4	OUTKAST The Way You Move (Arista)
3	5	JAGGED EDGE Walked Outta Heaven (Columbia)
7	6	KELIS Milkshake (Star Trak/Arista)
11	7	BEYONCÉ Me, Myself And I (Columbia)
5	8	JAY-Z Change Clothes (Roc-A-Fella/IDJMG)
6	9	R. KELLY Step In The Name Of Love (Jive)
12	10	YOUNGBLOODZ f/LIL' JON Damn! (Arista)
15	11	KANYE WEST Through The Wire (Roc-A-Fella/IDJMG)
21	12	OUTKAST Hey Ya! (Arista)
8	13	G UNIT Stunt 101 (Interscope)
9	14	LUDACRIS f/SHAWNNA Stand Up (Def Jam South/IDJMG)
13	15	M. LEE f/J. DUPRI Wat Da Hook Gon Be (Fo' Reel/Universal)
33	16	RUBEN STUDDARD Sorry 2004 (J)
19	17	MARY J. BLIGE f/EVE Not Today (Geffen)
18	18	JOE More & More (Jive)
16	19	MUSIQ Forthenight (Def Soul/IDJMG)
14	20	CHINGY f/SNOOP DOGG & LUDACRIS Holiday In (DTP/Capitol)
20	21	NICK CANNON Gigolo (Jive)
—	22	LUDACRIS Splash Waterfalls (Def Jam South/IDJMG)
34	23	JUVENILE In My Life (Cash Money/Universal)
17	24	2PAC f/NOTORIOUS B.I.G. Runnin' (Dying To Live) (Amaru/Interscope)
38	25	T.I. Rubber Band Man (Grand Hustle/Atlantic)
31	26	YING YANG TWINS f/LIL' JON... Salt Shaker (TVT)
23	27	BOW WOW f/JAGGED EDGE My Baby (Columbia)
27	28	BIG TYMERS f/R. KELLY Gangsta Girl (Cash Money/Universal)
36	29	TRILLVILLE Neva Eva (BME/Warner Bros.)
32	30	MARQUES HOUSTON Pop That Booty (T.U.G./EEG)

#1 MOST ADDED

YOUNG GUNZ No Better Love (Def Jam/IDJMG)

#1 MOST INCREASED PLAYS

LUDACRIS Splash Waterfalls (Def Jam South/IDJMG)

TOP 5 NEW & ACTIVE

JIN Learn Chinese (Ruff Ryders/Virgin)

JAHEIM f/JADAKISS Diamond In The Ruff (Divine Mill/Warner Bros.)

LIL SCRAPPY Head Bussa (BME/Reprise)

MEMPHIS BLEEK FT. J. AND TRICK DADDY Round Here (Roc-A-Fella/IDJMG)

ERYKAH BADU Back In The Day (Motown)

URBAN begins on Page 36.

ROCK

3W	TW	
3	1	NICKELBACK Figured You Out (Roadrunner/IDJMG)
1	2	STONE TEMPLE PILOTS All In The Suit That You Wear (Atlantic)
2	3	PUDDLE OF MUDD Away From Me (Geffen)
6	4	STAIN'D So Far Away (Flip/Elektra/EEG)
9	5	AUDIOSLAVE I Am The Highway (Interscope/Epic)
5	6	LINKIN PARK Numb (Warner Bros.)
4	7	AUDIOSLAVE Show Me How To Live (Interscope/Epic)
8	8	A PERFECT CIRCLE Weak And Powerless (Virgin)
7	9	TRAPT Still Frame (Warner Bros.)
12	10	THREE DAYS GRACE (I Hate) Everything About You (Jive)
13	11	OFFSPRING Hit That (Columbia)
10	12	NICKELBACK Someday (Roadrunner/IDJMG)
17	13	GODSMACK Re-Align (Republic/Universal)
11	14	GODSMACK Serenity (Republic/Universal)
22	15	JET Are You Gonna Be My Girl (Elektra/EEG)
19	16	STAIN'D How About You (Flip/Elektra/EEG)
14	17	DEFAULT (Taking My) Life Away (TVT)
15	18	RED HOT CHILI PEPPERS Fortune Faded (Warner Bros.)
16	19	SEETHER Gasoline (Wind-up)
20	20	WHITE STRIPES Seven Nation Army (Third Man/V2)
—	21	TANTRIC Hey Now (Maverick/Reprise)
—	22	INCUBUS Megalomaniac (Epic)
18	23	3 DOORS DOWN Here Without You (Republic/Universal)
24	24	KID ROCK Feel Like Makin' Love (Top Dog/Atlantic)
—	25	LIMP BIZKIT Behind Blue Eyes (Flip/Interscope)
28	26	DARKNESS I Believe In A Thing Called Love (Must...Destroy/Atlantic)
26	27	KORN Right Now (Epic)
25	28	CHEVELLE Closure (Epic)
21	29	P.O.D. Will You (Atlantic)
23	30	HOOBASTANK Out Of Control (Island/IDJMG)

#1 MOST ADDED

INCUBUS Megalomaniac (Epic)

#1 MOST INCREASED PLAYS

INCUBUS Megalomaniac (Epic)

TOP 5 NEW & ACTIVE

SHINEDOWN 45 (Atlantic)

METALLICA The Unnamed Feeling (Elektra/EEG)

A PERFECT CIRCLE The Outsider (Virgin)

FUEL Million Miles (Epic)

BLINK-182 Feeling This (Geffen)

ROCK begins on Page 61.

URBAN AC

3W	TW	
2	1	ALICIA KEYS You Don't Know My Name (J)
1	2	GERALD LEVERT U Got That Love (Call It A Night) (Elektra/EEG)
3	3	R. KELLY Step In The Name Of Love (Jive)
4	4	JOE More & More (Jive)
6	5	AVANT Read Your Mind (Geffen)
5	6	KEM Love Calls (Motown/Universal)
10	7	MUSIQ Forthenight (Def Soul/IDJMG)
7	8	SMOKE NORFUL I Need You Now (EMI Gospel)
16	9	LUTHER VANDROSS Think About You (J)
9	10	DWELE Find A Way (Virgin)
12	11	WILL DOWNING A Million Ways (GRP/VMG)
11	12	LUTHER VANDROSS Dance With My Father (J)
8	13	ARETHA FRANKLIN Wonderful (Arista)
21	14	RUBEN STUDDARD Sorry 2004 (J)
15	15	ERYKAH BADU Back In The Day (Motown)
14	16	MICHAEL JACKSON One More Chance (Epic)
19	17	OUTKAST The Way You Move (Arista)
22	18	JAGGED EDGE Walked Outta Heaven (Columbia)
17	19	JAHE'IM Backlight (Divine Mill/Warner Bros.)
20	20	ASHANTI Rain On Me (Murder Inc./IDJMG)
23	21	VAN HUNT Seconds Of Pleasure (Capitol)
18	22	ANTHONY HAMILTON Comin' From Where I'm From (So So Def/Arista)
27	23	KEM Matter Of Time (Motown)
—	24	JAVIER Beautiful U R (Capitol)
29	25	AL GREEN I Can't Stop (Blue Note/EMC)
30	26	KINDRED THE FAMILY SOUL Stars (Hidden Beach)
26	27	MAMHATTANS Turn Out The Stars (Love/Lee)
24	28	EARTH, WIND & FIRE Hold Me (Kalimba)
—	29	JEFF MAJORS Heard My Cry (Music One)
—	30	BRIAN MCKNIGHT Back Seat (Gettin' Down) (Motown)

#1 MOST ADDED

MONTELL JORDAN Bottom Line (Koch)

#1 MOST INCREASED PLAYS

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

TOP 5 NEW & ACTIVE

- SILK Side Show (Liquid 8)
- STEPHANIE MILLS Can't Let Him Go (J&M)
- ANN NESBY With Open Arms (RT Entertainment)
- EN VOGUE Losin' My Mind (33rd Street)
- MARY MARY Dance, Dance, Dance (Integrity)

URBAN begins on Page 36.

COUNTRY

3W	TW	
1	1	KENNY CHESNEY There Goes My Life (BNA)
5	2	ALAN JACKSON Remember When (Arista)
4	3	BROOKS & DUNN You Can't Take The Honky Tonk... (Arista)
2	4	TOBY KEITH I Love This Bar (DreamWorks)
9	5	TERRI CLARK I Wanna Do It All (Mercury)
7	6	RODNEY ATKINS Honesty (Write Me A List) (Curb)
17	7	TOBY KEITH American Soldier (DreamWorks)
11	8	TIM MCGRAW Watch The Wind Blow By (Curb)
12	9	SHANIA TWAIN She's Not Just A Pretty Face (Mercury)
10	10	TRACY BYRD Drinkin' Bone (RCA)
13	11	BRAD PAISLEY Little Moments (Arista)
3	12	GEORGE STRAIT Cowboys Like Us (MCA)
6	13	CHRIS CAGLE Chicks Dig It (Capitol)
19	14	MARTINA MCBRIDE In My Daughter's Eyes (RCA)
16	15	JIMMY WAYNE I Love You This Much (DreamWorks)
18	16	TRACE ADKINS Hot Mama (Capitol)
14	17	JO DEE MESSINA I Wish (Curb)
21	18	SARA EVANS Perfect (RCA)
20	19	JOSH TURNER Long Black Train (MCA)
23	20	BUDDY JEWELL Sweet Southern Comfort (Columbia)
25	21	JOE NICHOLS Cool To Be A Fool (Universal South)
24	22	CLINT BLACK Spend My Time (Equity Music Group)
32	23	KEITH URBAN You'll Think Of Me (Capitol)
28	24	GARY ALLAN Songs About Rain (MCA)
27	25	BLUE COUNTY Good Little Girls (Asylum/Curb)
26	26	CRAIG MORGAN Every Friday Afternoon (BBB)
29	27	DIERKS BENTLEY My Last Name (Capitol)
34	28	CAROLYN DAWN JOHNSON Simple Life (Arista)
30	29	KELLIE COFFEY Texas Plates (BNA)
31	30	BRIAN MCCOMAS You're In My Head (Lyric Street)

#1 MOST ADDED

RASCAL FLATTS Mayberry (Lyric Street)

#1 MOST INCREASED PLAYS

TOBY KEITH American Soldier (DreamWorks)

TOP NEW & ACTIVE

REBA MCENTIRE Somebody (MCA)

COUNTRY begins on Page 41.

SMOOTH JAZZ

3W	TW	
1	1	DAVE KOZ Honey-Dipped (Capitol)
3	2	JAZZMASTERS Puerto Banus (Trippin' 'N' Rhythm)
2	3	PRAFUL Sigh (Rendezvous/N-Coded)
4	4	MINDI ABAIR Flirt (GRP/VMG)
5	5	CHRIS BOTTI Indian Summer (Columbia)
7	6	CANDY DULFER Finsbury Park, Cafe 67 (Eagle Rock)
10	7	NICK COLIONNE High Flyin' (3 Keys Music)
8	8	DARYL HALL She's Gone (Rhythm & Groove/Liquid 8)
6	9	RICK BRAUN Green Tomatoes (Warner Bros.)
9	10	KENNY G Malibu Dreams (Arista)
11	11	JIMMY SOMMERS Take My Heart... (Gemini/Higher Octave)
12	12	SEAL Touch (Warner Bros.)
14	13	KIM WATERS The Ride (Shanachie)
13	14	LEE RITENOUR Inner City Blues (GRP/VMG)
15	15	DAVID BENOIT Watermelon Man (GRP/VMG)
17	16	SIMPLY RED Sunrise (simplyred.com)
16	17	MICHAEL McDONALD Ain't No Mountain High Enough (Motown)
18	18	RICHARD ELLIOT Sly (GRP/VMG)
19	19	STEVE COLE Everyday (Warner Bros.)
20	20	MARC ANTOINE Funky Picante (Rendezvous)
21	21	PAMELA WILLIAMS Afterglow (Shanachie)
23	22	DOWN TO THE BONE Cellar Funk (Narada)
22	23	BASS X Vonni (Liquid 8)
24	24	KIRK WHALUM Do You Feel Me (Warner Bros.)
27	25	RICHARD SMITH Sing A Song (A440)
25	26	BRIAN CULBERTSON Serpentine Fire (Warner Bros.)
26	27	HIROSHIMA Revelation (Heads Up International)
28	28	GREGG KARUKAS Riverside Drive (N-Coded)
30	29	NAJEE Eye 2 Eye (N-Coded)
29	30	RIPPINGTONS Bella Luna (Peak)

#1 MOST ADDED

RICHARD ELLIOT Sly (GRP/VMG)

#1 MOST INCREASED PLAYS

NICK COLIONNE High Flyin' (3 Keys Music)

TOP 5 NEW & ACTIVE

- SPYRO GYRA Cape Town Love (Heads Up International)
- NORAH JONES Tum Me On (Blue Note/Virgin)
- JEFF GOLUB Pass It On (GRP/VMG)
- BRIAN BROMBERG Bobblehead (A443)
- SPECIAL EFX Ladies Man (Shanachie)

Smooth Jazz begins on Page 57.

ACTIVE ROCK

3W	TW	
1	1	LINKIN PARK Numb (Warner Bros.)
2	2	PUDDLE OF MUDD Away From Me (Geffen)
3	3	THREE DAYS GRACE (I Hate) Everything About You (Jive)
6	4	NICKELBACK Figured You Out (Roadrunner/IDJMG)
4	5	TRAPT Still Frame (Warner Bros.)
5	6	SEETHER Gasoline (Wind-up)
8	7	OFFSPRING Hit That (Columbia)
12	8	AUDIOSLAVE I Am The Highway (Interscope/Epic)
13	9	LIMP BIZKIT Behind Blue Eyes (Flip/Interscope)
9	10	SEVENDUST Enemy (TVT)
7	11	KORN Right Now (Epic)
—	12	INCUBUS Megalomaniac (Epic)
15	13	STAIN'D So Far Away (Flip/Elektra/EEG)
16	14	CHEVELLE Closure (Epic)
10	15	A PERFECT CIRCLE Weak And Powerless (Virgin)
19	16	STAIN'D How About You (Flip/Elektra/EEG)
22	17	HOOBASTANK Out Of Control (Island/IDJMG)
17	18	GODSMACK Re-Align (Republic/Universal)
20	19	DISTURBED Liberate (Reprise)
23	20	JET Are You Gonna Be My Girl (Elektra/EEG)
21	21	RED HOT CHILI PEPPERS Fortune Faded (Warner Bros.)
11	22	P.O.D. Will You (Atlantic)
25	23	A PERFECT CIRCLE The Outsider (Virgin)
50	24	TANTRIC Hey Now (Maverick/Reprise)
24	25	SHINEDOWN 45 (Atlantic)
14	26	STONE TEMPLE PILOTS All In The Suit That You Wear (Atlantic)
28	27	METALLICA The Unnamed Feeling (Elektra/EEG)
27	28	SMILE EMPTY SOUL Nowhere Kids (Lava)
36	29	LOSTPROPHETS Last Train Home (Columbia)
46	30	FUEL Million Miles (Epic)

#1 MOST ADDED

KORN Y'All Want A Single (Immortal/Epic)

#1 MOST INCREASED PLAYS

INCUBUS Megalomaniac (Epic)

TOP NEW & ACTIVE

- COURTNEY LOVE Mono (Independent)
- SEVENDUST Broken Down (TVT)
- ILL NINO This Time's For Real (Roadrunner/IDJMG)

ROCK begins on Page 61.

ALTERNATIVE

3W	TW	
1	1	LINKIN PARK Numb (Warner Bros.)
4	2	OFFSPRING Hit That (Columbia)
2	3	THREE DAYS GRACE (I Hate) Everything About You (Jive)
5	4	JET Are You Gonna Be My Girl (Elektra/EEG)
3	5	BLINK-182 Feeling This (Geffen)
7	6	SWITCHFOOT Meant To Live (Red Ink/Columbia)
—	7	INCUBUS Megalomaniac (Epic)
11	8	AUDIOSLAVE I Am The Highway (Interscope/Epic)
6	9	PUDDLE OF MUDD Away From Me (Geffen)
8	10	RED HOT CHILI PEPPERS Fortune Faded (Warner Bros.)
10	11	TRAPT Still Frame (Warner Bros.)
13	12	CHEVELLE Closure (Epic)
9	13	HOOBASTANK Out Of Control (Island/IDJMG)
18	14	STAIN'D How About You (Flip/Elektra/EEG)
12	15	STAIN'D So Far Away (Flip/Elektra/EEG)
20	16	NICKELBACK Figured You Out (Roadrunner/IDJMG)
15	17	LINKIN PARK Faint (Warner Bros.)
30	18	LOSTPROPHETS Last Train Home (Columbia)
22	19	STORY OF THE YEAR Until The Day I Die (Maverick/Reprise)
27	20	FINGER ELEVEN One Thing (Wind-up)
24	21	FOO FIGHTERS Darling Nikki (Roswell/RCA)
16	22	OUTKAST Hey Ya! (Arista)
25	23	AFI Silver And Cold (DreamWorks)
14	24	KORN Right Now (Epic)
32	25	LIMP BIZKIT Behind Blue Eyes (Flip/Interscope)
33	26	DARKNESS I Believe In A Thing Called Love (Must...Destroy/Atlantic)
31	27	A PERFECT CIRCLE The Outsider (Virgin)
34	28	SMILE EMPTY SOUL Nowhere Kids (Lava)
35	29	CRYSTAL METHOD Born Too Slow (V2)
19	30	P.O.D. Will You (Atlantic)

#1 MOST ADDED

COURTNEY LOVE Mono (Virgin)

#1 MOST INCREASED PLAYS

INCUBUS Megalomaniac (Epic)

TOP 5 NEW & ACTIVE

- BRAND NEW The Quiet Things That No One... (Razor & Tie)
- KORN Y'All Want A Single (Immortal/Epic)
- DAVE MATTHEWS Save Me (RCA)
- TO MY SURPRISE Get It To Go (Roadrunner/IDJMG)
- WHITE STRIPES I Just Don't Know What To Do... (Third Man/V2)

ALTERNATIVE begins on Page 66.

TRIPLE A

3W	TW	
3	1	HOWIE DAY Perfect Time Of Day (Epic)
2	2	COUNTING CROWS She Don't Want Nobody Near (Geffen)
1	3	SARAH MCLACHLAN Fallen (Arista)
5	4	DAVE MATTHEWS Save Me (RCA)
4	5	SHERYL CROW The First Cut Is The Deepest (A&M/Interscope)
6	6	JONNY LANG Red Light (A&M/Interscope)
8	7	GUSTER Careful (Palm/Reprise)
7	8	STEREOPHONICS Maybe Tomorrow (V2)
11	9	TRAIN When I Look To The Sky (Columbia)
10	10	JACK JOHNSON Taylor (Jack Johnson Music/Universal)
29	11	INDIGO GIRLS Perfect World (Epic)
—	12	MELISSA ETHERIDGE Breathe (Island/IDJMG)
14	13	FIVE FOR FIGHTING 100 Years (Aware/Columbia)
9	14	JOE FIRSTMAN Breaking All The Ground (Atlantic)
16	15	THORNS Blue (Aware/Columbia)
13	16	COLDPLAY Moses (Capitol)
12	17	R.E.M. Bad Day (Warner Bros.)
17	18	THRILLS One Horse Town (Virgin)
15	19	VAN MORRISON Once In A Blue Moon (Blue Note/EMC)
23	20	JET Are You Gonna Be My Girl (Elektra/EEG)
19	21	JOHN EDDIE If You're Here When I Get Back (Thrill Show/Lost Highway)
21	22	MATCHBOX TWENTY Bright Lights (Atlantic)
22	23	JOHN MAYER Bigger Than My Body (Aware/Columbia)
24	24	STING Send Your Love (A&M/Interscope)
30	25	ROONEY I'm Shakin' (Geffen)
25	26	LYLE LOVETT My Baby Don't Tolerate (Curb/Lost Highway)
26	27	MAVERICKS I Want To Know (Sanctuary/SRG)
—	28	SANTANA f/ALEX BAND Why Don't You & I (Arista)
—	29	EASTMOUNTAINSOUTH Rain Come Down (DreamWorks)
—	30	3 DOORS DOWN Here Without You (Republic/Universal)

#1 MOST ADDED

MELISSA ETHERIDGE Breathe (Island/IDJMG)

#1 MOST INCREASED PLAYS

MELISSA ETHERIDGE Breathe (Island/IDJMG)

TOP 5 NEW & ACTIVE

- JOHN MAYER Clarity (Aware/Columbia)
- STING Sacred Love (A&M/Interscope)
- R.E.M. Animal (Warner Bros.)
- WARREN ZEVON Keep Me In Your Heart (Artemis)
- DAMIEN RICE Cannonball (Vector Recordings/Warner Bros.)

TRIPLE A begins on Page 71.

Publisher's Profile

By Erica Farber



JOE SCHWARTZ

President/CEO, Cherry Creek Radio

problems with leverage and had to sell some assets; I was the one sold. I missed being an entrepreneur. We started making plans about a year and a half ago to build Cherry Creek Radio."

The founding of Cherry Creek: "I'm the President and CEO. My money partners are Arlington Capital out of Washington, DC. They're also in the television business. They own a company called New Vision Group in Atlanta. They were looking for a way to get into radio. I was looking for an opportunity to get into smaller markets, using my operating background. I like small markets a lot. There's no Arbitron pressure, it's much more locally based, and you're not dependent on national business. You have a lot more control of the revenue. If you can develop local sales and build NTR programs and do a lot more on a local level, you're far less susceptible to the fluctuations of national business. It doesn't have the Arbitron effect, where your rate is determined by media buyers through cost-per-point. Here it's determined by your effectiveness."

The acquisition of Commonwealth: "We were talking to Dex Allen at Commonwealth for almost a year. Dex was never a seller, and he made that very clear. But everybody has their price. We kept having dialogues that went something like this: 'Dex, if I can get X money, is there interest?' Dex said, 'Bring it to me, and we'll talk about it.' I felt strongly that if I could get to a certain number with Dex, we'd be able to buy the company."

"When I went to Arlington I said, 'I think we could do this at this price, at this multiple.' Arlington did their own due diligence and decided they wanted to be in the small-market business themselves. They liked the deal and looked at all the markets I did. I shared all my information with them, and they did their own research. We pretty much targeted Commonwealth."

"Dex is unbelievable. He's had so many forms of Commonwealth. He's been very innovative, and, knowing Dex, he'll come up with something else. He's not done, by any means. He's a good man."

Structure of the company: "I would be in Denver with a controller, a business manager and an assistant. Dennis Goodman, who's currently COO of Commonwealth, is also running the Tri-Cities stations and will stay with me as Executive VP & Director/Operations. As we grow the company, Dennis will probably give up his day-to-day duties in the Tri-Cities and work corporately with me, but he'll be based in the Tri-Cities."

"I've also hired a Director/Sales, Dan Gittings, who is probably going to be based in Montana and will be concentrating on sales for the company 24/7/365. That's a major focal point of our company. Dan was my Market Manager in Eugene, OR. He's been a small-market radio guy for over 30 years. He's got experience, and he's the best small-market sales guy I've ever met. Between Dan, Dennis, who has been in the business about 20 years, and myself, with about 27 years, we have over 75 years of experience in markets of this size."

Long-range plans: "With Arlington's backing, we have a good fund to go forward. There are some companies we've targeted and looked at, but I'm also looking at a lot of individual markets and individual stations. The profile is pretty much the same as Commonwealth: small market, rated or unrated, in areas where I think there will be growth, mostly west of the Mississippi, and mostly in the markets where Commonwealth is operating now. I built a management team with tremendous expertise in small markets. This is what we do, and we feel we can do it better than anyone else. If we could double or triple the size of the company in the next couple of years, that would be a tremendous goal, and that's something we're shooting for."

Biggest challenge: "The biggest challenge always is growing revenue, and it's something we will concentrate on and do every minute of every day. It's so important and so key to our success. We're going to do more formal training

programs, more formal recruiting programs, more NTR programs and more revenue-development programs. In a small market you can do a lot of those things and have a great effect. In most of our markets we're pretty dominant, so it's really up to us to make the market. The only market we have competition in is the Tri-Cities, where it's New Northwest, Clear Channel and us fighting it out. In the rest of the markets we're pretty much the dominant player."

State of the industry: "It's a great business. It's a business where an entrepreneur like myself could go out, hang his banner and build a company that is vital and has an effect on the community and still be in a business he loves. It's only getting stronger, and the assets are getting stronger. If your goals are to buy stations in New York, Chicago and Los Angeles, it's probably not going to happen. If your goals are to look at smaller markets or different opportunities or to be creative, there are still opportunities. If you're creative and this is what you want to do, there is a place for you."

Most influential individual: "A lot of people. Larry Saunders and Dick Lamb, who gave me my first GM gig. They were very helpful and had a lot of faith in me. Jon Coleman. He's a very strong friend. Ed Christian, from whom I learned a lot of different and great ways to operate. And Jeff Smulyan and all the people at Emmis. If I could build a company like Emmis and have employees who want to work with us the way they love working with Jeff and Emmis, I think I could be extremely successful."

Career highlight: "I was able, in my early 40s, to pull myself away from the corporate side of radio and get out in the entrepreneurial world. I'm not trying to toot my own horn, but it takes a lot of guts. A lot of people get lulled into working for a corporation and getting paid well and having great benefits and all that. To go out on my own at 42 and do something like that and pay all the bills and worry about all the checks in the mail and how I was going to make payroll, that was something that took a lot, but it made me see that my future and my happiness are tied into being much more independent than I would be in a corporate situation."

Career disappointment: "I wish I had done this in the mid-'80s. I tried in 1986 to buy the stations I was in at Norfolk, and it didn't work out. I was 33 and had no idea how to do it. I cold-called banks. I almost got it done, but at the last second it didn't work out. But things work out in their own time and in their own way. Who am I to question?"

Favorite radio format: "I grew up as a rocker. I love to listen to old disco and the Smooth Jazz format."

Favorite song: "Witchcraft" by Frank Sinatra. I love Diana Krall's version."

Favorite television show: "The Sopranos. And I'm a big sports junkie. I love basketball and football."

Favorite movie: "The Godfather."

Favorite book: "Truman" by David McCullough."

Favorite restaurant: "The Palm, in every city."

Beverage of choice: "Crystal Light Iced Tea."

Hobbies: "I work out, I watch a lot of sports, but my hobby really is work. I don't think I'll ever retire. I don't jump out of planes, I don't play golf — I love work."

E-mail address: "joeschwartz53@msn.com or cherrycreekradio@msn.com."

Advice for broadcasters: "Don't give up on it. It's a great business to be in. Don't lose your creativity. Things are cyclical, but radio is getting beaten up by people accusing us of having a lack of creativity because we're not coming up with new formats, etc. There are so many ways to be creative in radio. Ideas are what we live on and what we make money on. This business needs great people. As a friend said, when you turn the lights off at night, your assets go home. It's a business of people. We need great, talented people. That's the most important thing."

As the new year begins, Joe Schwartz is raring to go. You may remember that it was announced last year that Cherry Creek Radio had acquired Commonwealth Communications, with 24 stations in nine markets. Now Schwartz is patiently waiting to take control, which should happen sometime later this month.

A 25-year radio veteran, Schwartz has worked in markets of all sizes and has sales, management and ownership experience. He has come to recognize that he is an entrepreneur at heart and is excited about the opportunities ahead.

Getting into the business: "When I got out of school I owned an insurance brokerage with my brother. We sold it a year later because we hated it. My other brother was working at Ketchum, MacCleod and Grove, and he was leaving to become a rep at McGavren Guild. He asked if I wanted to get into the advertising business. I said, 'It looks like fun. Let me give it a shot.' His Media Director, Dan Borg, hired me. I was placing millions of dollars, but after a year there really wasn't enough money in it."

"I wanted to go to work for CBS. At that time CBS-FM formed its rep firm, CBS National Sales. I was one of the original five people hired in the New York office in August of 1977. The day I started was the day Elvis died. Within a year I was promoted to run the Chicago office. I stayed there a couple years and then became Sales Manager of WBBM-FM/Chicago right around the time it was changing to the Hot Hits format in the early '80s."

"I was recruited by Golden East Broadcasting to go to Norfolk to run its stations. I stayed with them for four years. Then I went to work for Capital Broadcasting, which bought WNVZ/Norfolk. Jon Coleman hired me, then sold the station after three years. Ed Christian found me and put me in charge of WNOR/Norfolk, then bought WAFX/Norfolk. I was with Saga until the beginning of '95. Right about that time I decided I really wanted to be an entrepreneur. I was making a lot of money for a lot of people, and I wanted to do it for myself."

"I formed a company with a gentleman named Rick Seltzer. It was called Bengal Communications, and we bought stations in Albuquerque, two FMs and an AM. We kept them for about a year and a half. As we were selling Albuquerque we formed a company with another company called McDonald Media Group. We bought stations in Eugene, OR and Oxnard-Ventura and Santa Barbara, CA. We operated them from 1996 to '99, then sold to Cumulus. At that point I took some time off, looking for opportunities."

"I've known Jeff Smulyan for years, and I love his company. Emmis bought stations in Denver and Phoenix from the Clear Channel-AMFM spinoff. I came to Denver in July 2000. We had KXPK (The Peak) and then bought KALC (Alice). 9/11 happened, and Emmis had some major



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