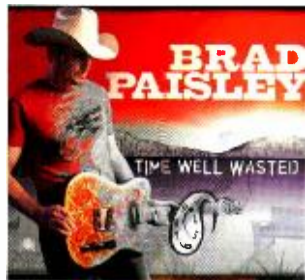


## Paisley's 'World' Of Success

Brad Paisley stomps back onto the Country chart this week. "The World," from his *Time Well Wasted* album, takes Most Added, with 30; gets Most Increased Plays, with 357 additional plays; and debuts at No. 37\*. Check out Paisley in a Midwestern or Southern market as his tour hits those areas over the next several weeks.



## Programming Powerhouses

This week R&R's editors focus their attention on programming executives from various radio companies. You'll hear from everybody from CBS Radio's Jeff Garrison to Emmis' Jimmy Steal to Clear Channel's Jim Lawson. These influential execs discuss how they handle multiple stations, their input when it comes to music and how radio should react to new technology. So much useful information in one place!



**TRN NEWS**  
www.talkradionetwork.com



**TRN's Savage Continues to Dominate as Ratings Leader**

Vol.2 No.2 News From Talk Radio Network, TRN Enterprises & TRN-FM Apr-May 2006

## Inside This Issue

- Welcome to our quarterly news update for TRN, TRN Enterprises, and TRN-FM. The purpose of this supplement is to inform the radio industry, the advertising community and our other partners about what's new in syndication, and how our existing shows are performing with Talk Radio Network and its associated companies. We hope to showcase both our rising stars in talk radio and what's new with our established heavy weights in the industry.
- Talk Radio Network's *The Michael Savage Show* shows enormous ratings in Fall Arbitron as the undisputed ratings leader in his daypart nationwide. Savage now ranked largest independently syndicated radio talk show in the U.S., third largest overall. \*
- TRN Enterprises' *The Laura Ingraham Show* shows massive growth nationwide in Fall book. Ingraham also travels to Iraq after breaking through the 325 station milestone. Show now ranks fifth largest syndicated radio talk show in the U.S. \*
- TRN-FM's Morning Drive Ratings Titan Mancow skyrockets in Fall Arbitron from Chicago to Kansas City.
- TRN Enterprises' Jerry Doyle, former Jet pilot, Wall Street Insider for a decade, then Sci-Fi TV star, now live before Savage weekdays. Doyle is now ranked the ninth largest radio show in the U.S. \*
- Tammy Bruce posts strong Fall gains with weekday and weekend shows, especially among female demos.
- *Forbes on Radio* passes 150 station mark, now airing in six of America's top ten rated markets.
- *Motor Trend Radio Magazine* receives 11 international automotive media awards for excellence in radio.
- WWE wrestling champion Bradshaw opines on the markets and politics on TRN weekends.
- Rusty Humphries travels to Iraq, Israel and Gitmo, next issue...

\*Ranking by Talkers Magazine.

# Mancow's Fall Ratings Show Massive Growth

Since the launch of *Mancow's Morning Madhouse* last year into national syndication, stations nationwide are ecstatic about the recent ratings coming in on "The Cow."

Erich "Mancow" Muller still reigns supreme on Emmis' WKQX, Chicago, where he ranked #1 in Cume Audience for 18/34 males, and jumped his audience size yet again going from a 7.4 Share to a 10.1 Share in AQH Men 18/34, *beating out Howard Stern's final book in Chicago by more than a 2 to 1 margin*. Mancow also holds an impressive 6.0 Share in Men 18/49. Mancow not only cleaned up in Cume, but AQH as well in the country's third largest radio market.

On KCXM-FM, Kansas City, Mancow jumped the former "Planet" from 15th place to an astronomical 3rd place *after just one book* in

Fall '05. Mancow's ratings catapulted 259% with Men 18/34, going from a 1.7 Share to an amazing 6.1 Share. In Men 18/49, Cow increased an astounding 308% from a 1.3 to a 5.3. KCXM FM also increased its AQH an equally impressive 333% in Men 25/54, (1.2 to a 5.2 Share-rarely seen in a debut book).

Ted Edwards, Operations Manager, KCXM-FM calls *Mancow's Morning Madhouse* "A machine gun of top of mind contemporary entertainment and topics with daily guests any national television talk show would envy. The show moves at the speed of sound - the Cow is so freaking now!"

Against a heritage morning show in Norfolk, Sinclairs' WROX-FM saw a massive 311% gain in Men 25/54, jumping from an 0.9 to a 3.7 Share, Men 18/34 went from a 7.2 Share

to an even more amazing 9.0 Share, and in Men 18/49 Mancow took his show from a 3.7 to a 5.7 Share.

In Los Angeles Clear Channel XTRA's Program Director Don Martin says, "Mancow is the Superstar we were always looking for; he sets our station a part from the rest!"

In Des Moines, on Saga's active rocker KAZR-FM, Mancow ranked #1 in morning drive in the sought after male 18/34 demo, with an



Mancow

Continued at: [www.talkradionetwork.com](http://www.talkradionetwork.com)

# The Laura Ingraham Show Explodes In Fall Book

Washington, D.C. - For the Fall Ratings period,

Laura Ingraham's ratings growth is as impressive as her affiliate growth in markets coast to coast. Phil Boyce, Program Director at WABC, New York, reports that "Laura had a phenomenal Fall book for WABC." Ingraham holds a 3.3 share in Persons 35/64 in that #1 market, and a 2.9 share 25/54 demo, ranking her the highest rated talk show in her day part in New York City. Ingraham's strength with male audiences in the Big Apple is telling considering that Ingraham also showed a massive 4.1 share among Men 35/64 and an equally impressive 3.6 share in Men 25/54.



Laura Ingraham

There was also powerhouse performance in San Francisco, where the show went from 2.0 to a 3.2 share in 12+ (up 60%), a 2.6 to a 4.9 share in the key talk demo (35/64), their 25/54 demo saw a 57% increase, while Men 25/54 jumped from a 2.0 to a 3.4 share, and Men 35/64 climbed from a 2.7 to an amazing 6.4 share in San Francisco.

In Boston at FM talker 96.9 WTKK, Ingraham is dominant with a 3.2 share in the 12+ demo, a 4.9 share in the 35/64 demo, a 3.6 share in the 25/54 demo, a 6.1 share with

Men 35/64 (up 126%) and a 4.5 share Men 25/54 (up 55%).

In St. Louis, on FM talker 97.1 KFTK, Ingraham's show quickly dominated her daypart, soundly trouncing mighty KMOX for Persons 25/54 demo with a 3.8 share. Her other demos were also powerful with a 3.7 share 12+, and a 5.0 in the 35/64 demo. Jeff Allen Program Director at KFTK, says, "Laura is one of the shows that makes us younger, smarter, better; by beating the long time market leader book after book."

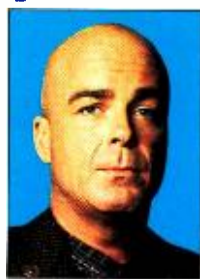
*The Laura Ingraham Show* was the highest

Continued at: [www.talkradionetwork.com](http://www.talkradionetwork.com)

**NOW OVER 325 STATIONS 30 FMs RANKED 5th**  
Largest Syndicated Show

# Jerry Doyle Adds Clear Channel San Francisco as 225th Station

Las Vegas, NV - Jerry Doyle continues to reign as the fastest growing show in TRN Enterprises history, surpassing the 225 station mark, including 23 FM stations, in just under two years. Mark Masters, TRN Enterprises CEO, couldn't be more pleased saying, "Jerry's emotional and intellectual range is often breathtaking. Jerry is just amazing. He's a natural talker, and deserves the success he is attaining."



Jerry Doyle

through Friday, Noon to 3 p.m. KNEW Program Director, Bob Agnew says, "Jerry Doyle will be a great compliment and addition to Talk 910 KNEW," said Agnew. "He is no longer a registered Republican but a real independent thinker who is in line with 910AM KNEW's top ranked host Michael Savage. Savage brings the 'Independent Conservative' theme to KNEW airwaves, Doyle backs it up."

Mirroring his incredible affiliate growth is the fact that *The Jerry Doyle Show* is now ranked the 9th largest syndicated radio talk show in America, according to *Talkers Magazine*. From Boston Harbor to the bays of California, Jerry Doyle's ratings are also on the rise.

Doyle continues his dominance in Dallas, where ABC's WBAP ranked as the #1 talker in

Jerry's daypart. In Men 35+ Jerry was not only on top in AQH with a 3.2 share, but had almost twice the Cume as his nearest competitor. In Persons 35/64 Doyle scored a 3.3 share in the talk demo. WBAP Program Director Bob Shomper had this to say about *The Jerry Doyle Show*, "From Hollywood conservative to congressional candidate... Jerry's perspective is right on target with our WBAP listeners."

America's Finest City, San Diego, is also one of America's most competitive talk radio markets. With five different AM stations competing, Doyle's 2nd book in the market on powerhouse station KFMB showed great consistent growth from Summer to Fall. KFMB saw their

12+ demo skyrocket 59% to a 2.7 share with Doyle. The Jerry Doyle Show took KFMB Men 35+ from a 3.1 to a 4.3 share (an increase of 39%) In Men 25/54, he beat out heritage flamethrower KOGO by a half a share point; Doyle's AQH growth was up 6% while competitor KOGO dropped almost 57% in that key male demo. In Men 12+ from Summer to Fall, Doyle grew from a 1.8 to a 2.6, and in Men 25/44, Doyle saw huge gains going from a 0.6 to a 2.3, (up 283% from book to book, over 660% from one year ago.)

In Orlando it is high velocity ratings for WDBO, where Doyle dominates. Doyle rated

**NOW OVER 225 STATIONS 23 FMs RANKED 9th**  
Largest Syndicated Show

# WOR Radio Network Feature Presentation!

## MONEY NEWS YOU CAN USE with Daria Dolan

A quick daily dose of informative, practical advice on managing money and finances!

**Plus...a LIVE two-hour weekend show!**



## STRAIGHT AHEAD! with Bob Grant

The Talk Radio pioneer offers unique, controversial views and opinions on the world around us. Nothing is taboo!

**New  
Releases!**

## THE TRAVEL MINUTE with Arthur Frommer

The travel industry legend offers quick tips on the latest in travel for all budgets!

**Plus...a LIVE two-hour weekend show!**



## Lou Adler's MEDICAL JOURNAL

The latest in medical advice through interviews with medical professionals around the globe!



## Short Form Features from the Names Your Listeners Know and Trust!



## A MOMENT OF JOY with Dr. Joy Browne

Dr. Joy navigates the world of relationship advice. Dating, marriage, sex, cheating, parenting, the workplace and extended families...from a real clinical psychologist!

**Plus...a LIVE three-hour WEEKDAY show!**



## WARREN ECKSTEIN ON PETS

Internationally renowned pet behaviorist offers quick tips and advice on solving problem behavior, training techniques, preventive care and much more!

**Plus...a LIVE two-hour weekend show!**



## THE GARDENING MINUTE with Ralph Snodsmith

America's best known gardening expert gives seasonal "how-to" advice on all aspects of gardening with growing strategies, pest control, landscape planning and more!

**Plus...a LIVE two-hour weekend show!**



## THE MOTORING MINUTE with Ron Ananian

In an entertaining way, the automotive expert offers valuable tips on buying, maintaining and repairing cars!

**Plus...a LIVE two-hour weekend show!**



## SHOPPING SMART with Phil Lempert

Known for hard hitting exposés on the food industry, Phil covers the latest supermarket trends food safety issues!

**Plus...a LIVE two-hour weekend show!**

## Feature Facts

**Perfect Upfront  
Environment for  
Local Sponsorship**

**Targeted content for  
specific ad categories**

**Perfect Cross-  
Promotional Vehicle  
for Long Form Show**

**Delivery via Web, CD  
and Satellite**

**100% Barter Inventory**

**Affiliate TODAY!  
212.642.4533**

**WOR**  
RADIO NETWORK

## GABE HOBBS SPEAKS

Clear Channel Radio VP/News, Talk & Sports Programming Gabe Hobbs brings an astounding breadth of experience to any discussion of radio. This week News/Talk/Sports Editor **Al Peterson** get Hobbs' take on the state of Talk radio and some insight into how he keeps track of the 280 stations he oversees.

See Page 12

## WHAT'S UP IN ATLANTA?

Atlanta is market No. 10 and the biggest market in the South, and Management/Marketing/Sales Editor **Adam Jacobson** talks to executives from the various radio companies with stations there about slow growth, owner changes and other local challenges.

See Page 16



**THE INDUSTRY'S NEWSPAPER**  
www.radioandrecords.com

## TEAM STEVENS

CBS Radio VP/Programming Jay Stevens' knowledge and expertise have helped lots of stations win in the ratings, but he shines in another way as well: Many of his former employees have gone on to great success and say that what they learned from Stevens helped them get where they are today. CHR/Rhythmic Editor **Darnella Dunham** talks to some of Stevens' protégés about the knowledge they gained during their time with him. Page 31.



Hands-on management: Page 54

## Ienner Appointed Chairman Of Sony Music Label Group

**Bowen becomes Sony BMG Music Ent. COO**

By Sarah Vance  
R&R Staff Reporter  
svance@radioandrecords.com

Sony Music Label Group U.S. CEO Don Ienner has added Chairman duties at the company. He will continue to oversee all activities of the labels and divisions within the Sony Music Label Group, including Columbia Records Group, Epic Records, Sony Music Nashville and Sony Urban Music.

Concurrently, **Tim Bowen** has been named COO of Sony BMG Music Entertainment. He had been Chairman of Sony BMG Music Entertainment International U.K./Canada/Australia/New Zealand/South Africa since February 2004.

"Don is known throughout the industry for both his



Ienner Bowen

fierce devotion to his artists and his uncompromising dedication to excellence," Sony BMG Music Entertainment CEO Rolf Schmidt-Holtz said. "During his 18 years with Sony Music, he has played a central role in the success of countless numbers of artists and projects and, as the leader of the Sony Music Label Group, has shown himself to be an executive of enormous talent."

SONY See Page 8

## Smart Cell Phone Test Gains Support

Clear Channel, CBS, Cox sign on for Houston trial

By Adam Jacobson  
R&R Management/Marketing/Sales Editor  
ajacobson@radioandrecords.com

The Media Audit/Ipsos' electronic audience-measurement system has gained the support of the radio industry's two largest companies. Clear Channel and CBS Radio have agreed to encode their Houston stations for TMA/Ipsos' field test of the Smart Cell Phone.

Cox Radio — which, along with Radio One, has steadfastly refused to encode its stations for Arbitron's Portable People Meter — said last week that it will also encode its Houston stations for the TMA/Ipsos market trial.

These agreements, along with Radio One's announcement two weeks ago that it will encode for the Smart Cell Phone test, put

TEST See Page 11



## Senate Bill Seeks To Limit Satcasters

Three senators last week introduced legislation that practically mirrors a House bill seeking FCC action on whether subscription radio providers Sirius and XM are permitted to offer locally oriented services on nationally distributed channels.

Other parts of the "Local Emergency Radio Service Preservation Act," introduced by

Sens. Max Baucus, Trent Lott and Olympia Snowe, are clearly designed to protect AM and FM broadcasters from alternative audio-delivery sources for local information.

"Broadcast radio programming is supported by revenue generated from advertising broadcast over stations," one

SENATE See Page 8

## Have You Seen R&R's Gadgets & Gizmos Feature?

Have you seen Gadgets & Gizmos? G&G appears every week in the Marketplace section of R&R, and it features the latest in consumer electronics and other technological goodies — not just hardware, but software, websites, music services and more.

Since G&G's debut a few months ago we've featured digital audio players by Disney, iPod speakers by Zip-Connect, Serato's Scratch Live turntable for DJs and Microsoft's soon-to-be released ultra-mobile PCs.

This week (see Page 77) G&G takes a look at a beta product called Snaptune that uses your PC to build a music collection from FM radio.

Check out Gadgets & Gizmos every week in R&R!

## Hull Heats Up Houston

A conversation with KSBJ VP Jon Hull

By Kevin Peterson  
R&R Christian Editor  
kpeterson@radioandrecords.com

Ask today's successful Christian radio programmers who has influenced them in their careers, and most will have KSBJ/Houston VP/Operations Jon Hull on their list. In over three decades in Christian radio, he's worked for some of the most successful Christian stations and networks in the country and either directly or indirectly been a mentor to Christian programmers around the world.

I recently spent some time with Hull discussing his history in Christian radio, who he has learned from and



Hull

been influenced by, his definition of success and what he does for fun away from Christian radio (if he ever really gets away from Christian radio).

R&R: Give us your radio history.

JH: I started in Christian radio as an intern for a one-hour show on a local AM station in central Florida in 1974. I did that for a couple of years and went to Florida State University and got my bachelor's degree and worked at a Christian station in Tallahassee, FL for a couple of years.

See Page 65

## O'Bryan Named KDMX/Dallas PD

Rick O'Bryan has been named PD/afternoon driver at Clear Channel Hot AC KDMX (Mix 102.9) Dallas. He had been Asst. PD/MD/afternoon driver at Hot AC sister KHMV/Houston since 2001.

O'Bryan will take over programming duties previously handled by Clear Channel/Dallas OM Pat McMahon, who told R&R, "Rick is the perfect fit for KDMX. He's a real student of the Hot AC format and a solid on-air guy."

"After years of tutelage from KHMV programmer Buddy Scott, Rick is ready to sit at the big table with the other Texas PDs. He's been a tremendous

O'BRYAN See Page 11

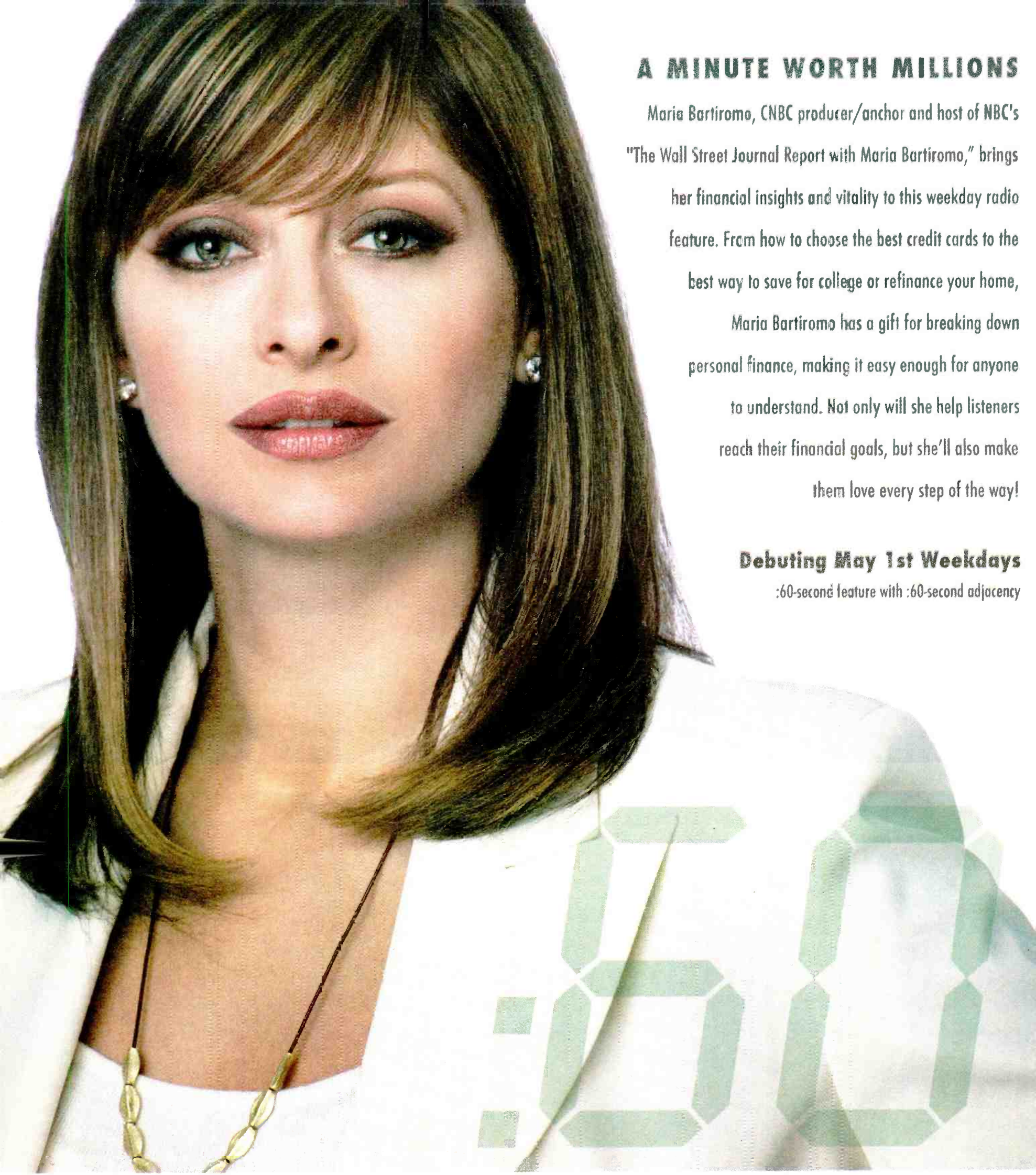


## R&R NUMBER 1s



URBAN AC  
MARY J. BLIGE  
Be Without You (Geffen)

- CHR/P/OP**  
MARY J. BLIGE Be Without You (Geffen)
- CHR/RHYTHMIC**  
DEM FRANCHIZE BOYZ Lean Wit It... (So So Def/Virgin)
- URBAN**  
DEM FRANCHIZE BOYZ Lean Wit It... (So So Def/Virgin)
- GOSPEL**  
MARY MARY Yesterday (Sony Urban/Columbia)
- COUNTRY**  
RASCAL FLATTS What Hurts The Most (Lyric Street)
- SMOOTH JAZZ**  
RICHARD ELLIOT Mystique (Artizen)
- AC**  
JAMES BLUNT You're Beautiful (Custard/Atlantic)
- HOT AC**  
JAMES BLUNT You're Beautiful (Custard/Atlantic)
- ROCK**  
NICKELBACK Animals (Roadrunner/IDJMG)
- ACTIVE ROCK**  
GOOSMACK Speak (Universal Republic)
- ALTERNATIVE**  
PEARL JAM World Wide Suicide (J/RMG)
- TRIPLE A**  
JACK JOHNSON Upside Down (Brushfire/Universal Republic)
- CHRISTIAN CHR**  
BARLOWGIRL I Need You To... (Fervent/Curb/Warner Bros.)
- CHRISTIAN AC**  
CHRIS TOMLIN How Great Is... (Sixsteps/Sparrow/EMI CMG)
- CHRISTIAN ROCK**  
P.O.D. Goodbye For Now (Atlantic)
- CHRISTIAN INSPO**  
CHRIS TOMLIN How Great Is... (Sixsteps/Sparrow/EMI CMG)
- REGIONAL MEXICAN**  
CONJUNTO PRIMAVERA Algo De Mí (Fonovisa)
- SPANISH CONTEMPORARY**  
JUANES Lo Que Me Gusta A Mí (Universal)
- TROPICAL**  
MARC ANTHONY Tu Amor Me Hace Bien (Sony BMG)
- LATIN URBAN**  
DADDY YANKEE Rompe (El Cartel/Interscope)



## **A MINUTE WORTH MILLIONS**

Maria Bartiromo, CNBC producer/anchor and host of NBC's "The Wall Street Journal Report with Maria Bartiromo," brings her financial insights and vitality to this weekday radio feature. From how to choose the best credit cards to the best way to save for college or refinance your home, Maria Bartiromo has a gift for breaking down personal finance, making it easy enough for anyone to understand. Not only will she help listeners reach their financial goals, but she'll also make them love every step of the way!

**Debuting May 1st Weekdays**

:60-second feature with :60-second adjacency

# MARIA BARTIROMO

**PREMIERE**  
RADIO NETWORKS



818.377.5300

[www.americanradiohistory.com](http://www.americanradiohistory.com)

# CONTENTS

March 24, 2006

## NEWS & FEATURES

Radio Business	4	Opportunities	76
Management/Marketing/Sales	16	Marketplace	77
Street Talk	18	Publisher's Profile	80

## FORMAT SECTIONS

News/Talk/Sports	12	Smooth Jazz	51
A&R Worldwide	24	Rock Formats	54
CHR/Pop	26	Triple A	60
CHR/Rhythmic	31	Americana	64
Urban	34	Christian	65
Country	39	Latin Formats	70
AC	46		

The Back Pages 78

**FLOOD WATERS RECEDE AS MUSIC RISES**

Former President Bill Clinton (r) stopped in Baton Rouge recently to present guitarist August Williams with a Gibson Music Rising guitar as part of the Music Rising campaign to help musicians affected by the hurricanes that hit the Gulf Coast last summer. Details on how you can contribute to Music Rising, which was launched by U2's The Edge, producer Bob Ezrin, Gibson Guitar and the Guitar Center Music Foundation, can be found at [www.musicrising.org](http://www.musicrising.org).

## Israel GM As IDT Prepares Format Flip At WMET/DC

Dennis Israel has been named to the newly created GM position at IDT Media's WMET/Washington. A 30-year industry veteran, Israel is a former adviser to the Voice of America and consultant who has taught at New York University.



Israel

As Israel settles into his new role, WMET is preparing for a March 24 flip from Talk to a paid-programming format. The Greaseman Show, featuring Doug Tracht, will continue to air from 6-10am Monday through Friday, with repeats on the weekends.

"It's a hybrid solution and a unique opportunity to reach emerging and affluent ethnic groups," Israel said of the new format. "Not only am I excited about running a station that is going to reach diverse ethnic groups, I am confident that the new format will draw in a larger audience, bringing in Latin American, Mexican, Asian and Eastern European listeners."

Israel reports to WMET CEO Jerrold Rapaport, who said, "We are delighted to have someone of Dennis' caliber to capitalize on this significant market opportunity. His knowledge and experience will bring this station to a new level of performance."

## Long To Become Dir./Nat'l Promo Of Integrity Label Grp.

Grayson Long has been named Director/National Promotion of Integrity Label Group. He will replace Mark Giles, who moved to Provident Label Group in December 2005.



Long

Long is currently PD/morning co-host at Christian AC WCIC/Peoria, IL and will finish up his duties there later this month. He will join Integrity on April 1, during GMA Week, and will be based out of the Integrity corporate offices in Mobile.

Long told R&R, "I am very grateful for the opportunity to work with [Integrity VP] Kevin Weimer and [Sr. Director/Marketing] Mark Campbell at Integrity Label Group, an organization that has great history, leadership and vision for the future. I am also indebted to WCIC and the New Life Media Network for their belief in me and commitment to radio with excellence and passion."

## Plasencia Promoted To Univision VP/OM

Jorge Plasencia has been elevated to the newly created VP/OM position for Univision Radio's AM stations and its News/Talk network, Radio Cadena Univision. He will also become VP/Corporate Relations for the company.

Before joining Univision Radio predecessor Hispanic Broadcasting Corp. in 2001 as VP/Marketing, Corporate Communications & Public Affairs, Plasencia spent five years as VP of Estefan Enterprises. He was previously Director/Hispanic Marketing for the Florida Marlins and has held management positions at WAQI-AM, WQBA-AM & FM and WRTO-FM in Miami.

"Over the years Jorge has made tremendous contributions

to the success of Univision Radio, and I am confident that he will do a terrific job in this new role," Univision Radio President/COO Gary Stone said.

"Jorge's extensive experience in the U.S. Hispanic market and his established national community relationships are essential assets that I am certain will make our AM properties and RadioCadena Network flourish under his leadership."

Plasencia said, "I am very excited about this new opportunity to be able to contribute to the growth and future success of RadioCadena Univision and all of our owned and operated AM stations. I look forward to contributing to America's largest and fastest-growing Spanish-language AM radio network."

## Equity Music Group Appoints Simon SVP

Derek Simon has been hired as Sr. VP/Marketing & Artist Development for Nashville-based Equity Music Group. Simon has consulted the label since 2004 and will continue to oversee marketing and creative services on behalf of a roster that includes recently gold-certified Little Big Town, as well as Mark Wills, Carolina Rain, Laura Bryna and founding partner Clint Black.

"Derek has been a part of the Equity team virtually since the incep-



Simon

tion of the label and has been a tremendous asset," label President Mike Kraski said.

Before he launched consulting firm Elemental in 2004, Simon served as VP/Marketing of Universal Music Group/Nashville. He has also previously worked for Universal Records in New York, Roadrunner and Columbia.

Simon will continue to work select projects on behalf of Elemental.

## Delaney Now CC/Albany, NY Market Mgr.

Kristen Delaney has been promoted to VP/Market Manager of Clear Channel's Albany, NY cluster. She was most recently Director/Sales of the seven stations.

In her new position Delaney will oversee News/Talk WGY, Alternative WHRL, CHR/Pop WKKF, Sports WOFX, Classic Rock WPYX, Hot AC WRVE and Oldies WTRY.

Delaney replaces Dennis Lamme, who transferred last month to a similar post at Clear Channel/St. Louis.

## Yorke Returns To R&R On Interim Basis

Former R&R Washington Bureau Chief Jeffrey Yorke has returned to the company's Washington bureau on an interim basis. He steps in following the March 13 departure of Joe Howard.

"Fortunately, we were able to coax Jeffrey out of radio retirement," R&R Publisher/CEO Erica Farber said. "Jeffrey has the experience and an understanding of the job. Plus his willingness to jump right in certainly makes him a welcome addition to our staff."

Yorke will handle all duties related to the Washington bureau from his home office. He can be reached at [jyorke@radioandrecords.com](mailto:jyorke@radioandrecords.com).

## KRGT/Las Vegas Latest To Go 'Recuerdo'

Univision Radio has flipped Latin Urban KRGT/Las Vegas to Spanish Oldies "Recuerdo." The station joins the Recuerdo Network, programmed by Amalia Gonzalez out of KRCD & KRCV/Los Angeles.

The station's staff had not changed and Univision had not announced any personnel moves as of R&R's press time. Univision now has Spanish Oldies stations in Los Angeles, Phoenix, Fresno, Chicago, Houston, Dallas, McAllen, San Francisco-San Jose, San Diego, Albuquerque, Austin and Las Vegas.

**A SUPERSTAR SANDWICH**

Warner Bros. artist Daniel Powter, whose "Bad Day" is in the top five at both AC and Hot AC, recently stopped in at Clear Channel's palatial New York headquarters. Seen here are (l-r) Clear Channel/New York Sr. VP/Programming and WHTZ (Z100) PD Tom Poleman, Powter and Clear Channel VP/AC Programming and WLTW (106.7 Lite FM) PD Jim Ryan.

# Senator Wants 'Open, Transparent' Ownership Rulemaking

Dorgan calls on FCC to involve public in process

By Adam Jacobson  
R&R Management/Marketing/Sales Editor  
ajacobson@radioandrecords.com

Sen. Byron Dorgan last week called on FCC Chairman Kevin Martin to ensure that the commission's new rulemaking process on media ownership is "open, transparent and comprehensive" and involves the public at every step. Dorgan's request came to Martin by way of a letter co-signed by five other senators: Maria Cantwell, Kay Bailey Hutchison, John Kerry, Trent Lott and Olympia Snowe.

In the letter Dorgan said that the FCC's new rules on media ownership are complex and interconnected and will have a profound effect on what the public watches, hears and reads.

"The rules governing media ownership have a significant impact on the diversity of voices and ownership in our communities," Dorgan said. "Unfortunately, the FCC does not have a good record when it comes to keeping its deliberations open to the public.

**"We anticipate that your agency will soon move forward to begin the process of revisiting the media-ownership rules."**

Byron Dorgan

"We don't want to repeat the mistakes the commission made in the past, when it shut the public out of the decisionmaking process. The American people have a big stake in the outcome of this debate and must be included."

Dorgan's letter was prompted by the March 16 approval by the Senate Commerce Committee of the nomination of Robert McDowell as the fifth commissioner on the FCC. McDowell's nomination will now go to the full Senate for a vote.

"We anticipate that, with a full slate of commissioners, your agency will soon move forward to begin the process of revisiting the media-ownership rules," Dorgan wrote to Martin. "We urge you to consider media ownership as a comprehensive order and not deal with these rules in a piecemeal fashion."

## BUSINESS BRIEFS

### Greater Media: Swinging With The BoSox?

Greater Media's five FMs in Boston could be playing ball with baseball's Red Sox if current negotiations score for the group. Word is that the Major League Baseball club wants an equity position in whichever Greater Media/Boston station or stations carry the games. Entercom currently holds the broadcast rights for Red Sox games.

"Obviously, we are interested in working with the Red Sox," Greater Media spokeswoman Heidi Raphael told R&R. "However, we cannot comment at this time because negotiations are ongoing. No final decisions have been made regarding a specific deal of any kind. We will make a statement as soon as we are able to comment on the situation."

Banc of America Securities analyst Jonathan Jacoby said he believes "the potential loss of the Boston Red Sox radio broadcast rights is marginally negative" for Entercom and maintained his "neutral" rating on the company.

Jacoby's analysis included a statement made by Entercom President/CEO David Field regarding the Sox during Entercom's last quarterly earnings call. "We don't make a lot of money on Red Sox games," Field said. "We'd love to keep the Red Sox, but if we don't, I don't think there's a meaningful effect on our financial performance going forward."

Jacoby added that the margin on Red Sox games is relatively low, saying he figures Entercom could lose about \$1 million in revenue annually if the team moves to a Greater Media/Boston station.

### Dickey Family May Bid For Braves

Cumulus President/CEO Lew Dickey Jr. and his brother Dickey Broadcasting President David Dickey have been approved by Major League Baseball to enter into negotiations with Time Warner to purchase the Atlanta Braves. The Atlanta Journal-Constitution

Continued on Page 6

**MADE IN THE USA**

Providing the backbeat to America's backbone. Since 1951, Armed Forces Entertainment has helped America's brightest stars entertain America's brightest hopes overseas. Gain unprecedented exposure to a loyal audience of over 500,000 military personnel worldwide and the satisfaction of knowing you played your part for the USA. For more information on touring through AFE, visit [www.armedforcesentertainment.com](http://www.armedforcesentertainment.com).

ARMED FORCES ENTERTAINMENT

WHERE STARS EARN THEIR STRIPES

## FCC To Create Public Safety Bureau

NAB: More stations have disaster-recovery plans

By Jeffrey Yorke  
R&R Washington Bureau  
jyorke@radioandrecords.com

Led by Chairman Kevin Martin, the FCC marked St. Patrick's Day by unanimously agreeing on March 17 to establish a Public Safety and Homeland Security Bureau. The commission's aim in creating the bureau, it said, is to provide "a more efficient, effective and responsive organizational structure." The bureau's primary focus will be on public safety, national security, natural disasters and emergency planning.

The bureau is Martin's brainchild, envisaged in the wake of Hurricane Katrina and originally announced by the chairman during congressional hearings in fall 2005.

While Congress will have the final say in how the new bureau is structured, it's expected to be split into three divisions, for policy, public communications and outreach, and communications-systems analysis.

The FCC currently has seven bureaus, the smallest of which is the International Bureau, with about 150 staffers. The new bureau will be even smaller, pulling FCC staff and financial resources from other parts of the agency, an FCC staffer told R&R. The new bureau could be established within three months.

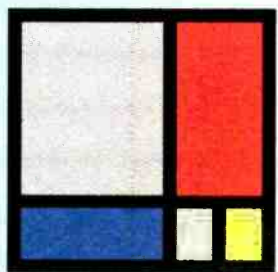
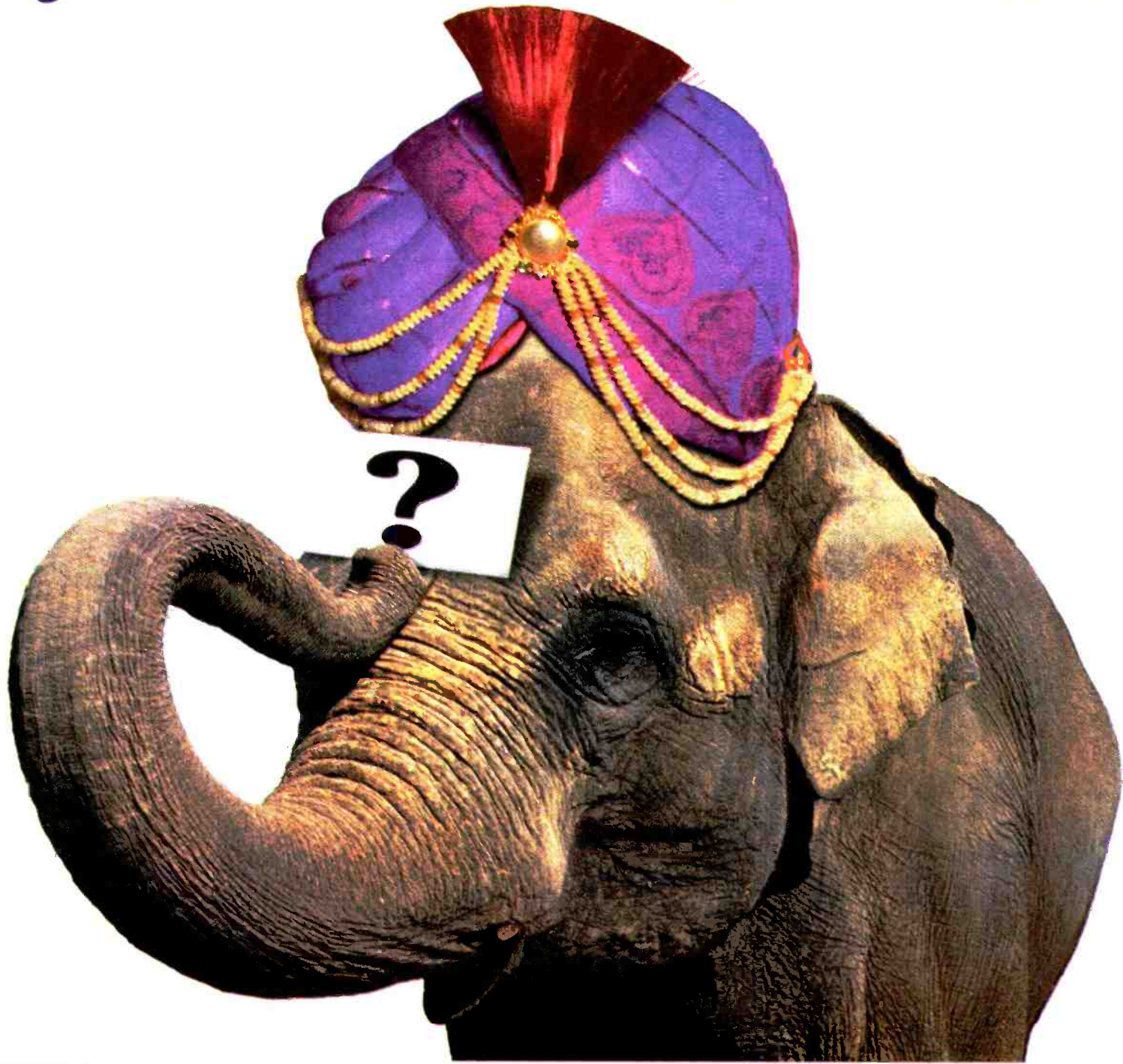
### NAB: Stations Better Prepared

Meanwhile, radio and TV stations are better prepared to respond to a disaster today than they were just three years ago, according to an NAB study released this week.

"We estimate that there are now over 800 television stations and more than 6,000 radio stations with written disaster-recovery plans," said NAB VP/Research & Planning David Gunzerath. "That represents more than a 50% increase in the number of television stations that reported having such plans in 2003." Over the same period of time, the number of radio stations with such plans has more than tripled, he said.

FCC See Page 6

# Now, the software that never forgets revenue history can help you forecast the future too.



ARBITRON  
INTEGRATED  
RADIO SYSTEMS

[www.ArbitronRadio.com/irs](http://www.ArbitronRadio.com/irs)

**Arbitron IRS Software** How often do you reforecast? Twice a week maybe? Arbitron Integrated Radio Systems (IRS)<sup>SM</sup> can help you determine the ongoing value of an account by pulling both historical and forecast revenue into one view right from your desktop. It's completely flexible. Rank all of your accounts using the time span of your choosing. Or see a multiyear history for just one account. Talk to your Arbitron account manager for a live demo, and see how an easier way to work can be in your future too. **The sales management tool for times like these.**



© 2006 Arbitron Inc. Arbitron Integrated Radio Systems (IRS)<sup>SM</sup> is a mark of Arbitron Inc. 06-RSS-239\_B

[www.americanradiohistory.com](http://www.americanradiohistory.com)

## BUSINESS BRIEFS

Continued from Page 4

reports that the Dickey family is one of two new Atlanta-based groups in talks about the possible purchase of the baseball team.

David Dickey told the *Journal* on March 15 that his family has been approved by MLB as prospective buyers — a necessary step before any bidder can examine a team's financial records and enter substantive negotiations. He also noted that the purchase of the Atlanta Braves would be a Dickey family deal, not a Cumulus deal, and that his brothers John and Michael might also be involved.

Among the other prospective buyers for the Braves are an investment group led by Trammell Crow Residential Builder CEO Ron Terwilliger, Liberty Media, and NFL Atlanta Falcons owner Arthur Blank, who recently suspended talks with Time Warner about the Braves but may come back to the bargaining table.

Dickey Broadcasting's holdings include Sports WCNN (680 The Fan)/Atlanta.

### Celebrities Give \$3.1 Million To Women's Radio Venture

Co-founded by former FCC Commissioner Susan Ness, **GreenStone Media** has raised \$3.1 million in funding from such celebrities as Billie Jean King, Jane Fonda, Gloria Steinem and Rosie O'Donnell to create and launch talk shows for women 25-54 on FM radio.

According to the *Washington Business Journal*, other deep-pocketed investors in the venture include Marta Kauffman, the creator of *Friends*; Jamie McCourt, President of the Los Angeles Dodgers; and Wallis Annenberg, Vice President of the Annenberg Foundation.

Ness, who is based in Washington, DC, said there is a dearth of women's radio programming. "A group of us were lamenting that there is virtually no programming that really targets women on the radio dial," she said. "And the more we looked into it, the more we realized there was this huge hole to fill."

Ness has recruited former Jones Radio Networks execs Edie Hilliard as COO and Jim LaMarca as VP/Operations.

### Air America Stays On WLIB/New York

**WLIB/New York** will continue to be the market's home for **Air America Radio**, thanks to an agreement announced March 16 by AAR and station owner Inner City Broadcasting. Air America and Inner City will seek to enhance and extend their long-term relationship over the next several months, AAR said in a release.

Continued on Page 11

## TRANSACTIONS AT A GLANCE

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

- **KWXY-AM/Cathedral City (Palm Springs), CA** \$2.3 million
- **WBBK-AM/Blakely and WSEM-AM & WGMK-FM/Donalsonville, GA** \$525,000
- **WKCX-FM/Rome, GA** \$4.2 million
- **FM CP/Danville, IN** Undisclosed
- **KJRG-AM/Newton (Wichita), KS** \$650,000
- **WADA-AM/Shelby, NC** \$350,000
- **WEAF-AM/Camden, SC** \$222,500
- **WRAR-AM/Tappahannock, VA** Undisclosed

Full transaction listings, posted daily, can be found at [www.radioandrecords.com](http://www.radioandrecords.com).

### DEAL OF THE WEEK

#### ● **WOCN-AM/Miami**

**PRICE: \$6 million**

**TERMS: Asset sale for cash**

**BUYER: Independence Media Holdings, headed by President/CEO David Jacobs. Phone: 214-668-7049. It owns one other station, WNUY-FM/Bluffton, IN.**

**SELLER: Minority Broadcasters, headed by Richard Vega. Phone: 305-759-7280**

**BROKER: John Pierce of John Pierce & Company**

### 2006 DEALS TO DATE

<b>Dollars to Date:</b>	<b>\$3,061,073,311</b> (Last Year: \$2,831,603,805)
<b>Dollars This Quarter:</b>	<b>\$3,061,073,311</b> (Last Year: \$522,253,937)
<b>Stations Traded This Year:</b>	<b>229</b> (Last Year: 889)
<b>Stations Traded This Quarter:</b>	<b>229</b> (Last Year: 220)

### FCC

Continued from Page 4

The survey, conducted between Feb. 21 and March 3, found that 49% of radio stations have disaster plans in place, up from only 15% in 2003. Seventy-one percent of TV stations now have plans, compared to 47% three years ago.

"Local radio and television broadcasters are uniquely positioned to disseminate vital, often life-saving

information during times of crisis," said NAB President/CEO David Rehr. "Never was that more apparent than this past year, when broadcasters went to extraordinary lengths to stay on the air before, during and after Hurricane Katrina. It is a role broadcasters take seriously and strive to fulfill every day in communities across America."

For help drafting a disaster plan, visit [www.mediasecurity.org](http://www.mediasecurity.org).

## FCC ACTIONS

### FCC Issues Nearly \$4 Million In Fines For Indecent TV Broadcasts

The FCC last week upheld its \$550,000 fine against CBS-TV for the exposure of entertainer Janet Jackson's breast during the Super Bowl XXXVIII halftime show, affirming its belief that CBS consciously and willfully failed to take action to prevent the broadcast of the material.

The FCC also proposed a sanction against 111 CBS-TV stations totaling a record \$3.6 million for a 2004 episode of *Without a Trace* that featured an investigation into a possible rape and showed teenagers engaged in sex acts.

"Although the scene contains no nudity, it does depict male and female teenagers in various stages of undress," the FCC said. Meanwhile, an infamous March 2004 airing of *The Oprah Winfrey Show* on the subject of teenage sexual practices that included a description of "salad-tossing" — oral-anal sex — was not considered indecent by the FCC, given the context of the discussion.

The commission also found indecent and profane several television programs containing offensive language, including the Saturday-afternoon airing of the film *The Pursuit of D.B. Cooper* on Fox's KTVI/St. Louis, during which the "s-word" repeatedly aired. An episode of *The Single Life 2* on WB affiliate WBDC/Washington was also found indecent. The stations were each fined \$27,500.

While such programs as *The 2002 Billboard Music Awards* (during which entertainer Cher said, "People have been telling me I'm on the way out every year, right? So fuck 'em") and various airings of ABC-TV's *NYPD Blue* were scrutinized, no sanctions were issued by the FCC for those particular programs. "Although the complained-of material may offend many people, the commission concludes that the material in 28 television programs involved was not actionable," FCC Secretary Marlene Dortch said.

Best Strategies

Most Experience

Highest Quality

NOBODY DOES IT BETTER.

POINT-TO-POINT  
DIRECT MARKETING SOLUTIONS

Tim Bronsil 513.231.0344

Elizabeth Hamilton 703.757.9866

Mark Heiden 970.472.0131

Rick Torcasso 972.661.1361

[www.ptpmarketing.com](http://www.ptpmarketing.com)



# A PARTY OF 1's

AQH Share Rank

Charlotte, NC

**#1 WRFX-FM**

Nashville, TN

**#1 WNRQ-FM**

Greensboro, NC

**#1 WVBZ-FM**

Birmingham, AL

**#1 WZRR-FM**

Greenville-Spartanburg, SC

**#1 WRDQ-FM**

Knoxville, TN

**#1 WIMZ-FM**

Greenville-New Bern, NC

**#1 WSFL-FM**

Daytona Beach, FL

**#1 WHTQ-FM**

Columbia, SC

**#1 WMFX-FM**

Mobile, AL

**#1 WRKH-FM**

Johnson City-

Kingsport-Bristol, TN-VA

**#1 WQJL-FM**

Chattanooga, TN

**#1 WSKZ-FM**

Augusta, GA

**#1 WEKL-FM**

Huntsville, AL

**#1 WTAK-FM**

Roanoke, VA

**#1 WRDQ-FM**

Jackson, MS

**#1 WSTZ-FM**

Pensacola, FL

**#1 WRKH-FM**

Fayetteville, NC

**#1 WRDQ-FM**

Tyler-Longview, TX

**#1 KKTX-FM/KBGE-AM**

AQH Share Rank

Montgomery, AL

**WXFX-FM #1**

Macon, GA

**WQBZ-FM #1**

Herrington-Ashland, WV-KY

**WAMX-FM #1**

Myrtle Beach, SC

**WYAK-FM #1**

Wilmington, NC

**WRQR-FM #1**

Lubbock, TX

**KONE-FM #1**

Columbus, GA

**WVRK-FM #1**

Tupelo, MS

**WSMS-FM #1**

Bowling Green, KY

**WDNS-FM #1**

Florence, SC

**WMXT-FM #1**

Panama City, FL

**WRBA-FM #1**

Wheeling, WV

**WEGW-FM #1**

Albany, GA

**WJAD-FM #1**

Harrisonburg, VA

**WACL-FM #1**

Bluefield, WV

**WKOY/WKQY-FM #1**

Cookeville, TN

**WBXE-FM #1**

Beckley, WV

**WTNJ-FM #1**

Brunswick, GA

**WHFX-FM #1**



## ALWAYS FUNNY.

Celebrating #1's on these great stations

Become part of America's #1 wake up call. Contact Marty Lambert at 888.552.4321 ext.544 for a free demo. Funny never goes out of style. [WWW.BIGSHOWINFO.COM](http://WWW.BIGSHOWINFO.COM)

**PREMIERE**  
RADIO NETWORKS

# NEWSBREAKERS

## Sony

Continued from Page 1

Ienner said, "I'd like to thank Rolf for this honor, and I look forward to working closely with him as we continue to develop the very best new artists and build our business overall. I'd also like to express my gratitude to the many talented people within the Sony Music Label Group who have made our success possible.

"From employees at every part of the group to our President/COO, Michele Anthony; Columbia's Steve Barnett; Epic's Charlie Walk; Sony Urban's Lisa Ellis; and Sony Music

Nashville's John Grady, our artists benefit every day from the great work being done by what I firmly believe is the best team in the business. With the undeniable strength of this team, we're in a great position to give our artists the support they need, to continue to build the legacy of the Sony Music Label Group and to hit our financial targets."

Ienner was named CEO of Sony Music Label Group U.S. in 2004, adding those duties to the President title he assumed in April 2003. In December 2005 he oversaw a re-

structuring of the group's labels and divisions and named Michele Anthony his successor as Sony Music Label Group U.S. President. Ienner joined the company in 1989 as Columbia Records President and before that was Exec. VP/GM of Arista Records.

### 'The Right Choice'

Bowen replaces Michael Smellie, who exited in 2005 for personal reasons. Bowen will oversee all aspects of Sony BMG's domestic and international operations, as well as the company's global digital business,

strategic marketing, Legacy, Masterworks, sales enterprise and human relations divisions. He'll also direct Sony BMG's worldwide audiovisual and TV interests.

"Tim brings to this role a deep understanding of both the creative and business aspects of the music industry," Schmidt-Holtz said. "He has extensive experience with both of the companies that form Sony BMG and the dedication, passion and vision that are necessary to lead the joint venture into the future. He is clearly the right choice for this key post."

Bowen said, "With a dynamic roster of current artists; a catalog that includes an incredible number of legendary recordings; and impressive capabilities in the areas of marketing, distribution and digital initiatives, we have everything we need to establish Sony BMG as the clear leader in the global marketplace. I look forward to continuing my close working relationship with Rolf, as well as with the managing directors from around the world and the entire Sony BMG team."

Bowen joined BMG Europe as COO in 2002 and was named Chairman of BMG U.K./Ireland in 2003. Before joining BMG, Bowen was Sr. VP/Marketing & Business Affairs of Universal Music International. He began his career at CBS Records in London, which later became Sony Music U.K.

## Senate

Continued from Page 1

passage of the bill reads. "Such programming is free to listeners. There is substantial government interest in promoting the continued availability of free radio programming."

In another passage the senators say that a diversion of listening could result in long-term harm to both local broadcasters and listeners if radio stations lose the support of advertisers. They write, "The ability of local stations to continue to provide local news and other services and to ensure communications during emergencies could be jeopardized by a diversion of the listening audience away from local radio programming."

The senate bill also seeks to prohibit satellite radio companies from using terrestrial repeaters or other technology to provide locally differentiated programming. XM and Sirius air only channels that can be heard nationwide.

"Because radio receivers are universally available and frequently battery-powered or located in automobiles, the FCC's Media Security and Reliability Council concluded that radio broadcasters are likely to be the last line of defense for communicating with the public under extremely adverse conditions that could result in the event of a local disaster," the bill says. Therefore, the senators argue, the federal government has been charged with the important task of ensuring the continuation of such capabilities.

In a statement released March 15, NAB President/CEO David Rehr applauded the three senators for introducing the legislation, which he said is designed "to preserve the rich tradition of local broadcasting."

Rehr said, "It is crystal-clear that both XM and Sirius — with nearly \$1 billion in combined losses last year and having failed as a national programming service — are skirting the intent of their original FCC licenses. This bill holds satellite radio accountable to those licenses."

— Adam Jacobson

# GO TO YOUR HAPPY PLACE



DECALS

STATICS

LABELS

MAGNETS

& MORE!

Work has you in a twist, relax and call Communication Graphics. We'll make your experience printing decals and labels a breeze! Call today!

**Communication Graphics Inc**  
THE DECAL COMPANY

(800) 331-4438 WWW.CGILINK.COM





# Better Measurement Better Radio

“ Arbitron is the only company that has completed all the necessary testing, and has gone through an MRC audit. PPM<sup>SM</sup> is the only electronic option that can deliver the ratings credibility that the radio industry needs today. This cutting-edge technology will improve accountability and increase our return on investment of our advertising dollars. ”

**Shannon Pedersen**  
Manager, Media Buying,  
Wendy's International



*Better measurement. Better radio.*

***It's time for PPM.***

# BE PREPARED

PREMIERE PREP IS THE NATION'S LARGEST PROVIDER OF MORNING SHOW PREP TO RADIO

## PREMIERE PREP

TOPICAL AUDIO, PREP, AND BONUS MATERIAL  
DELIVERED OVERNIGHT, EVERY NIGHT!

"It's an absolute must for anyone who wants to pursue excellence, and that includes Producers, Hosts, Sidekicks, and anyone involved with the Morning Show."

Scott Shannon, Program Director,  
Scott and Todd In The Morning,  
WPLJ/New York

"It's the single most usable tool we have when prepping our show... Every day it's the first thing we look for when we get in the studio."

Lamont & Tonelli,  
107.7 The Bone/San Francisco

### ALL SERVICES ARE ONLINE

Visit [www.premiereradio.com](http://www.premiereradio.com) For More Info.



**PREMIERE**  
RADIO NETWORKS  
818-377-5300



## RADIO AND RECORDS

2049 Century Park East, 41st Floor • Los Angeles CA 90067-3215  
Tel 310-553-4330 • Fax 310-203-9763  
www.radioandrecords.com

### EDITORIAL

MANAGING EDITOR	<b>RICHARD LANGE</b> • <a href="mailto:rlange@radioandrecords.com">rlange@radioandrecords.com</a>
ASSOCIATE MANAGING EDITOR	<b>BRIDA CONNOLLY</b> • <a href="mailto:bconnolly@radioandrecords.com">bconnolly@radioandrecords.com</a>
NEWS EDITOR	<b>JULIE GIDLOW</b> • <a href="mailto:jgidlow@radioandrecords.com">jgidlow@radioandrecords.com</a>
MANAGEMENT, MARKETING, SALES	<b>ADAM JACOBSON</b> • <a href="mailto:ajacobson@radioandrecords.com">ajacobson@radioandrecords.com</a>
ASSOCIATE RADIO EDITOR	<b>KEITH BERMAN</b> • <a href="mailto:kberman@radioandrecords.com">kberman@radioandrecords.com</a>
ASSOCIATE EDITOR	<b>CARRIE HAYWARD</b> • <a href="mailto:chayward@radioandrecords.com">chayward@radioandrecords.com</a>
ASSOCIATE EDITOR	<b>MICHAEL TRIAS</b> • <a href="mailto:mtrias@radioandrecords.com">mtrias@radioandrecords.com</a>
STAFF REPORTER	<b>SARAH VANCE</b> • <a href="mailto:svance@radioandrecords.com">svance@radioandrecords.com</a>
CHR/POP EDITOR	<b>KEVIN CARTER</b> • <a href="mailto:kcarter@radioandrecords.com">kcarter@radioandrecords.com</a>
CHR/RHYTHMIC EDITOR	<b>DARNELLA DUNHAM</b> • <a href="mailto:ddunham@radioandrecords.com">ddunham@radioandrecords.com</a>
CHRISTIAN EDITOR	<b>KEVIN PETERSON</b> • <a href="mailto:kpeterson@radioandrecords.com">kpeterson@radioandrecords.com</a>
COUNTRY EDITOR	<b>LON HELTON</b> • <a href="mailto:lhelton@radioandrecords.com">lhelton@radioandrecords.com</a>
LATIN FORMATS EDITOR	<b>JACKIE MADRIGAL</b> • <a href="mailto:jmadrigal@radioandrecords.com">jmadrigal@radioandrecords.com</a>
NEWS/TALK/SPORTS EDITOR	<b>AL PETERSON</b> • <a href="mailto:apeterson@radioandrecords.com">apeterson@radioandrecords.com</a>
ROCK FORMATS EDITOR	<b>STEVEN STRICK</b> • <a href="mailto:sstrick@radioandrecords.com">sstrick@radioandrecords.com</a>
SMOOTH JAZZ EDITOR	<b>CAROL ARCHER</b> • <a href="mailto:carcher@radioandrecords.com">carcher@radioandrecords.com</a>
TRIPLE A EDITOR	<b>JOHN SCHOENBERGER</b> • <a href="mailto:jschoenberger@radioandrecords.com">jschoenberger@radioandrecords.com</a>
URBAN/URBAN AC EDITOR	<b>DANA HALL</b> • <a href="mailto:dhall@radioandrecords.com">dhall@radioandrecords.com</a>

### MUSIC OPERATIONS

SR. DIRECTOR/DIGITAL INITIATIVES	<b>JOHN FAGOT</b> • <a href="mailto:jfagot@radioandrecords.com">jfagot@radioandrecords.com</a>
DIRECTOR/MUSIC OPERATIONS	<b>JOSH BENNETT</b> • <a href="mailto:jbennett@radioandrecords.com">jbennett@radioandrecords.com</a>
CHARTS & MUSIC MANAGER	<b>MICHAEL VOGEL</b> • <a href="mailto:mvogel@radioandrecords.com">mvogel@radioandrecords.com</a>
LATIN FORMATS COORDINATOR	<b>OLGA FLORES</b> • <a href="mailto:oflores@radioandrecords.com">oflores@radioandrecords.com</a>
CHARTS COORDINATOR	<b>BLAKE HEALY</b> • <a href="mailto:bhealy@radioandrecords.com">bhealy@radioandrecords.com</a>

### BUREAUS

WASHINGTON BUREAU	<b>JEFFREY YORKE</b> • <a href="mailto:jyorke@radioandrecords.com">jyorke@radioandrecords.com</a>
NASHVILLE BUREAU CHIEF	<b>LON HELTON</b> • <a href="mailto:lhelton@radioandrecords.com">lhelton@radioandrecords.com</a>
ASSOCIATE COUNTRY EDITOR	<b>CHUCK ALY</b> • <a href="mailto:caly@radioandrecords.com">caly@radioandrecords.com</a>
OFFICE MANAGER	<b>MARY RENE BAXTER</b> • <a href="mailto:mbaxter@radioandrecords.com">mbaxter@radioandrecords.com</a>
1106 16 <sup>th</sup> Avenue South • Nashville, TN 37212 • Tel 615-244-8822 • Fax 615-248-6655	

### CIRCULATION

CIRCULATION MANAGER	<b>JIM HANSON</b> • <a href="mailto:jhanson@radioandrecords.com">jhanson@radioandrecords.com</a>
---------------------	--

### INFORMATION TECHNOLOGY

DIRECTOR	<b>SAEID IRVANI</b> • <a href="mailto:sirvani@radioandrecords.com">sirvani@radioandrecords.com</a>
LEAD DEVELOPER	<b>CECIL PHILLIPS</b> • <a href="mailto:cphillips@radioandrecords.com">cphillips@radioandrecords.com</a>
APPLICATION DEVELOPER	<b>HAMID IRVANI</b> • <a href="mailto:hivani@radioandrecords.com">hivani@radioandrecords.com</a>
WEB/APPLICATION DEVELOPER	<b>AMIT GUPTA</b> • <a href="mailto:agupta@radioandrecords.com">agupta@radioandrecords.com</a>
NETWORK ADMINISTRATOR	<b>KEITH HURLIC</b> • <a href="mailto:khurlic@radioandrecords.com">khurlic@radioandrecords.com</a>
SYSTEM ADMINISTRATOR	<b>JOSE DE LEON</b> • <a href="mailto:jdeleon@radioandrecords.com">jdeleon@radioandrecords.com</a>
DATABASE ADMINISTRATOR	<b>PUNEET PARASHAR</b> • <a href="mailto:pparashar@radioandrecords.com">pparashar@radioandrecords.com</a>

### PRODUCTION & DESIGN

PRODUCTION DIRECTOR	<b>KENT THOMAS</b> • <a href="mailto:kthomas@radioandrecords.com">kthomas@radioandrecords.com</a>
PRODUCTION MANAGER	<b>ROGER ZUMWALT</b> • <a href="mailto:rzumwalt@radioandrecords.com">rzumwalt@radioandrecords.com</a>
GRAPHICS	<b>DELIA RUBIO</b> • <a href="mailto:drubio@radioandrecords.com">drubio@radioandrecords.com</a>
DESIGN DIRECTOR	<b>TIM KUMMEROW</b> • <a href="mailto:tkummerow@radioandrecords.com">tkummerow@radioandrecords.com</a>
DIRECTOR/DIGITAL PRODUCTS	<b>SUSAN SHANKIN</b> • <a href="mailto:sshankin@radioandrecords.com">sshankin@radioandrecords.com</a>
AD DESIGN MANAGER	<b>EULALAE C. NARIDO II</b> • <a href="mailto:bnarido@radioandrecords.com">bnarido@radioandrecords.com</a>
DESIGN	<b>GLORIOSO FAJARDO</b> • <a href="mailto:gafajardo@radioandrecords.com">gafajardo@radioandrecords.com</a>
DESIGN	<b>SONIA POWELL</b> • <a href="mailto:spowell@radioandrecords.com">spowell@radioandrecords.com</a>
DESIGN	<b>ALAN SAVANAPRIDI</b> • <a href="mailto:asavanapridi@radioandrecords.com">asavanapridi@radioandrecords.com</a>
DESIGN CONSULTANT	<b>GARY VAN DER STEUR</b> • <a href="mailto:gvandersteur@radioandrecords.com">gvandersteur@radioandrecords.com</a>
DESIGN CONSULTANT	<b>CARL HARMON</b> • <a href="mailto:charmon@radioandrecords.com">charmon@radioandrecords.com</a>

### ADVERTISING

DIRECTOR/SALES	<b>HENRY MOWRY</b> • <a href="mailto:hmowry@radioandrecords.com">hmowry@radioandrecords.com</a>
SALES MANAGER	<b>KRISTY REEVES</b> • <a href="mailto:kreeves@radioandrecords.com">kreeves@radioandrecords.com</a>
ADVERTISING COORDINATOR	<b>NANCY HOFF</b> • <a href="mailto:nhoff@radioandrecords.com">nhoff@radioandrecords.com</a>
SALES REPRESENTATIVE	<b>MARY FOREST CAMPBELL</b> • <a href="mailto:mcampbell@radioandrecords.com">mcampbell@radioandrecords.com</a>
SALES REPRESENTATIVE	<b>ALEX CORTEZ</b> • <a href="mailto:acortez@radioandrecords.com">acortez@radioandrecords.com</a>
SALES REPRESENTATIVE	<b>MEREDITH HUPP</b> • <a href="mailto:mhupp@radioandrecords.com">mhupp@radioandrecords.com</a>
SALES REPRESENTATIVE	<b>ERN LLAMADO</b> • <a href="mailto:ellamado@radioandrecords.com">ellamado@radioandrecords.com</a>
SALES REPRESENTATIVE	<b>KAREN MUMAW</b> • <a href="mailto:kmumaw@radioandrecords.com">kmumaw@radioandrecords.com</a>
SALES REPRESENTATIVE	<b>MARIA PARKER</b> • <a href="mailto:mparker@radioandrecords.com">mparker@radioandrecords.com</a>
SALES REPRESENTATIVE	<b>STEVE RESNIK</b> • <a href="mailto:sresnik@radioandrecords.com">sresnik@radioandrecords.com</a>
SALES REPRESENTATIVE	<b>MICHELLE RICH</b> • <a href="mailto:mrich@radioandrecords.com">mrich@radioandrecords.com</a>
SALES REPRESENTATIVE	<b>BROOKE WILLIAMS TRISSEL</b> • <a href="mailto:bttrissel@radioandrecords.com">bttrissel@radioandrecords.com</a>
SALES ASSISTANT	<b>VALERIE JIMENEZ</b> • <a href="mailto:vjimenez@radioandrecords.com">vjimenez@radioandrecords.com</a>

### FINANCE

CHIEF FINANCIAL OFFICER	<b>FRANK COMMONS</b> • <a href="mailto:fcommons@radioandrecords.com">fcommons@radioandrecords.com</a>
ACCOUNTING & PAYROLL MANAGER	<b>MAGDA LIZARDO</b> • <a href="mailto:mlizardo@radioandrecords.com">mlizardo@radioandrecords.com</a>
ACCOUNTS PAYABLE ADMIN.	<b>STUART KELHPULEOLE</b> • <a href="mailto:skelhpuleole@radioandrecords.com">skelhpuleole@radioandrecords.com</a>
CREDIT & COLLECTIONS	<b>SUSANNA PEDRAZA</b> • <a href="mailto:spedraza@radioandrecords.com">spedraza@radioandrecords.com</a>
BILLING ADMINISTRATOR	<b>GLENDIA VICTORES</b> • <a href="mailto:gvictores@radioandrecords.com">gvictores@radioandrecords.com</a>
BILLING ADMINISTRATOR	<b>SIMONE ADAMSON</b> • <a href="mailto:madamson@radioandrecords.com">madamson@radioandrecords.com</a>

### ADMINISTRATION

PUBLISHER/CEO	<b>ERICA FARBER</b> • <a href="mailto:efarber@radioandrecords.com">efarber@radioandrecords.com</a>
VP/EDITORIAL & MUSIC OPERATIONS	<b>CYNDEE MAXWELL</b> • <a href="mailto:cmawell@radioandrecords.com">cmawell@radioandrecords.com</a>
DIRECTOR/OPERATIONS	<b>PAGE BEAVER</b> • <a href="mailto:pbeaver@radioandrecords.com">pbeaver@radioandrecords.com</a>
GENERAL COUNSEL/HR DIRECTOR	<b>LISE DEARY</b> • <a href="mailto:ldeary@radioandrecords.com">ldeary@radioandrecords.com</a>
DIRECTOR/CONVENTIONS	<b>JACQUELINE LENNON</b> • <a href="mailto:jlennon@radioandrecords.com">jlennon@radioandrecords.com</a>
DIRECTOR/SPECIAL PROJECTS	<b>AL MACHERA</b> • <a href="mailto:amachera@radioandrecords.com">amachera@radioandrecords.com</a>
EXECUTIVE ASSISTANT	<b>AMANDA ELEK</b> • <a href="mailto:aelek@radioandrecords.com">aelek@radioandrecords.com</a>
OFFICE ADMIN/RECEPTION	<b>JUANITA NEWTON</b> • <a href="mailto:jnewton@radioandrecords.com">jnewton@radioandrecords.com</a>
MAILROOM	<b>ROB SPARAGO</b> • <a href="mailto:rsparago@radioandrecords.com">rsparago@radioandrecords.com</a>

A Perry Capital Corporation

## Test

Continued from Page 1

TMA/Ipsos in a highly competitive position with America's leading ratings company, Arbitron. Arbitron intends to move to the PPM in Houston in just four months.

"Creating a reliable, consistent solution takes more than technology and field tests and accreditation, it takes maturity and professionalism and the ability to understand the issues of all the players involved," Clear Channel Radio CEO John Hogan said.

"We have experienced nothing but maturity, professionalism, true understanding and assistance from the Media Audit/Ipsos since the process began [on Clear Channel's June 2005 request for proposals for a state-of-the-art electronic radio ratings service]. Radio is fortunate to have such a strong company interested in being a partner as we drive toward electronic measurement."

CBS Radio Chairman/CEO Joel Hollander said his company is impressed with how quickly TMA/Ipsos has hit its milestones in bringing the radio industry an alternative electronic ratings service. He said, "The Media Audit/Ipsos formally applied to the evaluation committee in December 2005 and is now preparing for a market test three months later. That's impressive. Clearly, have a plan and they know what they are doing."

In making the announcement that CBS Radio would encode for the Smart Cell Phone, Hollander reiterated earlier comments that the industry must be patient enough to fully evaluate plans submitted by TMA/Ipsos, Arbitron and Mediamark to the Next-Generation Electronic Ratings Evaluation Team created in re-

sponse to Clear Channel's request for proposals.

"A bad choice, made immediately, is the worst possible circumstance for all involved," he said. "After all, we are evaluating a choice for a ratings service not for the next year or two, but for decades to come. This is far too important a decision for our industry to make before carefully evaluating our options."

Cox Radio President/CEO Bob Neil did not comment on his company's decision to encode its four FMs in Houston for the Smart Cell Phone.

For his part, TMA President Bob Jordan said, "We see the future for radio measurement as a partnership between the radio industry and us, the research supplier. We appreciate Cox's agreement to encode in the spirit of that partnership."

Jordan said that TMA will continue to work closely with the radio and ad-agency industries to ensure that it can "harness the best technology that will fairly and accurately reflect radio listening and provide the industry with the information it needs to prove radio's great value for advertisers."

## PPM Inks OMD, PHD

The advertising community's embrace of the PPM continued Monday, as global media service firms OMD and PHD signed contracts giving them use of PPM-based radio audience estimates. OMD's clients include Lowe's Home Improvement, Bank of America, Pepsi, Dell, Cingular and the U.S. Army, while PHD's clients include the Daimler-Chrysler Group, Gap, Old Navy and Charles Schwab.

Arbitron VP/Communications Thom Mocarsky said that the addition of OMD and PHD means the

national agencies that have signed on for the PPM now account for more than 90% of all national radio spot dollars.

Ford Motor Co. Global Media Manager Mark Kaline on March 15 told RAB Radio Summit attendees that radio needs to embrace the PPM, questioning why the industry is waiting on a transition from its 40-year-old diary-based methodology to Arbitron's electronic measurement device.

In his view, the PPM gives the industry significant advantages and adds credibility to the industry with the ad-buying community. "Radio cannot afford to wait," Kaline said. "The industry will never catch up if it does not act now."

He said that the right measurement device is "only part of the challenge," adding, "Backing it up with good research techniques and Media Rating Council accreditation is a must." Additionally, Kaline said HD Radio will increase the need for the PPM.

Kaline represents advertisers on the Next Generation Electronic Ratings Evaluation Team.

## O'Bryan

Continued from Page 1

asset in Houston, and we're confident he'll bring game to his new position in Dallas."

O'Bryan's previous experience includes stints at KWMX and KCKK in Denver and KIOI/San Francisco. His latest appointment marks his return to KDMX: He was the station's evening host when it launched in May 1991.

"If I were to hand-pick the one market and one station I would like to program, this would be it," O'Bryan said. "I can't wait to move up 1-45!"

— Sarah Vance

# BUSINESS BRIEFS

Continued from Page 6

## Sirius Surpasses 4 Million Subscribers

New York-based **Sirius Satellite Radio** said this week that it recently passed 4 million subscribers. On Dec. 31 the company reported 3.3 million subscribers and said it expected to end 2006 with 6 million paying customers.

In other news, **Sirius** and **Volkswagen** have come to an agreement under which VW will install Sirius in 80% of its vehicles, beginning with the current 2006 models. The agreement runs through 2012.

VW imported and sold 395,000 vehicles in the U.S. last year, leaving Banc of America Securities analyst Jonathan Jacoby to estimate VW's market penetration could mean about 350,000 more Sirius units by 2008. That would be "a positive for the [satellite radio] industry," he said.

However, the analyst, who maintained his "sell" recommendation on Sirius, said he believes the deal will be less valuable than Sirius' other recent original-equipment agreements with automakers because Sirius is likely paying more to VW for each receiver sold. Also, with only 2.5% of the overall U.S. auto market, VW is a relatively small player. Jacoby's 12-month target price on Sirius stock is \$5.

## XM, Concord Team For Co-Branded CDs

**XM Satellite Radio** and independent record label **Concord** on Tuesday announced a partnership to launch a series of co-branded CD compilations, to be co-produced by Concord and the satcaster.

The CDs will feature songs from Concord's catalog of new and historic recordings, with the first series to be devoted to jazz. XM and Concord will jointly market and promote the CDs.

## Miami Airport Pirate Interfering With Pilots

Miami authorities are looking for the person or persons responsible for illegal music broadcasts that are interfering with communications by pilots departing from Miami International Airport.

**Federal Aviation Administration** spokeswoman Kathleen Bergen told AP about the broadcasts, "it's intermittent. Not all day, every day. But clear communication between air control and the pilots is a critical part of flying." Bergen said pilots have been switching to a different frequency to speak with the control tower.

Authorities tracked signals to a warehouse and subsequently seized three computers and a CD player but found no broadcaster. Over the past 10 years the FAA has conducted about 30 investigations into pirate broadcasts interfering with communications from the airport's control tower.



**AL PETERSON**  
apeterson@radioandrecords.com

# So, Gabe Says....

A conversation with Clear Channel's Gabe Hobbs

**D**uring the recent R&R Talk Radio Seminar I was reminded of the breadth of experience that Clear Channel Radio VP/News, Talk & Sports Programming Gabe Hobbs brings to any discussion of radio.

I noted this when Hobbs — a guy who works with more than his fair share of major-market News/Talk operations — thoughtfully contributed to a panel discussion of the challenges and opportunities faced by purveyors of the format in small markets. Hobbs seemed as comfortable helping a station in Missoula, MT as he is working with one in Los Angeles.



Gabe Hobbs

As part of this week's special issue focusing on some of our industry's most influential VPs, I asked Hobbs for his take on a number of issues regarding the News/Talk/Sports radio formats and got some insight into how he manages to keep track of the 280 Clear Channel stations whose programming he oversees.

**R&R:** What's your take on the state of Talk radio today?

**GH:** Honestly, in some ways it's a little behind the curve. At TRS this year I picked up on a sense of "Oh, shit, we need to catch up" from a number of people. I

say, to heck with catching up; let's leapfrog ahead from both a technological and a how-we-see-our-world standpoint.

We all need to dig down deep and rethink how our stations are set up, how the staff is deployed and how consumers use us today and blow up a lot of the traditional models. We need to stop thinking about radio in general — and the News/Talk/Sports formats specifically — in the same way that we have been thinking about it since 1988.

**R&R:** While the majority of your News/Talk stations lean conservative, Clear Channel also has the most liberal Talk outlets of any company. What's the state of progressive Talk after two years on the air?

**GH:** Progressive Talk has hit what I would call a somewhat disappointing plateau. I still believe it's a real format, but it has hit a certain point in its development cycle that's caused many managers to step back and assess when sales will catch up with the ratings.

**R&R:** Has the growth been limited by the product or by the fact that liberal Talkers are on lesser facilities in many markets?

**GH:** All of the above. It's true that the format tends to be put on the third AM or the least-performing FM in a cluster —

although that is not always the case — so, yes, that's part of it. But I'm getting feedback from managers who report that they're having difficulty selling it. It's legitimate for a GM to say, "Hey, I've invested in this format, it's gotten some ratings, but now I need to see it generate better revenues before I can invest in it to the next level."

We've gone through this before, with Rush Limbaugh, Howard Stern, Rock formats and even the early days of CHR, where there were a lot of complaints of

"I can't sell this." We know that with new, cutting-edge formats, it takes time for sales to catch up with ratings. Then that allows the station to invest more in things like a local morning show, more marketing, moving the format to a better facility, etc. But I think that day will come.

**R&R:** Do you feel, as do some who are currently experimenting with it, that the strongest liberal shows can coexist on the same stations with the most successful conservative shows?

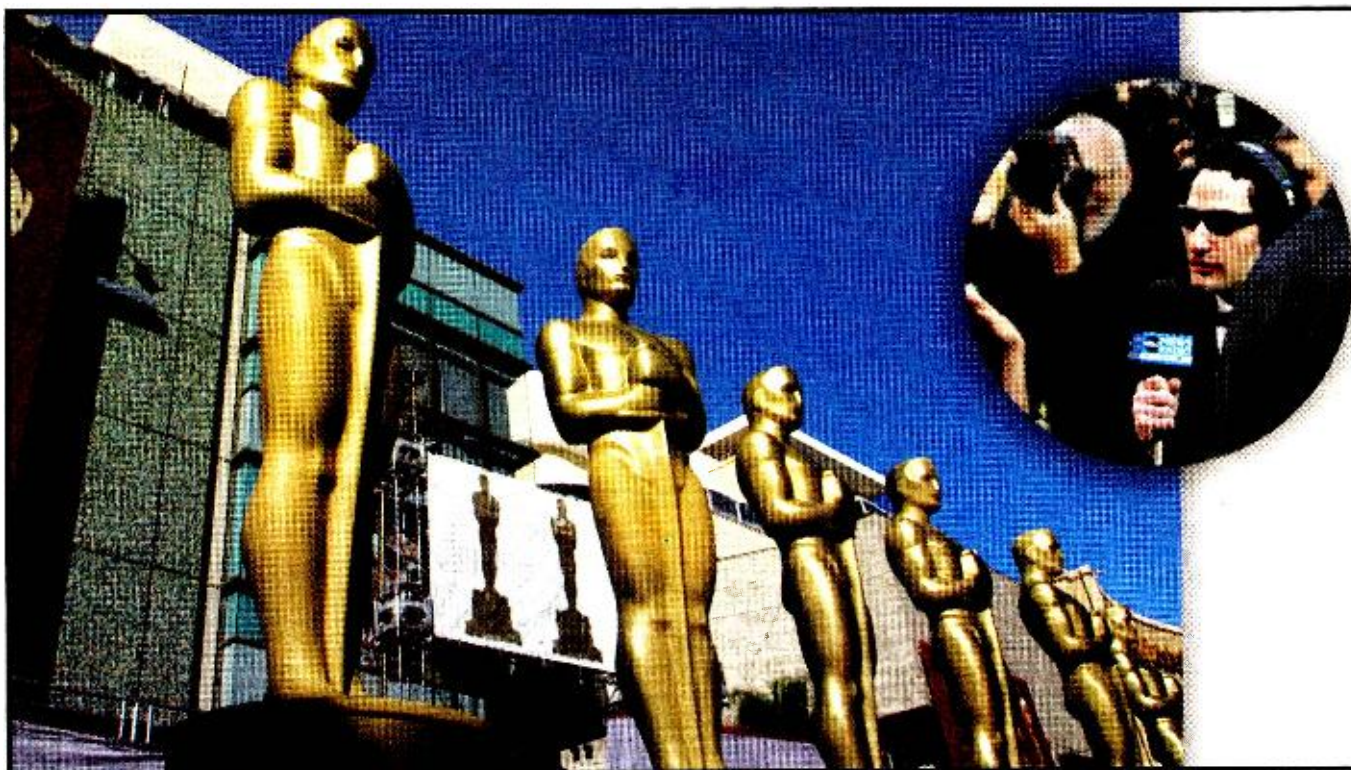
**GH:** I'm still not a big believer in that. Like the FM music formats have, the Talk format has fragmented to the point where we really can't do that. The days of being a big, monolithic, all-things-to-all-people information utility are gone. You have to decide what it is you are going to be.

That said, that doesn't mean that a conservative or a progressive Talk station can't also be the news leader in the market — outside of the top three or four markets, where that position is held by the News station.

There are still some stations out there that come from that heritage and tradition of being the all-things-to-all-people station and haven't messed with it for years, so there are probably some stations that will continue to be able to get away with that, at least for a while longer. But if you've already established yourself as one thing, you can't now go back and put

**"It wouldn't stun me at all if, in the year 2020, people look back at what we're all doing today and say, 'Now that was the good old days — when they were trying to reinvent AM and FM and HD was just rolling out.'"**

Continued on Page 14



## DAVID BLAUSTEIN OSCARS '06

From pre-Oscars to after the show, our correspondents brought listeners over 35 hours of live radio broadcasts, including red-carpet celebrity interviews with George Clooney, Keira Knightley and many others. Improve your entertainment news today: 212-735-1700.

**abc NEWS RADIO**  
TRUSTED. CREDIBLE. COMPLETE.

**AN OPEN LETTER TO:**

## **General Managers and Program Directors**

As you look ahead to the rest of 2006 at your stations, are you on target to:

- ...achieve or surpass your ratings goals?
- ...meet your revenue and operational budgets?
- ...generate new sales opportunities?

If you answered "NO," to any of these questions, take a look at the benefits **The Dr. Laura Program** offers:

**Dr. Laura consistently outperforms overall station rankings in the Top 75 markets\***

"KLIF's a 'chick magnet' with Dr. Laura. Her Women 25-54 share grew 58% from Summer to Fall, and was up 72% in AQH persons!"

Jeff Hillery, Program Director, KLIF/Dallas

**Dr. Laura's unique "Red Carpet Program" for advertisers is a proven revenue generator**

"For many KFI clients, this is the centerpiece of their advertising campaign, delivering higher returns on investment for those who renew year after year."

Mark Lang, Local Sales Manager, KFI/Los Angeles

**Dr. Laura's theatrical one woman show, "In My Never To Be Humble Opinion," provides opportunities for showcase sponsorships and non-traditional revenue at premium rates**

"Dr. Laura's visit helped us close a sponsor that we've since converted to an annual advertiser. They were thrilled with their association with the show and are now one of our regulars, thanks to Dr. Laura!"

Stu Stanek, General Manager,  
Clear Channel Radio of Salt Lake City

**Take On The Day, LLC** produces and affiliates the **Dr. Laura Program** and devotes all of its energies to making affiliate stations winners in both ratings and revenues.

Contact Jake Russell at 212-239-2988, ext. 310 or jrussell@totdradio.com for a media kit.



**TAKE ON THE DAY**  
THE DR. LAURA PROGRAM

\*Arbitron, Fall 2005 Mon-Sun 6A-Midnight, Persons 12+, Adults 25-54, Women 25-54

## So, Gabe Says....

Continued from Page 12

a mix of different programs on and have it work.

**R&R:** *There appear to be more and more niche opportunities for Talk radio out there. What developments do you see as having some potential?*

**GH:** Now that FM Talk is finally becoming a reality — albeit slowly — it will give the format access to female demos we have not had on the AM band. We can now look at moving some traditional Talk to FM, as well as creating new product that has female appeal. That will lead to the next logical step, which is to create a station that has predominantly female appeal.

It will have to be like progressive Talk was a couple of years ago, where you have at least a couple of program suppliers in the business of creating decent product for the target so you can afford to put a 24/7 station on the air.

The idea of progressive Talk was discussed for a year or more before it became a reality when Air America Radio debuted, along with a couple of shows from Jones Radio Networks, Lionel at WOR Radio Networks and a few others. That's what finally made it viable to launch a progressive Talk station.

Up until recently there haven't been enough pieces available to put a female-targeted Talk station together except on an enterprise basis locally — and the economics have not been there to support that approach.

But now, as we saw at TRS, you have several different entities offering talk programming targeting women. That is a good thing, because you need to be able to fill at least 16-18 hours a day with syndicated programming so that you can then develop the rest of it locally.

I also think that when someone commits to doing female Talk it is much more likely to get a launch on a good facility in a cluster. It might be on the fifth FM in the cluster — which is often as good as the first one, as far as signal goes — or it may get on the second or third station in the cluster, depending on the goals.

Maybe you're trying to evolve out of a Soft AC or a Hot AC or create a female-targeted flanker or a wall of women with your cluster for the sales department. I don't know who will be the first to do it, but I am pretty confident in saying that our company will do it. I just can't say when or where right now.

**R&R:** *Will HD Radio have the same kind of impact on Talk stations as it will on music formats?*

**"I'm still having a great time, I still love what I do, and I really believe that there is a career and a business that will be here well beyond my retirement."**

**GH:** It will have impact, but I'm not sure it will be as immediate as what it will be on FM, because FM has the multicasting component. The issue for AM is enhanced audio quality and whether what's on the AM station should instead be on one of the side channels on an FM in a cluster. Should we move or replicate what we are doing on AM to one of those side channels? That will be the main issue for AM Talk stations.

I don't know if HD is the answer, but I hope it is. We have to chase it fast and hard and do as good a job as we possibly can with it. It's clearly superior technology that offers variety, programming that's commercial-free and all sorts of opportunities for us to do things that are just as good or better than what the satellite companies have done.

The satcasters are great marketers — something I don't think radio is nearly as

good at — but if we can combine our knowledge and content expertise with better-executed marketing and promotion, radio's future looks very bright.

**R&R:** *Keeping track of 280 stations would seem to be a pretty daunting task. How do you manage it?*

**GH:** I prioritize the way I work with all of the stations based on market size, ratings distress and cash flow at risk — not necessarily in that order. Those are the three main factors I use to set priorities among the stations. If we have a new launch in a major market — like we've had recently in Minneapolis and Pittsburgh — that station moves up in priority for me.

If there is a major fire burning or a station is tanking for one reason or another, that also moves it up on the priority list. Luckily, those kinds of situations are few and far between. The largest markets are where the most cash flow is at risk and where ratings points are worth more, so the stations there get regular visits from me, whether they want them or not.

**R&R:** *You get to see a pretty wide variety of markets, which makes you uniquely qualified to assess how well we are doing as an industry at developing new talent — both on-air and in programming. Are we doing a good enough job in those areas?*

**GH:** We can always do better, but it's not as bad as some suggest. After consolidation there were reports that hundreds of really talented people would lose their jobs. Here we are now, 10 years later, and I'm still asking, where are all those great people? Tell me where they are, and I'll hire them.

I believe that consolidation did clean out some dead wood, but I truly do not believe that we left all sorts of incredibly talented hosts, programmers and sales managers on the beach.

**R&R:** *But, clearly, fewer people are now responsible for running and overseeing more stations.*

**GH:** There is no question that's true, but one of the benefits of consolidation has been that you can put your smartest and most talented people in charge of more. That is usually to the benefit of the

station, the market, our advertisers and the bottom line.

The downside is that it does impact the farm system a bit, but that is not all the fault of the industry. Frankly, as I visit colleges and meet university students, I don't see the kind of fire to get into radio in them that there was when I was a kid.

**"Now that FM Talk is finally becoming a reality — albeit slowly — it will give the format access to female demos we have not had on the AM band."**

**R&R:** *Is that really true, or do those of us who have been around the business for 20 or 30 years tend to romanticize the good old days a bit?*

**GH:** We probably do romanticize a bit. When I first came into the business, the good old days were the early days of Top 40. When those guys were coming into the business, the good old days were the early 1950s, when radio was still in the final days of producing live dramas and entertainment programs. So, every generation that comes into radio probably tends to romanticize their good old days.

It wouldn't stun me at all if, in the year 2020, people look back at what we're all doing today and say, "Now that was the good old days — when they were trying to reinvent AM and FM, and HD was just rolling out."

It's all about gaining perspective, which only time in the business can give you. I'm still having a great time, I still love what I do, and I really believe that there is a career and a business that will be here well beyond my retirement.

## ATTENTION: PROGRAM DIRECTORS

**"Quit knocking yourself out!"**

Finally a website where you can find the hottest Talk Shows. Browse. Click. Listen. Download... on your time. Anytime.

**TalkShowsUSA.com**



*Talk Shows USA*

**NO MORE WORRIES.**  
FIND A SHOW. ADD A SHOW!

**A SUPERSTORE FOR RADIO TALK SHOWS!**

**719.579.6676**



# Change<sup>the</sup> Subject



These Stations Decided to  
**Give Their Listeners a Break**  
with The Dave Ramsey Show

## WGKA Atlanta - Market #11

12+ AQH: 1400 - 3700 ( UP 163% ! ) Dave's First Hour  
12+AQH: 4700 - 2600 ( DOWN 44.7% ! ) Hour After Dave\*\*

**WABC**

1.2-1.5

NEW YORK CITY

Adults 25-54\*

**WSBT**

4.6-9.9

SOUTH BEND

Men 25-54\*

**WKRC**

3.3-6.9

CINCINNATI

Adults 25-54\*

\*ARBITRON HOURLY INCREASES, SUMMER 2005-FALL 2005

**THE**  
**DAVE**  
**RAMSEY**  
**SHOW**

“Where life happens; *caller after caller...*”

**LISTEN TO DAVE WEEKDAYS LIVE 2-5PM/ET**  
**NOW HEARD ON OVER 270 AFFILIATES AND GROWING!**

24/7 Refeeds Available | For Syndication, Call 1-877-410-DAVE (3283) | Javeramsey.com



**ADAM JACOBSON**

ajacobson@radioandrecords.com

## Strong Center Of The South

Atlanta stations thrive despite slow growth, owner changes

Throughout this week's issue of R&R, you'll find interviews with VPs/Programming and other programming execs, including CBS Radio's Jeff Garrison and Jay Stevens, Clear Channel's Gabe Hobbs and Jim Lawson and Cox Radio Format Captain Jeremy Rice. CBS Radio, Clear Channel and Cox are among the many players in the Atlanta market, now No. 10 according to Arbitron. That new ranking is something that puts a smile on the face of CHR/Pop WSTR (Star 94)/Atlanta Sr. VP/GM Mark Kanov.

Atlanta is the biggest radio market in the South, and as the metropolis goes, so go many of the other radio markets in the region. That's why programming executives and sales management have taken a particular interest in the slow growth seen thus far in 2006. According to Miller Kaplan Arase & Co., Atlanta revenue is up 1.3% year-to-date.

Kanov is happy to say that WSTR is up 3% thus far in 2006, outpacing the market, but he admits, "It's certainly not the robust growth that we'd like to see and we've all been used to for so many years.

"In the 1980s and 1990s, there was double-digit growth year after year. It's been an adjustment for the industry to realize that double-digit growth may happen in a good year, but that growth just can't sustain itself."

Kanov doesn't think that years of 2%-3% growth are now the norm, but he feels that 3% growth would be a realistic figure for Atlanta, as opposed to other companies in the market that have expectations of 8%-10% growth.



**Mark Kanov**

He also says that there is no consistency or direction in the advertising environment for Atlanta radio at present. "It seems like the buying community has decided to buy more cautiously, whereas before they would set yearly schedules," he says. "Now it seems like they're buying more quarterly, and there's more last-minute buying, with people asking if they can get on in two weeks. It makes it more difficult for stations to gauge pacing, projections and inventory."

Continued on Page 17

## For Cox/Atlanta, Auto Loss Overcome By Home Dollars

Cox Radio/Atlanta Market Manager **Chris Wegmann** says he's encouraged by the pacing at his cluster for the remainder of 2006, but automotive isn't one of his strongest categories.

"There's been a shift in where the money is going," Wegmann says. "Automotive advertising is getting cut back across the board. We heard a figure in Atlanta that General Motors reduced their spending by \$2 million in Q1 alone. That includes TV, radio, print, outdoor, etc."

But Wegmann believes Atlanta isn't alone in seeing ad dollars drop from the domestic car makers. He says it's a national dilemma for radio. At Cox/Atlanta, lost automotive business is being replaced by business from wireless-phone-service providers, a strong category in the market right now. Also seeing strength is the home-improvement side, including mortgage-refinancing firms. Furniture stores and carpet retailers are also strong as the housing market refuses to slow down.

"A recent *Atlanta Business Journal* story had the headline 'What Bubble?'" Wegmann says. "There are 3,000 new condos coming on the market in a couple of years. There are new high-rises in Buckhead and Midtown — prestigious areas of Atlanta — included in the mix."

Wegmann is competing against his own company in Atlanta. Cox owns the big newspaper in town, the *Atlanta Journal-Constitution*, and the big TV station, ABC affiliate WSB. Wegmann says, "Much to my dismay, we are very much in competition with the TV station and the newspaper, as they are with us. Cox has always taken the position that we run each entity as a separate business. We compete on the street for the advertising dollars against the *AJC*. Being co-owned does not slow us down or stop us."

Cox Radio/Atlanta is this week celebrating News/Talk giant WSB-AM's 84th birthday, but WSB-AM doesn't sell itself. "I can assure you of that," Wegmann says. "We have a staff of 15 sellers and two sales managers. We look for a lot of ways in which we can sell that radio station. We have a very strong Internet presence, and we do a very good job of selling banners and custom pages."

Lastly, the cluster isn't celebrating just yet, but the Jan. 1 relaunch of WFOX as Classic Hits "97.1 The River" seems to be a home run if you look at the monthly ratings extrapolations. "The station had a tremendous trend," Wegmann says. "But I told the salespeople, 'Don't get overexcited, guys.'"

"But [Classic Rock competitor WKLS] has already started airing Atlanta Braves baseball games, and they're going to be breaking away for baseball a lot. The hole was so obvious to us. And come this fall, when [Triple A competitor WZGC (Dave FM)] airs Atlanta Falcons football, there'd be no rock music in the market without us."



**Chris Wegmann**

**FLASH 'EM!**

THE BEST WAY TO PROMOTE YOUR EVENT WITHOUT HAVING TO GET NAKED.

EventTape® BunchaBanners™ FlashBags™ BumperStickers Ponchos KeyTags StadiumCups Posters

CALL FOR A CATALOG AND START PROMOTING YOUR EVENT TODAY!  
**1.800.21FLASH**  
 1.800.213.5274  
[www.firstflash.com](http://www.firstflash.com)

**FirstFlash!**  
 L I N E  
 Moose Lake Products Company, Inc.

FirstFlash! Line EventTape®

## Strong Center Of The South

Continued from Page 16

Automotive remains a key strength for Star 94, while Kanov says he's wary of the effect of the pending merger of local giant BellSouth with AT&T on dollars from mobile-phone service providers.

### Standalone In A Sea Of Consolidation

Star 94, owned by Jefferson-Pilot, is in a unique situation. While WQXI remains its longtime AM clustermate, that station is brokered to an outfit that handles its Sports programming and all of its sales, promotion and marketing. That makes WSTR the equivalent of a standalone in a market full of clusters.

Yet Star 94 continues to deliver top audiences and billed nearly \$29 million in 2004, according to BIAfn. What are the key elements of Star's success? "It's the consistency and longevity of the Star 94 sales staff and management," Kanov says.

"We've been fortunate over the years to have virtually zero turnover, as opposed to other stations that have revolving doors in their sales departments. We have a philosophy of operating with fewer, better people. We allow our people to work hard. We allow them to make a lot of money if they produce."

That philosophy of "fewer, better people" is something Kanov, who has been in charge of Star 94 — and its predecessor, 94Q — for 38 years, values highly. He says, "It gives consistency to a staff and sends a message to the advertising community that this is a solid company, and people always want to do business with solid companies that they know have a history of honesty and integrity."

**"We're trying to be hip and trendy to everybody in our target demo, and the gay audience is a part of everybody."**

Mike Fowler

Regarding the multistation clusters that Star 94 competes with for dollars, Kanov is perfectly happy not having a second, third, sixth or eighth station to worry about. He believes the rapid industry consolidation seen in the last 10 years has made leadership and management even more difficult for radio companies.

"When you've got one guy trying to run multiple radio stations, he can't put all of his efforts into any one thing," Kanov says. "It's a very difficult thing to have a manager try to manage multiple properties. It's cost-efficient, but it still gets down to the fact that every day you've got to run a business, and if you're not giving it your full attention, another guy is."

And to those who said that, with consolidation, a standalone station couldn't survive, Kanov says, "Not only have we survived, but we've flourished through all of it."

### Duo Look For Growth Under Cumulus

While Jefferson-Pilot has one FM to focus on, Susquehanna Radio has two FMs in Atlanta that continue to see growth despite strong competition from Star 94, Cox Radio and Clear Channel.

At CHR/Pop WWWW (Q100)/Atlanta, VP/GM Mike Fowler is excited about his station now that a much-needed jump to a full-market signal has already yielded riches.

"Our cume jumped a lot in the first book after the upgrade," he says. "Q100 should be cume-driven, but we had to drive it on TSL because our old signal didn't reach a lot of areas."

"We just came off a huge TV campaign, and our web traffic was up from 302,000 in January to 564,000 unique viewers in February. The TV spots are going to kick in big-time for us. We look for huge ratings."

While Fowler looks for Arbitron success, Q100 has already seen strong revenue growth and is up 4.4% thus far in 2006. Thank *The Bert Show* and its solid position in Atlanta morning radio for much of that growth.



Mike Fowler

"The revenue has gone up so much, and this station has always gotten results, but we had to establish something before you could pick up the signal everywhere, and that's what we did with *The Bert Show*," Fowler says of the show featuring Bert Weiss, Melissa Carter, Jeff Dauler and Jenn Hobby.

"They've been huge. They've really found their niche in Atlanta. They were even voted the 37th Most Powerful Person in Atlanta by *Atlanta* magazine. Now, with the signal increase, Q100 will be able to be everything, driven by the engine. The engine is strong, and that's *The Bert Show*."

Q100 is pitched to potential clients and listeners as a lifestyle radio station that's hip and trendy, and the station has also earned a strong following in Atlanta's gay community. Q100's old College Park, GA-based signal covered neighborhoods where many of the metro's gays and lesbians live, and the dance music Q100 featured in its earliest days was quite popular.

"The dance music initially stemmed from all of our club business, and we still have a Thursday-night, Friday-night and Saturday-night broadcast from a club," Fowler says. "We have a huge following in the gay community and Melissa Carter is openly gay, so it just kind of worked out that we are beloved in that community. Again, we're trying to be hip and trendy to everybody in our target demo, and the gay audience is a part of everybody."

Club business remains a major component for Q100, while the automotive and wireless-communications segments are also big for the Pop outlet. Nevertheless, Fowler would love to see the Atlanta radio market up more than 1.3%. He points out that in February total spot dollars are up 2% — a positive to combat flat growth in that category thus far in 2006.

Meanwhile, Alternative clustermate WNNX (99X) still leads in its format category on the sales side, despite head-to-head competition from Clear Channel Alternative WBZY (1053 The Buzz), which targets a younger audience of modern rock lovers.

And with Cumulus Media Partners set to assume control of Susquehanna's stations, recently named Cumulus Sr. VP Andy Rosen is more than welcome to spend as much time at Q100 and 99X as he'd like. "I've known Andy for 20 years," Fowler says. "I just talked with him yesterday."



**PROMOTING RADIO IS KIDS' STUFF** Attendees of the recent American Association of Advertising Agency's Media Conference in Orlando were surprised when two dozen kids between the ages of 10 and 14 wearing pro-radio T-shirts suddenly appeared at an RAB-sponsored luncheon.

"We wanted to infuse a little fun into the luncheon while reminding everyone that radio engages its audiences with formats targeted to specifically defined lifestyles," said RAB Exec. VP/Marketing Mary Bennett. "Since Orlando is the Mecca for family vacations, spotlighting radio's interaction with the younger demographic seemed like an obvious choice." Among the kids who roamed the exhibit hall during the luncheon were twin girls (front row, left), one wearing a shirt that said, "A radio station found my grandma in New Orleans," and the other wearing a shirt that said, "I'll listen to FM on my iPod."

"Remember, Cumulus is based here in Atlanta, and they have a magazine called *Jezebel* that we've partnered up with that's just perfect for Q100. It's sleek and hip, and so is our station. Having Cumulus here will create some synergies, and Andy is the perfect guy to lead the team from Susquehanna to Cumulus."

### Business As Usual At ABC



Victor Sansone

ABC Radio/Atlanta President/GM Victor Sansone says the corporate-level preparation involved in Citadel's acquisition of the company's radio stations (minus ESPN Radio and Radio Disney) "is beyond us." He continues, "It's business as usual. We just have to go out and work."

That's why he recommends that his employees make themselves indispensable. "There's not a warehouse full of people who are ready and willing to come in and take over your building," he says in regard to Citadel's purchase of his two stations, Country cousins WKHX & WYAY.

Sansone lived through the Capital Cities-ABC merger in the 1980s and the Walt Disney Co. merger in the 1990s. "Nothing has changed about my job," he says. "The names of the people on the paychecks change, but expectations of performance remain, regardless of whose names are on the paycheck."

What does Citadel have to look forward to in market No. 10? "A very reactive climate, at present," Sansone says. "The biggest challenge is keeping the news, whatever it brings or how people interpret it, from starting a storm of cancellations of what is currently booked. Clients don't realize that canceling business is very damaging to radio, especially as they feel they can ignore minimum-notice rules because of the money they spend. We need time to resell the inventory."

Sansone says WKHX & WYAY are pacing

**"Atlanta is a pretty good market. We've had a lot of great years of double-digit growth, but we've taken a bunch of body shots over the last couple of years."**

Victor Sansone

well going into fiscal Q3 2006, with upfront stats looking good. "The first and second quarters were also pacing good," he says. "The struggle now is to keep the upfront gains from evaporating as we actually get to the period."

In regard to the market's overall atmosphere for radio, Sansone laments that while Atlanta has traditionally been a healthy growth market, "we have been under 3% growth for the last couple of years." He goes on, "The radio community has always been strong and competitive, but in 15 years here, I have always found it to be a 'high road' atmosphere."

"The stakes are high here, but it has never changed the quality of the broadcasters' tactics in getting their share. Atlanta is a pretty good market. We've had a lot of great years of double-digit growth, but we've taken a bunch of body shots over the last couple of years. We're treading water here, but minimally."

That's why Sansone believes his stations will do just fine, even with Atlanta facing the possible bankruptcy of Delta Air Lines and regional auto-plant closings from both Ford and GM. "Atlanta hasn't gotten a few big things — slow growth doesn't come by accident," he says. "It comes because of all those signals the marketplace is getting."

"What gets it done is always remembering the basics and that we are in a sales business. Good tenets of salesmanship always win. The clients and strategies are ever-changing."

## Clear Channel/Tampa Slams The Barn Door

Several days after being suspended, **WXTB (98 Rock)/Tampa** morning talent **Cowhead**, sidekick **Phatty** and PD **Brian Medlin** have been terminated, along with producer/part-timer **Amy Bosson**, whose position was eliminated. Here's the straight poop directly from the piehole of Cowhead himself: "I got a call that said a complaint had been sent to John Hogan and forwarded to the FCC about eight separate



Moo.

accounts of supposed indecency that took place over three days at the end of February. After listening to them, maybe two of them are questionably indecent. The rest are innuendoes at best." For now, 98 Rock MD/afternoon driver **Mike Killabrew** is holding the programming reins, and midday dude **Big Rig** is covering mornings. Cowhead can be reached at [mrcowhead@aol.com](mailto:mrcowhead@aol.com) or 813-407-9959.

### Rumors Spread Like Chunky Peanut Butter

What's up with the morning show at **WNNX (99X)/Atlanta**? Last week co-host **Fred Toucher** exited after nine years, and he and a couple of his former morning cohorts — **Rich Shertenlieb**, last seen with *Kidd Kraddick in the Morning*, and ex-99X traffic guy **Crash Clark** — recently did a three-day audition at CBS Radio's **KZON (101.5 Free FM)/Phoenix**. "The three of us always wanted to do this show, and it really clicked in Phoenix," says Toucher, who claims they haven't talked to CBS Radio about replacing David Lee Roth, despite rumors. "We're interested in them, and they seem to be interested in us," he says. "It's a great company, and we'd be open to working on a non-Free FM station." Look for 99X afternoon guy **Axel** to temporarily sit in on mornings.

Is morning co-host **Jimmy Baron** getting ready to bail on the 99X ranch too? Baron says he was approached by **KIFR (106.9 Free FM)/San Francisco** to audition and "immediately developed prickly heat." "The opportunity to do a show in a city as great as San Francisco is truly beyond my wildest dreams," Baron wrote on his blog. "CBS has shown me fantastic support and encouragement, and I am jumping out of my skin at the thought of potentially being part of their family." While his contract with 99X expires in a few weeks, incoming 99X owner Cumulus reportedly wants Baron to stay, and they're currently in negotiations.

### Label Love

After two years as West Coast Regional for EMI Music Collective, **Carlyn Kessler** returns to Reprise as Sr. Director/Alternative Promotion. Pester her at 818-953-3754 or [carlyn.kessler@wbr.com](mailto:carlyn.kessler@wbr.com).

Congrats to 10-year RCA Records vet **Roger Widynowski** on his swell new VP/Publicity stripes. He will continue to report to Sr. VP/Publicity Sherry Ring, and we will continue to try not to screw up the spelling of his name.

### The Programming Dept.

With PD Marty Whitney leaving **KRZQ/Reno, NV** to become Imaging Dude at KLLC/San Francisco, the **KRZQ** staff undergoes some changes, starting with MD/midday goddess **Mel Flores**, who is upped to PD. For her first official act, Flores waves her Ronco PD Wand 8000™ and converts night jock/production guy **Johnny Karate USA** (this week's Most

Awesomest Air Name) into Asst. PD/MD/afternoon driver. Morning board-op **Ghostboy** grabs Mr. Karate's former duties.

• **KVYB (103.3 The Vibe)/Oxnard-Ventura, CA** excises the "interim" part of interim PD/MD/morning homie **Mambo's** title, officially making him Ruler of All Things Vibe-Oriented. Mambo replaces Angel Garcia, who left earlier this year.

• Afternoon buckaroo **Brian Montgomery**, a.k.a. "BMO," adds MD duties at Buckley Country **KUBB/Modesto, CA**.

• Styles Media/Panama City, FL Director/Programming **Keith Allen** annexes the same duties at the company's nearby Dothan, AL cluster, where a boatload of changes happened: Hot AC **WKMX** has begun to slip some pop titles into the mix as the lineup gets tweaked. Morning jock **John Houston** is joined by **Kelly**, who will run solo from 10am-noon. A man/rodent named **Squirrel** is doing noon-6pm, followed by **Shady** from 6pm-midnight. Ex-**WKMX** morning guy **B.J. Kelli** is now PD of Classic Rock clustermate **WJRL**.

• After successfully launching **KDAM** and programming both **KFAB** and **KDAM** in Fargo, ND, **Beau Richards** is bringing his family back home to sunny Melbourne, where he spent many years programming **WAOA (WAIA)**. Richards tells **ST**, "I'll still voicetrack for Clear Channel, including mornings at **KFAB** and **KPEZ (102.3 The River)/Austin**."

### Formats You'll Flip Over

• Access.1 Alternative **WJSE (Digital 102.7)/Atlantic City, NJ** flushed the format in favor of Rock as "**The New 102.7, The Ace**." No jocks were harmed in the transition, and local banks and schools were closed, but only because it was a Sunday.



Where everyone knows your name.

• The Bar is open ... and it's before noon. Sweet! Connoisseur Media launched its new station in Billings, MT: Please welcome **KPBR (The Bar 105.9)**, which is running consultant **Joel Folger's** new "Bar" format, which touts "Everything Country and More."

### Quick Hits

• Congrats to one of our faves, **KYSR (Star 98.7)/Los Angeles** night goddess **Lisa Foxx**, who adds afternoons at sister **KIOI (Star 101.3)/San Francisco** via the miracle of voicetracking. Ironically, she replaces Star/L.A. midday jock **Lara Scott**, who had been tracking the shift until recently. Bay Area native Foxx says, "For the first time in nine years I can give my mom a shout-out!"

• **KKBT (100.3 The Beat)/L.A.** PD Tom Calococci inks **Free** for afternoons, effective April 3. Ms. Free was most recently a VJ on BET's megapopular *106 & Park*. She relocates **A-One** to overnights, replacing the syndicated *Wendy Williams Experience*.

• Morning lead **DJ Hukher** exits **WJHM (102 Jamz)/Orlando**, and *The Wake Up Posse* is now "under construction." Morning co-host **Taina** remains aboard, and a new show could be in place soon.

• **Susan Wienczek** is the new morning co-host at **WILV (100.3 Love FM)/Chicago**. Wienczek, who previously worked at crosstown **WXRT** and **WGN-AM**, joins John Monds and replaces **Natalie Martinez**, who will focus on her TV career.

• *The Bob Rivers Show* creeps southward from its home base

at CBS Radio Classic Rocker **KZOK/Seattle** and annexes mornings at Hot AC sister **KVMX/Portland, OR**. Mix morning guy **Tim Taylor** moves to middays, pushing **Jeff Thomas** to nights on new Classic Hits clusterpal **KLTH (K-Hits 106.7)**. Sadly, Mix morning co-host **Carrie Owens** departs.

• Journal hires some new friends for lonely **KZPT (Z104.1)/Tucson** afternoon guy Ken Carr. Coming in for middays is ex-**KAMX/Austin MD Carrie Benjamin**, as **Sheila K.** morphs into cluster Public Service Director. After a long vacation from **KZPT**, **Cathy Rivers** returns from Metro Traffic to do nights.

• **WAJZ (Jamz 96.3)/Albany, NY** PD Rob Ryan promotes weekender **Tanch** into nights, filling the void created by the departure of **DJ Biz**. Ryan then hires **Big Rube** (ex-**KLZR/Topeka, KS**) for middays/Promotion Director. Mr. Rube replaces **Linda Love**, who remain with the station in a capacity TBD.

## R&R TIMELINE

### 1 YEAR AGO

- **Joe Davis** promoted to Exec. VP/COO of Salem Communications.
- **Pattie Moreno** named PD/Operations Director at **XMOR/San Diego**.
- **Helen Little** named OM of **WPHI, WPPZ & WRNB/Philadelphia**.

### 5 YEARS AGO

- **Greg Stevens** promoted to OM of **KCNL, KSJO & KUFX/San Jose**.
- **Buddy Rizer** elevated to PD of **WWDC/Washington**.
- **Jim Lawson** named PD of **KFMD/Denver**.



Buddy Rizer

### 10 YEARS AGO

- **Steve Kingston** moves to **WXRK/New York** as PD.
- **Tom Poleman** named PD of **WHTZ/New York**.
- **Joe Mansfield** named co-President/CEO of Asylum Records.

### 15 YEARS AGO

- **David Crowl** named President of Great America Broadcasting's Radio Group.
- **Kurt Johnson** named PD of **WLTW/New York**.
- **Charlie Minor** joins Giant Records as President.



Kurt Johnson

### 20 YEARS AGO

- **John Irwin** moves to **WYNY/New York** as VP/GM.
- **Kevin Fennessy** named PD of **WWKB/Buffalo**.
- **Brian White** named OM at **KONO & KITY/San Antonio**.

### 25 YEARS AGO

- **Toney Brooks** appointed President of Sandusky Newspapers' radio division.
- **Joe Parish** named VP/GM of **WPLJ/New York**.
- **Jack Patterson** named PD of **WBMX/Chicago**.



Toney Brooks

### 30 YEARS AGO

- **Tim Kelly** is new to mornings at **WPGC/Washington**.
- **Rick Carroll** named PD of **KEZY/Anaheim, CA**.
- **WCLS/Columbus, OH** names **Jack Beach** PD.

• There's a ripple in the waters at CBS Radio AC WEAT (Sunny 104.3)/West Palm Beach as afternoon driver **Tim Byrd** resigns.

• KFYV (Live 105.5)/Oxnard-Ventura, CA OM/PD **Mark Elliott** takes himself out of mornings, slashing his workday from 18 to 15 hours. Afternoon dude **Nelson** takes over mornings while morning stunt guy **Jeremy "Skitz" Shoop** moves to nights as **RayRay** exits.

• KURB (B98.5)/Little Rock midday jock **Steve Medley** exits after nine years due to a "workforce reduction." Find him at [themedleys@juno.com](mailto:themedleys@juno.com). PD **Randy Cain** will track middays.

• **Jenn LuMaye** scores middays at Cumulus Hot AC WQSM (Q98)/Fayetteville, NC. She drives down from Raleigh, where she did on-air work at Curtis Media Group's cluster.

## Sleeping With The Enemy

Motor City Madman **Steve Schram** is best known for managing Clear Channel's Detroit cluster for several years, then crosstown Infinity FMs WOMC, WYCD and WVMV. A rabid Michigan State alum, Schram has been tapped as interim Di-

rector of Michigan Public Media, which oversees the noncomm stations of (gulp!) archrival University of Michigan: WUOM/Ann Arbor, WFUM/Flint, WVGR/Grand Rapids and PBS-TV outlet WFUM-TV/Flint. That's right, Schram now has to spend all day staring at maize and blue, the colors of U of M. "They may be blue, but they pay in green," said Schram, who replaces Donovan Reynolds, who recently resigned in the midst of a criminal investigation.

## Live, From Ohio!

• WHKF/Harrisburg MD/midday jock **Matt Steal** is headed to WNCI/Columbus, OH as *Morning Zoo* Coordinator, replacing **Bacon**, who left in January.

"We don't know what Matt's new title means," says WNCI PD **Michael McCoy**, "but since Matt's a CIA grad — that's Culinary Institute of America — it does mean he'll be cooking breakfast for Dave and Jimmy every morning."



Actual bacon may vary.

• WZKL (Q92)/Canton, OH Promotions Director **Charlotte DiFranco** slides into mornings, teaming up with DeLuca.

• WRVF (101.5 The River)/Toledo reels in new morning guy **Rick Woodell**, best known for his 13 years in mornings at WSPA/Greenville, SC. Woodell replaces **Jack Mitchell**, who is retiring to the white, sandy Toledo beaches after 25 years in mornings.

• Using lots of high-tech equipment, WDKF (Channel 94-5)/Dayton PD/afternoon guy **Wes McCain** delicately removes himself from the air chair and plugs in **Tyler**, who beams in from nights at KDWB/Minneapolis.

## News/Talk Topics

• Talk radio vet **Monica Crowley**, most recently seen on the TV on MSNBC, will launch a weekly talk show for Westwood One, every Saturday from noon-3pm ET, on April 1.

• Former KTAR/Phoenix PD **Tisa LaSorte** returns to the Windy City as Manager/Integrated Sales for Emmis duo WKQX & WLUP. LaSorte used to program crosstown News/Talker WGN prior to heading to Phoenix.

## Condolences

• Veteran TV news anchor **Bill Beutel** died March 18 at his home in Pinehurst, NC. He was 75. Beutel began his broadcast career as a radio reporter in his hometown of Cleveland and made the move to TV in 1962.

• Former Detroit radio personality **Sabrina Black** passed away on March 20 after a six-year battle with Hodgkin's Lymphoma. She was married to **Steve Black**, host of the syndicated *Chop Shop Radio Show* and a weekender at WRIF/Detroit.

• Our thoughts are with the family and friends of veteran broadcast exec **Mac Tichenor** and his wife, **Lisa**, on the loss of their 19-year-old son, **Willie**, after a three-year battle with cancer. Condolence notes can be sent to the Tichenors at 100 Crescent Court, Suite 700, Dallas, TX 75201.

• Condolences to radio guru **Jim West** on the loss of his wife, **Elizabeth**. The family requests that, in lieu of flowers, donations be made to the Salvation Army.

• Our thoughts are also with promo pro **Howard Rosen** on the passing of his mother, **Rose**, on March 18. She just turned 90 a few weeks ago. The family requests that, in lieu of flowers, donations be made to Hadassah at 50 West 58th Street, New York, NY 10019 or [www.hadassah.org](http://www.hadassah.org).

• Condolences also to the family of artist/producer/consultant "**Beau**" **Ray Fleming**, who passed away on March 15. Fleming was working on the soon-to-be-released *Marvin Gaye: The Legend Live* when he died.

## FILMS

### BOX OFFICE TOTALS

March 17-19

Title (Distributor)	\$ Weekend	\$ To Date
1 <i>V For Vendetta</i> (WB)*	\$25.64	\$25.64
2 <i>Failure To Launch</i> (Paramount)	\$15.60	\$48.27
3 <i>The Shaggy Dog</i> (Buena Vista)	\$13.37	\$35.63
4 <i>She's The Man</i> (Paramount)*	\$10.73	\$10.73
5 <i>The Hills Have Eyes</i> (Fox Searchlight)	\$8.00	\$28.74
6 <i>16 Blocks</i> (WB)	\$4.75	\$30.19
7 <i>Eight Below</i> (Buena Vista)	\$4.08	\$73.04
8 <i>Madea's Family Reunion</i> (Lions Gate)	\$2.93	\$60.02
9 <i>The Pink Panther</i> (Sony)	\$2.46	\$78.57
10 <i>Aquamarine</i> (Fox)	\$2.11	\$15.77

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

**COMING ATTRACTIONS:** This week's openers include *Larry the Cable Guy: Health Inspector*, featuring recording act **Kid Rock** as himself. The film's Warner Bros./Nashville soundtrack sports a new song by **Montgomery Gentry** ("Git-R-Done!"), as well as **Jerome McComb's** "Town Needs a Bar" and "Love Is Blind" and **James Otto's** "The Breeze." Vintage cuts by **Blue Oyster Cult**, **Foreigner**, **Loverboy**, **Aretha Franklin** and more round out the ST.

— Julie Gidlow

## TELEVISION

TOP 10 SHOWS  
Total Audience  
(110.2 million households)

March 13-19  
Adults 18-49

1 <i>American Idol</i> (Tuesday)	1 <i>American Idol</i> (Tuesday)
2 <i>American Idol</i> (Wednesday)	2 <i>American Idol</i> (Wednesday)
3 <i>Grey's Anatomy</i>	3 <i>Grey's Anatomy</i>
4 <i>CSI: Miami</i>	4 <i>The Loop</i> (Wednesday)
5 <i>The Unit</i>	5 <i>Extreme Makeover: Home Edition</i>
6 <i>NCIS</i>	6 <i>CSI: Miami</i>
7 <i>Two And A Half Men</i>	7 <i>24</i>
8 <i>Extreme Makeover: Home Edition</i>	(tie) <i>E.R.</i>
9 <i>Deal Or No Deal</i> (Monday)	9 <i>American Inventor</i>
10 <i>60 Minutes</i>	10 <i>Deal Or No Deal</i> (Monday)

Source: Nielsen Media Research



# Santa Baby

Recorded by:

- *Eartha Kitt*
- *Kylie Minogue*
- *Rev. Run and the Christmas All Stars*
- *Macy Gray*
- *Madonna and many many others*

With thanks to all the Program Directors and Disk Jockeys who through the years have made **Santa Baby**

one of America's best loved Christmas songs.

# HITS TOP 50 ALBUMS

THE INDUSTRY'S NO. 1 RETAIL CHART March 24, 2006

LW	TW	ARTIST	ALBUM	LABEL	POWERINDEX	CHANGE
3	1	VARIOUS	High School Musical Soundtrack	Walt Disney	134,012	-1%
2	2	JAMES BLUNT	Back To Bedlam	Custard/Atlantic	125,176	-27%
-	3	E-40	My Ghetto Report Card	Reprise/BME	95,626	-
5	4	NE-YO	In My Own Words	Def Jam/IDJMG	77,122	-31%
1	5	JUVENILE	Reality Check	Atlantic	66,646	-62%
7	6	CARRIE UNDERWOOD	Some Hearts	Arista	64,655	-13%
4	7	MATISYAHU	Youth	Dr Music/Epic	60,103	-49%
8	8	JOHNNY CASH	I Walk The Line: The Legend Of Johnny Cash	Island/IDJMG	55,987	-22%
38	9	FALL OUT BOY	From Under The Cork Tree	Island/IDJMG	54,266	+104
9	10	JACK JOHNSON & FRIENDS	Curious George Soundtrack	Brushfire/Universal Republic	50,664	-14%
10	11	VARIOUS	Walk The Line Soundtrack	Wind-Up	49,286	-15%
16	12	ANDREA BOCELLI	Amore	Sugar/Decca	45,251	+4%
12	13	MARY J. BLIGE	The Breakthrough	Geffen	44,156	-19%
14	14	EMINEM	Curtain Call	Shady/Aftermath/Interscope	39,698	-13%
6	15	DAVID GILMOUR	On An Island	Columbia	38,605	-59%
18	16	NICKELBACK	All The Right Reasons	Roadrunner/IDJMG	38,417	0%
17	17	BLACK EYED PEAS	Monkey Business	A&M/Interscope	37,856	-12%
13	18	ALAN JACKSON	Precious Memories	Arista	37,705	-25%
19	19	KELLY CLARKSON	Breakaway	RCA/RMG	35,405	-4%
25	20	BARRY MANILOW	The Greatest Songs Of The Fifties	Arista	32,581	+4%
20	21	JOSH TURNER	Your Man	MCA	32,340	-11%
27	22	PUSSYCAT DOLLS	PCD	A&M/Interscope	32,130	+7%
15	23	HAWTHORNE HEIGHTS	If Only You Were Lonely	Victory	32,098	-29%
-	24	SHEDAISY	Fortuneteller's Melody	Lyric Street	30,319	-
24	25	SEAN PAUL	Trinity	VPI/Atlantic	30,186	-4%
21	26	DEM FRANCHIZE BOYZ	On Top Of Our Game	So So Def/Virgin	29,859	-12%
-	27	DONALD FAGEN	Morph The Cat	Reprise	29,329	-
28	28	MICHAEL BUBLE	It's Time	143/Reprise	29,240	-2%
30	29	RASCAL FLATTS	Feels Like Today	Lyric Street	29,012	-2%
23	30	KEYSHIA COLE	Way It Is	A&M/Interscope	28,507	-12%
43	31	PANIC! AT THE DISCO	A Fever You Can't Sweat Out	Fueled By Ramen	28,468	+34%
26	32	JAMIE FOXX	Unpredictable	J/RMG	27,393	-10%
-	33	JOHNNY CASH	16 Biggest Hits	Legacy	26,837	-
34	34	KEITH URBAN	Be Here	Capitol	26,825	-1%
41	35	ALL-AMERICAN REJECTS	Move Along	Interscope	26,478	+13%
29	36	CHRIS BROWN	Chris Brown	Jive/Zomba Label Group	26,229	-12%
11	37	SCARFACE	My Homies Part 2	Rap-A-Lot/Asylum	26,085	-53%
35	38	T-PAIN	Rappa Ternt Sanga	Jive/Zomba Label Group	24,936	-7%
22	39	VAN MORRISON	Pay The Devil	Lost Highway	23,282	-29%
46	40	CHAMILLIONAIRE	The Sound Of Revenge	Universal	23,113	+22%
40	41	NATASHA BEDINGFIELD	Unwritten	Epic	22,873	-6%
36	42	TRACE ADKINS	Songs About Me	Capitol	21,990	-18%
31	43	VARIOUS	Kidz Bop Kids 10	Razor & Tie	21,707	-25%
-	44	VARIOUS	Dave Chappelle's Block Party Soundtrack	Geffen	20,930	-
44	45	K.T. TUNSTALL	Eye To The Telescope	Relentless/Virgin	20,431	-1%
-	46	GORILLAZ	Demon Days	Virgin	19,716	-
45	47	BON JOVI	Have A Nice Day	Island/IDJMG	19,392	0%
37	48	JAHEIM	Ghetto Classics	Divine Mill/Warner Bros.	19,021	-29%
32	49	VARIOUS	Madea's Family Reunion Soundtrack	Universal Motown	18,661	-35%
50	50	LITTLE WILLIES	The Little Willies	Milking Bull/EMC	18,199	+2%

© HITS Magazine Inc.

## ON ALBUMS

### High School High

School may be out for spring break, but class is in session for Walt Disney Records' *High School Musical*, which returns to the No. 1 spot on the HITS' Top 50 Albums chart with a robust 134,000 in sales.

Custard/Atlantic's James Blunt continues to smoke 'em at No. 2, with 125,000, and that's it for the



James Blunt

six-figure sales totals. Veteran Warner Bros. rapper E-40 is the week's top debut, at No. 3, tallying more than 95,000.

The only other big news is from Island/IDJMG's emo poster kids Fall Out Boy, with a special limited edition that places them at No. 9, notching a nifty 104% increase.

The rest of the top 10 is pretty static, with Def Jam/IDJMG's Ne-Yo, last week's chart-topper, at No. 4; Atlantic's Juvenile (No. 5); Arista/RMG crossover country *Idol* Carrie Underwood (No. 6); Or Music/Epic's Hebrew reggae star Matisyahu (No. 7); Island/IDJMG's



Fall Out Boy

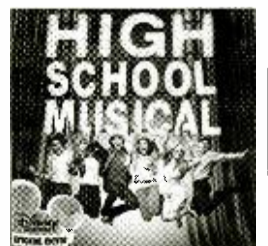
Johnny Cash compilation (No. 8); and Brushfire/Universal's still-potent Jack Johnson *Curious George* soundtrack (No. 10), which continues to sell despite little radio airplay and the movie no longer in wide release.

Chart debuts are registered by Lyric Street/Hollywood country pop act SheDaisy (No. 24), Reprise's Donald Fagen (No. 27), Legacy's Johnny Cash *16 Biggest Hits* (No. 33) and Geffen's soundtrack to *Dave Chappelle's Block Party* (No. 44).

Biggest one-week gains, aside from Fall Out Boy, are registered by Fueled By Ramen's Panic! At The Disco (No. 43-31, +34%), DreamWorks' All-American Rejects (No. 41-35, +13%) and Universal's Chamillionaire (No. 46-40, +22%). Decca/Universal Classics' Andrea Bocelli (No. 16-12, +4%), Arista/RMG's Barry

Manilow (No. 25-20, +4%), A & M / Interscope's Pussycat Dolls (No. 27-22, +7%) and Milking Bull/EMI's The Little Willies (No. 50, +2%) also show incremental gains.

Next week: Hitting the streets are Prince's Universal Republic debut, *3121*, which is expected to debut at No. 1, along with Columbia's Teddy Geiger, Victory's Atreyu and Reprise's My Chemical Romance special edition.



High School Musical

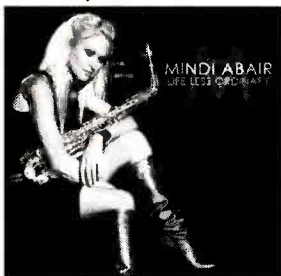


**MIKE TRIAS**  
mtrias@radioandrecords.com

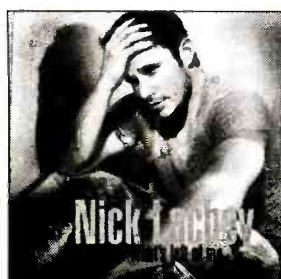
# Life Less Ordinary

Saxophonist, composer and vocalist **Mindi Abair** entered the smooth jazz scene with her 2003 debut album, *It Just Happens That Way*. Next week Abair is at it again as she presents "True Blue," our first peek at her third GRP album, *Life Less Ordinary*. A longtime friend from her days at Berklee College of Music, Matthew Hager, served as producer and collaborator for the project, co-writing a majority of the album's tunes with Abair. Lalah Hathaway and Keb' Mo' also guest on the project, which drops April 18.

Says Abair of the CD, "Life continues for me less ordinary, from unexpected hurricanes to the similarly unexpected power of love to the passing of idols and friends to the new beginnings of families, from feeling on top of the world to feeling far away from it to growing and learning and having fun through it all. There is nothing ordinary about any of it. This music represents my journey over the last year in a life less ordinary."



**Mindi Abair**



**Nick Lachey**

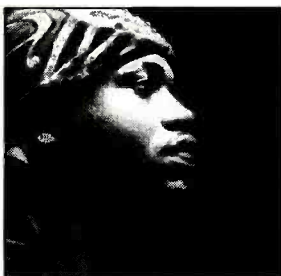
**Nick Lachey**, the standout member of former boy band 98 Degrees, hasn't had an ordinary life in a while. He starred with Jessica Simpson in MTV's hit reality series *The Newlyweds*, and then the famous couple filed for divorce. In a twist, Lachey has asked for spousal support from Simpson and could be entitled to millions. Ironically, Simpson turned down Lachey's proposal of a pre-nup before they married.

These days you can't turn on the radio, watch TV or browse the 'Net without being bombarded by news of the former couple's separate love lives, but let's not forget the music. Lachey is Going for Adds at AC and Hot AC with "What's Left of Me," a song that rises to No. 36\* at Pop this week. The heartbreaking ballad is the lead single from his upcoming album, and the promotional machine has already revved its engine: Look for Lachey in April's *Teen People*.

**Juvenile's** life was turned upside down when Hurricane Katrina struck New Orleans: He lost his house on Lake Pontchartrain and everything in it. Since then he's become a prominent and vocal leader in the effort to rebuild his city. Next week, though, it's back to the day job, as Juvenile presents "What's Happenin'," the latest from his just-released album *Reality Check*. The album is his seventh overall, and it topped sales charts last week with almost 175,000 units sold.

Moses Davis, known in reggae and hip-hop circles as **Beenie Man**, had a bit of unusual luck at a record store in London in February. While Beenie was visiting the store, a man mugged him and ran off with his \$180,000 watch. A few of Beenie's loyal fans came to the rescue, however, chasing down and subduing the thief, or, as the *London Evening Standard* put it, giving the robber "a bit of a beating." Steve Martin — not the dude from *Saturday Night Live*, but the reggae producer who owns the record store where the incident took place — says, "It was a crazy thing to do, but Beenie Man didn't overreact. He was brilliant about it and didn't let it spoil his day."

All's well that ends well, and an undeterred Beenie Man is set to unleash "Hmm Hmm" to radio next week, from his upcoming album *Undisputed*. "Hmm Hmm" is already humming on the airwaves at Rhythmic WPOW/Miami, and other stations are sure to follow suit next week.



**Juvenile**

## R&R Going For Adds

Week Of 3/27/06

### CHR/POP

- BON JOVI** w/**JENNIFER NETTLES** Who Says You Can't Go Home (*Island/IDJMG*)
- KT TUNSTALL** Black Horse & The Cherry Tree (*Relentless/Virgin*)
- THREE 6 MAFIA** Poppin' My Collar (*Sony Urban/Columbia*)

### CHR/RHYTHMIC

- BEENIE MAN** Hmm Hmm (*Virgin*)
- DRE** f/**RICK ROSS** Chevy Ridin' High (*Violator/Jive/Zomba Label Group*)
- JUVENILE** What's Happenin' (*Atlantic*)
- MARIO VAZQUEZ** Gallery (*Arista/RMG*)
- RAY CASH** f/**SCARFACE** Bumpin' My Music (*Ghet-O-Vision/Sony Urban/Columbia*)

### URBAN

- BEENIE MAN** Hmm Hmm (*Virgin*)
- JUVENILE** What's Happenin' (*Atlantic*)
- RASHEEDA** Touch Ya Toes (*Big Cat*)

### URBAN AC

- ISLEY BROTHERS** f/**RONALD ISLEY** Just Came Here To Chill (*Def Soul/Def Jam/IDJMG*)

### GOSPEL

- ANDRAE CROUCH** All Because Of Jesus (*Verity*)
- ANDRAE CROUCH** I Was Glad (*Verity*)
- ANDRAE CROUCH** O Give Thanks (*Verity*)
- LUCINDA MOORE** Pressure To Praise (*Tyscot/Taseis*)
- RANDALL FEARS & BLESSED THROUGH CHRIST** Have Faith (*REF*)
- SHIRLEY CAESAR** Jailbird (*Artemis Gospel/ShuBell*)

### COUNTRY

- DANIEL SMITH** I'm Going Home (*Parlor*)
- HANK WILLIAMS III** Low Down (*Bruce/Curb*)
- JULIE ROBERTS** Men & Mascara (*Mercury*)
- PINMONKEY** That Train Don't Run (*Back Porch/Narada/EMI*)

### AC

- ISLEY BROTHERS** f/**RONALD ISLEY** Just Came Here To Chill (*Def Soul/Def Jam/IDJMG*)
- NICK LACHEY** What's Left Of Me (*Jive/Zomba Label Group*)

### HOT AC

- FEFF DOBSON** This Is My Life (*Island/IDJMG*)
- NICK LACHEY** What's Left Of Me (*Jive/Zomba Label Group*)

### SMOOTH JAZZ

- CASSANDRA WILSON** It Would Be So Easy (*Blue Note/EMC*)
- MAYSA** Playing Your Game, Baby (*Shanachie*)
- MINDI ABAIR** True Blue (*GRP/VMG*)
- PIECES OF A DREAM** Forward Emotion (*Heads Up*)
- STEVE BRIDDY** f/**JEFF LORBER** Whiz Kid (*215*)

### ROCK

No Adds

### ACTIVE ROCK

No Adds

### ALTERNATIVE

- AGAINST ME!** From Her Lips To God's Ears (*The Energizer/Fat Wreck Chords*)
- DAMONE** Out Here All Night (*Island/IDJMG*)

### TRIPLE A

- CALEXICO** Cruel (*Quarterstick/Touch And Go*)
- DEE CARSTENSEN** Patch Of Blue (*Exit Nine*)
- GOMEZ** How We Operate (*ATO/RMG*)
- GUILLEMOTS** Trains To Brazil (*Fantastic Plastic/Verve Forecast*)
- GUSTER** One Man Wrecking Machine (*Reprise*)
- JAMES BLUNT** High (*Custard/Atlantic*)
- MASON JENNINGS** Be Here Now (*Glacial Pace/Epic*)

### CHRISTIAN AC

- AYIESHA WOODS** Happy (*Gotee*)
- DOWNHERE** A Better Way (*Centricity/Word*)
- MICHAEL ENGLISH** Right Where You Are (*Curb*)
- MICHAEL JOHN STANLEY** Picture This (*Elektrik Groove*)

### CHRISTIAN CHR

- AYIESHA WOODS** Happy (*Gotee*)
- BRADING** My Jesus I Love Thee (*Devotion*)
- MICHAEL JOHN STANLEY** Rock My World (*Elektrik Groove*)
- THIRD DAY** I Can Feel It (*Essential/PLG*)

### CHRISTIAN ROCK

- MANIC DRIVE** Luckiest (*Whiplash*)
- MICHAEL JOHN STANLEY** Rock My World (*Elektrik Groove*)
- STAVESACRE** Beautiful (*Abacus*)
- THIRD DAY** I Can Feel It (*Essential/PLG*)

### INSPO

- CARL CARTEE** Heaven (*Spring Hill Worship*)
- PERRY LAHAIE** Hail My Redeemer (*Missio Christus*)

### CHRISTIAN RHYTHMIC

No Adds

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 John Fagot at [jfagot@radioandrecords.com](mailto:jfagot@radioandrecords.com).

# NATIONAL MUSIC



**The Kiss**  
Mike Abrams  
CASCADA Everytime We Touch  
STAINED Right Here  
JAMES BLUNT You're Beautiful

**The System**  
Zoltar  
HIVER & HAMMER Fusion  
MYSTERY ISLAND PRES. KDE 4th Floor  
ROBIMON Aquatic

**Squizz**  
Bodhi  
THEORY OF A DEADMAN Santa Monica  
WOLFMOOTHER Woman

**Real Jazz**  
Maxx Myrick  
EUGENE MARLOW A Summer Afternoon With You  
INGRID JENSEN At Sea  
JIMMY COBB Marsalis Music Honors Series  
TONY MONACO East To West

**XMU**  
Tobi  
RACONTEURS Steady, As She Goes  
SOUTH Adventures In The Underground...

**BPM**  
Skyy  
MADONNA Get Together

**The Torch**  
Thomas Kenny  
HAWK NELSON Everything You Ever Wanted  
FAMILY FORCE 5 Replace Me

**The Fish**  
Jim Epperlein  
MERCYME So Long Self  
TOBYMAC Diverse City  
SHAWN McDONALD Free

**Suite 62**  
Vic Clemens  
RALPH TRESVANT My Homegirl  
DONELL JONES I'm Gonna Be

**Upop**  
Ted Kelly  
ORDINARY BOYS On An Island  
VITTORIO GRIGOLO Tu Sei  
WE ARE SCIENTISTS It's A Hit  
RAKES All Too Human  
JAMIE CULLUM Photograph  
JAMES BLUNT Wisemen  
HARD-FI Better Do Better  
MONDO GROSSO Shinin'

**X Country**  
Jessie Scott  
VAN MORRISON Don't You Make Me High  
NO JUSTICE Bend But Don't Break  
TWO TONS OF STEEL Car Seat  
JON LANGFORD Workingman's Place  
SARAH HARMER Will He Be Here Waiting For Me

**Hear Music**  
Seth Neiman  
LITTLE WILLIES Roll On  
JACK JOHNSON Upside Down  
TRAIN Shelter Me  
ROSANNE CASH Burn Down This Town  
FRAY How To Save A Life  
BEN HARPER The Way You Found Me  
KT TUNSTALL Miniature Disasters

**The Village**  
Robert Aubry Davis  
HEM No Word From Tom  
JOE JENCKS Rise As One

**Kiss**  
Kevin Kash  
PINK Stupid Girls

**Mix**  
Kevin Kash  
NICKLEBACK Savin' Me

**Highway 16**  
Jon Anthony  
DIXIE CHICKS Not Ready To Make Nice  
LEE ANN WOMACK One's A Couple  
JOSH TURNER Would You Go With Me  
JULIE ROBERTS Men & Mascara  
JAKE OWEN Yee Haw  
MEGAN MULLINS Ain't What It Used To Be  
HOT APPLE PIE Easy Does It

**The City**  
Lisa Ivery  
FIELD MOB I/CIARA So What

**The Loft**  
Mike Marrone  
CALEXICO Cruel  
CALEXICO Lucky Dime  
CALEXICO Bisbee Blue  
CALEXICO Yours And Mine  
PETER MULVEY The Fly  
PETER MULVEY The Knuckleball Suite  
PETER MULVEY Lila Blue  
RICHARD ASHCROFT Break The Night With Colour



1221 Ave. of the Americas  
New York, NY 10020  
212-584-5100  
Steve Blatter

## Sirius Hits 1

Kid Kelly  
BODYROCKERS I Like The Way  
NE-YO When You're Mad  
BLACK EYED PEAS I/JACK JOHNSON Gone Going

## Jam On

Gary Schoenwetter  
U-MELT Schizophrenia  
RAINMAKER Time Sweet Time

## The Pulse

Haneen Arafat  
SAVING JANE Girl Next Door

## Starlite

Haneen Arafat  
DIXIE CHICKS Not Ready To Make Nice

## Underground Garage

Kid Leo  
BOINK Walk Of Fame

## Hip Hop Nation

Reggie Hawkins  
E-40 Yay Area  
DEM FRANCHISE BOYZ... Bricks 4 The High  
YO GOTTI I/BUN B & 8-BALL Gangsta Party  
BUBBA SPARXXX... Ms. New Booty  
THREE 6 MAFIA Poppin' My Collar

## Shade 45

Lil Shawn  
MOBB DEEP I/50 CENT Pearly Gates  
GHOSTFACE I/RAEKWON Ragu  
YO GOTTI I/BUN B & 8-BALL Gangsta Party

## The Coffee House

Darrin Smith  
JAMES BLUNT High

## New Country

Scott Lindy  
SUGARLAND Down In Mississippi  
BRAD PAISLEY The World  
DIXIE CHICKS Not Ready To Make Nice

## Outlaw Country

Jeremy Tepper  
SHOOTER JENNINGS Little White Lines  
DRIVE-BY TRUCKERS Aftermath U.S.A.  
RADNEY FOSTER Drunk On Love

## Sirius Disorder

Meg Griffin  
JAMES HUNTER I'll Walk Away  
JAMES HUNTER People Gonna Talk  
MIKE GUNTHER & HIS RESTLESS SOULS Water...  
MIKE GUNTHER & HIS RESTLESS SOULS Walk...  
GUY DAVIS Various  
BEN HARPER Better Way  
TRIBUTE TO JOHN FAHEY In John Fahey...  
NEW CARS Not Tonight

## Area 33

Howard Marcus  
CHAB Lover  
MUSKMAN Resolute  
FREDDY FADER Besoin De Toi

## Praise

Pat McKay  
MARTHA MUNIZZI No Limits

## Reggae Rhythms

Pat McKay  
INNER CIRCLE... Smoke

## Universo Latino

Gino Reyes  
SACHA NAIROBI Raquel  
ALTAVOZ Abrazame  
BELANOVA Me Pregunto

## Rumbon

Gino Reyes  
MONCHY & ALEXANDRA No Es Una Novela  
ORQUESTA GUAYACAN Ay Amor, Cuando...  
MARY FLOW Fogoneo



## Radio

Jay Frank • 310-582-7770  
John Lenac • 310-582-7773

ANIMAL LIBERATION ORCHESTR... Girl...  
AS I LAY DYING The Darkest Nights  
B.G. Move Around  
BEENIE MAN Hmm Hmm  
CASSIDY Anthem  
DAVID BANNER Everything  
DIAMOND RIO God Only Cries  
DILATED PEOPLES Firepower  
DIRTIE BLONDE Walk Over Me  
DJ KHALED Holla At Me  
EDWIN McCAIN Gramercy Park Hotel  
FAMILY FORCE 5 Love Addict  
GORILLAZ El Manana  
HOOTIE & THE BLOWFISH Get Out Of My Mind  
JACE EVERETT Nowhere In The Neighborhood  
LUKE & Q My Turn  
LUKE CAMPBELL Pop That, Holla At Cha Homeboy  
MATISYAHU Youth  
MELLOWDRONE Oh My  
MERCY FALL I Got Life  
MISSEZ Love Song  
PLUMB Good Behavior  
RICKY MARTIN Dejarle Llevar  
WOLFMOOTHER Woman  
YOUNG CAPONE Lights, Camera, Action

## Video

Jay Frank • 310-582-7770  
Colleen Quill • 310-582-7768  
CARRIE UNDERWOOD Don't Forget...  
FALL OUT BOY A Little Less 16 Candles...  
JAMIE FOXX I/TWISTA DJ Play A Love Song  
KELIS I/TOO SHORT Bossy  
SEETHER The Gift  
SERGIO MENDES I/ERYKAH BADU That Heat



Ken Moultrie • 800-426-9082

## Mainstream Country

Hank Aaron  
BRAD PAISLEY The World  
LITTLE BIG TOWN Bring It On Home  
KENNY ROGERS I Can't Unlove You

## New Country

Hank Aaron  
ERIC CHURCH How 'Bout You  
HANK WILLIAMS JR... That's How They Do...  
SUGARLAND Down In Mississippi (Up To No Good)

## Lia

Hank Aaron  
KENNY ROGERS I Can't Unlove You  
BRAD PAISLEY The World  
SUGARLAND Down In Mississippi (Up To No Good)

## Danny Wright

Hank Aaron  
LITTLE BIG TOWN Little Big Town  
BRAD PAISLEY The World  
SUGARLAND Down In Mississippi (Up To No Good)

## Digital Soft AC

Mike Bettelli  
CHRIS RICE When Did You Fall (In Love With Me)

## Mainstream AC

Mike Bettelli  
FAITH HILL w/TIM MCGRAW Like We Never...

## 24 Hour Formats

Jon Holiday • 303-784-8700

## Hot AC

Jon Holiday  
KEITH URBAN Making Memories Of Us  
HOOBASTANK If I Were You  
JEWEL Again And Again

## Adult Contemporary

Rick Brady  
SHERYL CROW & STING Always On Your Side

## Rock Classics

Adam Fendrich  
NEW CARS Not Tonight

## U.S. Country

Penny Mitchell  
CARRIE UNDERWOOD Don't Forget...  
MIRANDA LAMBERT New Strings



After MidNite  
Sam Thompson  
GRETCHEN WILSON Politically Uncorrect

## Music CHOICE

Your Music. Your Choice.™

30 million homes  
27,000 businesses

Available on digital cable and DirecTV  
Damon Williams • 646-459-3300

## Rock

Gary Susalis  
P.O.D. Lights Out

## Alternative

Gary Susalis  
MY CHEMICAL ROMANCE Desert Song

## Today's Country

John Hendricks  
DIXIE CHICKS Not Ready To Make Nice  
LOST TRAILERS Call Me Crazy

## Americana

John Hendricks  
BETH GARNER Blame It On Me  
POVERTYNECK HILLBILLIES The Hillbilly Way  
LEE ROY PARNELL Daddies And Daughters  
CROSS CANADIAN RAGWEED This Time Around  
RICK MONROE I Remember The Music



gospel music channel.

Alvin V. Williams • 770-969-7936

## Adds

FALLING UP Moonlit  
VICKIE WINANS It's Alright  
SEAN SIMMONDS Won't It Be  
SUPERCHICK Anthem  
KJ-52 Life After Death  
MANAFEST Rodeo

SWITCHFOOT Stars	15
JEREMY CAMP My Desire	14
RELIANT K Who I Am Hates Who I've Been	14
THIRD DAY Cry Out To Jesus	13
KIRK FRANKLIN Looking For You	13
P.O.D. Goodbye For Now	12
STEVEN CURTIS CHAPMAN Remembering...	11
MICHAEL W. SMITH All In The Serve	10
T-BONE Can I Live?	10
BYRON CAGE I Will Bless The Lord	9
CARRIE UNDERWOOD Jesus, Take...	9

Playlist for the week of March 13-19.



Rob Edwards • 661-294-9000

## Mainstream Country

David Felker  
KENNY ROGERS I Can't Unlove You

## Young & Verna

David Felker  
BRAD PAISLEY The World  
Adult Rock & Roll  
Jeff Gonzer  
PEARL JAM World Wide Suicide

## Adult Contemporary

Andy Fuller  
SHERYL CROW & STING Always On Your Side

## Bright AC

Jim Hays  
NICKELBACK Savin' Me

## Hot Country

Jim Hays  
KEITH ANDERSON Every Time I Hear Your Name  
BRAD PAISLEY The World



## Alternative Now

Polychronopolis  
STROKES You Only Live Once  
FALL OUT BOY A Little Less 16 Candles...  
ANTI-FLAG Press Corpse

## Country Today

John Glenn  
LITTLE BIG TOWN Bring It On Home  
JAKE OWEN Yee Haw  
ERIC CHURCH How 'Bout You



Travis Storch • 866-365-HITS

## Top Alternative

WEEZER Perfect Situation  
DEATH CAB FOR CUTIE Crooked Teeth  
FALL OUT BOY Dance, Dance  
SHE WANTS REVENGE Tear You Apart  
NINE INCH NAILS Every Day Is Exactly The Same

## Top Jazz

NAJEE 2nd 2 None  
WALTER BEASLEY Coolness  
MARC ANTOINE Modern Times  
PAUL BROWN Winelight  
PAUL TAYLOR East Bay Bounce

## Top Dance/Electronic

DEPECHE MODE Precious  
COVENANT Ritual Noise  
FREEMASONS Love On My Mind  
KELLY OSBOURNE One Word  
SUN Ends Of The Earth



Phil Hall • 972-991-9200

## ABC AC

Peter Stewart  
FAITH HILL w/TIM MCGRAW Like We Never...  
MICHAEL BUBLÉ Save The Last Dance For Me



LAUNCH INTO LOVE HardDrive producer Roxy Myzal (l) is seen here giving quite the reception to Pantera and Damageplan drummer Vinnie Paul, who recently stopped by the Launch studios to chat with Launch Alternative Format Manager Don Kaye (r) about Rebel Meets Rebel, the upcoming album featuring Paul's late brother, "Dimebag" Darrell Abbott



# NATIONAL MUSIC



72 million households

NE-YO So Sick	39
ALL-AMERICAN REJECTS Move Along	36
SEAN PAUL Temperature	33
JAMES BLUNT You're Beautiful	32
MATISYAHU King Without A Crown	28
MARY J. BLIGE Be Without You	27
KANYE WEST I/LUPE FIASCO Touch The Sky	25
CHRIS BROWN Yo (Excuse Me Miss)	24
PINK Stupid Girls	24
KELLY CLARKSON Walk Away	24
PRINCE Black Sweat	23
LL COOL J I/JENNIFER LOPEZ Control Myself	18
BUSTA RHYMES Touch It	16
TEDDY GEIGER For You I Will (Confidence)	16
NATASHA BEDINGFIELD Unwritten	16
T.I. What You Know	16
PUSSYCAT DOLLS Beep	16
PANIC! AT THE DISCO I Write Sins Not Tragedies	16
HAWTHORNE HEIGHTS Saying Sorry	15
KEYSHIA COLE Love	15

Video playlist for the week of March 13-19.



2

David Cohn  
General Manager

E-40 Tell Me When To Go	28
MATISYAHU King Without A Crown	28
HAWTHORNE HEIGHTS Saying Sorry	26
DEM FRANCHIZE BOYZ Lean Wit It, Rock Wit It	25
KANYE WEST I/LUPE FIASCO Touch The Sky	25
SEAN PAUL Temperature	25
T.I. What You Know	25
SYSTEM OF A DOWN Lonely Day	24
10 YEARS Wasteland	18
LL COOL J I/JENNIFER LOPEZ Control Myself	18
JUELZ SANTANA Oh Yes	17
ALL-AMERICAN REJECTS Move Along	16
AVENGED SEVENFOLD Beast And The Harlot	16
THREE 6 MAFIA Poppin' My Collar	16
P.O.D. Goodbye For Now	15
YEAH YEAH YEAHS Gold Lion	15
PANIC! AT THE DISCO I Write Sins Not Tragedies	14
YOUNG JEEZY My Hood	14
BUSTA RHYMES Touch It	13
BUBBA SPARXXX I/YING YANG TWINS Ms. New...	11

Video playlist for the week of March 13-19.

## AOL Radio@Network

### Top Alternative

Pete Schiecke  
**BLUE OCTOBER** Hate Me  
**CARTEL** Runaway  
**HINOER** Lips Of An Angel  
**FALL OUT BOY** A Little Less Sixteen Candles...  
**RED JUMPSUIT APPARATUS** Face Down

### Top Country

Beville Darden  
**BRAD PAISLEY** The World  
**DIAMOND RIO** God Only Cries

### Top Jams

Donya Floyd  
 T.I. What You Know  
**NE-YO** When You're Mad

### Top Dance

Mike Spinella  
**OLAV BASOSKI I/MICHIE ONE** Waterman

## musicnippet.com

Tony Lamprey • 866-552-9118

### Hip-Hop

**MOBB DEEP** Put 'Em In Their Place  
**DOGG POUND** Sittin' On 23z  
**PURPLE CITY** Trap  
**JR WRITER** Grill'em



75 million households

Rick Krim  
Exec. VP

### Adds

**BLUE OCTOBER** Hate Me  
**TEDDY GEIGER** For You I Will (Confidence)  
**HARD-FI** Cash Machine  
**SMASH MOUTH** Story Of My Life

**MARY J. BLIGE** Be Without You  
**NATASHA BEDINGFIELD** Unwritten  
**KELLY CLARKSON** Walk Away  
**JAMES BLUNT** You're Beautiful  
**PINK** Stupid Girls  
**ROB THOMAS** Ever The Same  
**PUSSYCAT DOLLS I/WILL.I.AM** Beep  
**BON JOVI** Who Says You Can't Go Home  
**STAIN'D** Right Here  
**NICKELBACK** Savin' Me  
**TRAIN** Cab  
**KT TUNSTALL** Black Horse & The Cherry Tree  
**BEYONCÉ I/SLIM THUG** Check On It  
**DANIEL POWTER** Bad Day  
**FRAY** Over My Head (Cable Car)  
**BO BICE** The Real Thing  
**SHERYL CROW & STING** Always On Your Side  
**JAMIE FOXX I/LUDACRIS** Unpredictable  
**PRINCE** Black Sweat  
**JEWEL** Again & Again

## CMT

COUNTRY MUSIC TELEVISION

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

### ADDS

**GEORGE STRAIT** The Seashores Of Old Mexico  
**SHERYL CROW & STING** Always On Your Side

Artist/Title	Plays	
	TW	LW
<b>BRAD PAISLEY</b> When I Get Where I'm Going	25	25
<b>KEITH URBAN</b> Tonight I Wanna Cry	25	23
<b>KENNY CHESNEY</b> Living In Fast Forward	24	24
<b>RASCAL FLATTS</b> What Hurts The Most	24	23
<b>JOSH TURNER</b> Your Man	24	23
<b>JASON ALDEAN</b> Why	23	22
<b>BROOKS &amp; DUNN</b> Believe	22	27
<b>SARA EVANS</b> Cheatin'	22	23
<b>LEANN RIMES</b> Something's Gotta Give	22	23
<b>SHEDAISSY</b> I'm Taking The Wheel	22	22
<b>TOBY KEITH</b> Get Drunk And Be Somebody	22	20
<b>BON JOVI w/JENNIFER NETTLES</b> Who Says...	21	22
<b>MIRANDA LAMBERT</b> Kerosene	21	22
<b>CARRIE UNDERWOOD</b> Jesus, Take...	19	23
<b>GRETCHEN WILSON</b> Politically Incorrect	19	12
<b>SUGARLAND</b> Just Might (Make Me Believe)	18	22
<b>ASHLEY MONROE</b> Satisfied	18	13
<b>GARY ALLAN</b> Life Ain't Always Beautiful	11	0
<b>DIERKS BENTLEY</b> Settle For A Slowdown	11	0
<b>CARRIE UNDERWOOD</b> Don't Forget To...	10	0

Airplay as monitored by Mediabase 24/7 between March 13-19.

## POLLSTAR CONCERT PULSE

Pos.	Artist	Avg. Gross (in 000s)
1	U2	\$2,881.1
2	BON JOVI	\$1,423.1
3	AEROSMITH	\$1,073.4
4	GEORGE STRAIT	\$906.9
5	COLDFEET	\$837.7
6	GWEN STEFANI	\$465.6
7	TRANS-SIBERIAN ORCHESTRA	\$438.8
8	RASCAL FLATTS	\$418.1
9	ANDRE RIEU	\$380.6
10	NICKELBACK	\$378.3
11	KEITH URBAN	\$344.6
12	RICKY MARTIN	\$312.9
13	KID ROCK	\$312.1
14	MOTLEY CRUE	\$311.2
15	LARRY THE CABLE GUY	\$309.7

Among this week's new tours:

**Bowling For Soup**  
**Jim Brickman**  
**Kenny Chesney**  
 Live  
**Melissa Etheridge**

The CONCERT PULSE is courtesy of concert industry trade publication POLLSTAR, 559-271-7900 or www.pollstaronline.com.



Artist/Title	Total Plays
HIGH SCHOOL MUSICAL Breaking Free	81
HIGH SCHOOL MUSICAL We're All In This...	76
ALY & A.J. Rush	76
BOWLING FOR SOUP 1985	74
CRAZY FROG Axel F	73
B5 Keep Your Head In The Game	72
BLACK EYED PEAS Let's Get It Started	70
HILARY DUFF Wake Up	61
HIGH SCHOOL MUSICAL Start Of Something...	38
JESSE McCARTNEY Beautiful Soul	33
CLICK FIVE Just The Girl	31
HILARY DUFF Beat Of My Heart	31
GWEN STEFANI Rich Girl	29
ASHLEE SIMPSON L.O.V.E.	29
NATASHA BEDINGFIELD Unwritten	29
WEEZER Beverly Hills	28
PUSSYCAT DOLLS Stickwitu	28
USHER Caught Up	27
RAVEN Some Call It Magic	26
B5 All I Do	26

Playlist for week of March 13-19.

## TELEVISION

### Friday, 3/24

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

• **Rocco DeLuca**, *Jimmy Kimmel Live* (ABC, check local listings for time).

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

• **Fireball Ministry**, *Last Call With Carson Daly* (NBC, check local listings for time).

### Saturday, 3/25



Prince

• **Prince**, *Saturday Night Live* (NBC, 11:30pm ET/PT).

### Monday, 3/27

• **Shakira with Wyclef Jean**, *Live With Regis & Kelly* (check local listings for time and channel).

• **Ne-Yo**, *Jay Leno*.

• **The Hold Steady**, *Conan O'Brien*.

• **The New Cars**, *Late Late Show With Craig Ferguson* (CBS, check local listings for time).

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

### Tuesday, 3/28

• **Ludacris**, *The View* (ABC, check local listings for time).

• **Augustana**, *Jay Leno*.

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

• **Queen Latifah**, *Conan O'Brien*.

• **Big Boi and Morningwood**, *Conan O'Brien*.

### Wednesday, 3/29

• **Queen Latifah**, *Regis & Kelly*.

• **Queen Latifah**, *The Daily Show With Jon Stewart* (Comedy Central, 11pm ET/PT).

• **The Strokes**, *Jay Leno*.

• **Yeah Yeah Yeahs**, *David Letterman*.

• **Beastie Boys**, *Conan O'Brien*.

• **Aqualung**, *Conan O'Brien*.

• **Sheryl Crow**, *Ellen DeGeneres*.

### Thursday, 3/30

• **Rascal Flatts**, *Jay Leno*.

• **The Flaming Lips**, *David Letterman*.

• **Train**, *Craig Ferguson*.

• **Heather Headley**, *Ellen DeGeneres*.

— Julie Gidlow

## The iTunes Music Store Top 10

Apple's iTunes Music Store is the leading digital-music service in the U.S., offering a catalog of more than 1 million songs from all four major label groups and hundreds of independents. Here's a snapshot of the top-selling downloads on Tuesday, March 21, 2006.

### Top 10 Songs

1. DANIEL POWTER Bad Day
2. NATASHA BEDINGFIELD Unwritten
3. NE-YO So Sick
4. PUSSYCAT DOLLS Beep
5. SEAN PAUL Temperature
6. ALL AMERICAN REJECTS Move Along
7. JAMES BLUNT You're Beautiful
8. T-PAIN & MIKE JONES I'm N Luv (Wit A Stripper)
9. CASCADA Everytime We Touch
10. EMINEM Shake That

### Top 10 Albums

1. PEARL JAM World Wide Suicide (single)
2. BEN HARPER *Both Sides Of The Gun*
3. MATISYAHU *Youth*
4. DANIEL POWTER *Daniel Powter*
5. JAMES BLUNT *Back To Bedlam*
6. JACK JOHNSON & FRIENDS *Sing-A-Longs And Lullabies...*
7. VARIOUS ARTISTS *Walk The Line ST*
8. PANIC AT THE DISCO *A Fever You Can't Sweat Out*
9. THE FRAY *How To Save A Life*
10. VARIOUS ARTISTS *High School Musical ST*



**A ROTTEN PAIR** While VH1 was airing the Rock and Roll Hall of Fame induction ceremonies, which The Sex Pistols declined to attend, former Sex Pistol-in-Chief John Lydon (l) blasted the hall and addressed other topics with his usual delicate touch on Sirius' Faction channel. He's seen here with Faction host Mike Tuohy.



**SAT BISLA**  
sat@anrworldwide.com

## Miami Vibe

### M3 Summit poised to hit the perfect beat

**A**t press time the annual global dance music and new-media summit M3 was gearing up for a strong launch. M3, held March 22-26, is a unique gathering in the U.S. that merges music, technology, art, fashion and multimedia as an integrated lifestyle.

M3 is part festival, part trade show and part industry confab. It brings together business leaders and proactive consumers to celebrate the future of music and entertainment.

It takes place in Miami Beach during a week that traditionally draws tens of thousands of electronic music professionals and fans, and its diverse mix of live music, technology debuts and high-level business exchanges is recognized as the nexus of the week's action.

#### About M3

M3 originated from the Miami Master List ([www.m3masterlist.com](http://www.m3masterlist.com)), which for seven years was a definitive guide to parties, showcases and live music events in Miami during Winter Music Conference week. The WMC is an annual dance conference that attracts consumers and industry alike. In 2005 over 25,000 subscribers and over 100,000 unique visitors used the M3 Master List to plan their week.

In 2004 the M3 conference was created to produce its own high-line concert events targeting A&R scouts, music programmers and serious music fans. At the same time M3 introduced a world-class music and technology conference attended by leaders in those fields, and the event has received critical acclaim from a wide variety of news outlets, including the *Wall Street Journal*, the *New York Times*, National Public Radio, the *Miami Herald* and dozens of other media outlets around the world.

Some of those attending M3 this year are producers, music-company executives, advertising directors, film and television music supervisors, fashion designers and video-game creators, who, along with music fans, will descend on South Beach for a week of seminars, showcases, networking and performances.

Some of the DJs and acts performing at this year's M3 include Coldcut, Gilles Peterson, She Wants Revenge, Lady Sovereign, Hot Chip, Mark Farina and Bugz In The Attic. For more information on M3, visit [www.m3summit.com](http://www.m3summit.com).

#### Global Sound Bites

- CEC Management has launched a new producer-management division, headed by Claire Southwick (formerly of Sanctuary Producer Management U.K.) and Jess Gerry (ex-Studio Manager at Miloco Studios). The com-

pany is in the process of assembling its roster of producers, mixers, writers and engineers and has already added a number of exciting clients.

This includes Simon Raymonde (Cocteau Twins, The Duke Spirit, The Dears, Clearlake), Brendan Lynch (Paul Weller, Primal Scream, Massive Attack, 22-20's), Phill Brown (Zero 7, Talk Talk, Bob Marley, Pink Floyd, Joni Mitchell, Faithless), Calum & Neil MacColl (Cathy Dennis, kd lang, Eddie Reader, Brian Kennedy) and Jimmy Robertson (Duels, Plan B, Mystery Jets, M Craft).

- Gregg DeMammos-managed L.A.-based artist Kennedy is drawing strong A&R interest on both sides of the Atlantic and is in serious talks with independent and major labels. Kennedy has been asked to perform at the Warped Tour kickoff party at the Key Club in West Hollywood, CA on April 20. For further inquiries on Kennedy, contact DeMammos at [gregg@mctbold.com](mailto:gregg@mctbold.com).

- David Mantel, President of Zomba Mu-



sic Publishing, a division of BMG Music Publishing, announced recently that Zomba has signed an exclusive worldwide administration agreement with Shania Twain through her company Loon Echo Inc.

The deal covers Twain's future compositions as well as her complete back catalog, including such global hits as "You're Still the One," "Man! I Feel Like a Woman!" "From This Moment On" and "That Don't Impress Me Much," as well as the No. 1 Country hits "(If You're Not in It for Love) I'm Outta Here," "Any Man of Mine," "Honey, I'm Home," "You Win My Love," "Love Gets Me Every Time" and "No One Needs to Know." The catalog was previously with Universal Music Publishing.

- U.K. A&R veteran Nigel Coxon was recently appointed head of A&R at EMI Music U.K. and Ireland's Parlophone label. The post was vacated last year by Dan Keeling, who left to join Island Records in London in a similar capacity.

Since 2001 Coxon has served as a consultant to Island and Sony Music, helping to set

up Deltasonic Records and running Double Dragon Records.

He started his career in 1989 with Island Music Publishing before joining Island Records as A&R Manager. He later held the position of A&R Director for Polygram/Island Publishing and a similar position at Universal/Island Records from 1995-2001.

Coxon is noted for his signings and work with such acts as Pulp, Massive Attack, James, The Cranberries, Ash, PJ Harvey and Stereophonics.

- Leading U.K. rock group McQueen have inked a record deal with independent Finnish label Mercede Records in Finland. Mercede is home to hotly tipped new Scandinavian rock band the Bloodpit, who have had two No. 1 records in Finland in the past 12 months.

McQueen were among the most-played unsigned British rock bands on U.S. commercial Rock and Alternative radio in the last year. They've now secured record deals in almost all territories worldwide except North America.

- Julie Feeney has won the first-ever Choice Music Prize, taking Irish Album of the Year for her full-length *13 Songs*. The winning album was selected by a panel of 12 media professionals representing Irish print, radio and TV at a special event in Vicar Street, Dublin last week. Feeney received 10,000 euros, a prize provided by the Irish Music Rights Organization and the Irish Recorded Music Association.

Feeney also received a specially commissioned award, courtesy of the Recorded Artists and Performers, and will benefit from a full advertising campaign on Irish national radio station Today FM. Further information on Feeney can be found at [www.juliefeeney.com](http://www.juliefeeney.com). Feeney is available for signing, licensing and publishing in territories outside Ireland. For more information, contact David Reid at 011-353-86-311-7800.

- Zomba Publishing U.K. head Tim Smith has announced the recent signing of Jony Rockstar to his roster. Rockstar has had numerous hits over the years but has recently hit his stride with Sugababes as writer-producer on all their albums, co-writing such hits as "Overload," "New Year," "Run for Cover," "Stronger" and "Caught in a Moment."

Rockstar co-wrote three songs that Zomba will now publish — including the band's next single, "Follow Me Home" — on Sugababes' current album, *Taller in Many Ways*. Rockstar is currently writing with Gabrielle, Sophie Ellis Bextor, KT Tunstall and Siobhan Donaghy, among others.

- Cherry Lane Music Publishing has appointed veteran film and TV synch pro **Joei Alvarez** to the position of West Coast Creative Director. Based in Los Angeles, Alvarez will work closely with her New York counterparts as she oversees West Coast-related pitching that will include film and TV, trailers, advertising and new media.

Alvarez boasts 15 years of pitching experience, including stints at Arista Records and Warner-Chappell. She will report to Cherry Lane VP/Creative Services & Marketing Richard Stumpf, who is based in New York.

- Famous Music Publishing promotes John Pires to the position of VP/Business Development. Famous is the worldwide music-publishing division of Viacom.

Based in Famous Music's New York office, Pires will report to Famous Music Publishing

**M3, held March 22-26, is a unique gathering in the U.S. that merges music, technology, art, fashion and multimedia as an integrated lifestyle.**

Companies Exec. VP/Finance & Administration Margaret Johnson.

Pires, who joined Famous in 1995, most recently held the position of Director/Special Projects. As VP, while continuing to have responsibility for contemporary music budgeting and financial modeling for contemporary signings and acquisitions, he will take on more responsibility in the area of business expansion and development.

- Los Angeles-based manager Tony Ciulla (Marilyn Manson, The Rasmus) is working with Dolores O'Riordan, frontwoman of multiplatinum-selling Irish act The Cranberries. O'Riordan recently recorded a solo album that will be available for signing and licensing in multiple territories.

- BMG Songs has signed Chicago-based Lupe Fiasco to its stable of urban music stars and new acts through the signing of a global music co-publishing agreement, announced last week by Scott Francis, President of BMG Songs North America.

Additionally, BMG Songs has entered into a joint-venture-type deal with Fiasco's record company, 1st and 15th Productions, and will sign the label's producers to music-publishing deals.

Fiasco, the Chicago-based rapper who co-wrote and is featured on Kanye West's track "Touch the Sky" (Roc-A-Fella/Def Jam), will step into the spotlight with the release of his debut album, *Food & Liquor* (1st and 15th/Atlantic Records). Executive-produced by Jay-Z, *Food & Liquor*, an anticipated summer release, features the skate rap single "Kick, Push." Linkin Park's Mike Shinoda (a Zomba/BMG songwriter) is among the guests on the album.

- BMI promotes Diane Almodovar to VP/Writer-Publisher Relations for BMI Miami, it was announced last week by Del Bryant, President/CEO of the performing rights organization. She was previously Asst. VP.

In her expanded role Almodovar will continue to be responsible for developing and maintaining BMI's relationships with Latin songwriters, composers and publishers across the country, as well as for overseeing the annual Latin Music Awards ceremony.

Send your unsigned or signed releases to:

Sat Bisla

A&R Worldwide

449 S. Beverly Drive, Suite 300

Beverly Hills, CA 90212, USA

# CHR/POP REPORTERS

Stations and their adds listed alphabetically by market

**WFLY/Albany, NY\***  
OM: Kevin Callahan  
PD: John Fox  
MD: Chery Taylor  
DADDY YANKEE  
NE-YO

**WKFF/Albany, NY\***  
PD: Rob Downes  
1 BLACK EYED PEAS (LUACK JOHNSON)  
BOW WOW  
DEM FRANCHIZE BOYZ  
MARIAN CAREY

**KKOB/Albuquerque, NM\***  
OM: Eddie Haskell  
PD: Kris Abrams  
APD: Mark Anderson  
MD: Carlos Duran  
8 BO BICE  
COLDPLAY

**KQID/Alexandria, LA**  
PD: Ron Roberts  
NE-YO  
ROB ZOMBIE  
YEAR YEAR YEARS  
GLOVEBOX

**WAEB/Allentown, PA\***  
PD: Laura St. James  
MD: Mike Kelly  
13 NICK LACHEY

**KPRF/Amarillo, TX**  
PD/MD: Marshal Blewins  
ALL-AMERICAN REJECTS  
DEM FRANCHIZE BOYZ

**KGOT/Anchorage, AK**  
OM: Mark Murphy  
PD/MD: Bill Stewart  
No Adds

**WVXQ/Appleton, WI\***  
PD: Jason Hillery  
MD: David Burns  
NICK LACHEY

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**KHFI/Austin, TX\***  
OM: Mac Daniels  
PD: Jay Shannon  
APD/MD: Brotha Fred  
15 NICK LACHEY  
9 STAND  
9 NICKELBACK  
GORILLAZ

**WFMF/Baton Rouge, LA\***  
PD: Kevin Campbell  
5 SEAN PAUL  
DANIEL POWTER

**KQXY/Beaumont, TX\***  
OM: Jim West  
PD/MD: Brandin Shaw  
APD: Patrick Sanders  
13 MARIAN CAREY  
11 FRAY  
10 HOBBASTANK  
7 COLDPLAY  
7 DEM FRANCHIZE BOYZ

**KRSQ/Billings, MT**  
OM: Jeff Howell  
PD: Kyle McCoy  
MD: Rob Hirschbuhl  
5 FIELD MICHIGANA  
4 PAUL WALL

**WXYK/Biloxi, MS\***  
OM: Jay Taylor  
PD: Lucas  
1 CHAMILLONARE (FRAPPOUSE BONE)

**WVYL/Binghamton, NY**  
OM: Ed Walker  
PD/MD: KJ Bryant  
No Adds

**WOEN/Birmingham, AL\***  
OM: Doug Hamard  
MD: Madison Reeves  
1 SHAKIRA (WYCLEF JEAN)  
1 BUBBA SPAROOX (LYING YANG TWINS)  
1 HAWTHORNE HEIGHTS  
ANNA NALICK

**WBNO/Bloomington, IL**  
OM: Dan Westcott  
PD: Dave Adams  
APD: Chad Fasio  
MD: Mason Schreuder  
ROB THOMAS  
KANYE WEST (LUPE FASCO)

**KSAS/Boise, ID\***  
OM: Jeff Cochran  
PD: Aaron Traylor  
MD: Jaclyn Brandt  
12 WYNEWEST  
BLACK EYED PEAS (LUACK JOHNSON)  
ALL-AMERICAN REJECTS

**KZMG/Boise, ID\***  
PD: Brad Collins  
No Adds

**WXKS/Boston, MA\***  
PD: Cadillac Jack  
APD/MD: David Corey  
15 BLACK EYED PEAS (LUACK JOHNSON)  
ASHLEY PARKER ANGEL

**KNDE/Bryan, TX**  
PD: Lesley K.  
DADDY YANKEE  
BO BICE  
HOBBASTANK  
NICK LACHEY

**CKEY/Bufallo, NY\***  
PD: Dave Universal  
MD: Corey Mottey  
1 TEDDY GEIGER  
KEYSHIA COLE  
NE-YO  
AVIIL LAVIGNE

**WVSE/Bufallo, NY\***  
OM/MD: Sue O'Hall  
MD: Brian Wilde  
NICK LACHEY  
1 NICK LACHEY

**WXXX/Burlington\***  
OM/MD: Ben Hamilton  
MD: Pete Belair  
1 DEM FRANCHIZE BOYZ  
DADDY YANKEE  
HAWTHORNE HEIGHTS  
CRANES  
JONAS BROTHERS  
MARIAN CAREY

**WZKL/Canton, OH\***  
OM: Don Peterson  
PD: John Stewart  
MD: Nikolina  
1 BUBBA SPAROOX (LYING YANG TWINS)  
1 DADDY YANKEE  
1 SHAKIRA (WYCLEF JEAN)  
1 MARIAN CAREY  
GORILLAZ

**WRZE/Cape Cod, MA**  
OM: Steve Melia  
PD: David Duran  
19 DEM FRANCHIZE BOYZ  
15 BUBBA SPAROOX (LYING YANG TWINS)  
10 BLACK EYED PEAS (LUACK JOHNSON)

**WVXX/Appleton, WI\***  
PD: Jason Hillery  
MD: David Burns  
NICK LACHEY

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**KHFI/Austin, TX\***  
OM: Mac Daniels  
PD: Jay Shannon  
APD/MD: Brotha Fred  
15 NICK LACHEY  
9 STAND  
9 NICKELBACK  
GORILLAZ

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WNOK/Columbia, SC\***  
PD: Toby Knapp  
4 ROB THOMAS  
1 DANIEL POWTER  
ALL-AMERICAN REJECTS

**WCGQ/Columbus, GA**  
OM/MD: Bob Quirk  
1 MARIAN CAREY  
1 ELPSYDE  
1 T-PAIN (MIKE JONES)  
1 JONAS BROTHERS

**WNCV/Columbus, OH\***  
PD/MD: Michael McCoy  
3 CHRIS BROWN  
HOBBASTANK

**WJYY/Concord (Lake Regions), NH**  
PD/MD: AJ Dukakis  
ALL-AMERICAN REJECTS  
DEM FRANCHIZE BOYZ  
DADDY YANKEE  
NICK LACHEY  
SHAKIRA (WYCLEF JEAN)

**KKPN/Corpus Christi, TX\***  
OM/MD: Scott Holt  
1 COLDPLAY

**KHKS/Dallas, TX\***  
MD: Billy The Kidd  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**KWYE/Fresno, CA\***  
OM/MD: Mike Yeager  
MD: Nikki Thomas  
15 BLACK EYED PEAS (LUACK JOHNSON)  
ALL-AMERICAN REJECTS  
DANIEL POWTER

**KSME/Fl. Collins, CO\***  
OM/MD: Chris Kelly  
MD: Ryan Kramer  
BOW WOW  
CHRIS BROWN  
NICK LACHEY

**WXKB/Fl. Myers, FL\***  
PD: Matt Johnson  
MD: Randy Sherwyn  
1 SHAKIRA (WYCLEF JEAN)  
BUBBA SPAROOX (LYING YANG TWINS)  
SPEECH

**KISR/Fl. Smith, AR**  
OM: "Big Dog" Rick Hayes  
APD: Brian Cunningham  
MD: Mike "Mike at Night" O'Leary  
5 DANIEL POWTER  
5 SPEECH  
5 GLOVEBOX

**KZBB/Fl. Smith, AR**  
OM/MD: Ralph Cherry  
APD/MD: Jen Colonna  
10 ALL-AMERICAN REJECTS  
10 TWISTA (MARIAN CAREY)

**WYKS/Gainesville, FL\***  
PD: Jeni Banta  
APD/MD: Carter  
1 MARIAN CAREY  
BLACK EYED PEAS (LUACK JOHNSON)  
HAWTHORNE HEIGHTS

**KKXL/Grand Forks, ND**  
OM/MD: Rick Acker  
APD: Dave Andrews  
MD: Trevor D.  
DEM FRANCHIZE BOYZ

**WSNX/Grand Rapids, MI\***  
PD: Eric O'Brien  
APD: Brian Holmes  
MD: Barry Fox  
10 FIELD MOB (ICARA)  
3 THREE 5 MAFIA  
1 MARIAN CAREY  
FRAY

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WFKS/Jacksonville, FL\***  
PD: Skip Kelly  
MD: Jordan  
2 BOW WOW  
1 NICKELBACK  
1 STAND

**WAEZ/Johnson City\***  
OM: Bill Hagy  
MD: Jason Reed  
1 KANYE WEST (LUPE FASCO)  
NICK LACHEY  
JASON MRAZ

**KSYN/Joplin, MO**  
OM/MD: Jason Knight  
APD: Steve Kraus  
10 DADDY YANKEE

**KMXV/Kansas City, MO\***  
MD: Joe Mack  
FRAY  
DANIEL POWTER

**WWST/Knoxville, TN\***  
PD: Rich Bailey  
MD: Scott Bohannon  
No Adds

**KSMB/Lafayette, LA\***  
OM: Keith LeBlanc  
PD: Bobby Hovessad  
APD/MD: Maxwell  
3 BLACK EYED PEAS (LUACK JOHNSON)  
MARCOS HERNANDEZ  
MARIAN CAREY

**WLAN/Lancaster, PA\***  
PD: JT Bessch  
APD/MD: Holly Love  
15 NICK LACHEY  
17 SEAN PAUL  
BLACK EYED PEAS (LUACK JOHNSON)  
ALY & A.J.  
FRAY

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WABB/Mobile, AL\***  
OM: Jay Hasting  
PD/MD: Jammer  
5 JEANNE ORTEGA (IPAPOUSE)  
1 TEDDY GEIGER  
BLACK EYED PEAS (LUACK JOHNSON)  
JONAS BROTHERS

**WYOK/Mobile, AL\***  
OM: James Alexander  
APD/MD: AJ Seliga  
No Adds

**KHOP/Modesto, CA\***  
OM: Richard Perry  
MD: Trelia Janders  
DADDY YANKEE  
JONAS BROTHERS

**KNOE/Monroe, LA**  
OM/MD: Bobby Richards  
11 COLDPLAY  
11 TRAM  
SHERYL CROW & STING

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**KZZP/Phoenix, AZ\***  
PD: Mark Medina  
MD: Chino  
15 CASCADIA  
16 NE-YO  
11 KEYSHA COLE  
10 JAMES BLUNT

**WKST/Pittsburgh, PA\***  
PD: Alex Tear  
APD: Mark Allen  
MD: Wiley  
10 DEM FRANCHIZE BOYZ  
8 NE-YO  
8 FIELD MOB (ICARA)

**WJBO/Portland, ME**  
OM/MD: Tom Moore  
MD: Mike Adams  
BLACK EYED PEAS (LUACK JOHNSON)  
PAUL WALL  
PANIĆ AT THE DISCO  
MARCOS HERNANDEZ

**KKRZ/Portland, OR\***  
PD: Brian Bridgman  
MD: Mike Fox  
18 NE-YO  
BLACK EYED PEAS (LUACK JOHNSON)

**WERZ/Portsmouth, NH\***  
OM/MD: Mike O'Donnell  
MD: Melissa Mathers  
1 BOW WOW  
10 BOW WOW  
10 BOW WOW  
10 BOW WOW

**WPRO/Providence, RI\***  
APD/MD: Davey Morris  
9 SEAN PAUL  
2 CHRIS BROWN  
DITTE BLONDE  
SHAKIRA (WYCLEF JEAN)  
O.A.R.  
BOW WOW  
WUENNER NETTLES

**KBKA/Quad Cities, IA\***  
OM: Darren Pitra  
PD: Steve Fuller  
7 SHAKIRA (WYCLEF JEAN)

**WRVW/Nashville, TN\***  
OM: Clay Hunicutt  
PD: Rich Davis  
MD: Tommy Butler  
1 SHAKIRA (WYCLEF JEAN)  
2 NICK LACHEY  
1 DEM FRANCHIZE BOYZ  
1 DANIEL POWTER  
ROB THOMAS

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**KELZ/San Antonio, TX\***  
PD: Doug Bennett  
19 DADDY YANKEE  
13 PINK  
7 BLACK EYED PEAS (LUACK JOHNSON)

**KXXM/San Antonio, TX\***  
OM/MD: Tod Tucker  
APD/MD: Tim Rainey  
15 JAZZ SANTANA  
11 AC/DC (BEEBEE MAN)  
2 STAND  
ALL-AMERICAN REJECTS  
DADDY YANKEE  
E-40  
JONAS BROTHERS  
MARIAN CAREY

**KHTS/San Diego, CA\***  
PD: Jimmy Steele  
APD/MD: Hilman Haze  
No Adds

**KSXY/Santa Rosa, CA\***  
PD: Sean Knight  
6 MARIAN CAREY  
KEYSHIA COLE  
PAULA PATTON (BABY BASH)  
ALL-AMERICAN REJECTS

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**KRQQ/Tucson, AZ\***  
OM/MD: Tim Richards  
MD: Chris Peters  
No Adds

**KHTT/Tulsa, OK\***  
OM/MD: Tod Tucker  
APD/MD: Tim Rainey  
15 JAZZ SANTANA  
11 AC/DC (BEEBEE MAN)  
2 STAND  
ALL-AMERICAN REJECTS  
DADDY YANKEE  
E-40  
JONAS BROTHERS  
MARIAN CAREY

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

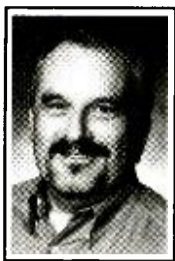
**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WVVO/Atlanta, GA\***  
OM/MD: Dylan Sereque  
MD: Thomas Crane  
No Adds

**WV**



**KEVIN CARTER**  
kcarter@radioandrecords.com

# Stealin' Rice: How Jeremy & Jimmy Get It Done

Two dudes who put the 'Vice' back in VP

**J**ust in time for R&R's magnificent, sweeping VP/Programming-themed issue I was somehow able to track down, rope, stun and restrain two of the busiest guys in our biz: Jeremy Rice, Cox Radio Top 40 Format Coordinator and PD of WBLI/Nassau-Suffolk, and Jimmy Steal, Emmis VP/Programming and PD of KPWR (Power 106)/Los Angeles.

I bet your initial reaction was "Jimmy Steal? But he's a Rhythmic guy." I actually caught myself thinking the same thing, but you have to keep in mind that back when Steal was originally named PD of Power, all the armchair quarterbacks and alleged industry experts looked at him and the "genius" who hired him, Emmis Radio President Rick Cummings, and said, "What the hell were they thinking? Jimmy's been a Pop guy his whole radio life. What in God's name possessed Cummings to hire him at Power 106?"

You know how that story ended: Steal survived all that nonsense and ended up having the last laugh when the station pulled the highest numbers in its history, proving that format is secondary to programming prowess. Then we all back-pedaled and claimed that we knew all along that he'd kick ass.

## Beat The Clock

So how do Rice and Steal handle the 18 bazillion things that come at them every day? "It's real simple," says Rice. "You have 'A Parameters,' 'B Parameters,' 'Immediately Important' and 'Stuff That Doesn't Have to Be Done Immediately.'"

"If you can box those four things, you'll be fine. It's about time-management and delegating and having people in the right positions."

Steal says, "One of the management coaches said, 'Having the ability to distinguish between what's important and

what's urgent is a great skill.' If you're in a position like this, you figure that part out in a hurry."

Rice says. "Just plan ahead — really plan your whole day, week and month. See things big-picture, and have patience. Do whatever's important. It'll pay off as far as having time off to relax at the end of the day."

"What messes people up — and I've been guilty of this too — is trying to focus on non-important and non-immediate things."



**Jeremy Rice**

out for two-hour lunches with record guys."

Steal says, "I can't imagine how the Greg Strassells, Marc Chases, Kevin Weath-erlys and Pat Paxtons of the world — people with a myriad of stations — handle it. I have 25 stations, and my day is cram-packed."

"It affects everything you do because the clock is your enemy, it's not your friend. You're always fighting the clock in everything you do."

"I really do operate in a *USA Today* world. I'm constantly giving and getting relevant headlines and trying to point people in the right direction and being the best resource I can."

"At Emmis, we have awesome PDs, and it's not my desire or intention to program their stations for them, but to help them in areas where they need an additional opinion or resource."

## An E-Mail World

Steal tried to set up a formal schedule in a grid pattern, but it quickly devolved into a "mess pattern." "People need you

when they need you, and sometimes when you have a slotted time, it's either not convenient for someone or there's nothing that's really time-critical," he says.

"What's really helped facilitate positions like this is that we live in an e-mail world. Voice mails are old school, because people are asking you to return their call — especially people from outside the company, who, unfortunately, get prioritized down the ladder from the people you work with — on *their* schedule."

"E-mail is so unobtrusive. You return it when you can, and it's in your inbox until you answer it. You can give stuff some thought. I think phone calls are going the way of the fax."

Rice doesn't like to use IM because it's unfocused, and he says he only uses it when he needs to reach someone, well, instantly. But, like Steal, he loves that e-mail. "E-mail is great because it's 24/7, but it also sucks on the weekends, when you're trying to have a life," he says.

This doesn't mean, however, that he's adverse to some actual personal interaction. "Market visits are very important, because when you're listening to a station, you develop a relationship with the GM and the PD, and you really get to hear the market," he says.

"I do station monitors in person in each market consistently. We also do some over the phone or the Internet, but it's never the same because you don't get the real feel."

However, the ability to stay constantly connected can sometimes extend its tentacles into one's personal life (as evidenced by Rice's previous "sucks on the weekends" line). In fact, Steal's son's teacher actually ratted him out to Mommy recently.

"My wife pulled me aside before I went to my kid's Father-Son Day at school and said, 'When you

were at the holiday pageant thing, the teacher called me and said you were on your Blackberry the entire time you were in Dylan's class. If I get a phone call that you're on the Blackberry during Father-Son Day, it's your ass.' You're never too old to get yelled at. It used to be my mom, now it's my wife."

## Delegating Is Key

Balance is key to Rice when scoring some precious downtime. "I started doing this national thing around 2000 or 2001, and it took a while, but I finally got a routine down," he says. "I schedule everything about three months in advance."

"I might leave on the 3pm flight back from Jacksonville, and that's my afternoon drive. I can do two hours of uninterrupted computer work on the plane, which I absolutely love. I can get more work done in two hours on an airplane than I can in the office."

"When I get home I know when to stop. You've got to turn it off and watch an epi-

**"When I get home I know when to stop. You've got to turn it off and watch an episode of 24 or open a bottle of wine or whatever."**

Jeremy Rice

sode of 24 or open a bottle of wine or whatever. I have a girlfriend, Iris, and, hopefully, a family if everything works out.

"We spent last Saturday running around Long Island, doing a bunch of 'couple things,' but on Sunday I was on the computer for six or eight hours, trying to get ahead for the spring book."

Rice and Steal agree that leaning on the other people in your work life is also extremely important. They say delegating is key for any manager who needs to take care of 80,000 things every day.

"You develop a bond and become confident in their abilities," Rice says. "There's always troubleshooting areas, but the key is for people to not drop the ball. You don't want to ask people to do things two or three times."

"I'm not a dictator, I'm just trying to get jobs and projects done. If I ask for information, I expect to get it back in a certain amount of time. And I'm guilty of dropping the ball, too, here and there, just because I have 100 e-mails I'm looking at."

## The Right Questions

"Know what you don't know," Steal says, confusing us momentarily with Zen mantras and chanting. "Hopefully, what follows from that is that you're aware enough to surround yourself with people who do know what you don't know."

"It sounds like a very basic management tenet, but assembling teams and getting them all on the right wavelength and going in the right direction is a huge part of the success of any great product."

"When I first took this gig there was period of trying to get people on the same page, both locally, on the Power level, and on the broader level, with the VP stripes."

"I have to give Rick Cummings credit for setting me up right. He said something that I think of every day at work: 'Nobody expects you to have all the answers — that's impossible. Help people — the PDs locally and the GMs and whoever else — get to the right questions. As a team, we all find the answers.' His supposition was right on: helping people identify the right issues gets you to the right answers."

"Also when I first started, I said to Marc Chase, 'Marc, I've got 25 stations; you've got 100 gazillion. Give me a quick insight



**Jimmy Steal**

**"One of my PDs once said he was too busy to get back to me. I replied, 'You're responsible for how many stations again?'"**

Jimmy Steal

Continued on Page 30

Here's what **Jimmy Steal**, VP/Programming Emmis, has to say...

“We’ve been using **radiovoodoo** for years at POWER 106. It’s become an essential tool for us in programming, request research, and now NTR. **radiovoodoo** is constantly innovating cool new features like ‘press 4 to hear what’s playing now’, and dayparting, which are just great tools for vibrant listener interaction.”

**radiovoodoo**  
www.radiovoodoo.com

*Who's doing  
Voodoo?*

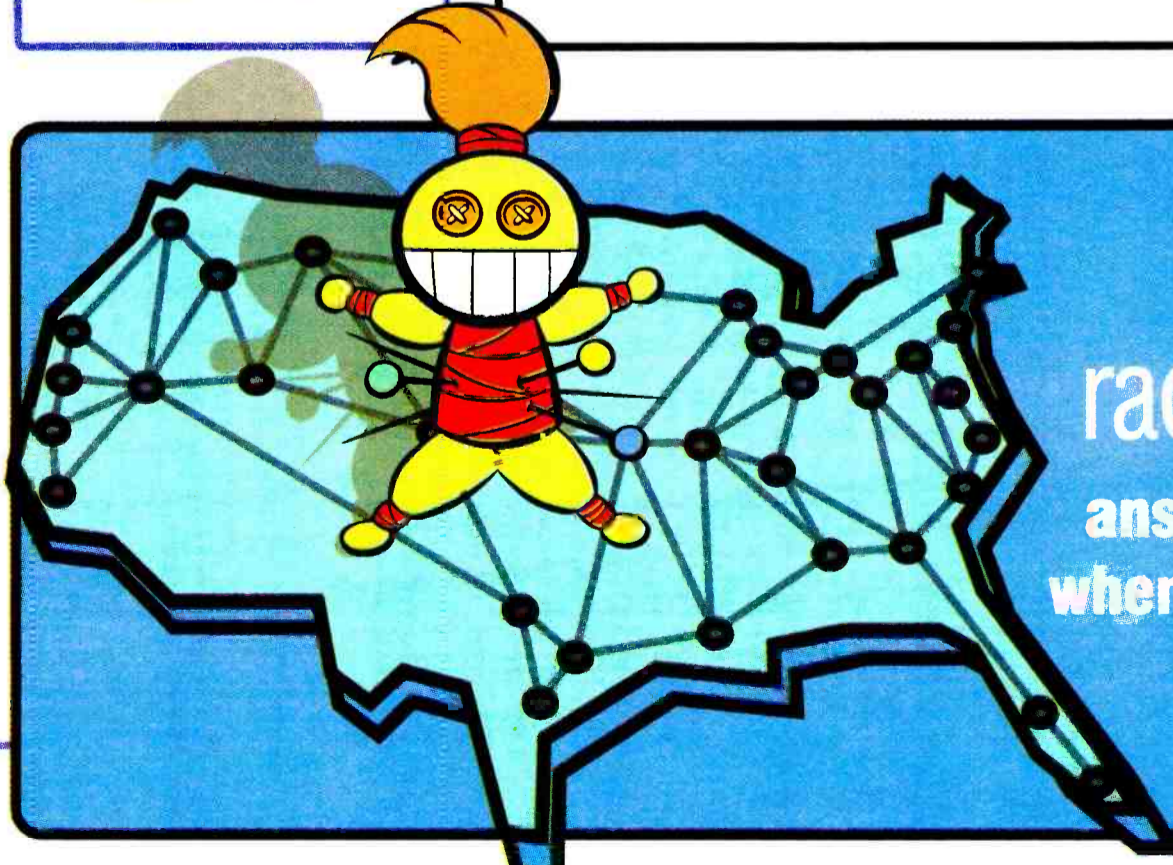
MTV WQHT  
KPWR KXJM  
WNOU WVEE  
KZLA WVAZ  
WFNY KPRS  
WRKS WJR

...and over  
300 more!

Leading stations across America are using RadioVoodoo to answer their listeners' calls. When you use RadioVoodoo, you'll generate NTR with each call, get valuable data on your audience, and make your listeners happy by giving them a chance to be heard.

Check out our newest features:

- ▶ **What's Playing**  
*Automatically tell callers which songs are playing on your station.*
- ▶ **Text Messaging**  
*Send and receive text messages to callers, at no cost.*
- ▶ **In-Call Network**  
*Make money from every call through on-phone promotions from RadioVoodoo's national sponsors.*



All across  
the country,  
**radiovoodoo**  
answers the phone  
when stations can't.  
You could  
be next.

For more information, contact Eyal Rimmon at 888-423-3003 or Marcella Turk at 972-820-9186

# CHR/POP TOP 50

March 24, 2006

POWERED BY  
MEDIABASE

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+ / - PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
3	1	MARY J. BLIGE Be Without You (Geffen)	7801	+354	615219	9	116/0
4	2	NATASHA BEDINGFIELD Unwritten (Epic)	7371	+347	561959	19	118/0
1	3	NE-YO So Sick (Def Jam/IDJMG)	7177	-644	485017	13	118/0
2	4	BEYONCE' Check On It (Sony Urban/Columbia)	7156	-596	470145	19	118/0
5	5	KELLY CLARKSON Walk Away (RCA/RMG)	6648	+484	464219	12	119/0
7	6	RIHANNA SOS (Def Jam/IDJMG)	6218	+508	468547	8	120/0
10	7	JAMES BLUNT You're Beautiful (Custard/Atlantic)	5950	+557	441093	11	117/2
12	8	SEAN PAUL Temperature (VP/Atlantic)	5934	+1101	540771	8	116/5
9	9	CASCADA Everytime We Touch (Robbins)	5680	+280	388365	12	115/2
6	10	FALL OUT BOY Dance, Dance (Island/IDJMG)	5532	-289	399093	16	118/0
8	11	ALL-AMERICAN REJECTS Dirty Little Secret (Doghouse/Interscope)	5202	-433	387909	30	115/0
14	12	T-PAIN f/MIKE JONES I'm N Luv (Wit A Stripper) (Jive/Zomba Label Group)	4372	+96	272535	9	110/1
11	13	NELLY Grillz (Derry/Fo' Reel/Universal)	4220	-655	259729	13	111/0
13	14	PUSSYCAT DOLLS Stickwitu (A&M/Interscope)	4143	-398	288561	23	120/0
17	15	STAINED Right Here (Flip/Atlantic)	4048	+268	246933	15	95/4
15	16	CHRIS BROWN f/JUELZ SANTANA Run It (Jive/Zomba Label Group)	3759	-421	237342	25	118/0
18	17	PINK Stupid Girls (LaFace/Zomba Label Group)	3595	+29	210163	7	114/1
21	18	CHRIS BROWN Yo (Excuse Me Miss) (Jive/Zomba Label Group)	3514	+342	279819	8	105/4
16	19	EMINEM f/NATE DOGG Shake That (Shady/Aftermath/Interscope)	3422	-405	196819	12	108/0
20	20	PUSSYCAT DOLLS f/WILL.I.AM Beep (A&M/Interscope)	3413	+81	256391	10	110/0
23	21	SAVING JANE Girl Next Door (Universal Republic)	2835	+238	156024	17	94/2
24	22	NICKELBACK Savin' Me (Roadrunner/IDJMG)	2677	+499	153699	6	101/5
22	23	BLACK EYED PEAS Pump It (A&M/Interscope)	2432	-541	174365	13	111/0
28	24	TEDDY GEIGER For You I Will (Confidence) (Columbia/Sony BMG)	1997	+129	124456	8	91/2
27	25	JUELZ SANTANA There It Go (The Whistle Song) (Diplomat/Def Jam/IDJMG)	1748	-127	133909	15	100/0
25	26	RAY J One Wish (Knockout/Sanctuary)	1745	-350	164515	15	91/0
29	27	BO BICE The Real Thing (RCA/RMG)	1656	+150	82740	11	78/6
30	28	SHAKIRA f/WYCLEF JEAN Hips Don't Lie (Epic)	1604	+470	162380	4	67/9
35	29	DANIEL POWTER Bad Day (Warner Bros.)	1528	+597	122574	3	83/21
26	30	JAMIE FOXX f/LUDACRIS Unpredictable (J/RMG)	1519	-378	77597	8	76/0
36	31	BUBBA SPARXXX f/YING YANG TWINS Ms. New Booty (Purple Ribbon/Virgin)	1299	+392	87069	3	53/8
38	32	ALL-AMERICAN REJECTS Move Along (Doghouse/Interscope)	1130	+306	53104	2	67/11
33	33	ROB THOMAS Ever The Same (Atlantic)	1070	+118	45450	6	54/4
34	34	KANYE WEST f/LUPE FIASCO Touch The Sky (Roc-A-Fella/Def Jam/IDJMG)	1037	+103	51694	4	54/2
40	35	DEM FRANCHIZE BOYZ Lean Wit It, Rock Wit It (So So Def/Virgin)	1009	+312	55409	3	49/11
41	36	NICK LACHEY What's Left Of Me (Jive/Zomba Label Group)	975	+317	98723	2	67/18
49	37	DADDY YANKEE Rompe (El Cartel/Interscope)	876	+360	84362	2	46/12
37	38	JASON MRAZ Geek In The Pink (Lava/Atlantic)	874	-3	36263	6	52/1
39	39	FRAY Over My Head (Cable Car) (Epic)	816	+80	34013	4	49/8
31	40	ASHLEE SIMPSON L.O.V.E. (Geffen)	728	-360	34173	12	70/0
46	41	MATISYAHU King Without A Crown (Dr Music/Epic)	670	+130	47145	3	42/2
Debut	42	HOOBASTANK If I Were You (Island/IDJMG)	585	+174	17643	1	48/6
42	43	RELIENT K Who I Am Hates Who I've Been (Gotee/Capitol)	579	-52	27904	18	86/0
43	44	TRINA f/KELLY ROWLAND Here We Go (Slip-N-Slide/Atlantic)	571	-11	28232	19	28/0
47	45	ASHLEY PARKER ANGEL Let U Go (BlackGround/Universal)	570	+32	28345	2	44/3
32	46	GWEN STEFANI Crash (Interscope)	563	-519	21001	10	105/0
Debut	47	NE-YO When You're Mad (Def Jam/IDJMG)	550	+235	55679	1	50/18
50	48	ALY & A.J. Rush (Hollywood)	523	+23	18838	2	38/4
45	49	GOO GOO DOLLS Better Days (Warner Bros.)	494	-49	26850	9	22/0
Debut	50	BOW WOW Fresh Azimiz (Sony Urban/Columbia)	490	+192	21712	1	26/5

120 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 3/12-3/18. 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 unless a song has not yet reached the top 20. If after 20 weeks, the record is not in the top 20 and has two consecutive weeks of decreased plays, the song is then categorized as 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 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 Arbitron Inc. (© 2006, Arbitron Inc.) © 2006 Radio & Records.

## MOST ADDED

ARTIST TITLE LABEL(S)	ADDS
DANIEL POWTER Bad Day (Warner Bros.)	21
NICK LACHEY What's Left Of Me (Jive/Zomba Label Group)	18
NE-YO When You're Mad (Def Jam/IDJMG)	18
BLACK EYED PEAS f/J. JOHNSON Gone Going (A&M/Interscope)	16
MARIAH CAREY Say Something (Island/IDJMG)	16
DADDY YANKEE Rompe (El Cartel/Interscope)	12
ALL-AMERICAN REJECTS Move Along (Doghouse/Interscope)	11
DEM FRANCHIZE BOYZ Lean Wit It, Rock Wit It (So So Def/Virgin)	11
SHAKIRA f/WYCLEF JEAN Hips Don't Lie (Epic)	9

The CHR/Pop add threshold is applied to monitored stations not allowed to report adds per their company policy. Songs that reach seven plays per week within one airplay week. An airplay week is defined as Sunday through Saturday. Adds from all other programmers are still accepted at any play level.

## MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
SEAN PAUL Temperature (VP/Atlantic)	+1101
DANIEL POWTER Bad Day (Warner Bros.)	+597
JAMES BLUNT You're Beautiful (Custard/Atlantic)	+557
RIHANNA SOS (Def Jam/IDJMG)	+508
NICKELBACK Savin' Me (Roadrunner/IDJMG)	+499
KELLY CLARKSON Walk Away (RCA/RMG)	+484
SHAKIRA f/WYCLEF JEAN Hips Don't Lie (Epic)	+470
BUBBA SPARXXX... Ms. New Booty (Purple Ribbon/Virgin)	+392
DADDY YANKEE Rompe (El Cartel/Interscope)	+360
MARY J. BLIGE Be Without You (Geffen)	+354

## NEW & ACTIVE

GORILLAZ Dare (Virgin)	Total Plays: 309, Total Stations: 24, Adds: 2
ANNA NALICK Breathe (2 AM) (Columbia)	Total Plays: 267, Total Stations: 26, Adds: 4
KEYSHIA COLE Love (A&M/Interscope)	Total Plays: 267, Total Stations: 12, Adds: 4
MARCOS HERNANDEZ The Way I Do (Ultra/TVT)	Total Plays: 218, Total Stations: 15, Adds: 1
BLACK EYED PEAS f/JACK JOHNSON Gone Going (A&M/Interscope)	Total Plays: 194, Total Stations: 27, Adds: 16
GOLDFRAPP Ooh La La (Mute/EMC)	Total Plays: 167, Total Stations: 15, Adds: 1
MARIAH CAREY Say Something (Island/IDJMG)	Total Plays: 124, Total Stations: 21, Adds: 16
HAWTHORNE HEIGHTS Saying Sorry (Victory)	Total Plays: 102, Total Stations: 14, Adds: 6

Songs ranked by total plays

Station playlists for all R&R reporters are available on the web at [www.radioandrecords.com](http://www.radioandrecords.com).

Promote your company, product, or event with  
Roll-a-Sign's versatile disposable banners

Cost-effective and reusable

Many sizes and colors available

Durable enough for indoor or outdoor use

Advertise your message in any color

ROLLASIGN  
PLASTIC BANNERS

Call today for more information!  
1-800-231-6074 [www.rollasign.com](http://www.rollasign.com)

# CHR/POP TOP 50 INDICATOR

March 24, 2006

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	NE-YO So Sick (Def Jam/IDJMG)	3476	-130	56931	12	56/0
2	2	KELLY CLARKSON Walk Away (RCA/RMG)	3387	+109	54785	11	58/0
4	3	MARY J. BLIGE Be Without You (Geffen)	3356	+95	55783	9	57/0
5	4	NATASHA BEDINGFIELD Unwritten (Epic)	3178	+68	52311	19	54/1
7	5	RIHANNA SOS (Def Jam/IDJMG)	2959	+234	50025	7	57/1
3	6	BEYONCE' Check On It (Sony Urban/Columbia)	2912	-358	46575	18	53/0
9	7	JAMES BLUNT You're Beautiful (Custard/Atlantic)	2846	+335	49125	10	54/1
8	8	CASCADA Everytime We Touch (Robbins)	2673	+98	44145	11	57/1
6	9	FALL OUT BOY Dance, Dance (Island/IDJMG)	2462	-273	39384	16	52/1
10	10	ALL-AMERICAN REJECTS Dirty Little Secret (Doghouse/Interscope)	2162	-57	32862	30	46/0
13	11	PINK Stupid Girls (LaFace/Zomba Label Group)	2028	+172	33217	7	56/0
14	12	STAIN'D Right Here (Flip/Atlantic)	2027	+181	33125	15	49/1
15	13	T-PAIN f/MIKE JONES I'm N Luv (Wit A Stripper) (Jive/Zomba Label Group)	1829	+114	28478	9	50/2
20	14	SEAN PAUL Temperature (VP/Atlantic)	1782	+399	27625	6	50/4
12	15	NELLY Grillz (Derrty/Fo' Reel/Universal)	1725	-211	26049	13	47/0
11	16	PUSSYCAT DOLLS Stickwitu (A&M/Interscope)	1649	-303	27662	23	44/0
18	17	PUSSYCAT DOLLS f/WILL.I.AM Beep (A&M/Interscope)	1545	+79	24054	10	53/2
21	18	CHRIS BROWN Yo (Excuse Me Miss) (Jive/Zomba Label Group)	1530	+166	23484	8	49/2
23	19	NICKELBACK Savin' Me (Roadrunner/IDJMG)	1510	+233	25702	6	49/3
19	20	SAVING JANE Girl Next Door (Universal Republic)	1479	+58	21922	22	39/0
17	21	EMINEM f/NATE DOGG Shake That (Shady/Aftermath/Interscope)	1187	-317	16402	11	37/2
22	22	BLACK EYED PEAS Pump It (A&M/Interscope)	1097	-203	15874	12	36/0
26	23	TEDDY GEIGER For You I Will (Confidence) (Columbia/Sony BMG)	897	+93	14767	7	34/1
33	24	DANIEL POWTER Bad Day (Warner Bros.)	847	+374	15562	3	42/13
24	25	RAY J One Wish (Knockout/Sanctuary)	784	-277	12402	16	22/0
32	26	SHAKIRA f/WYCLEF JEAN Hips Don't Lie (Epic)	694	+211	12053	3	32/7
29	27	BO BICE The Real Thing (RCA/RMG)	643	+79	12356	8	29/3
36	28	ALL-AMERICAN REJECTS Move Along (Doghouse/Interscope)	611	+204	10655	3	36/7
30	29	ROB THOMAS Ever The Same (Atlantic)	592	+67	11156	10	29/1
25	30	JAMIE FOXX f/LUDACRIS Unpredictable (J/RMG)	592	-236	9160	8	25/0
34	31	KANYE WEST f/LUPE FIASCO Touch The Sky (Roc-A-Fella/Def Jam/IDJMG)	519	+70	8203	4	29/4
28	32	JUELZ SANTANA There It Go (The Whistle Song) (Diplomat/Def Jam/IDJMG)	435	-165	5744	13	17/0
27	33	GWEN STEFANI Crash (Interscope)	429	-305	5480	9	19/1
39	34	FRAY Over My Head (Cable Car) (Epic)	386	+90	7409	2	23/3
43	35	BUBBA SPARXXX... Ms. New Booty (Purple Ribbon/Virgin)	374	+179	6285	2	25/7
37	36	ASHLEY PARKER ANGEL Let U Go (BlackGround/Universal)	371	+12	5324	4	18/0
31	37	RELIENT K Who I Am Hates Who I've Been (Gotee/Capitol)	369	-124	4363	17	15/0
46	38	NICK LACHEY What's Left Of Me (Jive/Zomba Label Group)	360	+172	6425	2	23/9
38	39	JASON MRAZ Geek In The Pink (Lava/Atlantic)	349	+37	6508	5	20/1
Debut	40	HOOBASTANK If I Were You (Island/IDJMG)	277	+143	5434	1	19/2
Debut	41	DEM FRANCHIZE BOYZ Lean Wit It, Rock Wit It (So So Def/Virgin)	224	+154	4679	1	18/9
40	42	MADONNA Sorry (Warner Bros.)	217	-27	4227	5	11/0
45	43	CHRISTEN J First In Line (Crystal Teardrop)	210	+21	3757	3	10/1
Debut	44	NE-YO When You're Mad (Def Jam/IDJMG)	196	+58	3394	1	18/10
Debut	45	DADDY YANKEE Rompe (El Cartel/Interscope)	194	+63	3770	1	15/7
50	46	CRINGE On And On (Listen)	192	+35	3463	2	11/0
Debut	47	BON JOVI Who Says You Can't Go Home (Island/IDJMG)	191	+42	5494	1	5/0
49	48	GORILLAZ Dare (Virgin)	183	+5	2116	4	10/0
35	49	ASHLEE SIMPSON L.O.V.E. (Geffen)	182	-250	2163	12	10/0
42	50	GOO GOO DOLLS Better Days (Warner Bros.)	176	-50	3025	14	10/0

58 CHR/Pop reporters. Songs ranked by total plays for the airplay week of Sunday 3/12 - Saturday 3/18.  
© 2006 Radio & Records

## MOST ADDED\*

ARTIST TITLE LABEL(S)	ADDS
DANIEL POWTER Bad Day (Warner Bros.)	13
NE-YO When You're Mad (Def Jam/IDJMG)	10
NICK LACHEY What's Left Of Me (Jive/Zomba Label Group)	9
DEM FRANCHIZE BOYZ Lean Wit It, Rock Wit It (So So Def/Virgin)	9
ALL-AMERICAN REJECTS Move Along (Doghouse/Interscope)	7
SHAKIRA f/WYCLEF JEAN Hips Don't Lie (Epic)	7
BUBBA SPARXXX... Ms. New Booty (Purple Ribbon/Virgin)	7
DADDY YANKEE Rompe (El Cartel/Interscope)	7
SEAN PAUL Temperature (VP/Atlantic)	4
K. WEST f/L. FIASCO Touch The Sky (Roc-A-Fella/Def Jam/IDJMG)	4
BLACK EYED PEAS f/J. JOHNSON Gone Going (A&M/Interscope)	4
GLOVEBOX Superstar (Baria)	4
NICKELBACK Savin' Me (Roadrunner/IDJMG)	3
BO BICE The Real Thing (RCA/RMG)	3
FRAY Over My Head (Cable Car) (Epic)	3
MATISYAHU King Without A Crown (Or Music/Epic)	3
PAUL WALL Girl (SwishaHouse/Asylum/Atlantic)	3
MARCOS HERNANDEZ The Way I Do (Ultrax/TVT)	3
SPEECH Esmerelda (Bluhammock)	3
MARIAH CAREY Say Something (Island/IDJMG)	3

## MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
SEAN PAUL Temperature (VP/Atlantic)	+399
DANIEL POWTER Bad Day (Warner Bros.)	+374
JAMES BLUNT You're Beautiful (Custard/Atlantic)	+335
RIHANNA SOS (Def Jam/IDJMG)	+234
NICKELBACK Savin' Me (Roadrunner/IDJMG)	+233
SHAKIRA f/WYCLEF JEAN Hips Don't Lie (Epic)	+211
ALL-AMERICAN REJECTS Move Along (Doghouse/Interscope)	+204
STAIN'D Right Here (Flip/Atlantic)	+181
BUBBA SPARXXX... Ms. New Booty (Purple Ribbon/Virgin)	+179
PINK Stupid Girls (LaFace/Zomba Label Group)	+172
NICK LACHEY What's Left Of Me (Jive/Zomba Label Group)	+172
CHRIS BROWN Yo (Excuse Me Miss) (Jive/Zomba Label Group)	+166
DEM FRANCHIZE BOYZ Lean Wit It, Rock Wit It (So So Def/Virgin)	+154
HOOBASTANK If I Were You (Island/IDJMG)	+143
T-PAIN f/MIKE JONES I'm N Luv... (Jive/Zomba Label Group)	+114
KELLY CLARKSON Walk Away (RCA/RMG)	+109
CASCADA Everytime We Touch (Robbins)	+98
MARY J. BLIGE Be Without You (Geffen)	+95
TEDDY GEIGER For You I Will (Confidence) (Columbia/Sony BMG)	+93
FRAY Over My Head (Cable Car) (Epic)	+90
PUSSYCAT DOLLS f/WILL.I.AM Beep (A&M/Interscope)	+79
BO BICE The Real Thing (RCA/RMG)	+79
K. WEST f/L. FIASCO Touch The Sky (Roc-A-Fella/Def Jam/IDJMG)	+70
NATASHA BEDINGFIELD Unwritten (Epic)	+68
ROB THOMAS Ever The Same (Atlantic)	+67
DADDY YANKEE Rompe (El Cartel/Interscope)	+63
SAVING JANE Girl Next Door (Universal Republic)	+58
NE-YO When You're Mad (Def Jam/IDJMG)	+58
BLACK EYED PEAS f/J. JOHNSON Gone Going (A&M/Interscope)	+45



R&R can now deliver **BREAKING NEWS** directly to your mobile phone!  
Just text the word RADIO to 36617 and you'll be instantly signed up.

Standard rates apply. Powered by Hip Cricket

March 24, 2006



America's Best Testing CHR/Pop Songs 12+  
For The Week Ending 3/3/06

Artist Title (Label)	TW	LW	Famil.	Burn	W 12-17	W 18-24	W 25-34
KELLY CLARKSON Walk Away (RCA/RMG)	4.01	4.18	97%	20%	3.94	4.20	4.00
RIHANNA SOS (Def Jam/IDJMG)	3.94	3.87	92%	20%	4.00	4.00	3.89
CASCADA Everytime We Touch (Robbins)	3.94	3.92	91%	24%	3.89	3.88	3.66
KELLY CLARKSON Because Of You (RCA/RMG)	3.92	4.07	99%	55%	3.71	3.97	3.90
NATASHA BEDINGFIELD Unwritten (Epic)	3.92	3.96	97%	29%	3.83	3.71	4.08
ALL-AMERICAN... Dirty Little Secret (Doghouse/Interscope)	3.86	3.98	97%	36%	3.97	3.88	3.97
NICKELBACK Savin' Me (Roadrunner/IDJMG)	3.81	-	67%	12%	4.03	3.65	3.88
PINK Stupid Girls (LaFace/Zomba Label Group)	3.80	3.92	92%	16%	3.60	3.73	3.72
SAVING JANE Girl Next Door (Universal Republic)	3.75	3.92	74%	16%	3.96	3.60	3.67
FALL OUT BOY Dance, Dance (Island/IDJMG)	3.70	3.87	96%	38%	3.83	3.75	3.51
MARY J. BLIGE Be Without You (Geffen)	3.68	3.63	92%	28%	3.82	3.59	3.82
JAMES BLUNT You're Beautiful (Custard/Atlantic)	3.63	3.62	98%	35%	3.63	3.58	3.88
BLACK EYED PEAS Pump It (A&M/Interscope)	3.63	3.56	95%	31%	3.45	3.66	3.95
SEAN PAUL Temperature (VP/Atlantic)	3.61	3.49	89%	27%	3.85	3.72	3.55
GWEN STEFANI Crash (Interscope)	3.60	3.49	90%	24%	3.62	3.59	3.49
STAIN'D Right Here (Flip/Atlantic)	3.56	3.64	83%	28%	3.86	3.56	3.25
TEDDY GEIGER For You I Will... (Columbia/Sony BMG)	3.56	-	57%	16%	4.07	3.42	3.40
PUSSYCAT DOLLS f/WILL.I.AM Beep (A&M/Interscope)	3.52	3.43	85%	27%	3.54	3.68	3.42
PUSSYCAT DOLLS Stickwitu (A&M/Interscope)	3.51	3.42	98%	56%	3.38	3.55	3.38
BEYONCÉ Check On It (Sony Urban/Columbia)	3.50	3.48	98%	53%	3.26	3.43	3.46
NE-YO So Sick (Def Jam/IDJMG)	3.34	3.43	93%	45%	3.76	3.24	3.20
C. BROWN f/J. SANTANA Run It (Jive/Zomba Label Group)	3.31	3.54	96%	60%	3.52	3.17	3.18
EMINEM f/NATE DOGG Shake That (Shady/Aftermath/Interscope)	3.31	3.29	89%	34%	3.37	3.51	3.34
CHRIS BROWN Yo... (Jive/Zomba Label Group)	3.19	3.10	82%	32%	3.53	3.15	3.14
JUELZ SANTANA There It Go... (Diplomat/Def Jam/IDJMG)	3.14	3.00	92%	49%	3.60	3.25	2.78
NELLY Grillz (Derrty/Fo' Reel/Universal)	3.13	3.14	92%	46%	3.51	3.30	2.94
MARIAH CAREY Don't Forget About Us (Island/IDJMG)	3.09	3.10	98%	63%	2.94	3.08	3.10
RAY J One Wish (Knockout/Sanctuary)	3.09	3.14	93%	47%	3.35	2.91	3.13
JAMIE FOXX f/LUDACRIS Unpredictable (J/RMG)	2.95	-	72%	32%	3.11	3.04	2.56

Total sample size is 310 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.



## CHR/POP TOP 30

POWERED BY  
MEDIABASE

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART	TOTAL STATIONS
1	1	RIHANNA SOS (Def Jam/IDJMG)	429	+7	6	11/0
4	2	NATASHA BEDINGFIELD Unwritten (Sony BMG)	399	+20	12	11/0
2	3	NE-YO So Sick (Def Jam/IDJMG)	398	-20	11	7/0
3	4	MARY J. BLIGE Be Without You (Geffen)	396	-4	7	9/0
5	5	KELLY CLARKSON Walk Away (Sony BMG)	387	+16	8	10/0
6	6	NICKELBACK Savin' Me (Roadrunner/EMI Music Canada)	368	+11	9	10/0
7	7	FALL OUT BOY Dance, Dance (Island/IDJMG)	364	+20	10	9/0
10	8	PINK Stupid Girls (LaFace/Zomba Label Group)	349	+33	6	12/0
11	9	MADONNA Sorry (Warner Bros.)	312	-1	9	11/0
8	10	BEYONCÉ Check On It (Sony Urban/Columbia)	310	-14	17	9/0
17	11	SEAN PAUL Temperature (VP/Atlantic)	298	+56	10	10/1
14	12	PUSSYCAT DOLLS f/WILL.I.AM Beep (A&M/Interscope)	276	+32	4	6/0
13	13	EMINEM ... Shake That (Shady/Aftermath/Interscope)	276	+19	7	5/0
16	14	JAMES BLUNT You're Beautiful (Custard/Atlantic)	264	+21	18	8/0
15	15	HEDLEY Trip (Universal Music Canada)	245	+1	11	10/1
19	16	RELIENT K Who I Am Hates Who I've Been (Gotee/Capitol)	240	+30	7	7/0
18	17	CASCADA Everytime We Touch (Robbins)	235	+23	5	4/0
9	18	BLACK EYED PEAS Pump It (A&M/Interscope)	231	-88	12	8/0
25	19	ROSETTE Uh-Oh (Shred/RockSTAR/Nevada)	205	+35	3	6/0
12	20	ALL-AMERICAN... Dirty Little Secret (Doghouse/Interscope)	197	-61	14	11/0
28	21	CHRIS BROWN Yo (Excuse Me Miss) (Sony BMG)	190	+34	2	5/0
23	22	BIANCA Vegas (RockSTAR/Nevada)	183	+12	5	6/0
30	23	CARL HENRY Little Mama (DEP/Universal)	170	+19	2	6/0
20	24	REX GOUDIE Run (Sony BMG Music Canada)	163	-27	11	5/0
Debut	25	T-PAIN f/MIKE JONES I'm N Luv... (Sony BMG)	151	+40	1	4/0
21	26	NELLY Grillz (Derrty/Fo' Reel/Universal)	149	-36	8	5/0
27	27	ROSETTE Crushed (Shred/RockSTAR/Nevada)	143	-15	18	8/0
-	28	COLOPLAY Talk (Capitol)	136	-11	9	5/0
24	29	MELISSA O'NEIL Let It Go (Sony BMG Music Canada)	117	-54	12	3/0
Debut	30	SHAKIRA f/WYCLEF JEAN Hips Don't Lie (Sony BMG)	114	+43	1	5/1

14 Canadian CHR reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 3/12-3/18. 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. © 2006 Radio & Records. Indicates Cancun.

### Stealin' Rice: How Jeremy....

Continued from Page 26

**"Having the ability to distinguish between what's important and what's urgent is a great skill. If you're in a position like this, you figure that part out in a hurry."**

Jimmy Steal

on how do you do it? One of the things he said to me was, 'Jimmy, you have to accept the fact that on any given day at any given time, you're screwing somebody over. Just try to space apart the people you're screwing over. There's always a need for you, and you can't always fulfill those needs, so make sure you at least space apart the people you leave waiting.'"

#### The Guy Behind The Guy

Who are the silent heroes standing behind these guys, backing them up and making it possible for them to be masters of their domains while still programming their own flagship stations?

"Nancy Cambino is our OM at WBLI, and I couldn't program the station without her," Rice says. "She gets so much done in her operations role, and she's very important and essential to the programming of this radio station.

"We also just hired Gabrielle Vaughn from WPST/Trenton, NJ as the new MD because LJ Lovely is now wearing lovely business suits and is going to be very successful in sales. Gabrielle is also going to do middays.

"Breaking in new people and starting a new routine are just part of it. Gabrielle's a smart person, and she'll learn quickly. Once you're on the team, you're rolling and playing the game."

Steal says, "A big hats-off to two groups of people: our PDs, whom I honestly feel are the best PDs in the business, and my support crew at Power, who allow me to spend some time with these PDs, helping them with their products. If we didn't have great PDs around the country and a great crew at Power, it'd be too tough."

"If the day ever comes when I get to program one station at a time again, watch out, because without the challenge of juggling all these stations, I could program one in my sleep.

"One of my PDs once said he was too busy to get back to me. I said, 'You're responsible for how many stations again?'"



ARTIST: Jonas Brothers

LABEL: Columbia

By MIKE TRIAS/ASSOCIATE EDITOR

The Jonas Brothers — 13-year-old Nicholas, 16-year-old Joseph and 17-year-old Kevin — belong to a very musical family. When Columbia Records execs heard Nicholas' voice, they began planning a solo album for the youngster. Excited, the brothers began writing songs together to be considered for the project. That's when the ball really started rolling. The brothers auditioned for the label as a group, and, as Kevin says, "All three of us were signed pretty much on the spot as The Jonas Brothers."



"Mandy," their first single, tells the tale of a mutual friend whose mother, a sign language teacher, taught her to sign so she could fulfill her dream of working with the hearing impaired. "We were writing songs one day and decided we wanted to write about something really nice, so we wrote a song about Mandy," says Nicholas. "She's the nicest girl you

will ever meet." This week listeners to WEZB/New Orleans and KHTT/Tulsa have the pleasure of meeting the musical manifestation of "Mandy."

The boys' debut album, *It's About Time*, hits stores May 2. Nicholas explains that the CD earned its name "because so many of our songs seem to deal with different aspects of time." Cases in point: "6 Minutes," "7:05" and "Time for Me to Fly."

Speaking of flying, one lucky winner who enters a contest on CosmoGIRL.com will be flown to New York to meet The Jonas Brothers. The best part is the winner will also have a song written about her and performed live by the Jonases at a show.

Naturally, the brothers' bond as a band is strong. "You have a security that everything is going to be OK, even when you mess up," says Nicholas.

Kevin says, "When we write a song, we get in a triangle. I start playing the chords that we've chosen over and over, and then we'll keep going around in a circle until we have figured out the lyrics for our song."

Maybe Joseph sums up the key to their future longevity best. "We're brothers, so it's not like if we got upset at each other, we could be like, 'Well, I quit,'" he says. "They're still my brothers."





**DARNELLA DUNHAM**  
ddunham@radioandrecords.com

# Team Stevens

## What makes Jay Stevens a winner?

If you watch the ratings in Washington, DC, it's hard not to notice WPGC's winning streak. That station and others, such as WVEE/Atlanta, WLLD/Tampa, WPEG/Charlotte, WJHM/Orlando, KXBT/Austin, WMBX/West Palm Beach, WBLK/Buffalo and WZMX/Hartford, benefit from CBS Radio VP/Programming Jay Stevens' knowledge and expertise.

Beyond his ratings success, Stevens' greatness can be measured by the many programmers and personalities who have absorbed his knowledge and are now applying it and experiencing success of their own. I spoke with some of his former employees, who shared what they learned from Stevens and gave some insight into why he's one of the best.

### Big Tigger

**VJ, BET; syndicated personality, *Live in the Den With Big Tigger***

When Big Tigger came to WPGC in 1994 he was an intern, and when he left in 2000 he was hosting afternoons and working on BET's *Rap City*. Now he has his very own syndicated weekly program and hosts BET's *106 & Park*.

Tigger says of his early days at WPGC, "I was an intern trying to get on the air, and I followed Jay around the station at every chance, offering to be Silly Putty that he could mold into a star.

"I called his home and informed his wife that she should encourage Jay to hire me because it would ensure their family's future prosperity. He finally hired me, and the rest is history."

The lessons Tigger learned from Stevens during his time at WPGC helped Tigger develop into the personality he is today. The most important of those lessons was that music is the star. "Jay says that 95.5 times a day," says Tigger. "That, and always be professional were the most important lessons I learned from him.

"His passion is evident. This is not just a job or a career for him; he lives this every minute of his existence. He has a formula, and he rolls with it. He is very creative and focused."

### Reggie Rouse

**PD, WVEE (V-103) & WAOK/Atlanta; Executive Producer, *Live in the Den With Big Tigger***

While at WPGC from 1997-2005, Rouse wore many hats. He produced *The Donnie Simpson Morning Show*, served as Asst. PD and was eventually promoted to OM. Last year he was named PD of Atlanta's V-103 and has since made this super heritage station even stronger. In the fall 2005 book WVEE ranked No. 1 12+ and 18-34.

Rouse utilizes two philosophies he learned from Jay Stevens. "Be topical, and urgency is the key," he says. "The *Sopranos* debuted

March 12, and on March 13 I was on the air with *Sopranos* V-103 drops. That's being topical, that's paying attention to the urgency of things. A lot of radio stations and programmers, regardless of format, don't get that, and they're caught flat-footed when they run up against someone who does.

"Jay is really focused on what he does. His thinking is out of the box, and he's not your typical cookie-cutter PD. I don't think he gets the recognition he deserves. I say that because he's basically a Rhythmic PD at an Urban station. I don't know if the Urban world gives him the credit he deserves, and I don't know if the Rhythmic world gives him the credit he deserves.

"He pays attention to his craft, studies, always looks to get better and finds ways to make the station better and to make himself a smarter programmer. He's hired good people and groomed them well, and he's allowed those people to take care of business and do what they need to do.

"I've said to Jay, 'You've done pretty good. You've got me, the PD of V-103, whom you groomed, and Thea Mitchem, the OM for Clear Channel/Philadelphia. Maurice DeVoe is programming now in Kansas City, and there's Sarah O'Connor and Adimu. You've got all these people coming from the same camp, and that's pretty good.'

"The good thing for me was that Jay let me handle the day-to-day operation of WPGC once he became VP. He still had his hand in things, but he pretty much let me run the station. If I made mistakes, he'd correct me. We would disagree at times, but the bottom line is, we took care of business and made things happen."

### Thea Mitchem

**OM, Clear Channel/Philadelphia**

Mitchem started her radio career in 1991, at Hampton University's WHOV. Four years later she interned at WPGC, picking up experience in almost every department and eventually working her way up to MD. She departed in 2001 to take her first stab at programming, at Infinity Urban WXYV (X105.7)/Baltimore.

The station gave heritage Urban WERQ (92Q)/Baltimore great competition but was



Jay Stevens



**WHEN G.O.A.T.S COME TOGETHER** LL Cool J, one of the greatest rappers of all time, recently met CBS Radio VP/Programming Jay Stevens, one of DC's greatest PDs of all time. Seen here (l-r) are Stevens, LL Cool J and Def Jam Mid-Atlantic Regional Promotion Manager Nicki Farag.

flipped to FM Talk a year later. Mitchem remained on board but then accepted the position of Director/Urban Programming for Clear Channel/Philadelphia. Last month she was promoted to OM for the cluster. Three of the stations Mitchem works with have direct competitors, and her years working with Stevens have prepared her for battle.

"The school of 'PGC taught me how to deal with competitive battles," she says. "I thrive on it. I enjoy it. I look forward to it. It's fun and exciting for me. I learned all that at WPGC, and a lot of other lessons from Jay: how to be a good leader; how to be a great role model; and the importance of hard work, dedication and a 'make it happen' attitude, which is classic Jay Stevens.

"He's the kind of person who never gives up. He perseveres. He's also really good at rallying the troops and making you believe in the vision of the station. You would go into battle with him any day. He makes you want to be on the front lines with him. He's very good at motivating his people, and, therefore, people are really loyal to him.

"When I would ask to learn Selector or to put a marketing plan together or to put together our spring promotion, he would take the time to stop and teach me what he knew even though those things weren't part of my job description. He was very encouraging.

"If someone gave a compliment about you to him, he took it as a personal reflection upon him. He was proud of you, and you wanted to make sure that you succeeded so he could continue to be proud of you, because you could tell that he wanted you to be successful.

"When someone looks at you that way it makes you work that much harder because you don't want to let him down, and you want to be all that you can be and that he thinks you can be and live up to the standard that he has set.

"One thing about WPGC — and Jay exemplifies it — is that the bar is set extremely high. Everyone at WPGC works at a high level all the time, and if you don't, you don't make it. The culture is all about going above and beyond to make things happen and going the extra mile.

"Jay takes it very seriously. He's a true radio guy. He's in it because he loves radio. He's not in it to get a record deal or to go into A&R; he's in it for radio. That's his passion. There's no talk about phase two of his career, where he moves over to the record side or television.

"Jay is also willing to admit when he doesn't have the answer. He's willing to say, 'I don't know, but I'm going to find the an-

swer.' He's willing to say, 'That didn't work, so let me come back and rework it.' His ego is not so big that he can't reflect and look at what he's done and say, 'What can I do better?'

"That allows you to continue to grow and evolve as a program director. If you stay with what you learned 15 years ago and those are your fundamentals and you're never going to change, you'll not change your way right out of the game.

"Jay is the opposite. He's always learning, growing and evaluating what he does, what the station does and the direction of the station. He's able to change with the times as much as the times change."

### Damon Williams

**VP/Programming & Production, Music Choice**

Williams spent 1994-96 as PD of WPGC-AM (Flavor 1580)/Washington and later programmed against Jay Stevens at Radio One's crosstown WKYS. A better opportunity presented itself at Music Choice, and that's where he's currently employed.

"I learned from Jay how important it is to create and protect your station's image," he says. "He values being first and top-of-mind with his audience. 'PGC always sounded better than everybody else because the promos and imaging were so hot.

"Jay's planning and approach to building his team made him different from every other PD I've worked for. So much talent has come through 'PGC because of his ability to recognize talent. He's been a success for a long time because he listens to his audience. He understands the importance of feedback and research, and he knows how to use it."

### Sarah O'Connor

**Marketing & Music Director, WPHI (100.3 The Beat)/Philadelphia**

O'Connor has had a few stints at WPGC. She first came on board as an intern in 1996, then worked part-time for a year in 1997 and was named MD in 2002 after Thea Mitchem departed for Baltimore. Two years later O'Connor headed to WPHI as Marketing & Music Director.

"The most important thing I learned is that music is the star — period," says O'Connor. "Jay is relentless. He does not program his station or function as if he is the No. 1 station in the market. He has the drive and passion of a PD trying to win. His attention to detail is incredible.

Continued on Page 33

# CHR/RHYTHMIC TOP 50

POWERED BY  
MEDIABASE

March 24, 2006

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
3	1	DEM FRANCHIZE BOYZ Lean Wit It, Rock Wit It (So So Def/Virgin)	5808	+299	691065	11	82/0
1	2	MARY J. BLIGE Be Without You (Geffen)	5807	-32	638792	16	84/1
2	3	CHRIS BROWN Yo (Excuse Me Miss) (Jive/Zomba Label Group)	5426	-103	547683	12	83/0
4	4	T-PAIN f/MIKE JONES I'm N Luv (Wit A Stripper) (Jive/Zomba Label Group)	4674	-335	393754	13	84/0
8	5	SEAN PAUL Temperature (VP/Atlantic)	4647	+446	625407	12	80/1
7	6	BUBBA SPARXXX f/YING YANG TWINS Ms. New Booty (Purple Ribbon/Virgin)	4616	+216	413318	14	83/0
5	7	NE-YO So Sick (Def Jam/IDJMG)	4175	-583	405160	17	82/0
6	8	BEYONCE' Check On It (Sony Urban/Columbia)	3748	-713	315821	18	75/0
12	9	CHAMILLIONAIRE f/KRAYZIE BONE Ridin (Universal)	3306	+630	257120	10	75/6
11	10	KEYSHIA COLE Love (A&M/Interscope)	3141	+347	319836	7	61/2
9	11	NELLY Grillz (Derry/Fo' Reel/Universal)	3139	-621	306057	21	83/0
10	12	JAMIE FOXX f/LUDACRIS Unpredictable (J/RMG)	2860	-357	346327	15	81/0
13	13	BOW WOW Fresh Azimiz (Sony Urban/Columbia)	2787	+146	345997	16	77/1
14	14	E-40 Tell Me When To Go (Reprise/BME)	2747	+216	294561	9	57/3
20	15	PAUL WALL Girl (SwishaHouse/Asylum/Atlantic)	2317	+445	208099	5	72/6
15	16	LIL ROB Bring Out The Freak In You (Upstairs)	2094	-120	194684	16	47/0
21	17	RIHANNA SOS (Def Jam/IDJMG)	2046	+299	153671	7	50/3
17	18	YING YANG TWINS & BUN B Git It (Rap-A-Lot/Asylum/TVT)	1950	-32	131610	9	62/2
22	19	DADDY YANKEE Rompe (El Cartel/Interscope)	1893	+191	209059	11	42/0
18	20	EMINEM f/NATE DOGG Shake That (Shady/Aftermath/Interscope)	1714	-257	187019	13	47/0
23	21	50 CENT f/OLIVIA Best Friend (G-Unit/Interscope)	1701	+103	149734	7	55/1
16	22	BUSTA RHYMES Touch It (Aftermath/Interscope)	1691	-396	160453	15	61/0
19	23	LL COOL J f/JENNIFER LOPEZ Control Myself (Def Jam/IDJMG)	1566	-403	145406	9	72/0
26	24	T.I. What You Know (Grand Hustle/Atlantic)	1440	+398	183348	4	59/7
27	25	NE-YO When You're Mad (Def Jam/IDJMG)	1433	+471	146385	3	62/6
25	26	THREE 6 MAFIA Poppin' My Collar (Sony Urban/Columbia)	1355	+169	111689	5	51/8
28	27	LIL' JON & THE EASTSIDE BOYZ Snap Ya Fingers (TVT)	1042	+165	117052	5	41/25
24	28	KANYE WEST f/LUPE FIASCO Touch The Sky (Roc-A-Fella/Def Jam/IDJMG)	972	-235	76543	8	60/0
32	29	CHRISTINA MILIAN f/YOUNG JEEZY Say I (Def Soul/IDJMG)	951	+232	101879	3	47/7
37	30	FIELD MOB f/CIARA So What (DTP/Geffen)	817	+266	81320	3	46/23
34	31	NICK CANNON Dime Piece (Motown/Universal)	810	+177	46576	2	51/8
30	32	JUVENILE Rodeo (Atlantic)	747	-65	73236	17	51/0
38	33	RAY J What I Need (Knockout/Sanctuary)	715	+179	45743	2	46/4
29	34	JUELZ SANTANA Oh Yes (aka Postman) (Diplomat/Def Jam/IDJMG)	667	-169	123648	9	33/0
31	35	D4L Betcha Can't Do It Like Me (Dee Money/Asylum/Atlantic)	654	-156	53940	10	36/0
33	36	PUSSYCAT DOLLS f/WILL.I.AM Beep (A&M/Interscope)	642	-59	56289	5	28/1
43	37	DA MUZICIANZ Camera Phone (TVT)	549	+100	24906	2	35/2
40	38	PAULA DEANDA f/BABY BASH Doing Too Much (J/RMG)	548	+69	29496	3	26/14
36	39	NEW RIDAZ Special Girl (Upstairs)	531	-44	34080	6	22/0
42	40	LIL' WAYNE Hustler Musik (Cash Money/Universal)	517	+47	30545	2	35/4
45	41	TAMI CHYNN Hyperventilating (SCE/Cherry/Universal)	510	+99	37790	2	27/0
35	42	NOTORIOUS B.I.G. f/P. DIDDY, NELLY... Nasty Girl (Bad Boy/Atlantic)	483	-101	67808	14	40/0
49	43	TOO SHORT Blow The Whistle (Short/Jive/Zomba Label Group)	457	+70	49090	2	30/27
44	44	YING YANG TWINS f/AVANT Bedroom Boom (TVT)	456	+17	23414	7	15/0
39	45	YOUNG JEEZY My Hood (Def Jam/IDJMG)	453	-59	50665	12	32/0
Debut	46	CASSIE Me & U (NextSelection/Bad Boy/Atlantic)	450	+103	58954	1	7/4
41	47	B.G. f/MANNIE FRESH Move Around (Choppa City/Koch)	446	-32	35223	3	23/0
Debut	48	SHAKIRA f/WYCLEF JEAN Hips Don't Lie (Epic)	390	+70	43080	1	18/4
46	49	BABY BASH f/MARCOS HERNANDEZ Mamacita (Latium/Universal)	367	-42	16753	11	15/0
47	50	KELLY CLARKSON Because Of You (RCA/RMG)	364	-36	49921	2	4/0

## MOST ADDED\*

ARTIST TITLE LABEL(S)	ADDS
TOO SHORT Blow The Whistle (Short/Jive/Zomba Label Group)	27
LIL' JON & THE EASTSIDE BOYZ Snap Ya Fingers (TVT)	25
FIELD MOB f/CIARA So What (DTP/Geffen)	23
Q AMEY f/JAZZE PHA Forever Girl (BlackGround/Universal)	16
PAULA DEANDA f/BABY BASH Doing Too Much (J/RMG)	14
MISSY ELLIOTT We Run This (Gold Mind/Violator/Atlantic)	12
YUNG JOC Goin' Down (Bad Boy/Atlantic)	10
AK'SENT f/BEENIE MAN Zingy (Capitol)	9
NICK CANNON Dime Piece (Motown/Universal)	8
THREE 6 MAFIA Poppin' My Collar (Sony Urban/Columbia)	8

The CHR/Rhythmic add threshold is applied to monitored stations not allowed to report adds per their company policy: Songs that reach 15 plays per week in two consecutive airplay weeks. An airplay week is defined as Sunday through Saturday. Adds from all other programmers are still accepted at any play level.

## MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
CHAMILLIONAIRE f/KRAYZIE BONE Ridin (Universal)	+630
NE-YO When You're Mad (Def Jam/IDJMG)	+471
SEAN PAUL Temperature (VP/Atlantic)	+446
PAUL WALL Girl (SwishaHouse/Asylum/Atlantic)	+445
T.I. What You Know (Grand Hustle/Atlantic)	+398
KEYSHIA COLE Love (A&M/Interscope)	+347
DEM FRANCHIZE BOYZ Lean Wit It, Rock Wit It (So So Def/Virgin)	+299
RIHANNA SOS (Def Jam/IDJMG)	+299
FIELD MOB f/CIARA So What (DTP/Geffen)	+266
CHRISTINA MILIAN f/YOUNG JEEZY Say I (Def Soul/IDJMG)	+232

## NEW & ACTIVE

REMY MA Conceited (SRC/Universal)	Total Plays: 327, Total Stations: 10, Adds: 1
YUNG JOC Goin' Down (Bad Boy/Atlantic)	Total Plays: 303, Total Stations: 20, Adds: 10
DJ KHALED Holla At Me (Terror Squad/Koch)	Total Plays: 289, Total Stations: 21, Adds: 4
SHAWNNA Gettin' Some (DTP/Def Jam/IDJMG)	Total Plays: 268, Total Stations: 10, Adds: 2
RICK ROSS Hustlin' (Slip-N-Slide/Def Jam/IDJMG)	Total Plays: 259, Total Stations: 14, Adds: 7
GHOSTFACE KILLAH f/NE-YO Back Like That (Def Jam/IDJMG)	Total Plays: 230, Total Stations: 10, Adds: 0
POTZEE Dat Girl (Unauthorized/Asylum)	Total Plays: 184, Total Stations: 10, Adds: 1
YOUNG LEEK Jiggle It (Def Jam/IDJMG)	Total Plays: 138, Total Stations: 9, Adds: 3
LIL' KIM Whoa (Queen Bee/Atlantic)	Total Plays: 130, Total Stations: 9, Adds: 0
STACK\$ f/TWISTA Git It, Git It (SOBE)	Total Plays: 117, Total Stations: 12, Adds: 0

### Songs ranked by total plays

Station playlists for all R&R reporters are available on the web at [www.radioandrecords.com](http://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 3/12-3/18. 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 Arbitron Inc. (© 2006, Arbitron Inc.) © 2006 Radio & Records.

# clear. consistent. quality.

All hooks are not created equal.

Contact Michael Pelala for your next project • (770)452-4665 • [hooks@hooks.com](mailto:hooks@hooks.com) • [www.hooks.com](http://www.hooks.com) • Featuring HOOKS UNLIMITED

HOOKS  
UNLIMITED



America's Best Testing CHR/Rhythmic Songs 12+ For The Week Ending 3/17/06

Table with columns: Artist Title (Label), TW, LW, Familiarity, Burn, Persons 12-17, Persons 18-24, Persons 25-34. Lists top songs like MARY J. BLIGE 'Be Without You' and NE-YO 'So Sick'.

Total sample size is 303 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.

"He also makes sure his station sounds timely. If something huge is happening in hip-hop or pop culture, his station will reflect that sound. He will sit down that minute and write two pages' worth of drops for his station and have them on the air within hours.

"But while he is relentless and knows a lot about programming, he is also very aware of what his strengths and weaknesses are and is open and honest about them. He listens to the women of the office venting, laughing and commenting on various things in life, and soon an idea will develop and end up on the air.

"Jay also still believes in gut and instinct. He cares about the sound of WPGC in DC; he doesn't necessarily care about chart placement. In short, with Jay, it's not about him. He is open to learning from other people, even interns. A lot of programmers forget to go back and learn from the next generation, and they become stuck in an old way of doing things. Jay reinvents himself."

Mjeema Pickett

Music Programming Coordinator, VH1 Soul

At WPGC Pickett had a chance to work very closely with Jay as his assistant and Research Director from 2001-2005. "The most important lesson I've learned from Jay is that if I want to succeed in this business, I should absorb as much knowledge and experience as I could while working for him," Pickett says.

"He encouraged me to cross-train in other departments, which would make me invaluable to the station and more marketable in my future aspirations. His advice paved the way for me to secure my current position in the music and talent department at VH1.

"I believe that Jay has been successful for so many years because his wisdom and passion for music and radio are insurmountable. He breathes and bleeds radio. Furthermore, he requires that the team around him be just as passionate, and he draws the best out of people."

REPORTERS

Stations and their adds listed alphabetically by market

Grid of reporter information for various markets including Atlanta, Chicago, Dallas, Denver, Detroit, Houston, Los Angeles, Miami, Minneapolis, New York, Philadelphia, Phoenix, Portland, San Diego, San Francisco, Seattle, and Tampa. Each entry includes station call letters, reporter name, and phone number.

Note: For complete adds, see R&R Music Tracking.

POWERED BY MEDIABASE logo and statistics: 109 Total Reporters, 86 Total Monitored, 23 Total Indicator, Did Not Report, Playlist Frozen (2), KNEX/Laredo, TX, WRVZ/Charleston, WV



**DANA HALL**  
dhall@radioandrecords.com

# Top Dogs

Three programmers who lead their companies' Urban teams

Every broadcast company has its own rules for corporate programming. Some choose to rein in programming through strict corporate dictates while others take a looser approach to overseeing things.

This week I pulled in three of Urban radio's top corporate programmers for a roundtable discussion. Clear Channel Sr. VP/Urban Programming **Doc Wynter**, Cumulus Director/Urban Programming **Ken Johnson** and Cox Urban Format Coordinator **Jay Dixon** talked about their jobs and responsibilities. Just by looking at their titles, you can see that each of their companies has a unique way of dealing with programming on a corporate level.

**R&R:** What are your main duties?

**DW:** I'm the Sr. VP, so that means I'm old now. My responsibilities have changed and varied over the years. At one point I was launching a lot of stations — in New York; Miami; Savannah, GA; Hartford; Columbia, SC; and Tallahassee, FL. That was over the course of about two years.

Now that we are pretty much covered in the Urban arena, my job revolves a lot more around working with our syndicated programs and talent. At Premiere we have Steve Harvey and *The Star & Bucwild Morning Show*. I may be asked to call different programmers to discuss any concerns they might have about airing our syndicated products.

I might even get on the phone with Ken or Jay to discuss things with them. Other times I won't, particularly in a situation where Clear Channel may be competing against their companies in a market. That would be too awkward.

At the same time, I feel completely comfortable calling any of these guys or someone like Mary Catherine Sneed of Radio One to talk about anything from programming to golf. I don't subscribe to the whole notion of going to war against any person or company. We've all worked on different projects together. We all get along great.

**KJ:** I'm responsible for strategy on the Urban stations I oversee and the execution of that strategy. Like Doc, we are not launching as many stations as we were in the past, but we still do launch them. I just launched a station two weeks ago. There may be some markets where the current

format strategy is not working and where they might decide to launch a new Urban, but I don't see that happening in too many of our existing markets.

The market and its competitive makeup dictate what we can do. Urban has become such a popular format that there are many more stations out there playing hip-hop and R&B, meaning that there are a great deal of markets that are saturated with the Urban format.

**JD:** My title is Urban Format Coordinator. I work with several stations, including those in Miami; Greenville, SC; Orlando; and Birmingham. When I meet with our programmers I look at it as two PDs simply sharing information. I might travel to the markets on occasion or help the programmers coordinate different aspects of

**"I am constantly being e-mailed new music, but, honestly, we have very competent MDs at all our stations, and that is their job. They are the ones who find new music."**

**Doc Wynter**

their presentations. My role is to help them with the overall creative aspect of programming. That is often a nebulous role, because it's different for each situation, each market, each station and each PD.

**R&R:** What is the biggest misconception that labels have about how you deal with music?

**DW:** That's easy: They think I tell the PDs what to play. Part of that has to do with programmers who, instead of saying, "I don't have room," say, "Doc says I can't play it," which is absolutely not true, and never will be.

**KJ:** They think that I tell stations what to play as well. I don't mind labels send-

ing me music to hear, because I need to know what's out there, but I always ask, "Have you sent this to the PD? Have they heard it?" If they haven't, why are they coming to me? It's up to the stations to decide what they want to play.

Now, if a song a station wants to add doesn't fit into that station's overall strategy, I might say something to the PD. Let's say a station has one slot open for a record and they want to put in a brand-new record by a brand-new artist instead of the new Mariah Carey. I might say something to them.

**JD:** Labels also think that we have infinite space for adding new music. That is absolutely not true. It's also very different for each market. You can never make a blanket decision to play one song on all your stations across the board. That would be impossible because each market has its own unique situation. That's why our Urban programmers make music decisions solely on the local level.

**R&R:** What percentage of your job actually involves selecting new music?

**DW:** I am constantly being e-mailed new music, but, honestly, we have very competent MDs at all our stations, and that is their job. They are the ones who find new music, and I listen to them when it comes to that subject. So if you're going to work anyone, work them. It's their job to find the songs and artists we should be playing.

I do listen to new music when I can — usually on the plane when I'm traveling. Sometimes a station might find something, a remix or a record that hasn't been released yet. If they send it to me and I think it's worthy, I'll pass it along to my other stations.

**KJ:** Music is 10% of my job at most. It's also the last thing I deal with during my calls to the station. Dealing with the music doesn't take that long. In fact, gold and recurrent music selections tend to lead to more intense conversations than new music selections. You have to be more careful about what you play in those cases because that is the most familiar music, or, rather, it is supposed to be the most familiar music you play.

**JD:** Music is about 1% to 2% of what I deal with. I might have conversations with our programmers about music, but it's not our focus.

**R&R:** Do you conduct weekly music calls with your programmers? If so, what do you cover during those calls?

**DW:** We do a conference call with all the Urban programmers and MDs. It's an opportunity to discuss music, among other things. We also talk about pros on the loose and what's happening in the industry.

Sometimes a call takes on a life of its own. One of the most passionate calls in recent history was when Tiffany Green asked if she could talk about the T-Pain record. We were at the end of our call and she spoke up, saying she wanted to ask the other programmers a question. She couldn't understand why they would choose to play the version "In Love Wit' a

**"It's harder to find good people these days. Either they are in situations where they don't need to move on, or they don't understand programming."**

**Ken Johnson**

Stripper" when they had the choice to play "In Love Wit' a Dancer."

Her argument was so passionate that she convinced several PDs to make the switch. It's important for us, as programmers, to listen to her and other women like her in our organization because they represent strong black women, which is exactly the target audience we are going after. They raise issues and concerns that we, as men, may inherently be insensitive to.

**KJ:** We have individual station calls, and we have others that are done in groups. We talk about everything from personnel issues to engineering to management concerns to music. We could discuss the station website, promotions or talent issues. We run the gamut from top to bottom.

**JD:** We don't conduct weekly conference calls.

**R&R:** What do you look for when hiring a PD? What's most important: experience, potential or passion?

**DW:** Actually, that's another misconception out there: I don't hire the programmers. That's the role of the market GM or OM. I might be able to bring four or five names to the table for consideration, but I don't have the final say. That said, I look for a couple of things in the names I pass along. I look for programmers who are capable and someone who understands the math of programming.

The good thing about it is, most of those people already work for Clear Channel in some capacity. I have an incredible pool of people to pull from. I also have a responsibility to give the people who have worked for me for a long time first shot at an opportunity.

Let's say I recommend three candidates for a job, and the market manager loves all three. He might come back at that point and ask, "Which of the three do you think would be best for this situation?" That can be a difficult decision to make, but I also feel proud that we have so many folks who are that outstanding.

I get about five resumes every day. I get them from everyone from college kids to seasoned vets. It doesn't bother me. If you



**Jay Dixon**



**Ken Johnson**



**Doc Wynter**

# URBAN TOP 50

POWERED BY  
MEDIABASE

March 24, 2006

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	DEM FRANCHIZE BOYZ Lean Wit It, Rock Wit It (So So Def/Virgin)	3691	-20	459151	14	66/0
3	2	KEYSHIA COLE Love (A&M/Interscope)	3613	+29	424865	10	66/0
2	3	CHRIS BROWN Yo (Excuse Me Miss) (Jive/Zomba Label Group)	3575	-35	467927	11	66/0
4	4	NE-YO So Sick (Def Jam/IDJMG)	3074	-190	396073	15	66/0
5	5	MARY J. BLIGE Be Without You (Geffen)	3034	-162	441527	18	66/0
10	6	T.I. What You Know (Grand Hustle/Atlantic)	2597	+388	280219	6	66/0
6	7	T-PAIN f/MIKE JONES I'm N Luv (Wit A Stripper) (Jive/Zomba Label Group)	2561	-4	232173	13	62/0
7	8	BUSTA RHYMES Touch It (Aftermath/Interscope)	2513	-22	326665	15	61/0
12	9	BUBBA SPARXXX f/YING YANG TWINS Ms. New Booty (Purple Ribbon/Virgin)	2141	+251	196253	11	61/0
9	10	JAMIE FOXX f/LUDACRIS Unpredictable (J/RMG)	2029	-324	264187	19	66/0
8	11	BEYONCE' Check On It (Sony Urban/Columbia)	2019	-428	267582	13	65/0
15	12	THREE 6 MAFIA Poppin' My Collar (Sony Urban/Columbia)	1987	+292	191468	8	58/2
14	13	SEAN PAUL Temperature (VP/Atlantic)	1954	+198	334007	11	61/1
11	14	JUVENILE Rodeo (Atlantic)	1835	-333	184099	17	60/0
19	15	AVANT 4 Minutes (Geffen)	1654	+223	182789	7	64/1
13	16	NELLY Grillz (Derrty/Fo' Reel/Universal)	1566	-239	168525	19	65/0
17	17	KANYE WEST f/LUPE FIASCO Touch The Sky (Roc-A-Fella/Def Jam/IDJMG)	1348	-194	97007	8	57/0
20	18	50 CENT f/OLIVIA Best Friend (G-Unit/Interscope)	1347	+119	127967	5	60/1
16	19	BOW WOW Fresh Azimiz (Sony Urban/Columbia)	1312	-243	135262	17	59/0
22	20	KIRK FRANKLIN Looking For You (Fo Yo Soul/Gospo Centric/Zomba Label Group)	1219	+117	140084	11	44/1
18	21	D4L Betcha Can't Do It Like Me (Dee Money/Asylum/Atlantic)	1185	-351	105359	12	60/0
23	22	SHAWNNA Gettin' Some (DTP/Def Jam/IDJMG)	1163	+136	107880	7	45/5
21	23	JUELZ SANTANA Oh Yes (aka Postman) (Diplomat/Def Jam/IDJMG)	950	-182	100687	9	55/0
27	24	JAGGED EDGE Good Luck Charm (Sony Urban/Columbia)	911	+76	98668	6	46/0
25	25	TYRA B. Still In Love (GG&L)	900	-74	62164	14	43/0
24	26	LL COOL J f/JENNIFER LOPEZ Control Myself (Def Jam/IDJMG)	883	-139	70621	8	49/0
31	27	CHRISTINA MILIAN f/YOUNG JEEZY Say I (Def Soul/IDJMG)	839	+81	60034	3	45/2
26	28	FAITH EVANS Tru Love (Capitol)	819	-129	64976	19	46/0
30	29	B.G. f/MANNIE FRESH Move Around (Choppa City/Koch)	778	+7	48947	5	49/0
28	30	PURPLE RIBBON ALLSTARS Body Rock (Purple Ribbon/Virgin)	768	-26	46057	9	45/0
44	31	YUNG JOC Goin' Down (Bad Boy/Atlantic)	761	+252	74529	3	42/10
36	32	LIL' WAYNE Hustler Musik (Cash Money/Universal)	734	+104	45050	4	40/0
29	33	HEATHER HEADLEY In My Mind (RCA/RMG)	727	-46	62985	9	43/0
38	34	REMY MA Conceited (SRC/Universal)	693	+120	145808	8	22/0
40	35	PAUL WALL Girl (SwishaHouse/Asylum/Atlantic)	686	+134	58400	4	42/2
49	36	NE-YO When You're Mad (Def Jam/IDJMG)	680	+286	73868	2	49/5
45	37	LETOYA Torn (Capitol)	668	+169	65245	2	40/2
37	38	ANTHONY HAMILTON Can't Let Go (So So Def/Zomba Label Group)	636	+49	92720	7	37/0
32	39	YOUNG JEEZY My Hood (Def Jam/IDJMG)	622	-106	42868	13	48/0
34	40	LIL' JON & THE EASTSIDE BOYZ Snap Ya Fingers (TVT)	621	-49	55464	9	2/1
39	41	GHOSTFACE KILLAH f/NE-YO Back Like That (Def Jam/IDJMG)	596	+42	85461	5	37/0
43	42	DA BACKWUDZ I Don't Like The Look Of It (Rowdy/Major Way)	553	+42	27476	3	34/0
47	43	CHAMILLIONAIRE f/KRAYZIE BONE Ridin' (Universal)	552	+76	39471	3	38/0
35	44	LUDACRIS & FIELD MOB f/ JAMIE FOXX Georgia (DTP/Def Jam/IDJMG)	547	-93	47302	16	34/0
42	45	YO GOTTI f/BUN B & 8-BALL Gangsta Party (TVT)	536	+21	26291	7	33/0
48	46	NICK CANNON Dime Piece (Motown/Universal)	531	+78	45976	2	42/1
Debut	47	E-40 Tell Me When To Go (Reprise/BME)	459	+113	54988	1	28/2
-	48	YING YANG TWINS f/AVANT Bedroom Boom (TVT)	455	+79	51607	13	28/0
46	49	NOTORIOUS B.I.G. f/TWISTA... Spit Your Game (Bad Boy/Atlantic)	417	-63	28023	3	36/0
Debut	50	MILA J Complete (T.U.G./Motown/Universal)	400	+105	24765	1	32/4

## MOST ADDED\*

ARTIST TITLE LABEL(S)	ADDS
RICK ROSS Hustlin' (Slip-N-Slide/Def Jam/IDJMG)	37
FIELD MOB f/CIARA So What (DTP/Geffen)	32
DONELL JONES I'm Gonna Be (LaFace/Zomba Label Group)	25
JUVENILE What's Happenin' (Atlantic)	21
CHERISH f/SEAN PAUL Do It To It (Sho'Nuff/Capitol)	15
DRE f/RICK ROSS Chevy... (Violator/Jive/Zomba Label Group)	14
YUNG JOC Goin' Down (Bad Boy/Atlantic)	10
DA MUZICIANZ Camera Phone (TVT)	9
JAMIE FOXX f/TWISTA DJ Play A Love Song (J/RMG)	6
GUCCI MANE Go Head (Big Cat)	6

The Urban add threshold is applied to monitored stations not allowed to report adds per their company policy: Songs that reach 14 plays per week in two consecutive airplay weeks. An airplay week is defined as Sunday through Saturday. Adds from all other programmers are still accepted at any play level.

## MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
T.I. What You Know (Grand Hustle/Atlantic)	+388
THREE 6 MAFIA Poppin' My Collar (Sony Urban/Columbia)	+292
NE-YO When You're Mad (Def Jam/IDJMG)	+286
YUNG JOC Goin' Down (Bad Boy/Atlantic)	+252
BUBBA SPARXXX... Ms. New Booty (Purple Ribbon/Virgin)	+251
AVANT 4 Minutes (Geffen)	+223
SEAN PAUL Temperature (VP/Atlantic)	+198
MARIAH CAREY Fly Like A Bird (Island/IDJMG)	+178
LETOYA Torn (Capitol)	+169
JAMIE FOXX f/TWISTA DJ Play A Love Song (J/RMG)	+163

## NEW & ACTIVE

<b>PUSSYCAT DOLLS</b> Stickwitu (A&M/Interscope) Total Plays: 391, Total Stations: 32, Adds: 1
<b>DJ KHALED</b> Holla At Me (Terror Squad/Koch) Total Plays: 374, Total Stations: 33, Adds: 5
<b>RAY J</b> What I Need (Knockout/Sanctuary) Total Plays: 373, Total Stations: 37, Adds: 4
<b>LUKE &amp; Q</b> My Turn (J/RMG) Total Plays: 346, Total Stations: 32, Adds: 2
<b>MARIAH CAREY</b> Fly Like A Bird (Island/IDJMG) Total Plays: 336, Total Stations: 40, Adds: 1
<b>MOBB DEEP</b> Put Em In Their Place (G-Unit/Interscope) Total Plays: 324, Total Stations: 29, Adds: 0
<b>JAMIE FOXX f/TWISTA</b> DJ Play A Love Song (J/RMG) Total Plays: 323, Total Stations: 37, Adds: 6
<b>JAHEIM</b> The Chosen One (Divine Mill/Warner Bros.) Total Plays: 296, Total Stations: 36, Adds: 4
<b>RICK ROSS</b> Hustlin' (Slip-N-Slide/Def Jam/IDJMG) Total Plays: 289, Total Stations: 37, Adds: 37
<b>RAY CASH...</b> Bumpin' My Music (Ghet-O-Vision/Sony Urban/Columbia) Total Plays: 289, Total Stations: 23, Adds: 3

### Songs ranked by total plays

Station playlists for all R&R reporters are available on the web at [www.radioandrecords.com](http://www.radioandrecords.com).

66 Urban reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 3/12-3/18. 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 Arbitron Inc. (© 2006, Arbitron Inc.) © 2006 Radio & Records.



GO  
TO YOUR  
HAPPY  
PLACE



DECALS STATICS LABELS PODWRAPS

Relax and catch some rays. We'll handle all of the details when it comes to printing your decals and labels. Call today.

**Communication Graphics Inc**  
THE DECAL COMPANY  
(800) 331-4438 WWW.CGILINK.COM

March 24, 2006

**RateTheMusic.com**  
BY MEDIABASE

America's Best Testing Urban Songs 12 +  
For The Week Ending 3/17/06

Artist Title (Label)	TW	LW	Famil.	Burn	Pers.	F	M
					18-34	18-34	18-34
MARY J. BLIGE Be Without You (Geffen)	4.19	4.20	96%	32%	4.19	4.36	3.56
SEAN PAUL Temperature (VP/Atlantic)	4.13	4.06	95%	23%	4.08	4.17	3.77
NELLY Grillz (Derrty/Fo' Reel/Universal)	4.10	4.06	97%	39%	4.03	4.15	3.64
CHRIS BROWN Yo... (Jive/Zomba Label Group)	4.10	3.92	95%	27%	3.96	4.07	3.56
DEM FRANCHIZE BOYZ Lean Wit It... (So So Def/Virgin)	4.06	3.97	95%	22%	3.85	3.99	3.39
T.I. What You Know (Grand Hustle/Atlantic)	4.04	4.00	55%	8%	4.07	4.04	4.14
NE-YO So Sick (Def Jam/IDJMG)	4.00	4.04	98%	43%	3.87	4.00	3.42
FAITH EVANS Tru Love (Capitol)	3.96	3.87	53%	8%	3.92	4.19	2.62
JUELZ SANTANA Oh Yes... (Diplomat/Def Jam/IDJMG)	3.93	3.89	83%	21%	3.87	4.02	3.29
T-PAIN f/MIKE JONES I'm N Luv... (Jive/Zomba Label Group)	3.91	3.86	97%	28%	3.79	3.81	3.72
YOUNG JEEZY My Hood (Def Jam/IDJMG)	3.91	3.80	86%	21%	3.73	3.78	3.57
AVANT 4 Minutes (Geffen)	3.90	3.79	52%	8%	3.77	4.13	2.65
BOW WOW Fresh Azimiz (Sony Urban/Columbia)	3.89	3.90	87%	25%	3.76	3.95	3.08
50 CENT f/OLIVIA Best Friend (G-Unit/Interscope)	3.88	-	70%	13%	3.81	3.98	3.27
BUBBA SPARXXX... Ms. New Booty (Purple Ribbon/Virgin)	3.86	3.65	82%	22%	3.63	3.73	3.35
JAMIE FOXX f/LUDACRIS Unpredictable (J/RMG)	3.83	3.92	94%	35%	3.82	3.90	3.56
BUSTA RHYMES Touch It (Aftermath/Interscope)	3.83	3.56	87%	25%	3.80	3.84	3.65
JUVENILE Rodeo (Atlantic)	3.78	3.69	89%	22%	3.72	3.78	3.53
KEYSHIA COLE Love (A&M/Interscope)	3.78	3.79	78%	26%	3.71	3.93	3.03
BEYONCÉ Check On It (Sony Urban/Columbia)	3.74	3.65	98%	51%	3.62	3.72	3.31
THREE 6 MAFIA Poppin' My Collar (Sony Urban/Columbia)	3.73	3.68	70%	16%	3.72	3.79	3.50
LL COOL J f/J. LOPEZ Control Myself (Def Jam/IDJMG)	3.72	3.61	77%	17%	3.64	3.79	3.07
K. FRANKLIN Looking... (Fo Yo Soul/Gospo Centric/Zomba Label Group)	3.66	3.71	48%	13%	3.56	3.66	3.24
SHAWNNA Gettin' Some (DTP/Def Jam/IDJMG)	3.66	3.78	40%	11%	3.52	3.73	2.89
MARIAH CAREY Don't Forget About Us (Island/IDJMG)	3.60	3.65	98%	60%	3.57	3.79	2.77
D4L Betcha Can't Do It Like Me (Dee Money/Asylum/Atlantic)	3.54	3.55	78%	24%	3.38	3.56	2.78

Total sample size is 330 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 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.

## Top Dogs

Continued from Page 34

are truly interested in this business, you need to make sure that people like myself, Ken and Jay know who you are.

KJ: It's harder to find good people these days. Either they are in situations where they don't need to move on, or they don't understand programming. I work hand-in-hand with management at the stations when hiring. They have to work with this person day-to-day, so they have to be comfortable with the choice too.

When looking for programming talent, I have to take into consideration the market's needs and the competitive situation. In many situations you need someone with experience, but there are other situations where that may not be the top priority.

For example, in Savannah, GA we just hired a first-time PD. But she will be working with a very strong OM, Sam Nelson, and both he and I can help direct her and teach her. Now if I needed a PD for a station like WEAS/Savannah, which is one of our strongest stations, we'd have to go with experience over everything else.

JD: I am involved in the process of finding programming talent. I look for someone who has critical and strategic thinking skills. While experience is good, not all of those who have experience also have the skills I would like in a PD. I want someone who can deal with a competitive situation, as well as someone who understands how the industry is changing and how we, as broadcaster, will have to lead those changes.

R&R: Are you involved in hiring air talent at your stations?

DW: Programmers will ask me about

**"I look for talents who not only sound good, but who have good people skills; talents who understand the importance of embracing the local community."**

Jay Dixon

talent. I try to keep a library of potential talent that we could add to our stable or move from weekends at one station to full-time at another. I keep MP3 files on my laptop so I can forward them to PDs who ask for them.

KJ: I will usually get a pass on a talent, meaning they will run whoever they want to hire by me. I'm always getting tapes and resumes, and I forward the outstanding ones to any PDs on my staff who are looking.

I do have input, but my input is based on listening to their airchecks and looking at their resumes. It's the market manager and the PD who interview them face-to-face and decide if they can ultimately work with that person and if that person will fit into the culture of the radio station.

JD: I also get a pass on talent. I look for talents who not only sound good, but who have good people skills; talents who understand the importance of embracing the local community. I prefer people to send me their resumes and MP3s via e-mail.

## REPORTERS

Stations and their adds listed alphabetically by market

**WJZ/Albany, GA**  
PD: Jammin' Jay  
13 CHERISH ISEAN PAUL  
13 THREE 6 MAFIA  
10 BUBBA SPARXXX IYING YANG TWINS  
7 WIDDA WOP  
6 RICK ROSS

**KBC/Alexandria, LA**  
PD: Rocky Love  
PD: GO Riley  
MD: Denise Thomas  
No Adds

**KED/Alexandria, LA**  
DM/PD: Jay Stevens  
APD: Wade Hampton  
MD: Corey B.  
88 KIRK FRANKLIN  
33 JAMIE FOXX I/TWISTA  
20 JUVENILE  
5 URBAN MYSTIC  
3 LIL' WAYNE

**WHTA/Atlanta, GA\***  
PD: Jerry Smokin' B  
MD: Ramona Debraux  
35 RICK ROSS  
2 CHERISH ISEAN PAUL  
1 FIELD MOB ICIARA

**WVEE/Atlanta, GA\***  
PD: Reggie Rouse  
APD: Greg Street  
MD: Tasha Love  
15 RICK ROSS  
15 FIELD MOB ICIARA  
5 THREE 6 MAFIA  
1 CHERI DENNIS

**WFXX/Augusta, GA\***  
DM/PD: Ron Thomas  
No Adds

**WPRW/Augusta, GA\***  
PD: Tim "Fatz" Snell  
MD: Tatu  
4 RICK ROSS  
4 FIELD MOB ICIARA  
ONDELL JONES  
DRE ITRICK ROSS

**WERO/Baltimore, MD\***  
PD: Victor Star  
MD: Neke Howse  
No Adds

**WEMX/Baton Rouge, LA\***  
PD: J-Tweedy  
MD: Kool DJ Supa Mike  
32 JUVENILE  
23 DONELL JONES  
14 DRE ITRICK ROSS  
7 FIELD MOB ICIARA  
6 M.I.A.  
3 RICK ROSS

**KTCX/Beaumont, TX\***  
PD: Doug Harris  
APD: Adrian Scott  
No Adds

**WJZD/Biloxi, MS\***  
PD: Rob Neal  
1 JUVENILE  
1 CHERISH ISEAN PAUL  
DRE ITRICK ROSS  
DA MUZICIANZ  
FIELD MOB ICIARA  
DONELL JONES  
RICK ROSS  
LUKE CAMPBELL  
THUG CITY

**WILD/Boston, MA\***  
PD: Reggie Beas  
MD: Chubby Chub  
No Adds

**WBK/Buffalo, NY\***  
PD/MD: Chris Reynolds  
6 RICK ROSS  
5 DONELL JONES  
4 FIELD MOB ICIARA  
3 M.I.A.

**WWWZ/Charleston, SC\***  
DM/PD: Terry Base  
MD: Yonell "Da Rude Bwoi" Rude  
11 CHERISH ISEAN PAUL  
11 FIELD MOB ICIARA  
2 GUCCI MANE  
DONELL JONES  
JAHHEIM

**WPGC/Charlotte\***  
PD: Terri Avery  
MD: Deon Cole  
25 CHERISH ISEAN PAUL  
4 M.I.A.  
3 RICK ROSS  
3 JUVENILE  
2 FIELD MOB ICIARA  
1 DRE ITRICK ROSS

**WUVA/Charlottesville, VA**  
DM/PD: Tanisha R. Thompson  
14 URBAN MYSTIC  
12 JAMIE FOXX I/TWISTA  
12 MARIAH CAREY  
11 ONDELL JONES

**WJTT/Chattanooga, TN\***  
PD: Keith Landecker  
MD: Marjorie Crotcher  
12 DONELL JONES  
12 FIELD MOB ICIARA  
12 CHERISH ISEAN PAUL  
3 RICK ROSS  
DA MUZICIANZ  
JUVENILE

**WGCI/Chicago, IL\***  
DM/PD: Tiffany Green  
APD: MARY J. BLIGE  
1 RAY J

**WFWX/Chicago, IL\***  
PD: Jay Alan  
MD: Berna McDowell  
24 CHERISH ISEAN PAUL  
15 RICK ROSS  
5 E-40  
4 DA MUZICIANZ  
1 FIELD MOB ICIARA  
JAHHEIM

**WIZF/Cincinnati, OH\***  
PD: Phillip David Marsh  
MD: Greg Williams  
1 YUNG JOC  
3 SHAWNNA

**WENZ/Cleveland, OH\***  
PD/MD: Kim Johnson  
MD: Eddie Bauer  
2 YUNG JOC  
1 NE-YO

**WHXT/Columbia, SC\***  
PD: Chris Connors  
MD: Shanic Mitche  
3 RICK ROSS  
2 RAY CASH I/SURFACE  
FIELD MOB ICIARA

**WIKS/Greenville, NC\***  
PD/APD: J-Dot  
4 KIRK FRANKLIN  
JAMIE FOXX I/TWISTA  
CHERISH ISEAN PAUL

**WXB/Columbia, SC\***  
DM: LJ Smith  
PD: Brian Anthony  
2 RICK ROSS  
RAY J  
FIELD MOB ICIARA  
ONDELL JONES

**WFX/Columbus, GA**  
DRE: Carl Conner, Jr.  
PD: Michael Soul  
MD: Kenya White  
4 JUVENILE

**WMSU/Columbus, MS**  
PD: Ron Davis  
MD: Shawna Young  
No Adds

**WCIX/Columbus, OH\***  
PD/MD: J.D. Kunes  
1 THREE 6 MAFIA  
PAUL WALL

**KKDA/Dallas, TX\***  
PD/MD: Skip Cheatham  
8 JUVENILE  
8 LETOYA  
3 RICK ROSS  
2 DONELL JONES  
DRE ITRICK ROSS

**WHTD/Detroit, MI\***  
DM: Skip Dillard  
APD: Benita "Lady B" Gray  
No Adds

**WJLB/Detroit, MI\***  
PD: Kith Holiday  
APD/MD: Kris Kelley  
2 RICK ROSS  
1 YUNG JOC  
DRE ITRICK ROSS  
DONELL JONES

**WDBT/Dothan, AL**  
DM: Jerry Broadway  
DM/PD: Elroy Smith  
38 50 CENT I/O LIVIA  
31 JAMIE FOXX I/TWISTA  
6 JUVENILE

**WJWN/Dothan, AL**  
DM: R Wilson  
5 RICK ROSS  
5 JUVENILE  
5 D AMEY I/JAZZE PHA  
5 FIELD MOB ICIARA  
5 KULCHA DON I/BEENIE MAN  
5 LANCE DANIEL S & SAYLA

**WZFX/Fayetteville, NC\***  
DM: Mac Edwards  
PD/MD: Jeff Anderson  
APD: Mike Tech  
17 RICK ROSS  
11 FIELD MOB ICIARA  
4 JUVENILE  
DONELL JONES

**WTMG/Gainesville, FL\***  
PD: Scott Hinds  
APD/MD: Terence Brown  
26 RICK ROSS  
20 JUVENILE  
16 FIELD MOB ICIARA

**WIKS/Greenville, NC\***  
PD/APD: J-Dot  
4 KIRK FRANKLIN  
JAMIE FOXX I/TWISTA  
CHERISH ISEAN PAUL

**WPHH/Hartford, CT\***  
PD/MD: Mychal Maguire  
24 SHAWNNA  
17 RICK ROSS

**WEUP/Huntsville, AL\***  
DM: Steve Murry  
PD: Anthony "Big Ant" Simmons  
MD: Jeffrey "DJ Illie III" Rice  
9 JUVENILE  
7 DA MUZICIANZ  
6 DRE ITRICK ROSS  
5 RICK ROSS  
2 FIELD MOB ICIARA

**WJMI/Jackson, MS\***  
DM/PD: Stan Branson  
APD: Alice Marie  
14 JUVENILE  
14 DA MUZICIANZ  
DJ KHALED  
FIELD MOB ICIARA  
DONELL JONES  
RICK ROSS

**WRJH/Jackson, MS\***  
PD: Kwesi Kwa  
3 GUCCI MANE  
2 CHERISH ISEAN PAUL  
1 RICK ROSS  
DRE ITRICK ROSS

**KKBT/Los Angeles, CA\***  
PD: Tom Calococi  
APD/MD: Tawata Sharp  
No Adds

**WBT/Jacksonville, FL\***  
DM: Gail Austin  
PD: G.Wil  
3 JAMIE FOXX I/TWISTA  
2 RICK ROSS  
1 FIELD MOB ICIARA

**KPRS/Kansas City, MO\***  
DM: Andre Carson  
PD/MD: Myron Fears  
8 FIELD MOB ICIARA  
9 JUVENILE

**KIIZ/Killeen, TX**  
DM: Tim Thomas  
PD/MD: The BabySitter  
7 FIELD MOB ICIARA

**KRRQ/Lafayette, LA\***  
PD: D-Rock  
5 LUKE & O  
DONELL JONES  
YUNG JOC  
JAMIE FOXX I/TWISTA  
DA MUZICIANZ  
JUVENILE

**KJML/Lake Charles, LA**  
DM: Bryan Taylor  
PD/MD: Erik Thomas  
APD: Gino Cook  
5 JUVENILE  
DONELL JONES  
RICK ROSS

**KZWA/Lake Charles, LA**  
DM: Anthony Bartie  
MD: Tammy Tousand  
4 RICK ROSS  
5 FIELD MOB ICIARA  
5 KULCHA DON I/BEENIE MAN  
5 LANCE DANIEL S & SAYLA

**WQHH/Lansing, MI\***  
DM: Helena Dubose  
PD: Brand Johnson  
MD: Jo Hicks  
15 M.I.A.  
10 LUKE & O  
10 JAMIE FOXX I/TWISTA  
E-40  
4 DJ KHALED  
JAHHEIM

**WZLD/Laurel, MS**  
PD: Denise Brooks  
APD/MD: Terry Monday  
15 PUSSEYCAT DOLLS  
15 YUNG JOC

**KJMZ/Lawton, OK**  
DM/PD: Terry Monday  
APD: Tony Tone  
No Adds

**WBTF/Lexington, KY\***  
PD/MD: Jay Alexander  
12 GUCCI MANE  
10 FIELD MOB ICIARA  
8 RICK ROSS  
6 DJ KHALED  
DONELL JONES

**KHTE/Little Rock, AR\***  
PD: Joe Ratliff  
APD/MD: Toni Seville  
43 CHRISTINA MILIAN I/YOUNG JEEZY  
41 AVANT  
26 PAUL WALL  
10 CHERISH ISEAN PAUL  
1 RICK ROSS  
FIELD MOB ICIARA

**KIPR/Little Rock, AR\***  
PD: Nate Dylan  
PD: Joe Booker  
28 GUCCI MANE  
10 FIELD MOB ICIARA  
9 THUG CITY  
6 CHERISH ISEAN PAUL  
1 RICK ROSS  
DRE ITRICK ROSS

**WQWB/Louisville, KY\***  
PD: Nate Bell  
APD/MD: Nadine Santos  
7 RICK ROSS  
DONELL JONES  
SHAWNNA

**WFXM/Macon, GA**  
DM/PD: Rajah Meachum  
40 CHRISTINA MILIAN I/YOUNG JEEZY  
36 CHAMILLIONAIRE I/KRAYZIE BONE

**WIBB/Macon, GA**  
PD: Mark Brian Paiz  
5 JUVENILE

**WHRK/Memphis, TN\***  
PD: Devin Steel  
4 JUVENILE  
4 LETOYA  
3 RICK ROSS  
1 FIELD MOB ICIARA  
URBAN MYSTIC

**WJXM/Meridian, MS**  
PD: Jiggs JT  
33 50 CENT I/O LIVIA  
14 LETOYA  
13 CHAMILLIONAIRE I/KRAYZIE BONE

**WEDR/Miami, FL\***  
DM/PD: Tony Fields  
APD: Derrick Baker  
18 SHAWNNA

**WMB/Miami, FL\***  
DM: Rob Roberts  
PD: Mara Melendez  
MD: Coka-Lani Kimbrough  
23 SHAWNNA  
9 RICK ROSS

**WKKV/Milwaukee, WI\***  
APD/MD: Reggie Brown  
2 FIELD MOB ICIARA  
RAY J

**WBLX/Mobile, AL\***  
DM: James Alexander  
PD/MD: Myronda Reuben  
19 PUSSEYCAT DOLLS  
15 YUNG JOC

**KRVV/Monroe, LA**  
PD: Chris Collins  
36 SHAWNNA  
26 50 CENT I/O LIVIA  
16 LETOYA

**WZHT/Montgomery, AL**  
DM/MD: Michael Long  
PD: Darrell Elliott  
30 FIELD MOB ICIARA

**WUBT/Nashville, TN\***  
DM: Clay Hunicutt  
PD/MD: Pamela Anieso  
No Adds

**KNOU/New Orleans, LA\***  
PD: Darrell Johnson  
5 JUVENILE  
4 GUCCI MANE  
2 CHERISH ISEAN PAUL  
DRE ITRICK ROSS  
DA MUZICIANZ  
DONELL JONES  
RICK ROSS

**WQUE/New Orleans, LA\***  
PD: Angela Watson  
7 DJ KHALED  
4 JUVENILE  
4 CHERISH ISEAN PAUL  
RAY J  
DONELL JONES  
FIELD MOB ICIARA

**WWPR/New York, NY\***  
PD: Nate Bell  
APD/MD: Nadine Santos  
7 RICK ROSS  
DONELL JONES

**WOWI/Norfolk, VA\***  
DM/PD: Eric Mychaels  
MD: DJ Foutz  
No Adds

**WWHV/Norfolk, VA\***  
PD: Parish Brown  
MD: Pezo Cocozuz  
5 DRE ITRICK ROSS  
3 RICK ROSS  
2 JUVENILE  
DONELL JONES  
GUCCI MANE  
CHERISH ISEAN PAUL  
DA MUZICIANZ

**KVSP/Oklahoma City, OK\***  
DM/PD: Tony Monday  
MD: Eddie Brasco  
DONELL JONES  
DRE ITRICK ROSS

**KBLR/Omahaha, NE\***  
PD: Bryant McCall  
MD: Albert "Big Al" Harper  
9 JUVENILE  
4 RICK ROSS  
2 FIELD MOB ICIARA  
KULCHA DON I/BEENIE MAN  
ONDELL JONES

**WUSL/Philadelphia, PA\***  
PD: Thea Mitchell  
APD/MD: Kashon Powell  
6 RICK ROSS  
JAMIE FOXX I/TWISTA

**WAMQ/Pittsburgh, PA\***  
PD: Ron Alkins  
MD: Kode Wrod  
12 FIELD MOB ICIARA  
2 CHERISH ISEAN PAUL  
1 RICK ROSS  
DONELL JONES  
DRE ITRICK ROSS

**WQOK/Raleigh, NC\***  
DM/PD: Cy Young  
APD/MD: Shawn Alexander  
6 CHRISTINA MILIAN I/YOUNG JEEZY

**WBTJ/Richmond, VA\***  
PD: Aaron Maxwell  
DM: Jeff Horn  
APD/MD: Mike Street  
21 SEAN PAUL  
20 DJ KHALED  
17 RICK ROSS  
12 YUNG JOC  
12 NICK CANNON

**WCDX/Richmond, VA\***  
DM: Al Payne  
PD/MD: Reggie Baker  
7 YUNG JOC  
1 NE-YO

**WDIX/Rochester, NY\***  
DM/PD: Andre Marcel  
APD: Jim Jordan  
MD: Tariq Spence  
7 FIELD MOB ICIARA  
1 RICK ROSS  
1 JUVENILE  
DONELL JONES  
RAHEEM DEVAUGHN  
CHERISH ISEAN PAUL

**Music Choice R&B-Hip Hop/Satellite**  
DM/PD: Damon Williams  
MD: Lamonda Williams  
19 RICK ROSS  
16 DONELL JONES  
16 FIELD MOB ICIARA  
11 CHERISH ISEAN PAUL

**Music Choice Rap/Satellite**  
DM/PD: Damon Williams  
APD: Mecca Thames  
MD: Lamonda Williams  
18 RICK ROSS  
5 MISSY ELLIOTT

**Sirius Hot Jamz/Satellite**  
DM: Geronimo  
PD: Tonya Byrd  
MD: Vanessa Grullon  
2 LIL' JON & THE EASTSIDE BOYZ

**XM Raw/Satellite**  
PD: Leo G.  
18 50 CENT I/O LIVIA & YOUNG BUCK  
18 DRE ITRICK ROSS  
17 SMITTY I/JAE MILLZ  
13 BLEU DAVINCI I/YOUNG JEEZY  
13 GHOSTFACE KILLAH  
12 RAY CASH I/SURFACE  
11 RASHEEDA  
11 LUDACRIS  
11 GHOSTFACE KILLAH  
11 DJ GREEN I/ANTEN I/PHARRELL  
11 BUBBA SPARXXX  
11 DO OR DIE I/YUN B  
11 NOTORIOUS B.I.G.

**XM The City/Satellite**  
PD: Lisa M. Ivery  
MD: J. Xclusive  
18 FIELD MOB ICIARA

**WBO7/Savannah, GA**  
PD: Bo Savany  
APD: Jeff Nice  
10 JAMIE FOXX I/TWISTA  
8 50 CENT I/O LIVIA  
2 RICK ROSS

**KBTT/Shreveport, LA\***  
PD/MD: Shene Echols  
RICK ROSS  
NE-YO  
RAY CASH I/SURFACE  
FIELD MOB ICIARA

**KMLJ/Shreveport, LA\***  
PD: Al Wooden  
21 LIL' JON & THE EASTSIDE BOYZ  
19 50 CENT I/O LIVIA

**KATZ/St. Louis, MO\***  
DM: Chuck Adams  
PD: Dwight Stone  
3 RAY CASH I/SURFACE  
JAHHEIM  
MARIAH CAREY

**WBWT/Tallahassee, FL**  
DM: Jeff Horn  
PD: Vanessa Jerome  
APD/MD: Frank Luv  
16 LIL' WAYNE  
6 E-40 I/PAIN & KANDI GIRL  
5 JUVENILE  
5 RAY RAY  
4 LIL' WAYNE

**WBTP/Tampa, FL\***  
PD: Ron "Jomama" Shepard  
MD: Steven Robinson  
25 FIELD MOB ICIARA  
4 RICK ROSS  
1 JAMIE FOXX I/TWISTA

# URBAN AC TOP 30

March 24, 2006

POWERED BY  
MEDIABASE

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	MARY J. BLIGE Be Without You (Geffen)	1899	+48	198553	16	63/0
2	2	HEATHER HEADLEY In My Mind (RCA/RMG)	1783	-67	160784	22	65/0
4	3	ANTHONY HAMILTON Can't Let Go (So So Def/Zomba Label Group)	1491	+64	153181	14	64/0
3	4	JAMIE FOXX f/LUDACRIS Unpredictable (J/RMG)	1454	-142	152026	11	54/0
5	5	ISLEY BROTHERS f/R. ISLEY Just Came Here To Chill (Def Soul/Def Jam/IDJMG)	1423	+38	129105	9	62/1
6	6	KIRK FRANKLIN Looking For You (Fo Yo Soul/Gospo Centric/Zomba Label Group)	1372	+117	151108	23	59/0
8	7	BRIAN MCKNIGHT Find Myself In You (Motown/Universal)	1175	+101	114384	9	63/0
7	8	CHARLIE WILSON Magic (Jive/Zomba Label Group)	1018	-71	79253	17	58/0
9	9	ALICIA KEYS Unbreakable (J/RMG)	909	+34	105097	26	60/0
10	10	FAITH EVANS Tru Love (Capitol)	769	-5	66343	18	59/0
12	11	NE-YO So Sick (Def Jam/IDJMG)	763	+160	97205	7	29/1
16	12	URBAN MYSTIC I Refuse (SOBE)	604	+122	40250	7	43/3
11	13	ERIC BENET I Wanna Be Loved (Reprise/Warner Bros.)	590	-52	47862	31	58/0
17	14	TEENA MARIE Ooh Wee (Cash Money/Universal)	521	+46	56350	3	43/6
15	15	KEM Into You (Motown/Universal)	514	+20	32245	8	44/3
14	16	INDIA.ARIE I Am Not My Hair (Motown/Universal)	474	-30	34244	14	45/0
19	17	KEYSHIA COLE Love (A&M/Interscope)	472	+55	37121	5	20/0
22	18	JEFF MAJORS f/KELLY PRICE God's Gift (Music One/Sony Urban)	444	+74	37233	6	33/1
27	19	ERIC BENET Pretty Baby (Friday/Reprise/Warner Bros.)	369	+104	32063	2	35/1
21	20	LYFE JENNINGS f/FANTASIA Hypothetically (Sony Urban/Columbia)	327	-57	22769	8	30/0
18	21	MARIAH CAREY Don't Forget About Us (Island/IDJMG)	310	-145	21801	13	21/1
25	22	GOAPELE First Love (Skyblaze/Sony Urban/Columbia)	299	-7	20545	6	27/2
20	23	EARTH, WIND & FIRE f/BRIAN MCKNIGHT To You (Sanctuary/SRG)	289	-121	19390	12	31/0
23	24	TAMAR f/PRINCE Beautiful, Loved And Blessed (Universal Republic)	283	-26	22167	5	28/0
24	25	DWELE Weekend Love (Virgin)	274	-34	16270	8	28/0
26	26	MELI'SA MORGAN I Remember (Orpheus/Luann)	266	-11	20735	11	30/2
28	27	FLOETRY Lay Down (Geffen)	249	+19	17523	4	24/1
29	28	LATOYA LONDON State Of My Heart (Peak/Concord)	242	+37	13687	4	19/1
Debut	29	MARIAH CAREY Fly Like A Bird (Island/IDJMG)	236	+127	35701	1	31/8
Debut	30	RAHEEM DEVAUGHN You (Jive/Zomba Label Group)	201	+52	25839	1	25/4

## MOST ADDED\*

ARTIST TITLE LABEL(S)	ADDS
DONELL JONES I'm Gonna Be (LaFace/Zomba Label Group)	17
MARIAH CAREY Fly Like A Bird (Island/IDJMG)	8
TEENA MARIE Ooh Wee (Cash Money/Universal)	6
SHANICE Take Care Of U (Imajah/Playtime)	5

The Urban AC add threshold is applied to monitored stations not allowed to report adds per their company policy; Songs that reach seven plays per week in two consecutive airplay weeks. An airplay week is defined as Sunday through Saturday. Adds from all other programmers are still accepted at any play level.

## MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
NE-YO So Sick (Def Jam/IDJMG)	+160
MARIAH CAREY Fly Like A Bird (Island/IDJMG)	+127
URBAN MYSTIC I Refuse (SOBE)	+122
K. FRANKLIN Looking... (Fo Yo Soul/Gospo Centric/Zomba Label Group)	+117
ERIC BENET Pretty Baby (Friday/Reprise/Warner Bros.)	+104

## NEW & ACTIVE

PRINCE Black Sweat (Universal Republic)  
Total Plays: 192, Total Stations: 9, Adds: 1  
YOLANDA ADAMS This Too Shall Pass (Atlantic)  
Total Plays: 158, Total Stations: 21, Adds: 0  
KINDRED THE FAMILY SOUL Woman First (Hidden Beach)  
Total Plays: 145, Total Stations: 18, Adds: 4  
MARY MARY Heaven (Sony Urban/Columbia)  
Total Plays: 117, Total Stations: 14, Adds: 0  
VAN HUNT Character (Capitol)  
Total Plays: 116, Total Stations: 16, Adds: 1

Station playlists for all R&R reporters are available on the web at [www.radioandrecords.com](http://www.radioandrecords.com).

65 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 3/12-3/18. 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 Arbitron Inc. (© 2006, Arbitron Inc.) © 2006 Radio & Records.

## REPORTERS

Stations and their adds listed alphabetically by market

<p>KSYU/Albuquerque, NM* DM: Bill May PD: Tim Jones APD/MD: Jaime Barreras 1 RAHEEM DEVAUGHN</p> <p>WAKB/Augusta, GA* DM/MD: Ron Thomas DONELL JONES</p> <p>WKSP/Augusta, GA* DM: Mike Kramer PD/MD: Tim "Fattz" Snell APD: Cher Best No Adds</p> <p>WVIN/Baltimore, MD* PD: Tim Watts MD: Keller Wynder No Adds</p> <p>KQXL/Baton Rouge, LA* PD/MD: Mya Vernon DONELL JONES</p> <p>WBHK/Birmingham, AL* PD: Darryl Johnson APD: Chris Coleman No Adds</p> <p>WUHT/Birmingham, AL* PD: Kevin "Koolin" Fox DONELL JONES SHANICE</p> <p>WNGI/Charleston, SC* DM/MD: Terry Bass MD: TK Jones DONELL JONES</p> <p>WXST/Charleston, SC* PD/MD: Michael Tee KINDRED THE FAMILY SOUL SHANICE</p>	<p>WBAV/Charlotte* PD/MD: Tom Avery 2 KEM ERIC BENET MARIAH CAREY</p> <p>WQNC/Charlotte* PD: Alvin Stowe MD: Chris James TEENA MARIE</p> <p>WSRB/Chicago, IL* No Adds MD: Tracie Reynolds</p> <p>WVAZ/Chicago, IL* DM/MD: Elroy Smith APD/MD: Armando Rivera No Adds</p> <p>WZAK/Cleveland, OH* DM/MD: Kim Johnson MD: Terry Bello TEENA MARIE</p> <p>WLXC/Columbia, SC* PD: Doug Williams DONELL JONES</p> <p>WVDM/Columbia, SC* PD/MD: Mike Love DONELL JONES RAHEEM DEVAUGHN</p> <p>WAGH/Columbus, GA DM: Brian Waters PD/MD: Queen Rasheeda MD: Edward Lewis No Adds</p> <p>WKJZ/Columbus, GA DM/MD: Carl Conner, Jr. MD: Brandon Conner 14 NE-YO</p> <p>WXMG/Columbus, OH* DM: J.D. Kunes DM: Paul Strong PD: Warren Stevens MARIAH CAREY</p>	<p>KMJO/Houston, TX* PD: Sam Choice MD: Jeff Harrison No Adds</p> <p>WHRR/Huntsville, AL* DM: Ken Johnson PD: Mark Raymond No Adds</p> <p>WTLC/Indianapolis, IN* PD: Brian Wallace APD/MD: The First Lady No Adds</p> <p>WKXJ/Jackson, MS* DM/MD: Stan Branson No Adds</p> <p>WSOL/Jacksonville, FL* No Adds MD: KJ Brooks MD: John Scott 9 MARIAH CAREY 3 URBAN MYSTIC JEFF MAJORS DONELL PRICE</p> <p>KMJK/Kansas City, MO* PD: Jerold Jackson No Adds</p> <p>KNEK/Lafayette, LA* PD: D-Rock DONELL JONES</p> <p>WJXK/Laurel, MS DM: Jackson Walker PD: Denise Brooks KEYSHIA COLE</p> <p>KOKY/Little Rock, AR* DM/MD: Mark Dylan DONELL JONES</p> <p>KJHL/Los Angeles, CA* PD/MD: Andrae Russell 7 DONELL JONES 2 MARY MARY</p> <p>WJMJ/Louisville, KY* PD/MD: Tim Gerard Giron MARIAH CAREY</p> <p>KJMS/Memphis, TN* PD: Eileen Collier No Adds</p>	<p>WHQT/Miami, FL* DM: Ken Johnson APD: Karen Vaughn MD: Ken James No Adds</p> <p>WJMR/Milwaukee, WI* PD/MD: Lauri Jones No Adds</p> <p>WDLT/Mobile, AL* DM/MD: James Alexander No Adds</p> <p>KJMG/Monroe, LA PD: Chris Collins No Adds</p> <p>WWMC/Montgomery, AL PD/MD: Darryl Elliott 11 SHANICE</p> <p>WQOK/Nashville, TN* PD: Kenny Smoov No Adds</p> <p>KMEZ/New Orleans, LA* PD: LeBron "LB" Joseph MD: Kaidar Summers DONELL JONES SHANICE</p> <p>WYLD/New Orleans, LA* PD: AJ Appleberry 11 KINDRED THE FAMILY SOUL</p> <p>WBSL/New York, NY* PD: Vinny Brown 23 MARIAH CAREY 10 JAMIE FOXX TWISTA DONELL JONES</p> <p>WRKS/New York, NY* DM: Tony Beasley MD: Julie Gustines 11 RAHEEM DEVAUGHN 8 ISLEY BROTHERS IRONALO ISLEY 4 JAGGED EDGE</p> <p>WKUS/Norfolk, VA* DM/MD: Eric Michaels 10 MELISSA MORGAN 2 URBAN MYSTIC 2 VAN HUNT TEENA MARIE</p> <p>WVKL/Norfolk, VA* DM/MD: Don London MD: Brian D'Bron No Adds</p>	<p>WCFB/Oriando, FL* DM: Steve Holtbrook PD: Kevin Gardner No Adds</p> <p>WRRX/Pensacola, FL* PD/MD: Terry Shyles APD: Linda "Sunshine" Moorar 8 NE-YO</p> <p>WDAS/Philadelphia, PA* DM: Thea Mitchell PD: Joe Tamburo APD/MD: Jo Gamble MARIAH CAREY</p> <p>WRNB/Philadelphia, PA* DM/MD: Helen Little MD: Mo'Nai Strickland TEENA MARIE</p> <p>WFXC/Raleigh, NC* DM/MD: Cy Young APD/MD: Jodi Berry No Adds</p> <p>WKJS/Richmond, VA* DM/MD: AJ Payne MD: Freddy Foxx 6 KEM MARIAH CAREY</p> <p>WVBE/Roanoke, VA* DM/MD: Walt Ford No Adds</p> <p>WTLZ/Saginaw, MI* PD/MD: Eugene Brown GOAPELE DONELL JONES</p> <p>WSBY/Salisbury, MD DM: Rich Lauber PD: Kenny Love APD: Bill Baker MD: Ron Banks MARIAH CAREY RAY J JAHREM</p> <p>KBIX/San Francisco, CA* PD: Kevin Brown MD: Kimmie Taylor No Adds</p>	<p>Music Choice Smooth R&amp;B/Satellite DM/MD: Damon Williams APD: Mecca Thames MD: Lamonda Williams 5 DONELL JONES</p> <p>Sirius Heart &amp; Soul/Satellite DM/MD: B.J. Stone MD: Sasha Montero MARIAH CAREY</p> <p>The Touch/Satellite PD: Stan Boston APD/MD: Hollywood Hernandez TEENA MARIE</p> <p>WLVS/Savannah, GA DM: Brad Kelly PD/MD: Gary Young 15 NE-YO</p> <p>KDKS/Shreveport, LA* DM/MD: Queen Echols DONELL JONES KINDRED THE FAMILY SOUL</p> <p>KVMA/Shreveport, LA* PD: Bill Sharp 9 URBAN MYSTIC 7 KEM</p> <p>KJMJ/St. Louis, MO* DM/MD: Chuck Atkins No Adds</p> <p>WFUN/St. Louis, MO* PD: Garth Adams MARIAH CAREY</p> <p>WPHR/Syracuse, NY* DM: Rich Lauber PD: Butch Charles APD/MD: Kenny Dees 5 KINDRED THE FAMILY SOUL SHANICE MARIAH CAREY DONELL JONES</p> <p>WTMP/Tampa, FL* DM: Louis Muhammad PD: Lynn Tolliver Jr. MD: Big Money Ced 11 SHANICE 3 PRINCE DONELL JONES</p>	<p>WIMX/Toledo, OH* DM: Rocky Love MD: Brandi Browne No Adds</p> <p>WTUG/Tuscaloosa, AL DM: Greg Tomascello PD/MD: Charles Anthony 10 LORENZO OWENS</p> <p>WJBW/W. Palm Beach, FL* PD: Kyle Stewart APD: Patrice Wright No Adds</p> <p>WHUR/Washington, DC* PD: Dave Dickinson MD: Traci LaTrelle 1 DONELL JONES LATOYA LONDON</p> <p>WMMJ/Washington, DC* PD: Kathy Brown MD: Mike Chase 9 FLOETRY 1 RAHEEM DEVAUGHN</p>
---	--	---	---	--	--	---

POWERED BY  
MEDIABASE

Monitored Reporters

79 Total Reporters

65 Total Monitored

14 Total Indicator

Did Not Report,  
Playlist Frozen (2):  
WRWB/Macon, GA  
XM The Flow/Satellite



R&R can now deliver **BREAKING NEWS** directly to your mobile phone!

Just text the word RADIO to 36617 and you'll be instantly signed up.

Standard rates apply. Powered by



# GOSPEL TOP 30

March 24, 2006

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	MARY MARY Yesterday (Sony Urban/Columbia)	1109	-5	34124	26	33/0
3	2	BYRON CAGE I Will Bless The Lord (Gospo Centric/Zomba Label Group)	1056	+85	33202	16	35/0
2	3	KIRK FRANKLIN Looking For You (Fo Yo Soul/Gospo Centric/Zomba Label Group)	1055	+26	33003	27	35/0
4	4	HEZEKIAH WALKER Lift Him Up (Verity/Zomba Label Group)	925	+52	27595	22	29/0
5	5	DONALD LAWRENCE... The Blessing Of Abraham (EMI Gospel)	911	+136	29160	8	37/0
6	6	DOTTIE PEOPLES He Said It (Atlanta Int'l)	759	0	27451	31	26/0
7	7	SMOKIE NORFUL God Is Able (EMI Gospel)	728	+7	21601	21	26/0
9	8	YOLANDA ADAMS Victory (Atlantic)	713	+24	23362	18	25/0
8	9	TAMELA MANN Speak Lord (TillyMann)	707	+11	28283	16	24/0
10	10	WILLIAM MURPHY III Let It Rise (Sony Urban/Epic)	695	+14	25581	25	25/0
12	11	VICKI YOHE Deliverance Is Available (PureSprings/EMI Gospel)	674	+16	19279	19	26/1
11	12	SHIRLEY CAESAR I Know The Truth (Lies) (Shu-Bel/Artemis Gospel)	673	-4	18500	25	24/0
14	13	JEFF MAJORS /KELLY PRICE God's Gift (Music One/Sony Urban)	642	+29	23527	23	23/0
15	14	DORINDA CLARK-COLE So Many Times (Gospo Centric/Zomba Label Group)	622	+35	16836	13	25/0
13	15	DARWIN HOBBS Glorify Him (EMI Gospel)	597	-20	20878	23	27/0
16	16	ISRAEL & NEW BREED Not Forgotten (Integrity Gospel)	575	-9	20235	20	17/0
17	17	CECE WINANS He's Concerned (PureSprings/Sony Urban/Epic)	561	-8	19507	15	25/0
19	18	MYRON BUTLER & LEVI Set Me Free (EMI Gospel)	540	+33	17888	20	24/3
18	19	LUTHER BARNES... Somehow, Someway (Atlanta Int'l)	539	+6	18647	17	22/0
20	20	JIMMY HICKS & VOICES OF INTEGRITY BornBlessed (Worldwide Entertainment)	523	+31	16080	7	24/4
22	21	VICKIE WINANS It's Alright (Verity/Zomba Label Group)	391	+39	10948	6	15/0
23	22	ALVIN DARLING From Me To You (Emtro)	359	+11	9570	11	14/1
21	23	RIZEN We've Come To Magnify The Lord (Artemis)	352	-23	18219	15	14/0
26	24	KAREN CLARK-SHEARD Favor (Word/Curb/Warner Bros.)	349	+55	9173	7	14/1
25	25	MARVIN SAPP Perfect Peace (Verity)	330	+28	11677	5	12/1
28	26	BISHOP EDDIE LONG... It Shall Come To Pass (EMI Gospel)	327	+62	8854	4	14/1
24	27	GEORGE HUFF A Brighter Day (Word/Curb/Warner Bros.)	307	-2	10875	13	19/2
-	28	DONALD ALFORD All I Want To Do Is Bless You (Holy Spirit/Taseis)	300	+66	8981	4	11/2
30	29	YOLANDA ADAMS This Too Shall Pass (Atlantic)	271	+21	10290	2	13/2
27	30	MOSIE BURKS I Got A Grip (Malaco)	269	-9	7091	10	10/0

41 Gospel reporters. Songs ranked by total plays for the airplay week of Sunday 3/12 - Saturday 3/18.

© 2006 Radio & Records

## MOST ADDED

ARTIST TITLE LABEL(S)	ADDS
JIMMY HICKS... BornBlessed (Worldwide Entertainment)	4
MYRON BUTLER & LEVI Set Me Free (EMI Gospel)	3
GEORGE HUFF A Brighter Day (Word/Curb/Warner Bros.)	2
MARTHA MUNIZZI No Limits (Integrity Label Group)	2
YOLANDA ADAMS This Too Shall Pass (Atlantic)	2
D. MCCLURKIN Church Medley (Verity/Gospo Centric/Zomba Label Group)	2
DONALD ALFORD All I Want To Do Is Bless You (Holy Spirit/Taseis)	2

## MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
DONALD LAWRENCE... The Blessing Of Abraham (EMI Gospel)	+136
D. MCCLURKIN Church Medley (Verity/Gospo Centric/Zomba Label Group)	+100
B. CAGE I Will Bless The Lord (Gospo Centric/Zomba Label Group)	+85
NEW LIFE COMMUNITY CHOIR... I'm Covered (Verity)	+72
DONALD ALFORD All I Want To Do Is Bless You (Holy Spirit/Taseis)	+66
BISHOP EDDIE LONG... It Shall Come To Pass (EMI Gospel)	+62
LEE WILLIAMS & SPIRITUAL QC'S Jesus Rose (MCG)	+57
RIZEN Praise Him Just A Little While (Artemis)	+56
KAREN CLARK-SHEARD Favor (Word/Curb/Warner Bros.)	+55
HEZEKIAH WALKER Grateful (Verity)	+55

## NEW & ACTIVE

NEW LIFE COMMUNITY... I'm Covered (Verity)	Total Plays: 265, Total Stations: 10, Adds: 0
CANTON JONES Love Song (Arrow)	Total Plays: 264, Total Stations: 10, Adds: 0
D. MCCLURKIN Church Medley (Verity/Gospo Centric/Zomba Label Group)	Total Plays: 239, Total Stations: 12, Adds: 2
MARTHA MUNIZZI No Limits (Integrity Label Group)	Total Plays: 224, Total Stations: 13, Adds: 2
JUANITA BYNUM Break Forth (Flow)	Total Plays: 218, Total Stations: 7, Adds: 0

Songs ranked by total plays

## REPORTERS

Stations and their adds listed alphabetically by market

WPZE/Atlanta, GA  
OM: Al Payne  
OM: Frank Johnson  
PD: Connie Flint  
12 DONNIE MCCLURKIN

WTHB/Augusta, GA  
OM/PD: Ron Thomas  
APD: Sister Mary Kingcannon  
JIMMY HICKS & VOICES OF INTEGRITY

WWIN/Baltimore, MD  
PD: Jeff Majors  
APD: Jean Alston  
JIMMY HICKS & VOICES OF INTEGRITY

WYOK/Baton Rouge, LA  
PD/MD: Kenwin Feeling  
11 KAREN CLARK-SHEARD

WENN/Birmingham, AL  
OM/PD: Doug Hamand  
APD/MD: Willis Pride  
No Adds

WJMI/Charleston, SC  
OM: Michael Baynard  
PD/MD: Bryan Seabrooks  
APD: Big Daddy  
15 HEZEKIAH WALKER  
8 MARTHA MUNIZZI

WPSZ/Charlotte  
PD: Alvin Stowe  
MD: Tanya Rivers  
6 YOLANDA ADAMS

WGRB/Chicago, IL  
OM: Erny Smith  
PD: Michael Robinson  
MD: Effie Rolle  
6 DONALD ALFORD

WJMO/Cleveland, OH  
OM/PD: Kim Johnson  
15 VICKI YOHE  
6 L. SPENCER SMITH & TESTAMENT  
6 PATRICK LUNDY  
JIMMY HICKS & VOICES OF INTEGRITY

WJYD/Columbus, OH  
OM: Jerry Smith  
PD: Dawn Mosby  
11 MYRON BUTLER & LEVI

KHVN/Dallas, TX  
PD/MD: Warren Brooks  
16 ALVIN DARLING  
16 ANN NESBY  
15 NEW DIRECTION  
15 TRIN-I-TEE 5.7

WCHB/Detroit, MI  
PD: Spudd  
YOLANDA ADAMS

WFLT/Flint, MI  
OM/PD: Sammie L. Jordan, Jr.  
MD: Anna Johnson  
No Adds

WEUP/Huntsville, AL  
OM: Hurdley Batts  
PD: Steve Murry  
MD: Ricky Sykes  
46 DONALD ALFORD  
45 MICHAEL A. LOWERY & BEREAN  
5 BISHOP WILLIAM TONEY, III

WTLC/Indianapolis, IN  
OM: Brian Wallace  
PD: Paul Robinson  
MD: Donovan Hartwell  
MYRON BUTLER & LEVI

WDAO/Jackson, MS  
OM: Stan Branson  
PD/MD: Percy Davis  
3 JOHNNY SANDERS

KPRT/Kansas City, MO  
OM: Andre Carson  
PD: Myron Fears  
APD: Freddie Bell  
MD: Debbie Johnson  
No Adds

KPZK/Little Rock, AR  
OM: Mark Dylan  
PD/MD: Billy St. James  
No Adds

WHAL/Memphis, TN  
PD: Eileen Collier  
APD/MD: Tracy Bethea  
9 GEORGE HUFF  
7 GOSPEL MIRACLES  
7 RUDOLPH MCKISSICK & WORD AND WORSHIP MASS CHOIR

WMBM/Miami, FL  
OM: E. Claudette Freeman  
PD/MD: Greg Cooper  
25 BISHOP EDDIE LONG W/NEW BIRTH TOTAL PRAISE CHOIR

WHLW/Montgomery, AL  
OM: Michael Long  
PD/MD: Kenny J.  
No Adds

WPRF/New Orleans, LA  
PD: Kris "Cap'n Kris" McCoy  
No Adds

WYLD/New Orleans, LA  
PD: AJ Appleberry  
APD/MD: Loretta Pettit  
No Adds

WXEZ/Norfolk, VA  
OM: John Shomby  
PD: Dale Murray  
7 KIRK FRANKLIN  
7 ANN NESBY

WDAS/Philadelphia, PA  
OM: Thea Mitchem  
PD: Joe Tamburo  
APD/MD: Jo Gamble  
No Adds

WPPZ/Philadelphia, PA  
OM/PD: Helen Little  
MYRON BUTLER & LEVI

WNRL/Raleigh, NC  
OM/PD: Jerry Smith  
APD: Shawn Alexander  
MD: Melissa Wade  
10 JIMMY HICKS & VOICES OF INTEGRITY

WPZZ/Richmond, VA  
OM: Jerry Smith  
PD: Reggie Baker  
11 MAVIS STAPLES

ABC's Rejoice/Satellite  
PD: Willie Mae McIver  
14 BISHOP LEONARD SCOTT

Sheridan Gospel Network/  
Satellite  
PD: Michael Gamble  
APD/MD: Morgan Dukes  
No Adds

WTSK/Tuscaloosa, AL  
OM: Greg Tomasello  
PD/MD: Charles Anthony  
7 LISA MCCLENDON  
7 KAREN CLARK-SHEARD  
MARTHA MUNIZZI

WPGC/Washington, DC  
PD/MD: Cheryl Jackson  
No Adds

WYCB/Washington, DC  
PD: Ron Thompson  
GEORGE HUFF

WFAI/Wilmington, DE  
OM: Melvin Brittingham  
PD/MD: Manuel Niema  
14 MARVIN SAPP  
8 DONNIE MCCLURKIN  
7 JOHN GRAY  
7 GWWA MASS CHOIR  
7 MARIAH CAREY  
6 A7

Note: For complete adds, see R&R Music Tracking.

Did Not Report, Playlist Frozen (7):  
WCAO/Baltimore, MD  
WFMV/Columbia, SC  
WHLH/Jackson, MS  
WLOK/Memphis, TN  
WQYZ/Biloxi, MS  
WSOK/Savannah, GA  
WXTX/Charleston, SC



Can you imagine...  
a world without children?

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?

Call 1-800-996-4100 or log onto [www.stjude.org](http://www.stjude.org) to learn how you can help.



St. Jude Children's  
Research Hospital

MEMPHIS • BILLOXI • SAVANNAH





**LON HELTON**  
lhelton@radioandrecords.com

## Country Gets Real

Jeff Garrison eyes the format's future

**A**s CBS Radio's VP/Country, Jeff Garrison oversees 20 of the most influential Country stations in America, including WUSN/Chicago, WYCD/Detroit, KMPS/Seattle and KMLE/Phoenix — not to mention KILT/Houston, Garrison's home base, where he also serves as OM/PD. And that's just the top 15 markets.

In many respects, Garrison's role at CBS Radio and the path he took to get there are a case study in radio consolidation. He was Asst. PD/MD of KKBQ/Houston 12 years ago, when he took the OM job at a Sports Talk-Country-CHR combo that included Country WESC-FM/Greenville, SC.

Less than two years later he moved to Phoenix as KMLE's PD, steering the CBS outlet during a highly successful six-year run. In October 2002 Garrison returned to Houston but stayed with CBS as OM of then-Country combo KIKK & KILT. KIKK flipped to Smooth Jazz shortly thereafter, but Garrison was named VP/Country just six months later.



Jeff Garrison

Three years into his role as format captain, Garrison has a unique perspective on the relative strength of Country radio and its music, as well as concerns regarding radio's future talent base. These are just some of the issues he recently discussed with R&R.

**R&R:** From a corporate standpoint, what is the role of the VP/Country?

**JG:** To communicate with the regional vice presidents and the programming office in New York — President/Programming Rob Barnett and Sr. VP/Programming Greg Strassell — about what's going on in our individual markets.

I'm assessing what the needs are and how I can help expedite any talent issues or promotions that the local station is looking to do. Basically, I'm there to communicate with Greg and then to work with the stations as a group on bigger marketing issues.

**R&R:** What's your role from the station standpoint?

**JG:** I'm a resource for them and can help in finding talent, working on competitive issues, dealing with individual station issues or working to get them the resources they need to be successful in their market.

**R&R:** Does that mean going to bat with corporate?

**JG:** Sure, going to bat for research or working with them on individual needs they may have for talent or other things.

**R&R:** Are you a consultant? An adviser?

**JG:** I hate the word *consultant*. I'd say I'm more of a sounding board and a resource. I can offer input and suggestions from experiences I've had in competitive situations.

**R&R:** What kind of interaction do the CBS Radio Country PDs have as a group?

**JG:** We do monthly group calls that vary in length. Mainly we discuss what's going on in the markets. I like one-on-one interaction with the program directors so I can find out exactly what's going on.

**R&R:** Is there a regular schedule, or is it on an as-needed basis?

**JG:** Once a month, more as needed.

**R&R:** What kind of information do you share on those calls?

**JG:** We go over what's going on in the market promotionally. We share ideas and can, hopefully, take that information and put it to work in other markets. Music obviously comes up. We also deal with marketing incentives that we may have from corporate or special clients like AT&T, things of that nature.

**R&R:** Do you guys do many blanket initiatives across all the stations?

**JG:** No. CBS Radio's stance, and my instinct as well, is to let each station run promotions in its market. However, there are



**CHECK 'YES'** The KILT/Houston staff, including OM Jeff Garrison, gathers to celebrate the success of their third annual Big Country Cure for Kids radiothon, held last month. The effort raised \$849,224 for St. Jude Children's Research Hospital.

advertisers like AT&T that buy CBS Country that allow us to offer programs to the labels where our stations work together on a group promotion. We've done that with Kenny Chesney for a flyaway to Florida as part of the AT&T Blue Room Street Date program. It's a website featuring station content, concert performances and acoustic performances for our listeners.

**R&R:** Are there any other blanket promotions?

**JG:** Just that.

**R&R:** What is the current spotload policy of CBS Country stations?

**JG:** Each station is individually managed by the GM and PD. There's no single approach. Every market has different

needs and different spotloads, but we all want to have the best product, and that's what CBS is about: giving the best to the listeners.

**R&R:** What kind of inventory pressures are we seeing in radio today?

**JG:** There is a lot of pressure to deliver cash across the board. We're all starting to get the value of our radio stations to where we expected it to be. There was a time five or six years ago when we added units to meet our budgets, and we sacrificed on the quality and value of our stations.

There's still that pressure today, but it's created more demand, and we're able to get our prices and value in line with what the market should be.

In the future the pressure for inventory will force us to utilize technology beyond what we're doing now with streaming and other things. We'll need to use event marketing, streaming and Internet commercials to add inventory and value to our products.

**R&R:** Some groups are set up so that the programming heads hire the local PDs, sometimes without a lot of input from the GM. How does it work at CBS Radio?

**JG:** With the openings we've had since I began in 2003, it's been a local and GM decision, with myself, Greg Strassell, Rob Barnett and others involved. We work together, and we want what's best for the local market.

It is absolutely a local decision, and I'm very proud of the program directors we've brought in. We hope to continue to bring in more talented programmers in the future.

Our company is only as good as our future leaders in programming. That's one of our biggest mantras. We want to bring the best talent into our radio stations.

**R&R:** How have CBS Radio's record-company policies changed in light of the Spitzer investigations and settlements?

**JG:** We have introduced a no-indie policy since I began as VP. We are also always communicating with our programmers, and we have online training. At our annual corporate meetings we go over the law and have discussions about it.

**R&R:** So there aren't any new policies in terms of the way you present listener-appreciation shows or make presentations to labels?

**JG:** As far as listener-appreciation shows, we are all for building brands and

**"You can touch more people emotionally and make them a part of your station by being real than by being overhyped. That's why Country radio is better today."**



**CIRCLE K** Kenny Chesney recently christened KILT/Houston's Studio K, an intimate performance venue at the station that gives 20 fans a chance to see and hear their favorites. Pictured here (l-r) are BNA regional Christian Svendsen, KILT afternoon jock Rowdy Yates, Chesney, KILT Asst. PD/MD Greg Frey, KILT OM Jeff Garrison and BNA VP/Promotion Tom Baldrice.

## Country Gets Real

Continued from Page 39

new stars in our markets as long as our radio stations are supporting the record. It's all about the listeners and the show, not about spins or the next single or anything like that.

Everybody is very clear today on the expectations for a particular promotion, whether it be a listener-appreciation show or a VIP thing. It's very defined. With the onslaught the record labels have gone through with Spitzer and the forms we fill out for them on our end, it's very clear that spins are not tied to any promotions we participate in.

**R&R:** Do you have written guidelines for your PDs?

**JG:** We do. For certain things we have documentation that comes out of legal.

**R&R:** I imagine you read with great interest about the recent "add" controversy. What are your thoughts about adds?

**JG:** We've done it as an industry for a certain way for a long time, and change is difficult. We're going into our 14th or 15th year of being monitored in most of our markets. Adds are reflected by plays on monitored stations, so it's information that's there.

**R&R:** You're not worried about abdicating your add designation to a trade?

**JG:** I'm about what's best for the listener and playing the right songs for the radio station. We have to make our decisions, and you guys might be more in the business of reporting that than I am. I'm not in that business.

**R&R:** What is the current status of CBS Country stations and HD Radio?

**JG:** We're very excited about HD at CBS. We've committed a lot of money, and we're moving forward, led by Dave Robbins out of Chicago. They were the first to go in our group, with Future Country, which is future and current hits on HD2 in Chicago.

We've gone HD in Detroit, and we're on HD in Houston, but soon we'll be going up to HD2. I have an HD radio in my office, and it sounds awesome and presents great possibilities as it grows.

It's in its infancy, but the potential for our industry is big. All the side channels won't be Future Country. Each market suggests to the alliance what format it would like to do, it's voted on, and then they get approval.

**"With the onslaught the record labels have gone through with Spitzer and the forms we fill out for them on our end, it's very clear that spins are not tied to any promotions we participate in."**

**R&R:** As you travel around the country and listen to Country radio, what is your sense of how it sounds and where it is in its life cycle?

**JG:** I've got the greatest job in the world. I've worked all my life as a programmer, so being able to work with CBS Radio programmers and travel across the U.S. and hear not only our stations, but others, is terrific. Country radio is better than ever, and I say that because we're in a relaunch of our format over the last 18 months. The overall growth I see in the format is exciting.

The first reason is the shift back to reality and telling stories in the music. It seems like the lifegroup is in tune with real artists like Gretchen Wilson and others. There's better storytelling that's reflective of what's going on in our country today.

Second, consolidation has made us smarter and more efficient programmers. We're more focused with what we do because some of the resources may be limited at times. Financial pressure has made our programmers and stations better.

That's what I'm hearing out there. I'm like, "Wow, they've taken a little something and made it big." As an industry, we're taking our format and our music and creating bigger-than-life experiences in our markets.

The best part of it is, with the music being real, the radio stations are being real. They're not overproduced. You can touch more people emotionally and make them a part of your station by being real than by being overhyped. That's why Country radio is better today.

**R&R:** How should that translate into what jocks should sound like?

**JG:** The personalities I hear are talking about real topics — the news, things that are a little bit more topical — instead of being the liner jocks they were in the '90s. Personalities are being given a little more freedom to discuss things, at least in the markets I've been to. And mornings are less bit-oriented and more about things that affect people's lives.

**R&R:** Any other trends you're seeing? Stuff we should be moving away from or toward?

**JG:** Less zings and zaps and more real conversation with the 25-44 listeners who are going through real life. You have to have a balance, and since 9/11, that's what's happened.

**R&R:** What are the challenges facing Country radio today?

**JG:** In the last 10 years I've had the opportunity to program two great radio stations, KMLE/Phoenix and KILT/Houston. The amount of talent trying to get their foot in the door at those stations seems to decrease every year.

Here's an example: The Walter Cronkite School of Broadcasting is in Phoenix. I was at KMLE six years, and I bet you five students from there came and applied for radio jobs. We have to do a better job, as programmers and as an industry, of letting people know there are jobs available.

If you want to be in movies, you go to Hollywood. If you want to be a country singer, you go to Nashville. If you want to be a radio personality, you need to visit a station. It seems that people feel like it's not possible. Or maybe this generation has grown up listening to Howard Stern and talk show hosts, so they don't have the desire to be a music disc jockey.



**THREE'S COMPANY** CBS Radio VP/Country Jeff Garrison and his fiancée, Becky Weyland, hooked up with George Strait prior to the singer's 2006 Houston Livestock Show & Rodeo performance. Seen here (l-r) are Weyland, Strait and Garrison.

**"With HD2 coming around, there is a great opportunity for new talent. We're going to need a lot more talent at a time when we have less of it."**

Twenty years ago our models were the Scott Shannons, Rick Deeses, Terry Dorseys and Hudson & Harrigans of the world. Now maybe it's a talk show host. How do you reverse that? Where do you get the talent?

Maybe we go to the interns who come to the promotions department. Maybe in the future we incorporate Internet streaming and put young talents on there. There aren't a lot of overnight shifts anymore because of syndication and technology. With HD2 coming around, there is a great opportunity for new talent. We're going to need a lot more talent at a time when we have less of it.

**R&R:** How do you find and develop talent at the programming level?

**JG:** We are always looking for new program directors and talented people in that area. Consolidation has hurt us in a way, because a lot of programmers have gotten safer because they're trying to get by and stay the course.

We're looking for programmers who are going to be out-of-the-box thinkers and who can take a little risk. We've done it in our company before, with the "Jack" format and "Free-FM." Those are the kinds of programmers we want to bring in. I know they're out there, and hopefully we'll find them.

**R&R:** Is it harder to have those wild kinds of programming characters in today's corporate environment?

**JG:** Smart managers realize that every creative person has his or her "thing," so

to speak. But you have to put that person in the right situation. There are still those types of characters, and I would hope I fall into that category in some way.

Twenty years ago we wore cut-offs, wore our hair long and didn't worry about anything. Today we have to represent corporate and meet with clients. There is a managerial side that is a little less fun than the creative side.

**R&R:** Was there anything in the Edison study presented at the CRS that jumped out at you?

**JG:** With the PPM in Houston and the seven stations we saw there, it was really brought home to me that Country listeners, and even Top 40 listeners, listen to and accept other types of music. To see them say in the Edison study that they are totally OK with that in our format reconfirmed to me what I'm seeing with the PPM.

As programmers, we might have pigeonholed ourselves a little bit over the years at every format — not just Country, but Rock and Pop too — and thought that there was no way to incorporate different styles of music into a radio station. Jack is a good example of incorporating different styles, when you hear it now.

**R&R:** You attended the CRS and are very involved in the music side of your job. What's your sense of how country's doing musically?

**JG:** I'm excited on two fronts. First, the new artists coming out today are writing songs that are reflective of their lives and real life in general. Second, I'm very excited for established artists like Toby Keith, Kenny Chesney, Rascal Flatts, Tim McGraw and Keith Urban, all of whom seem to be bigger than ever even though they've been around for a while.

Not only is the audience familiar with them, but it's pushed them to the next level. We have a whole new set of superstars who are really influencing pop culture more than people did back in 1992. I go back to *American Idol*'s Carrie Underwood singing a Rascal Flatts song to 80 million people in one of the biggest primetime specials in history.

That being said, we still need programmers who are willing to take a risk and create new stars in our format. We have a current-based format, and we're only going to be as good in the future as the investments we make in our stars today.

# COUNTRY TOP 50

March 24, 2006

POWERED BY  
MEDIABASE

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL POINTS	+/- POINTS	TOTAL PLAYS	+/- PLAYS	TOT. AUD. (00)	+/- AUD. (00)	WEEKS ON	TOTAL ADDS
2	1	RASCAL FLATTS What Hurts The Most (Lyric Street)	13646	777	4677	+269	420116	25503	11	120/0
1	2	KENNY CHESNEY Living In Fast Forward (BNA)	13612	334	4740	+136	417377	9315	16	120/0
4	3	KEITH URBAN Tonight I Wanna Cry (Capitol)	13027	268	4478	+82	397531	8077	16	119/0
3	4	JOSH TURNER Your Man (MCA)	11690	-1105	4083	-415	354427	-33784	33	119/0
5	5	MONTGOMERY GENTRY She Don't Tell Me To (Columbia)	11066	34	3926	+12	334515	4912	20	119/0
7	6	BLAKE SHELTON Nobody But Me (Warner Bros.)	10913	868	3808	+258	333896	25708	28	120/0
8	7	BON JOVI W/J. NETTLES Who Says You Can't Go Home (Island/IDJMG)	10749	743	3609	+304	341562	31130	15	116/0
6	8	TOBY KEITH Get Drunk And... (Show Dog Nashville/Universal)	10479	364	3548	+131	305792	15489	12	119/0
10	9	BROOKS & DUNN Believe (Arista)	9392	317	3375	+146	283197	8046	20	119/0
9	10	SARA EVANS Cheatin' (RCA)	9384	48	3299	-3	291670	6974	19	119/0
11	11	JACK INGRAM Wherever You Are (Big Machine)	7447	446	2492	+175	207167	10224	18	120/0
13	12	JASON ALDEAN Why (BBR)	7002	511	2514	+187	195622	20313	16	118/3
17	13	DIERKS BENTLEY Settle For A Slowdown (Capitol)	6602	903	2302	+282	184462	26975	10	116/2
18	14	FAITH HILL The Lucky One (Warner Bros.)	6512	966	2234	+350	188940	27912	6	119/3
16	15	LEANN RIMES Something's Gotta Give (Asylum/Curb)	6378	507	2306	+155	171587	13432	12	118/1
14	16	TRENT TOMLINSON Drunker Than Me (Lyric Street)	6328	-11	2269	+8	147990	-505	20	116/2
12	17	JAMEY JOHNSON The Dollar (BNA)	6192	-707	2161	-272	172611	-20145	27	116/0
15	18	VAN ZANT Nobody Gonna Tell Me What To Do (Columbia)	6024	-273	2136	-82	163689	-4450	24	114/0
19	19	JOE NICHOLS Size Matters (Someday) (Universal South)	5527	496	2025	+173	147380	12902	9	113/2
20	20	SHEDAISY I'm Taking The Wheel (Lyric Street)	5013	451	1776	+150	119417	15215	16	109/0
21	21	GEORGE STRAIT Seashores Of Old Mexico (MCA)	4829	576	1754	+177	128889	11150	6	115/3
22	22	KEITH ANDERSON Every Time I Hear Your Name (Arista)	4774	622	1668	+192	126139	13578	11	113/2
26	23	TIM MCGRAW When The Stars Go Blue (Curb)	4063	912	1336	+324	127117	29589	3	98/9
25	24	PHIL VASSAR Last Day Of My Life (Arista)	4025	698	1362	+198	112059	20215	7	109/5
24	25	CRAIG MORGAN I Got You (BBR)	3630	190	1436	+96	98862	7000	14	106/6
23	26	TRISHA YEARWOOD... Love Will Always Win (Pearl/Lyric Street)	2997	-910	1064	-366	70565	-28302	9	108/0
29	27	GRETCHEN WILSON Politically Uncorrect (Epic)	2535	274	940	+103	64371	5332	6	95/5
27	28	ROCKIE LYNNE Lipstick (Universal South)	2505	-228	904	-87	61548	-4439	20	83/0
28	29	JO DEE MESSINA Not Going Down (Curb)	2376	-42	895	-20	60909	-1412	12	84/0
31	30	GARY ALLAN Life Ain't Always Beautiful (MCA)	2232	59	847	+22	55265	-1030	9	86/7
30	31	KENNY ROGERS I Can't Unlove You (Capitol)	2217	-1	774	-13	56905	3357	11	81/7
32	32	RODNEY ATKINS If You're Going Through Hell... (Curb)	2158	18	852	-4	55943	2007	10	69/6
33	33	JAMIE O'NEAL I Love My Life (Capitol)	2061	-8	717	+3	54678	-610	14	68/1
34	34	LITTLE BIG TOWN Bring It On Home (Equity)	1971	544	681	+154	50781	15896	7	74/7
34	35	BIG & RICH Never Mind Me (Warner Bros.)	1764	111	574	+36	43486	2596	7	60/3
35	36	ERIC CHURCH How 'Bout You (Capitol)	1616	144	569	+56	43005	5392	5	67/10
	37	BRAD PAISLEY The World (Arista)	1273	1110	411	+357	32796	27160	1	67/30
38	38	BILLY CURRINGTON Why, Why, Why (Mercury)	1260	258	528	+87	31830	5677	3	71/13
37	39	TRENT WILLMON On Again Tonight (Columbia)	1247	86	468	+41	27959	1979	5	51/7
39	40	JAKE OWEN Yee Haw (RCA)	1172	325	481	+150	26724	6194	3	59/10
	41	DIXIE CHICKS Not Ready To Make Nice (Open Wide/Columbia)	1031	758	232	+177	41037	30974	1	11/7
40	42	JOSH GRACIN Favorite State Of Mind (Lyric Street)	977	251	410	+82	20985	4820	2	64/14
50	43	SUGARLAND Down In Mississippi (Up To No Good) (Mercury)	883	386	278	+139	25476	8247	2	49/19
44	44	NEAL MCCOY The Last Of A Dying Breed (903)	838	158	270	+59	20995	2739	4	37/8
42	45	MEGAN MULLINS Ain't What It Used To Be (BBR)	805	99	319	+53	18733	1597	2	49/7
46	46	BLAINE LARSEN I Don't Know What She Said (Giantslayer/BNA)	778	104	328	+42	16612	3418	3	48/6
41	47	CHRIS CAGLE Wal-Mart Parking Lot (Capitol)	714	6	288	+3	19267	215	3	29/0
45	48	HANK WILLIAMS, JR. ... That's How They Do It In Dixie (Curb/Asylum)	676	-2	292	+10	13897	-1092	3	40/10
47	49	CARRIE UNDERWOOD Don't Forget To Remember Me (Arista)	673	64	169	+38	19440	-1053	2	10/4
43	50	STEVE HOLY Brand New Girlfriend (Curb)	670	-16	294	+15	15171	298	6	33/3

## MOST ADDED\*

ARTIST TITLE LABEL(S)	ADDS
BRAD PAISLEY The World (Arista)	30
SUGARLAND Down In Mississippi (Up To No Good) (Mercury)	19
DIAMOND RIO God Only Cries (Arista)	15
JOSH GRACIN Favorite State Of Mind (Lyric Street)	14
BILLY CURRINGTON Why, Why, Why (Mercury)	13
ERIC CHURCH How 'Bout You (Capitol)	10
JAKE OWEN Yee Haw (RCA)	10
HANK WILLIAMS, JR. ... That's How They Do It In Dixie (Curb/Asylum)	10
TIM MCGRAW When The Stars Go Blue (Curb)	9
BOMSHEL It Was An Absolutely Finger Lickin'... (Curb)	9

The Country add threshold is applied to monitored stations not allowed to report adds per their company policy. Songs that reach seven plays per week within one airplay week. Airplay week is defined as Sunday through Saturday. Adds from all other programmers are still accepted at any play level.

## MOST INCREASED POINTS

ARTIST TITLE LABEL(S)	TOTAL POINT INCREASE
BRAD PAISLEY The World (Arista)	+1110
FAITH HILL The Lucky One (Warner Bros.)	+966
TIM MCGRAW When The Stars Go Blue (Curb)	+912
DIERKS BENTLEY Settle For A Slowdown (Capitol)	+903
BLAKE SHELTON Nobody But Me (Warner Bros.)	+868
RASCAL FLATTS What Hurts The Most (Lyric Street)	+777
DIXIE CHICKS Not Ready To Make Nice (Open Wide/Columbia)	+758
BON JOVI W/J. NETTLES Who Says You... (Island/IDJMG)	+743
PHIL VASSAR Last Day Of My Life (Arista)	+698
KEITH ANDERSON Every Time I Hear Your Name (Arista)	+622

## MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
BRAD PAISLEY The World (Arista)	+357
FAITH HILL The Lucky One (Warner Bros.)	+350
TIM MCGRAW When The Stars Go Blue (Curb)	+324
BON JOVI W/J. NETTLES Who Says You... (Island/IDJMG)	+304
DIERKS BENTLEY Settle For A Slowdown (Capitol)	+282
RASCAL FLATTS What Hurts The Most (Lyric Street)	+269
BLAKE SHELTON Nobody But Me (Warner Bros.)	+258
PHIL VASSAR Last Day Of My Life (Arista)	+198
KEITH ANDERSON Every Time I Hear Your Name (Arista)	+192
JASON ALDEAN Why (BBR)	+187

## BREAKERS

LITTLE BIG TOWN  
Bring It On Home (Equity)  
7 Adds • Moves 36-34

Songs ranked by total points

Station playlists for all R&R reporters are available on the web at [www.radioandrecords.com](http://www.radioandrecords.com).

120 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 3/12-3/18. 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 Arbitron Inc. (© 2006, Arbitron Inc.) © 2006 Radio & Records.



R&R can now deliver **BREAKING NEWS** directly to your mobile phone!

Just text the word RADIO to 36617 and you'll be instantly signed up.

Standard rates apply. Powered by Hip Cricket

# COUNTRY TOP 50 INDICATOR

March 24, 2006

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL POINTS	+/- POINTS	TOTAL PLAYS	+/- PLAYS	TOT. AUD. (00)	+/- AUD. (00)	WEEKS ON	TOTAL ADDS
2	1	<b>KENNY CHESNEY</b> Living In Fast Forward (BNA)	4083	108	3372	+80	95757	2423	12	88/0
1	2	<b>KEITH URBAN</b> Tonight I Wanna Cry (Capitol)	4052	47	3363	+39	94084	1087	16	87/0
3	3	<b>RASCAL FLATTS</b> What Hurts The Most (Lyric Street)	3903	91	3239	+73	90678	2637	11	87/0
5	4	<b>MONTGOMERY GENTRY</b> She Don't Tell Me To (Columbia)	3718	50	3068	+54	86964	2361	21	87/0
6	5	<b>BLAKE SHELTON</b> Nobody But Me (Warner Bros.)	3663	197	3040	+137	83966	3195	29	88/0
8	6	<b>SARA EVANS</b> Cheatin' (RCA)	3355	165	2810	+119	78969	4593	20	87/0
7	7	<b>TOBY KEITH</b> Get Drunk And... (Show Dog Nashville/Universal)	3327	136	2776	+106	76095	3753	12	87/0
10	8	<b>BON JOVI W.J. NETTLES</b> Who Says You... (Island/IDJMG)	3214	269	2668	+207	75547	7339	14	81/3
9	9	<b>BROOKS &amp; DUNN</b> Believe (Arista)	3179	83	2685	+87	74587	1914	23	87/0
4	10	<b>JOSH TURNER</b> Your Man (MCA)	3121	-659	2537	-558	71291	-16630	33	78/0
13	11	<b>JASON ALDEAN</b> Why (BBR)	2469	157	2046	+134	57962	3992	16	85/1
14	12	<b>JACK INGRAM</b> Wherever You Are (Big Machine)	2442	135	2071	+116	55941	3614	18	85/2
15	13	<b>DIERKS BENTLEY</b> Settle For A Slowdown (Capitol)	2302	188	1959	+122	52999	4607	10	86/3
17	14	<b>LEANN RIMES</b> Something's Gotta Give (Asylum/Curb)	2203	137	1837	+122	50618	2993	12	82/1
21	15	<b>FAITH HILL</b> The Lucky One (Warner Bros.)	2078	366	1759	+311	48158	9308	6	84/6
16	16	<b>VAN ZANT</b> Nobody Gonna Tell Me What To Do (Columbia)	2071	-43	1696	-30	48921	-744	25	76/0
18	17	<b>TRENT TOMLINSON</b> Drunker Than Me (Lyric Street)	2044	25	1715	+44	46601	1674	20	84/1
19	18	<b>JOE NICHOLS</b> Size Matters (Someday) (Universal South)	2021	188	1736	+160	46043	3831	9	83/0
12	19	<b>JAMEY JOHNSON</b> The Dollar (BNA)	1971	-451	1652	-350	44773	-10989	26	71/0
22	20	<b>GEORGE STRAIT</b> Seashores Of Old Mexico (MCA)	1938	231	1700	+182	43531	5603	7	82/2
23	21	<b>SHEDAISY</b> I'm Taking The Wheel (Lyric Street)	1627	51	1362	+57	35773	1561	17	73/4
24	22	<b>KEITH ANDERSON</b> Every Time I Hear Your Name (Arista)	1610	123	1333	+107	36907	2960	11	75/3
25	23	<b>CRAIG MORGAN</b> I Got You (BBR)	1541	123	1281	+104	35922	3520	15	76/4
26	24	<b>PHIL VASSAR</b> Last Day Of My Life (Arista)	1295	191	1075	+155	27307	4234	8	70/4
31	25	<b>TIM MCGRAW</b> When The Stars Go Blue (Curb)	1236	419	1082	+338	26014	9011	3	73/16
28	26	<b>GRETCHEN WILSON</b> Politically Incorrect (Epic)	1149	99	1010	+94	24738	2568	6	67/2
27	27	<b>GARY ALLAN</b> Life Ain't Always Beautiful (MCA)	1146	82	930	+68	26904	1935	10	63/1
20	28	<b>TRISHA YEARWOOD</b> ... Love Will Always Win (Pearl/Lyric Street)	1039	-730	829	-687	22574	-15851	9	54/0
29	29	<b>JAMIE O'NEAL</b> I Love My Life (Capitol)	943	0	785	-7	20275	-431	15	48/0
32	30	<b>KENNY ROGERS</b> I Can't Unlove You (Capitol)	843	28	702	+26	17612	732	12	53/2
33	31	<b>RODNEY ATKINS</b> If You're Going Through Hell... (Curb)	819	16	688	+6	17659	666	10	53/2
30	32	<b>JO DEE MESSINA</b> Not Going Down (Curb)	804	-119	648	-93	18768	-2217	14	46/1
35	33	<b>LITTLE BIG TOWN</b> Bring It On Home (Equity)	748	88	626	+78	16379	2619	8	49/4
34	34	<b>BIG &amp; RICH</b> Never Mind Me (Warner Bros.)	741	-7	610	-1	15266	-83	8	50/2
37	35	<b>BILLY CURRINGTON</b> Why, Why, Why (Mercury)	667	96	570	+93	15098	2367	4	56/8
36	36	<b>NEAL MCCOY</b> The Last Of A Dying Breed (903)	656	53	549	+49	14303	1193	10	49/4
38	37	<b>ERIC CHURCH</b> How 'Bout You (Capitol)	549	105	463	+100	11580	2106	4	42/7
39	38	<b>CHRIS CAGLE</b> Wal-Mart Parking Lot (Capitol)	458	40	359	+35	11242	1028	6	35/3
<b>Debut</b>	39	<b>BRAO PAISLEY</b> The World (Arista)	440	319	400	+286	9440	6618	1	38/25
44	40	<b>SUGARLAND</b> Down In Mississippi (Up To No Good) (Mercury)	428	219	371	+189	9466	4620	2	38/15
41	41	<b>JOSH GRACIN</b> Favorite State Of Mind (Lyric Street)	389	92	327	+103	7760	1857	4	35/7
40	42	<b>HANK WILLIAMS, JR.</b> That's How They Do It In Dixie (Curb/Asylum)	362	64	297	+55	7175	1165	4	27/2
47	43	<b>JAKE OWEN</b> Yee Haw (RCA)	279	91	229	+81	5664	1930	3	22/8
43	44	<b>DANIELLE PECK</b> Findin' A Good Man (Big Machine)	267	52	191	+33	5863	1123	3	22/2
42	45	<b>TRENT WILLMON</b> On Again Tonight (Columbia)	263	42	213	+31	5280	838	5	22/0
45	46	<b>BLAINE LARSEN</b> I Don't Know What She Said (Giantslayer/BNA)	239	39	204	+33	4600	631	4	20/1
<b>Debut</b>	47	<b>BOMSHEL</b> It Was An Absolutely Finger Lickin'... (Curb)	182	68	170	+56	4070	1731	1	21/7
49	48	<b>TERRI CLARK</b> Oamn Right (Mercury)	153	-14	109	-15	3068	-389	3	11/0
50	49	<b>JOHN CORBETT</b> Good To Go (Fun Bone)	145	-7	126	-6	3031	-192	4	13/0
48	50	<b>HAL KETCHUM</b> Just This Side Of Heaven (Hal-Lelujah) (Curb/Asylum)	138	-36	101	-36	2651	-646	7	12/0

88 Country reporters. Songs ranked by total plays for the airplay week of Sunday 3/12 - Saturday 3/18.

© 2006 Radio & Records

## MOST ADDED\*

ARTIST TITLE LABEL(S)	ADDS
<b>BRAO PAISLEY</b> The World (Arista)	25
<b>TIM MCGRAW</b> When The Stars Go Blue (Curb)	16
<b>SUGARLAND</b> Down In Mississippi (Up To No Good) (Mercury)	15
<b>BILLY CURRINGTON</b> Why, Why, Why (Mercury)	8
<b>JAKE OWEN</b> Yee Haw (RCA)	8
<b>DIAMOND RIO</b> God Only Cries (Arista)	8
<b>ERIC CHURCH</b> How 'Bout You (Capitol)	7
<b>JOSH GRACIN</b> Favorite State Of Mind (Lyric Street)	7
<b>BOMSHEL</b> It Was An Absolutely Finger Lickin'... (Curb)	7
<b>OIXIE CHICKS</b> Not Ready To Make Nice (Open Wide/Columbia)	7

## MOST INCREASED POINTS

ARTIST TITLE LABEL(S)	TOTAL POINT INCREASE
<b>TIM MCGRAW</b> When The Stars Go Blue (Curb)	+419
<b>FAITH HILL</b> The Lucky One (Warner Bros.)	+366
<b>BRAO PAISLEY</b> The World (Arista)	+319
<b>BON JOVI W.J. NETTLES</b> Who Says You... (Island/IDJMG)	+269
<b>GEORGE STRAIT</b> Seashores Of Old Mexico (MCA)	+231
<b>SUGARLAND</b> Down In Mississippi (Up To No Good) (Mercury)	+219
<b>BLAKE SHELTON</b> Nobody But Me (Warner Bros.)	+197
<b>PHIL VASSAR</b> Last Day Of My Life (Arista)	+191
<b>DIERKS BENTLEY</b> Settle For A Slowdown (Capitol)	+188
<b>JOE NICHOLS</b> Size Matters (Someday) (Universal South)	+188

## MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
<b>TIM MCGRAW</b> When The Stars Go Blue (Curb)	+338
<b>FAITH HILL</b> The Lucky One (Warner Bros.)	+311
<b>BRAO PAISLEY</b> The World (Arista)	+286
<b>BON JOVI W.J. NETTLES</b> Who Says You... (Island/IDJMG)	+207
<b>SUGARLAND</b> Down In Mississippi (Up To No Good) (Mercury)	+189
<b>GEORGE STRAIT</b> Seashores Of Old Mexico (MCA)	+182
<b>JOE NICHOLS</b> Size Matters (Someday) (Universal South)	+160
<b>PHIL VASSAR</b> Last Day Of My Life (Arista)	+155
<b>BLAKE SHELTON</b> Nobody But Me (Warner Bros.)	+137
<b>JASON ALDEAN</b> Why (BBR)	+134



# OUR T-SHIRT DEALS ROCK!



- White T-shirts
- Heavy 100% Cotton
- Printed up to 4 Colors on 1 Side
- No Setup Charges!
- No Art Charges!

**IN 10 DAYS OR LESS!**



**Free Catalog CALL NOW!**

**1-800-34-EMKAY**  
631-777-3175  
FAX: 631-777-3168

www.emkaydesigns.com  
info@emkaydesigns.com

# COUNTRY CALLOUT AMERICA<sup>®</sup> BY

EXCLUSIVE NATIONAL MUSIC RESEARCH ESTIMATES March 24, 2006

Callout America<sup>®</sup> song selection is based on the top 35 titles from the R&R Country chart for the airplay week of March 12-18.

ARTIST Title (Label)	TOTAL POSITIVE	PASSION	INDEX	NEUTRAL	FAMILIARITY	DISLIKE	STRONGLY DISLIKE
JOSH TURNER Your Man (MCA)	46.5%	87.3%	4.32	8.3%	98.8%	2.8%	0.5%
MONTGOMERY GENTRY She Don't Tell Me To (Columbia)	29.5%	75.3%	4.01	16.3%	97.0%	4.5%	1.0%
SARA EVANS Cheatin' (RCA)	30.5%	74.0%	3.96	15.3%	97.8%	6.5%	2.0%
KENNY CHESNEY Living In Fast Forward (BNA)	31.0%	73.8%	4.03	20.8%	97.8%	2.3%	1.0%
TOBY KEITH Get Drunk And Be Somebody (Show Dog Nashville/Universal)	25.3%	70.8%	3.97	15.5%	91.5%	3.5%	1.8%
VAN ZANT Nobody Gonna Tell Me What To Do (Columbia)	27.3%	70.8%	4.00	20.3%	94.0%	2.3%	0.8%
JAMEY JOHNSON The Dollar (BNA)	26.5%	67.5%	3.88	18.0%	93.5%	4.3%	3.8%
BLAKE SHELTON Nobody But Me (Warner Bros.)	26.8%	66.3%	3.87	23.0%	96.8%	6.3%	1.3%
BON JOVI W/J. NETTLES Who Says You Can't Go Home (Island/IDJMG)	22.8%	65.0%	3.84	20.5%	93.3%	6.0%	1.8%
JACK INGRAM Wherever You Are (Big Machine)	15.8%	64.0%	3.75	22.5%	93.8%	5.3%	2.0%
BROOKS & DUNN Believe (Arista)	29.3%	63.8%	3.79	17.3%	94.8%	9.5%	4.3%
KEITH URBAN Tonight I Wanna Cry (Capitol)	29.8%	62.3%	3.84	23.8%	95.5%	7.3%	2.3%
JASON ALDEAN Why (BBR)	24.8%	60.8%	3.89	22.5%	88.8%	4.3%	1.3%
LEANN RIMES Something's Gotta Give (Asylum/Curb)	12.3%	56.8%	3.77	21.5%	83.3%	4.8%	0.3%
RASCAL FLATTS What Hurts The Most (Lyric Street)	22.3%	56.5%	3.75	21.0%	87.3%	6.5%	3.3%
ROCKIE LYNNE Lipstick (Universal South)	14.5%	55.8%	3.77	21.5%	82.8%	4.3%	1.3%
PHIL VASSAR Last Day Of My Life (Arista)	15.0%	49.8%	3.73	20.5%	77.3%	5.5%	1.5%
CRAIG MORGAN I Got You (BBR)	9.0%	49.3%	3.67	22.5%	77.0%	4.0%	1.3%
TRENT TOMLINSON Drunker Than Me (Lyric Street)	11.8%	49.0%	3.55	23.3%	84.5%	10.3%	2.0%
GARY ALLAN Life Ain't Always Beautiful (MCA)	15.5%	48.3%	3.64	20.0%	79.0%	8.0%	2.8%
KEITH ANDERSON Every Time I Hear Your Name (Arista)	8.8%	46.8%	3.61	23.3%	77.0%	5.8%	1.3%
RODNEY ATKINS If You're Going Through Hell... (Curb)	9.0%	45.8%	3.56	23.3%	78.3%	7.5%	1.8%
TIM MCGRAW When The Stars Go Blue (Curb)	12.0%	45.0%	3.67	24.5%	75.5%	5.5%	0.5%
JO DEE MESSINA Not Going Down (Curb)	7.5%	44.3%	3.41	23.8%	82.0%	10.3%	3.8%
LITTLE BIG TOWN Bring It On Home (Equity)	11.5%	44.3%	3.62	23.3%	74.3%	4.0%	2.8%
DIERKS BENTLEY Settle For A Slowdown (Capitol)	6.3%	42.5%	3.46	28.3%	80.8%	8.8%	1.3%
T. YEARWOOD & G. BROOKS Love Will Always Win (Pearl/Lyric Street)	14.0%	40.8%	3.49	19.5%	74.3%	9.8%	4.3%
JAMIE O'NEAL I Love My Life (Capitol)	9.0%	40.3%	3.52	30.3%	77.5%	4.8%	2.3%
JOE NICHOLS Size Matters (Someday) (Universal South)	8.3%	39.5%	3.51	26.0%	73.8%	6.5%	1.8%
KENNY ROGERS I Can't Unlove You (Capitol)	6.5%	37.8%	3.46	25.5%	72.8%	8.5%	1.0%
GRETCHEN WILSON Politically Uncorrect (Epic)	7.0%	37.5%	3.40	23.5%	73.3%	9.3%	3.0%
SHEDAISY I'm Taking The Wheel (Lyric Street)	4.8%	30.8%	3.27	26.5%	70.5%	10.0%	3.3%
FAITH HILL The Lucky One (Warner Bros.)	4.5%	30.0%	3.28	23.3%	65.8%	8.8%	3.8%
GEORGE STRAIT Seashores Of Old Mexico (MCA)	6.5%	29.5%	3.20	16.0%	63.0%	11.5%	6.0%
BIG & RICH Never Mind Me (Warner Bros.)	3.5%	21.5%	3.02	20.8%	59.5%	10.8%	6.5%

## CALLOUT AMERICA<sup>®</sup> HOT SCORES

### This Week At Callout America

By John Hart

Montgomery Gentry move into the No. 2 spot this week, up from last week's No. 4, with "She Don't Tell Me To," which is No. 3 with females, No. 4 with men, and No. 2 with core 35-44 listeners.

Van Zant are new to the top five titles, as "Nobody Gonna Tell Me What to Do" ranks No. 5, up from No. 6 last week, and is the No. 7 passion song for the week, up from No. 13. Consistent growth for this song.

Toby Keith turns in a strong growth week, with "Get Drunk and Be Somebody" ranking No. 6 overall and No. 10 passion. This song is No. 6 with both younger 25-34 and core 35-44 listeners.

Jack Ingram is new to the top 10 this week, with "Wherever You Are" ranking No. 10, up from No. 12, and No. 14 passion. Females are the strength, ranking the song No. 9.

Jason Aldean is making a move, with "Why" ranked No. 13 this week, up from No. 15, and No. 11 passion. Men rank the song No. 8. Younger 25-34 listeners are the strength, ranking it No. 10.

Leann Rimes' "Something's Gotta Give" is up strong from last week's No. 18 to No. 14. Females rank the song No. 15, while 25-34 females rank it No. 10.

Total sample size is 400 persons weekly, with a margin of error of plus or minus 5%. Scoring is done each week using live interviewers conducting an interview with each respondent. Scores are: 5) I like it a lot; in fact, it's one of my favorites; 4) I like it; 3) It's OK, just so-so; 2) I don't like it; and 1) I strongly dislike it. The index score is an average of all 1-to-5 scores. The total positive score is an aggregate of the 4 and 5 scores. To be included in weekly callout, songs must have entered the top 40 positions on R&R's Country airplay chart. The sample is composed of 400 25-54-year-olds who identify country as their favorite music and who listen daily to competitive Country radio in the sample markets. The sample is 50% male/female and evenly distributed in the 25-34, 35-44 and 45-54 demos. The sample is balanced by region and markets within each region. Bullseye Callout is conducted in these regions and markets. SOUTH: Charleston, SC; Charlotte; Baton Rouge; Nashville; Atlanta. MIDWEST: Flint, MI; Indianapolis; Madison; Omaha; Cincinnati. EAST: Harrisburg; Rochester, NY; Springfield, MA; Providence; Washington, DC. WEST: Modesto, CA; Salt Lake City; Colorado Springs, CO; Portland, OR; Houston. © 2006 Radio & Records. © 2006 Bullseye Marketing Research Inc.

Whitney Allen's humor and high energy is delivering big Saturday Night ratings for big Country stations.

It's no wonder she's RMA's 2005 'Country Radio Personality of the Year!'

# BIG TIME Ratings



Source: Arbitron, Su 05-Fa 05, Metro, ACH Share, Subject to limitations printed therein.



- |                      |                       |
|----------------------|-----------------------|
| WCLT<br>Columbus, OH | KXKC<br>Lafayette, LA |
| KTOM<br>Monterey, CA | WAAC<br>Valdosta, GA  |

- WUBE Cincinnati**  
P18-34 #10 to #4 Up 192%  
P25-54 #10 to #1 Up 115%
- WGAR Cleveland**  
P18-34 #10 to #2 Up 114%  
P25-54 #8 to #2 Up 29%



Get in touch for your BIG TIME demo  
[Big@XRadioNetworks.com](mailto:Big@XRadioNetworks.com) or  
212.419.2926



America's Best Testing Country Songs 12+ For The Week Ending 3/17/06

Artist Title (Label)	TW	LW	Famil.	Burn	Per. 25-54	W 25-54	M 25-54
JOSH TURNER Your Man (MCA)	4.36	4.23	97%	15%	4.40	4.38	4.42
BLAKE SHELTON Nobody But Me (Warner Bros.)	4.14	4.09	97%	17%	4.12	4.17	4.07
RASCAL FLATTS What Hurts The Most (Lyric Street)	4.11	3.96	96%	20%	4.06	4.09	4.03
JASON ALDEAN Why (BBR)	4.11	4.06	85%	10%	4.05	4.06	4.04
B. PAISLEY f/D. PARTON When I Get Where I'm Going (Arista)	4.06	4.20	98%	26%	4.07	3.95	4.18
SARA EVANS Cheatin' (RCA)	4.05	4.03	99%	22%	4.11	4.12	4.11
KEITH URBAN Tonight I Wanna Cry (Capitol)	4.04	4.08	97%	24%	4.02	4.05	4.00
CRAIG MORGAN I Got You (BBR)	4.04	3.86	74%	7%	4.03	3.96	4.08
SUGARLAND Just Might (Make Me Believe) (Mercury)	4.01	4.10	97%	28%	4.01	4.00	4.03
PHIL VASSAR Last Day Of My Life (Arista)	4.01	-	61%	6%	3.97	4.00	3.95
DIERKS BENTLEY Settle For A Slowdown (Capitol)	3.99	3.92	74%	10%	3.97	3.88	4.03
BON JOVI W/J. NETTLES Who Says... (Island/IDJMG)	3.98	4.09	97%	19%	4.03	3.97	4.08
GEORGE STRAIT Seashores Of Old Mexico (MCA)	3.98	4.04	63%	7%	4.06	4.03	4.08
MONTGOMERY GENTRY She Don't Tell Me To (Columbia)	3.96	4.04	97%	25%	3.92	3.81	4.03
JOE NICHOLS Size Matters (Somebody) (Universal South)	3.95	3.97	78%	9%	3.91	3.80	4.00
KEITH ANDERSON Every Time I Hear Your Name (Arista)	3.92	3.90	70%	9%	3.89	3.99	3.82
JACK INGRAM Wherever You Are (Big Machine)	3.91	4.01	91%	14%	3.89	3.87	3.91
LEANN RIMES Something's Gotta Give (Asylum/Curb)	3.87	3.85	87%	12%	3.85	3.88	3.83
BROOKS & DUNN Believe (Arista)	3.86	4.03	98%	30%	3.93	3.90	3.95
KENNY CHESNEY Living In Fast Forward (BNA)	3.85	3.91	98%	28%	3.81	3.70	3.90
MIRANDA LAMBERT Kerosene (Epic)	3.84	3.89	98%	31%	3.73	3.56	3.89
JAMEY JOHNSON The Dollar (BNA)	3.73	3.86	92%	28%	3.79	3.56	3.97
FAITH HILL The Lucky One (Warner Bros.)	3.73	3.65	70%	13%	3.76	3.78	3.75
JO DEE MESSINA Not Going Down (Curb)	3.73	-	66%	10%	3.70	3.60	3.77
TOBY KEITH Get Drunk... (Show Dog Nashville/Universal)	3.72	3.72	94%	28%	3.67	3.56	3.76
TRENT TOMLINSON Drunker Than Me (Lyric Street)	3.69	3.75	83%	22%	3.64	3.48	3.77
ROCKIE LYNNE Lipstick (Universal South)	3.68	3.65	59%	10%	3.66	3.51	3.76
VAN ZANT Nobody Gonna Tell Me What To Do (Columbia)	3.65	3.74	88%	27%	3.67	3.57	3.75
SHEDAISY I'm Taking The Wheel (Lyric Street)	3.61	3.65	78%	17%	3.59	3.21	3.85

Total sample size is 303 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 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.



COUNTRY TOP 30



LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART	TOTAL STATIONS
1	1	KENNY CHESNEY Living In Fast Forward (BNA)	609	+23	10	16/0
2	2	RASCAL FLATTS What Hurts The Most (Lyric Street)	517	-5	9	13/0
3	3	JOSH TURNER Your Man (MCA)	485	-18	11	13/0
4	4	AARON PRITCHETT Big Wheel (OPM)	474	+14	8	17/0
5	5	KEITH URBAN Tonight I Wanna Cry (Capitol)	457	-3	12	14/0
8	6	BON JOVI W/J. NETTLES Who Says... (Island/IDJMG)	441	+4	11	15/0
7	7	SARA EVANS Cheatin' (Sony BMG)	428	-23	11	15/0
6	8	T. KEITH Get Drunk... (Show Dog Nashville/Universal)	416	-36	9	15/0
11	9	ROAD HAMMERS Nashville Bound (Open Road/Universal)	396	+20	8	15/0
14	10	A. WILKINSON It's Okay To Cry (Universal South)	358	+7	10	15/0
15	11	FAITH HILL The Lucky One (Warner Bros.)	351	+22	3	18/2
12	12	M. GENTRY She Don't Tell Me To (Columbia)	350	-16	11	16/0
16	13	LEANN RIMES Something's Gotta Give (Asylum/Curb)	342	+27	4	15/0
23	14	BLAKE SHELTON Nobody But Me (Warner Bros.)	329	+62	3	14/1
18	15	C. LUND Hair In... (Stony Plain/Warner Music Canada)	318	+11	5	12/0
9	16	B. PAISLEY f/D. PARTON When I Get... (Arista)	315	-110	18	18/0
	17	JOHNNY REID Time Flies (Open Road/Universal)	297	+102	1	17/1
19	18	D. MARSHALL That's... (Busy Music/Universal)	297	-3	11	16/0
17	19	GORD BAMFORD Life Is Good (GWB/Royalty)	297	-12	12	15/0
24	20	DIERKS BENTLEY Settle For A Slowdown (Capitol)	290	+23	4	15/1
22	21	JAMEY JOHNSON The Dollar (BNA)	282	+11	6	13/0
21	22	GEORGE STRAIT Seashores Of Old Mexico (MCA)	278	+3	3	16/0
13	23	AARON LINES Lights Of My Hometown (BNA)	277	-78	14	15/0
25	24	BROOKS & DUNN Believe (Sony BMG)	273	+9	9	13/0
10	25	CARRIE UNDERWOOD Jesus, Take The Wheel (Arista)	273	-114	15	19/0
26	26	MELANIE LAINE Queen Of Hearts (Royalty)	269	+21	2	11/1
	27	JASON ALDEAN Why (BBR)	255	+89	1	10/1
20	28	TRISHA YEARWOOD ... Love Will... (Pearl/Lyric Street)	239	-59	7	16/0
	29	JOE NICHOLS Size Matters (Somebody) (Universal South)	237	+63	1	11/0
30	30	J.R. VAUTOUR The New Me (Busy Music/Royalty)	208	+1	2	9/0

21 Canadian Country reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 3/12-3/18. 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. © 2006 Radio & Records. \* Indicates Cancon.

C O U N T R Y  
FLASHBACK

1 YEAR AGO

No. 1: "That's What I Love About Sunday" — Craig Morgan

5 YEARS AGO

No. 1: "One More Day" — Diamond Rio

10 YEARS AGO

No. 1: "To Be Loved By You" — Wynonna

15 YEARS AGO

No. 1: "Two Of A Kind, Working On A Full House" — Garth Brooks

20 YEARS AGO

No. 1: "Feelin' The Feelin'" — Bellamy Brothers

25 YEARS AGO

No. 1: "Drifter" — Sylvia

30 YEARS AGO

No. 1: "Till The Rivers All Run Dry" — Don Williams

NEW & ACTIVE

JOHN CORBETT Good To Go (Fun Bone)  
Total Points: 604, Total Stations: 28, Adds: 0

LOST TRAILERS Chicken Fried (BNA)  
Total Points: 465, Total Stations: 21, Adds: 0

DANIELLE PECK Findin' A Good Man (Big Machine)  
Total Points: 458, Total Stations: 36, Adds: 4

CLINT BLACK Drinkin' Songs & Other Logic (Equity)  
Total Points: 441, Total Stations: 23, Adds: 0

HOT APPLE PIE Easy Does It (MCA)  
Total Points: 428, Total Stations: 29, Adds: 1

ASHLEY MONROE Satisfied (Columbia)  
Total Points: 420, Total Stations: 21, Adds: 4

SHANNON BROWN Pearls (Warner Bros.)  
Total Points: 310, Total Stations: 19, Adds: 0

COWBOY CRUSH Hillbilly Nation (Asylum/Curb)  
Total Points: 252, Total Stations: 17, Adds: 1

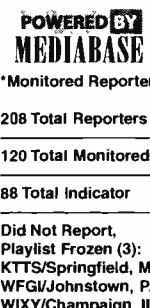
SCOTTY EMERICK What's Up With That (Show Dog Nashville)  
Total Points: 241, Total Stations: 17, Adds: 1

EMERSON DRIVE A Good Man (Midas)  
Total Points: 213, Total Stations: 20, Adds: 6

# COUNTRY REPORTERS

Stations and their adds listed alphabetically by market

<p><b>WQMX/Akron, OH</b>  <b>OM/PO: Kevin Mason</b>  <b>APD: Ken Steel</b>                  TRENT WILLIAMS                  MEGAN MULLINS                  JOSH GRACIN                  TIM MCGRAW</p>	<p><b>WJLS/Beckley, WV</b>  <b>OM/PO: Dave Willis</b>                  ERIC CHURCH                  ERIC CHURCH</p>	<p><b>WUBE/Cincinnati, OH</b>  <b>OM/PO: Marty Thompson</b>  <b>APD: Kathy O'Connor</b>                  MD: Duke Hamilton                  MEGAN MULLINS                  BILLY CURRINGTON</p>	<p><b>KHEY/El Paso, TX</b>  <b>OM/PO: Steve Gramazy</b>                  MD: Marly Austin                  GRETCHEN WILSON                  BLAINE LARSEN</p>	<p><b>WESC/Greenville, SC</b>                  PD: Steve Geofferies  <b>APD/MD: John Landrum</b>                  4 FAITH HILL                  3 LEANN RIMES</p>	<p><b>WKOA/Lafayette, IN</b>                  PD: Mark Allen                  MD: Bob Vizza                  10 TIM MCGRAW</p>	<p><b>KEYY/Minneapolis, MN</b>                  OM/PO: Gregg Sweetberg                  APD/MD: Travis Moon                  JAKE OWEN</p>	<p><b>WPOR/Portland, ME</b>                  PD: Harry Nelson                  MD: Shelly Kincaid                  NEAL MCCOY                  SHERADAY                  JAKE OWEN                  ASHLEY MONROE                  TIM MCGRAW</p>	<p><b>KUBL/Salt Lake City, UT</b>                  PD: Ed Hill                  MD: Pat Garrett                  RYAN SHUPE &amp; THE RUBBERBAND</p>	<p><b>WTHI/Terre Haute, IN</b>                  OM/PO: Barry Kent                  MD: Party Marly                  1 STEVE HOLY                  1 BRAD PASLEY</p>
<p><b>WGNA/Albany, NY</b>                  PD: Buzz Brindle                  MD: Bill Earley                  3 KENNY ROGERS                  BILLY CURRINGTON</p>	<p><b>WKMN/Biloxi, MS</b>                  OM: Walter Brown                  PD: Bob Dever                  No Adds</p>	<p><b>WYGY/Cincinnati, OH</b>                  OM/PO: T.J. Holland                  APD/MD: Dawn Michaels                  No Adds</p>	<p><b>WRSF/Elizabeth City, NC</b>                  OM/PO: Tom Charity                  8 BRAD PASLEY                  7 PRATES OF THE MISSISSIPPI                  7 PINMONEY                  6 DIAMOND RIO                  2 RONNIE MILSAP</p>	<p><b>WSSS/Greenville, SC</b>                  PD: Steve Geofferies                  APD/MD: Kix Layton                  1 GRETCHEN WILSON                  1 JOSH GRACIN</p>	<p><b>KMDL/Lafayette, LA</b>                  No Adds</p>	<p><b>WKSJ/Mobile, AL</b>                  DM: Kit Carson                  PD/MD: Bill Black                  No Adds</p>	<p><b>KUPL/Portland, OR</b>                  PD: John Paul                  APD/MD: Rick Taylor                  No Adds</p>	<p><b>KGK/San Angelo, TX</b>                  OM/PO: Boomer Kingston                  No Adds</p>	<p><b>WKKO/Toledo, OH</b>                  PD/MD: Gary Shores                  APD: Harvey Steele                  9 BILLY CURRINGTON</p>
<p><b>WBNA/Birmingham, AL</b>                  PD: Tom Hanahan                  DIAMOND RIO</p>	<p><b>WZLX/Biloxi, MS</b>                  OM/PO: Bryan Rhodes                  3 ERIC CHURCH                  1 BILLY CURRINGTON                  1 RODNEY ATKINS</p>	<p><b>WYAR/Cleveland, OH</b>                  PD: Meg Stevens                  MD: Chuck Collier                  20 DIXIE CHICKS                  2 BIG &amp; RICH                  2 SUGARLAND                  5 JOSH GRACIN                  5 TIM MCGRAW                  5 DIXIE CHICKS</p>	<p><b>WXIA/Erie, PA</b>                  OM: Adam Reese                  PD/MD: Fred Horton                  3 BILLY CURRINGTON                  5 LITTLE BIG TOWN                  5 JOSH GRACIN                  5 ERIC CHURCH</p>	<p><b>WAYZ/Hagerstown</b>                  PD: Chris Maestle                  MD: Tori Anderson                  1 CRAIG MORGAN                  7 ERIC CHURCH</p>	<p><b>KXKC/Lafayette, LA</b>                  PD: Renee Revett                  MD: Sean Riley                  1 SUGARLAND                  TRENT WILLIAMS                  ASHLEY MONROE                  HANK WILLIAMS JR.</p>	<p><b>KJLO/Monroe, LA</b>                  PD: John Reynolds                  APD/MD: Toby Otero                  26 SHEDADY</p>	<p><b>KWJL/Portland, OR</b>                  OM: Clark Ryan                  PD: Mike Moore                  APD/MD: Savannah Jones                  No Adds</p>	<p><b>KAJA/San Antonio, TX</b>                  PD: Clayton Allen                  MD: Kactus Lou                  10 FAITH HILL                  2 TRENT WILLIAMS                  2 JASON ALDEAN</p>	<p><b>WBW/Topeka, KS</b>                  PD: Keith Montgomery                  APD/MD: Stephanie Lynn                  No Adds</p>
<p><b>KRST/Albuquerque, NM</b>                  OM/PO: Eddie Haskell                  MD: Paul Bailey                  BRAD PASLEY                  JOSH GRACIN</p>	<p><b>WIOX/Birmingham, AL</b>                  PD: Tom Hanahan                  DIAMOND RIO</p>	<p><b>KCCY/Colorado Springs, CO</b>                  PD: Jo Jo Turnbaugh                  HANK WILLIAMS, JR. W/GRETCHEN                  WILSON, BIG &amp; RICH &amp; VAN ZANT                  BOMSHEL</p>	<p><b>WXTA/Erie, PA</b>                  OM: Adam Reese                  PD/MD: Fred Horton                  3 BILLY CURRINGTON                  5 LITTLE BIG TOWN                  5 JOSH GRACIN                  5 ERIC CHURCH</p>	<p><b>WRBT/Harrisburg, PA</b>                  OM: Chris Tyler                  PD: Joe Kelly                  APD/MD: Newman                  1 RODNEY ATKINS                  DANIELLE PECK                  BRAD PASLEY</p>	<p><b>KXKC/Lafayette, LA</b>                  PD: Renee Revett                  MD: Sean Riley                  1 SUGARLAND                  TRENT WILLIAMS                  ASHLEY MONROE                  HANK WILLIAMS JR.</p>	<p><b>KTOM/Monterey, CA</b>                  PD/MD: Dave Kirth                  2 GRETCHEN WILSON                  1 BRAD PASLEY</p>	<p><b>KWJL/Portland, OR</b>                  OM: Clark Ryan                  PD: Mike Moore                  APD/MD: Savannah Jones                  No Adds</p>	<p><b>KJAJ/San Antonio, TX</b>                  PD: Clayton Allen                  MD: Kactus Lou                  10 FAITH HILL                  2 TRENT WILLIAMS                  2 JASON ALDEAN</p>	<p><b>WTCM/Traverse City, MI</b>                  OM/PO: Jack O'Malley                  MD: Carey Carlson                  6 JOSH GRACIN                  1 LOST TRAILERS                  1 DIERKS BENTLEY                  1 JASON ALDEAN                  BILLY CURRINGTON</p>
<p><b>KRVR/Alexandria, LA</b>                  PD/MD: Steve Casey                  No Adds</p>	<p><b>WIOX/Birmingham, AL</b>                  PD: Tom Hanahan                  DIAMOND RIO</p>	<p><b>KKCS/Colorado Springs, CO</b>                  PD: Cody Carlson                  BRAD PASLEY                  BILLY CURRINGTON                  ASHLEY MONROE                  RONNIE MILSAP                  DIAMOND RIO                  SUGARLAND</p>	<p><b>WXTA/Erie, PA</b>                  OM: Adam Reese                  PD/MD: Fred Horton                  3 BILLY CURRINGTON                  5 LITTLE BIG TOWN                  5 JOSH GRACIN                  5 ERIC CHURCH</p>	<p><b>WRBT/Harrisburg, PA</b>                  OM: Chris Tyler                  PD: Joe Kelly                  APD/MD: Newman                  1 RODNEY ATKINS                  DANIELLE PECK                  BRAD PASLEY</p>	<p><b>WIOX/Birmingham, AL</b>                  PD: Tom Hanahan                  DIAMOND RIO</p>	<p><b>WGTR/Myrtle Beach, SC</b>                  OM/PO: Steve Stewart                  26 DIXIE CHICKS                  15 BRAD PASLEY                  5 MEGAN MULLINS                  5 POVERTYNECK HILLBILLIES</p>	<p><b>WOKQ/Portland, OR</b>                  OM: Mark Ericson                  PD: Mark Jennings                  MD: Dan Lummie                  BRAD PASLEY                  ASHLEY MONROE</p>	<p><b>KJAJ/San Antonio, TX</b>                  PD: Clayton Allen                  MD: Kactus Lou                  10 FAITH HILL                  2 TRENT WILLIAMS                  2 JASON ALDEAN</p>	<p><b>WTCM/Traverse City, MI</b>                  OM/PO: Jack O'Malley                  MD: Carey Carlson                  6 JOSH GRACIN                  1 LOST TRAILERS                  1 DIERKS BENTLEY                  1 JASON ALDEAN                  BILLY CURRINGTON</p>
<p><b>WCTO/Altentown, PA</b>                  OM/PO: Shelly Easton                  MD: Jerry Padden                  DIAMOND RIO</p>	<p><b>WIOX/Birmingham, AL</b>                  PD: Tom Hanahan                  DIAMOND RIO</p>	<p><b>KKCS/Colorado Springs, CO</b>                  PD: Cody Carlson                  BRAD PASLEY                  BILLY CURRINGTON                  ASHLEY MONROE                  RONNIE MILSAP                  DIAMOND RIO                  SUGARLAND</p>	<p><b>WXTA/Erie, PA</b>                  OM: Adam Reese                  PD/MD: Fred Horton                  3 BILLY CURRINGTON                  5 LITTLE BIG TOWN                  5 JOSH GRACIN                  5 ERIC CHURCH</p>	<p><b>WRBT/Harrisburg, PA</b>                  OM: Chris Tyler                  PD: Joe Kelly                  APD/MD: Newman                  1 RODNEY ATKINS                  DANIELLE PECK                  BRAD PASLEY</p>	<p><b>WIOX/Birmingham, AL</b>                  PD: Tom Hanahan                  DIAMOND RIO</p>	<p><b>WKDF/Nashville, TN</b>                  OM/PO: Dave Kelly                  MD: Kim Leslie                  1 RODNEY ATKINS                  RONNIE MILSAP</p>	<p><b>WCTK/Providence, RI</b>                  PD: Rick Everett                  MD: Sam Stevens                  6 BRAD PASLEY                  1 SUGARLAND</p>	<p><b>KJAJ/San Antonio, TX</b>                  PD: Clayton Allen                  MD: Kactus Lou                  10 FAITH HILL                  2 TRENT WILLIAMS                  2 JASON ALDEAN</p>	<p><b>WTCM/Traverse City, MI</b>                  OM/PO: Jack O'Malley                  MD: Carey Carlson                  6 JOSH GRACIN                  1 LOST TRAILERS                  1 DIERKS BENTLEY                  1 JASON ALDEAN                  BILLY CURRINGTON</p>
<p><b>WCTO/Altentown, PA</b>                  OM/PO: Shelly Easton                  MD: Jerry Padden                  DIAMOND RIO</p>	<p><b>WIOX/Birmingham, AL</b>                  PD: Tom Hanahan                  DIAMOND RIO</p>	<p><b>KKCS/Colorado Springs, CO</b>                  PD: Cody Carlson                  BRAD PASLEY                  BILLY CURRINGTON                  ASHLEY MONROE                  RONNIE MILSAP                  DIAMOND RIO                  SUGARLAND</p>	<p><b>WXTA/Erie, PA</b>                  OM: Adam Reese                  PD/MD: Fred Horton                  3 BILLY CURRINGTON                  5 LITTLE BIG TOWN                  5 JOSH GRACIN                  5 ERIC CHURCH</p>	<p><b>WRBT/Harrisburg, PA</b>                  OM: Chris Tyler                  PD: Joe Kelly                  APD/MD: Newman                  1 RODNEY ATKINS                  DANIELLE PECK                  BRAD PASLEY</p>	<p><b>WIOX/Birmingham, AL</b>                  PD: Tom Hanahan                  DIAMOND RIO</p>	<p><b>WSIX/Nashville, TN</b>                  OM: Clay Hunicutt                  PD/MD: Keith Kaufman                  19 DIXIE CHICKS                  1 LITTLE BIG TOWN                  1 BOMSHEL                  NEAL MCCOY                  BLAINE LARSEN                  JOSH GRACIN</p>	<p><b>WLLR/Quad Cities, IA</b>                  PD: Jim O'Hara                  MD: Ron Evans                  26 FAITH HILL                  24 DIERKS BENTLEY                  20 KEITH ANDERSON                  5 BIG &amp; RICH                  2 DIXIE CHICKS                  1 TIM MCGRAW</p>	<p><b>KJAJ/San Antonio, TX</b>                  PD: Clayton Allen                  MD: Kactus Lou                  10 FAITH HILL                  2 TRENT WILLIAMS                  2 JASON ALDEAN</p>	<p><b>WTCM/Traverse City, MI</b>                  OM/PO: Jack O'Malley                  MD: Carey Carlson                  6 JOSH GRACIN                  1 LOST TRAILERS                  1 DIERKS BENTLEY                  1 JASON ALDEAN                  BILLY CURRINGTON</p>
<p><b>WCTO/Altentown, PA</b>                  OM/PO: Shelly Easton                  MD: Jerry Padden                  DIAMOND RIO</p>	<p><b>WIOX/Birmingham, AL</b>                  PD: Tom Hanahan                  DIAMOND RIO</p>	<p><b>KKCS/Colorado Springs, CO</b>                  PD: Cody Carlson                  BRAD PASLEY                  BILLY CURRINGTON                  ASHLEY MONROE                  RONNIE MILSAP                  DIAMOND RIO                  SUGARLAND</p>	<p><b>WXTA/Erie, PA</b>                  OM: Adam Reese                  PD/MD: Fred Horton                  3 BILLY CURRINGTON                  5 LITTLE BIG TOWN                  5 JOSH GRACIN                  5 ERIC CHURCH</p>	<p><b>WRBT/Harrisburg, PA</b>                  OM: Chris Tyler                  PD: Joe Kelly                  APD/MD: Newman                  1 RODNEY ATKINS                  DANIELLE PECK                  BRAD PASLEY</p>	<p><b>WIOX/Birmingham, AL</b>                  PD: Tom Hanahan                  DIAMOND RIO</p>	<p><b>WWSX/Nashville, TN</b>                  OM: Clay Hunicutt                  PD/MD: Keith Kaufman                  19 DIXIE CHICKS                  1 LITTLE BIG TOWN                  1 BOMSHEL                  NEAL MCCOY                  BLAINE LARSEN                  JOSH GRACIN</p>	<p><b>WLLR/Quad Cities, IA</b>                  PD: Jim O'Hara                  MD: Ron Evans                  26 FAITH HILL                  24 DIERKS BENTLEY                  20 KEITH ANDERSON                  5 BIG &amp; RICH                  2 DIXIE CHICKS                  1 TIM MCGRAW</p>	<p><b>KJAJ/San Antonio, TX</b>                  PD: Clayton Allen                  MD: Kactus Lou                  10 FAITH HILL                  2 TRENT WILLIAMS                  2 JASON ALDEAN</p>	<p><b>WTCM/Traverse City, MI</b>                  OM/PO: Jack O'Malley                  MD: Carey Carlson                  6 JOSH GRACIN                  1 LOST TRAILERS                  1 DIERKS BENTLEY                  1 JASON ALDEAN                  BILLY CURRINGTON</p>
<p><b>WCTO/Altentown, PA</b>                  OM/PO: Shelly Easton                  MD: Jerry Padden                  DIAMOND RIO</p>	<p><b>WIOX/Birmingham, AL</b>                  PD: Tom Hanahan                  DIAMOND RIO</p>	<p><b>KKCS/Colorado Springs, CO</b>                  PD: Cody Carlson                  BRAD PASLEY                  BILLY CURRINGTON                  ASHLEY MONROE                  RONNIE MILSAP                  DIAMOND RIO                  SUGARLAND</p>	<p><b>WXTA/Erie, PA</b>                  OM: Adam Reese                  PD/MD: Fred Horton                  3 BILLY CURRINGTON                  5 LITTLE BIG TOWN                  5 JOSH GRACIN                  5 ERIC CHURCH</p>	<p><b>WRBT/Harrisburg, PA</b>                  OM: Chris Tyler                  PD: Joe Kelly                  APD/MD: Newman                  1 RODNEY ATKINS                  DANIELLE PECK                  BRAD PASLEY</p>	<p><b>WIOX/Birmingham, AL</b>                  PD: Tom Hanahan                  DIAMOND RIO</p>	<p><b>WSIX/Nashville, TN</b>                  OM: Clay Hunicutt                  PD/MD: Keith Kaufman                  19 DIXIE CHICKS                  1 LITTLE BIG TOWN                  1 BOMSHEL                  NEAL MCCOY                  BLAINE LARSEN                  JOSH GRACIN</p>	<p><b>WLLR/Quad Cities, IA</b>                  PD: Jim O'Hara                  MD: Ron Evans                  26 FAITH HILL                  24 DIERKS BENTLEY                  20 KEITH ANDERSON                  5 BIG &amp; RICH                  2 DIXIE CHICKS                  1 TIM MCGRAW</p>	<p><b>KJAJ/San Antonio, TX</b>                  PD: Clayton Allen                  MD: Kactus Lou                  10 FAITH HILL                  2 TRENT WILLIAMS                  2 JASON ALDEAN</p>	<p><b>WTCM/Traverse City, MI</b>                  OM/PO: Jack O'Malley                  MD: Carey Carlson                  6 JOSH GRACIN                  1 LOST TRAILERS                  1 DIERKS BENTLEY                  1 JASON ALDEAN                  BILLY CURRINGTON</p>
<p><b>WCTO/Altentown, PA</b>                  OM/PO: Shelly Easton                  MD: Jerry Padden                  DIAMOND RIO</p>	<p><b>WIOX/Birmingham, AL</b>                  PD: Tom Hanahan                  DIAMOND RIO</p>	<p><b>KKCS/Colorado Springs, CO</b>                  PD: Cody Carlson                  BRAD PASLEY                  BILLY CURRINGTON                  ASHLEY MONROE                  RONNIE MILSAP                  DIAMOND RIO                  SUGARLAND</p>	<p><b>WXTA/Erie, PA</b>                  OM: Adam Reese                  PD/MD: Fred Horton                  3 BILLY CURRINGTON                  5 LITTLE BIG TOWN                  5 JOSH GRACIN                  5 ERIC CHURCH</p>	<p><b>WRBT/Harrisburg, PA</b>                  OM: Chris Tyler                  PD: Joe Kelly                  APD/MD: Newman                  1 RODNEY ATKINS                  DANIELLE PECK                  BRAD PASLEY</p>	<p><b>WIOX/Birmingham, AL</b>                  PD: Tom Hanahan                  DIAMOND RIO</p>	<p><b>WSIX/Nashville, TN</b>                  OM: Clay Hunicutt                  PD/MD: Keith Kaufman                  19 DIXIE CHICKS                  1 LITTLE BIG TOWN                  1 BOMSHEL                  NEAL MCCOY                  BLAINE LARSEN                  JOSH GRACIN</p>	<p><b>WLLR/Quad Cities, IA</b>                  PD: Jim O'Hara                  MD: Ron Evans                  26 FAITH HILL                  24 DIERKS BENTLEY                  20 KEITH ANDERSON                  5 BIG &amp; RICH                  2 DIXIE CHICKS                  1 TIM MCGRAW</p>	<p><b>KJAJ/San Antonio, TX</b>                  PD: Clayton Allen                  MD: Kactus Lou                  10 FAITH HILL                  2 TRENT WILLIAMS                  2 JASON ALDEAN</p>	<p><b>WTCM/Traverse City, MI</b>                  OM/PO: Jack O'Malley                  MD: Carey Carlson                  6 JOSH GRACIN                  1 LOST TRAILERS                  1 DIERKS BENTLEY                  1 JASON ALDEAN                  BILLY CURRINGTON</p>
<p><b>WCTO/Altentown, PA</b>                  OM/PO: Shelly Easton                  MD: Jerry Padden                  DIAMOND RIO</p>	<p><b>WIOX/Birmingham, AL</b>                  PD: Tom Hanahan                  DIAMOND RIO</p>	<p><b>KKCS/Colorado Springs, CO</b>                  PD: Cody Carlson                  BRAD PASLEY                  BILLY CURRINGTON                  ASHLEY MONROE                  RONNIE MILSAP                  DIAMOND RIO                  SUGARLAND</p>	<p><b>WXTA/Erie, PA</b>                  OM: Adam Reese                  PD/MD: Fred Horton                  3 BILLY CURRINGTON                  5 LITTLE BIG TOWN                  5 JOSH GRACIN                  5 ERIC CHURCH</p>	<p><b>WRBT/Harrisburg, PA</b>                  OM: Chris Tyler                  PD: Joe Kelly                  APD/MD: Newman                  1 RODNEY ATKINS                  DANIELLE PECK                  BRAD PASLEY</p>	<p><b>WIOX/Birmingham, AL</b>                  PD: Tom Hanahan                  DIAMOND RIO</p>	<p><b>WSIX/Nashville, TN</b>                  OM: Clay Hunicutt                  PD/MD: Keith Kaufman                  19 DIXIE CHICKS                  1 LITTLE BIG TOWN                  1 BOMSHEL                  NEAL MCCOY                  BLAINE LARSEN                  JOSH GRACIN</p>	<p><b>WLLR/Quad Cities, IA</b>                  PD: Jim O'Hara                  MD: Ron Evans                  26 FAITH HILL                  24 DIERKS BENTLEY                  20 KEITH ANDERSON                  5 BIG &amp; RICH                  2 DIXIE CHICKS                  1 TIM MCGRAW</p>	<p><b>KJAJ/San Antonio, TX</b>                  PD: Clayton Allen                  MD: Kactus Lou                  10 FAITH HILL                  2 TRENT WILLIAMS                  2 JASON ALDEAN</p>	<p><b>WTCM/Traverse City, MI</b>                  OM/PO: Jack O'Malley                  MD: Carey Carlson                  6 JOSH GRACIN                  1 LOST TRAILERS                  1 DIERKS BENTLEY                  1 JASON ALDEAN                  BILLY CURRINGTON</p>



# Radio Gurus Navigate Choppy Waters

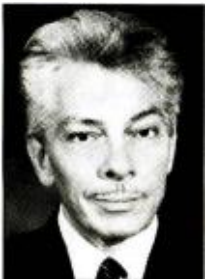
Challenges for AC: developing talent, staying relevant

By Mike McVay

**G**eorge Burns — the legendary consultant, not the comedian, and a mentor of mine — once told me that directing talent is like being a tugboat pilot. The pilot pushes the barges down the river, and, because the barges are not chained to the tugboat, the best the pilot can do is hope they go in the direction they are pushed.

It's the same way being head of programming for a broadcast company. The best anyone who directs multiple programmers can do is to understand where he wants the programmers to go, then hope they go there.

To learn more about being the head of a programming department, and to understand what challenges face AC, this week I asked some tough questions of those who, on a daily basis, navigate the river of radio.



Mike McVay

Being a group programmer is a challenging job, and it requires a skill set that goes beyond being Lord of Program Directors. The group programmers I spoke with all talked about the strategic thinking and big-picture view

required for their position.

Entercom Communications Sr. VP/Programming Pat Paxton said, "The position of group programmer requires that I look at our company as a whole, our cluster as a single entity, and our individual brands to determine the right direct reach."

Jim Ryan, Sr. VP/AC Programming for Clear Channel and PD of AC WLTW/

New York, has a unique perspective because he programs a radio station while working with 140 other stations as well as Premiere Radio Networks AC shows. According to Ryan, "The biggest difference is that, as a local PD, I have to execute the plan. In working with other stations, I have to help devise that plan."



Jim Ryan

Cumulus Media Sr. Exec. Format Director Jan Jeffries has served as a programmer, a group programmer and as President of Stratford Research when that company was the research and programming arm of Cumulus Media. He says, "The most challenging part of being a group programmer is finding enough time to focus on everything in front of you. This happens at a time when it is more important than ever to stand out in the maze of blended formats in competitive markets."

### Radio's Johnny Appleseed

Regent Communications VP/Programming Bob Moody likes to think of himself as "the Johnny Appleseed of promotions and features." An important part of Moody's job is taking creative ideas that have been successful in one Regent market and sharing them with other programmers inside the company.

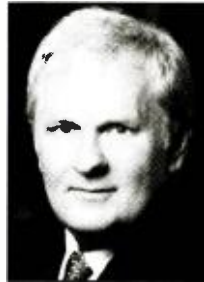
"Working with dozens of stations in 15 markets, you get a better perspective on what works and what doesn't," Moody said.

Developing talent, or "growing your own," is one of the many challenges that companies face, and that task has been added to the to-do lists of our panel of VPs. Everyone is trying to find and develop talent. When that's not possible, they are creating programs through which they can foster the growth of personalities.

Jeffries is working on the development and presentation of the Cumulus Morning Show War College for the company's

morning shows. He said, "This has been a project of mine and may be the most rewarding, satisfying part of my job."

Ryan sees developing talent as one of the biggest challenges that our format faces. He asked, "How many great AC morning shows can you name that outperform the station they are on?"



Jan Jeffries

Moody echoed the need to grow talent and provide them with every tool you can to help them perform at the optimum level. Moody, himself a great air talent at legendary stations like CKLW/Detroit and WAKY/Louisville, teaches by sharing his experience.

### Strategic View, Tactical Execution

The ability to organize and share ideas and help stations learn from one another is a necessary attribute of group programmers. These individuals need to have strong organizational skills, the capacity to multitask and the innate leadership ability that lets them direct talent without undermining the talent's objectives or discouraging them from accomplishing their goals.

The group programmer also needs to be able to look head-on at challenges, have a strategic view of how to deal with them and have the ability to execute tactically.

**"Working with dozens of stations in 15 markets, you get a better perspective on what works and what doesn't."**

Bob Moody

Paxton sees AC's biggest challenge as staying relevant. "We're great at being background, at-work, utility stations," he said. "We need to find a way to make a stronger connection to our listeners. We need to create the emotional bonds that are sometimes missing."

Jeffries said, "The development of air talent is a major challenge, especially with the advent of voicetracking and automation. As programmers, we must be in the memory business as much as the broadcasting business."

We also have to stand out and be able to differentiate our product in order to get ratings. "Mainstream AC and Soft AC have an image problem," said Moody. "They are usually characterized in the consumer press as bland and unexciting." That characterization may be accurate for some low-budget operations, but the suc-

**"We're great at being background, at-work, utility stations. We need to find a way to make a stronger connection to our listeners. We need to create the emotional bonds that are sometimes missing."**

Pat Paxton

cessful AC stations I hear tend to be colorful and interesting.

Ryan, the programmer with the most AC radio stations under his wing, feels that the format is being challenged more by fragmentation than anything else. He said, "Between HD2 [HD Radio subchannels], Internet streaming, iPods, satellite radio and good old AM and FM competition, the public has way more choices these days than a decade ago.

"We, as a product, are often taken for granted. We have to find new ways to break through the noise and develop great brands and great talent to keep our medium relevant."

### Climbing The Corporate Ladder

There are those who aspire to be group programmers, who see a certain glamour in flying into town, creating a circuslike atmosphere when you enter a radio station and participating in the excitement of creating a strategy as well as a plan to put it into practice.

As far as program directors are concerned, heading the programming department for a format or a company is the top of the food chain. But it is unrealistic to expect that any one person will have the skills or faculties to be the all-knowing programming guru.

However, I can tell you from personal experience that the joy of launching a new radio station is close to that of bringing a child into the world. It may not be exciting for everyone, but for many of us it's in our DNA.

As Jeffries said, "The most challenging part of being a VP/Programming is balancing and directing a programming department and closely monitoring and advising the execution of strategies while giving empowerment. All good programmers need to realize their contribution to the success of their station."

Mike McVay is President of McVay Media, a full-service consultancy serving a variety of formats including Adult Contemporary. Contact him at mcvaymedia@aol.com or 440-892-1910.



Bob Moody



Pat Paxton

**"The most challenging part of being a VP/Programming is balancing and directing a programming department and closely monitoring and advising the execution of strategies while giving empowerment."**

Jan Jeffries



# AC TOP 30

POWERED BY  
MEDIABASE

March 24, 2006

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	JAMES BLUNT You're Beautiful (Custard/Atlantic)	2084	+58	192499	23	102/1
2	2	LIFEHOUSE You And Me (Geffen)	1921	-31	186003	34	91/0
3	3	KELLY CLARKSON Because Of You (RCA/RMG)	1891	-42	188155	17	90/1
6	4	KEITH URBAN Making Memories Of Us (Capitol/EMC)	1586	+245	98260	10	90/2
5	5	DANIEL POWTER Bad Day (Warner Bros.)	1541	+170	143497	10	89/4
7	6	MICHAEL BUBLE Save The Last Dance For Me (143/Reprise)	1435	+123	123455	9	87/2
8	7	ANNA NALICK Breathe (2 AM) (Columbia)	1182	+46	92767	44	96/0
10	8	MARIAH CAREY We Belong Together (Island/IDJMG)	1079	+40	85994	41	87/0
9	9	SANTANA f/MICHELLE BRANCH I'm Feeling You (Arista/RMG)	1036	-15	72465	24	66/0
12	10	LEANN RIMES Probably Wouldn't Be This Way (Curb)	858	-9	35120	9	78/2
11	11	EAGLES No More Cloudy Days (ERC)	850	-139	61781	36	80/0
13	12	D.H.T. Listen To Your Heart (Robbins)	700	-35	67645	34	69/0
15	13	FAITH HILL W/TIM MCGRAW Like We Never Loved At All (Warner Bros./Curb)	639	+57	66277	8	63/2
16	14	ROB THOMAS Ever The Same (Atlantic)	595	+87	62026	8	46/4
17	15	CARRIE UNDERWOOD Some Hearts (Arista)	481	+64	37317	6	52/2
18	16	JORDAN KNIGHT Where Is Your Heart Tonight (Trans Continental)	370	+14	11139	18	36/0
21	17	CHRIS RICE When Did You Fall (In Love With Me) (Columbia/INO)	329	+54	14651	5	46/5
25	18	NATASHA BEDINGFIELD Unwritten (Epic)	319	+102	21789	3	36/4
19	19	GOO GOO DOLLS Better Days (Warner Bros.)	308	-12	18740	10	35/1
28	20	SHERYL CROW & STING Always On Your Side (A&M/Interscope)	249	+95	28203	3	29/7
22	21	ENYA Amarantine (Reprise)	248	-20	18887	16	36/0
23	22	BARRY MANILOW Unchained Melody (Arista)	238	-14	10869	7	35/0
24	23	SHERYL CROW Good Is Good (A&M/Interscope)	197	-48	10684	17	21/0
26	24	GREEN DAY Wake Me Up When September Ends (Reprise)	191	-7	14993	15	17/1
27	25	NICKELBACK Photograph (Roadrunner/IDJMG)	189	+5	19793	7	11/0
29	26	TRAIN Cab (Columbia)	169	+17	8173	3	24/2
30	27	DIAN DIAZ Colour Everywhere (Strip City)	140	+6	2038	3	26/1
Debut	28	HOOTIE & THE BLOWFISH Get Out Of My Mind (Sneaky Long/Vanguard)	122	+49	3070	1	22/4
Debut	29	CHICAGO Feel (Rhino/Warner Bros.)	117	+64	4376	1	25/5
Debut	30	BON JOVI Who Says You Can't Go Home (Island/IDJMG)	79	+20	10793	1	4/0

104 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 3/12-3/18. 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. 5 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 Arbitron Inc. (© 2006, Arbitron Inc.) © 2006 Radio & Records.

## MOST ADDED\*

ARTIST TITLE LABEL(S)	ADDS
SHERYL CROW & STING Always On Your Side (A&M/Interscope)	7
CHRIS RICE When Did You Fall (In Love With Me) (Columbia/INO)	5
CHICAGO Feel (Rhino/Warner Bros.)	5
DANIEL POWTER Bad Day (Warner Bros.)	4
ROB THOMAS Ever The Same (Atlantic)	4
NATASHA BEDINGFIELD Unwritten (Epic)	4
HOOTIE & THE... Get Out Of My Mind (Sneaky Long/Vanguard)	4
NICK LACHEY What's Left Of Me (Jive/Zomba Label Group)	3

The AC add threshold is applied to monitored stations not allowed to report adds per their company policy: Songs that reach five plays per week in two consecutive airplay weeks. Airplay week is defined as Sunday through Saturday. Adds from all other programmers are still accepted at any play level.

## MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
KEITH URBAN Making Memories Of Us (Capitol/EMC)	+245
DANIEL POWTER Bad Day (Warner Bros.)	+170
MICHAEL BUBLE Save The Last Dance For Me (143/Reprise)	+123
NATASHA BEDINGFIELD Unwritten (Epic)	+102
SHERYL CROW & STING Always On Your Side (A&M/Interscope)	+95
ROB THOMAS Ever The Same (Atlantic)	+87
CARRIE UNDERWOOD Some Hearts (Arista)	+64
CHICAGO Feel (Rhino/Warner Bros.)	+64
JAMES BLUNT You're Beautiful (Custard/Atlantic)	+58
FAITH HILL ... Like We Never Loved At All (Warner Bros./Curb)	+57

## MOST PLAYED RECURRENTS

ARTIST TITLE LABEL(S)	TOTAL PLAYS
ROB THOMAS Lonely No More (Atlantic)	1374
MICHAEL BUBLE Home (143/Reprise)	1109
LOS LONELY BOYS Heaven (Or Music/Epic)	937
KELLY CLARKSON Breakaway (RCA/RMG)	843

ARTIST TITLE LABEL(S)	TOTAL PLAYS
MAROON 5 She Will Be Loved (Octone/J/RMG)	760
UNCLE KRACKER f/DOBBIE GRAY Drift Away (Lava)	751
MATCHBOX TWENTY Unwell (Atlantic)	743
TIM MCGRAW Live Like You Were Dying (Curb)	726
MICHAEL MCDONALD Ain't No Mountain High Enough (Motown)	720
SHERYL CROW The First Cut Is The Deepest (A&M/Interscope)	665
MAROON 5 This Love (Octone/J/RMG)	624
FIVE FOR FIGHTING 100 Years (Aware/Columbia)	596

## NEW & ACTIVE

PAUL MCCARTNEY This Never Happened Before (Capitol)  
Total Plays: 66, Total Stations: 13, Adds: 1  
TRISHA YEARWOOD Trying To Love You (MCA)  
Total Plays: 35, Total Stations: 10, Adds: 1

Songs ranked by total plays

Station playlists for all R&R reporters are available on the web at [www.radioandrecords.com](http://www.radioandrecords.com).



# REGISTER NOW!

[www.radioandrecords.com](http://www.radioandrecords.com)

# CONVENTION

## SEPTEMBER 20-22, 2006

Hilton Anatole Hotel • Dallas, Texas

# 06

R&R CONVENTION CO-LOCATED WITH THE NAB RADIO SHOW



America's Best Testing AC Songs 12 + For The Week Ending 3/17/06

Table with columns: Artist Title (Label), TW, LW, Famil., Burn, W 25-54, W 25-34, W 35-54. Lists top AC songs like 'You're Beautiful' by James Blunt and 'Because Of You' by Kelly Clarkson.

Total sample size is 342 respondents. Total average favorability estimates are based on a scale of 1-5. (1=dislike very much, 5 = like very much).



AC TOP 30



Table with columns: LAST WEEK, THIS WEEK, ARTIST TITLE LABEL(S), TOTAL PLAYS, +/- PLAYS, WEEKS ON CHART, TOTAL STATIONS. Lists top 30 AC songs.

24 Canadian AC reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks.

REPORTERS

Stations and their adds listed alphabetically by market

Large grid of reporter information by market, including station call letters, reporter names, and contact details. Markets include Albany, NY; Albuquerque, NM; Allentown, PA; Anchorage, AK; Atlanta, GA; Austin, TX; Beaumont, TX; Biloxi, MS; Birmingham, AL; Boise, ID; Boston, MA; Bridgeport, CT; Burlington, VT; Canton, OH; Charleston, WV; Chattanooga, TN; Chicago, IL; Cincinnati, OH; Cleveland, OH; Colorado Springs, CO; Corpus Christi, TX; Dallas, TX; Dayton, OH; Denver, CO; Detroit, MI; Evansville, IN; Fayetteville, AR; Florence, AL; Frederic, MD; Fresno, CA; Grand Rapids, MI; Greenville, NC; Greenville, SC; Hartford, CT; Huntsville, AL; Indianapolis, IN; Jacksonville, MS; Johnson City, NY; Kalamazoo, MI; Kansas City, MO; Knoxville, TN; Lafayette, LA; Lansing, MI; Las Vegas, NV; Lincoln, NE; Los Angeles, CA; Louisville, KY; Madison, WI; Miami, FL; Melbourne, FL; Memphis, TN; Middlesex, NJ; Mobile, AL; Modesto, CA; Monmouth, NJ; Monterey, CA; Morgantown, WV; Nassau, NY; New Orleans, LA; New York, NY; Norfolk, VA; Oklahoma City, OK; Orlando, FL; Roanoke, VA; Sacramento, CA; St. Louis, MO; Springfield, MA; Springfield, MO; St. Paul, MN; Tallahassee, FL; Toledo, OH; Tulsa, OK; Tyler, TX; Wichita, KS; Washington, DC; Wichita Falls, TX; Wilmington, DE; Worcester, MA; York, PA; Palm Beach, FL.



\*Monitored Reporters

128 Total Reporters

104 Total Monitored

24 Total Indicator

Did Not Report, Playlist Frozen (4): KONA/Tri, WA; WGFB/Rockford, IL; WKYE/Johnstown, PA; WZID/Manchester, NH

# HOT AC TOP 40

March 24, 2006

POWERED BY  
MEDIABASE

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	<b>JAMES BLUNT</b> You're Beautiful (Custard/Atlantic)	2875	-67	166093	26	80/0
3	2	<b>DANIEL POWTER</b> Bad Day (Warner Bros.)	2784	+216	151747	24	75/2
2	3	<b>ROB THOMAS</b> Ever The Same (Atlantic)	2698	-35	144001	17	80/0
4	4	<b>NICKELBACK</b> Photograph (Roadrunner/IDJMG)	2207	-210	135905	29	81/0
8	5	<b>FRAY</b> Over My Head (Cable Car) (Epic)	1852	+105	85645	19	69/2
7	6	<b>STAIN'D</b> Right Here (Flip/Atlantic)	1818	+51	98084	32	67/1
5	7	<b>GOO GOO DOLLS</b> Better Days (Warner Bros.)	1759	-165	95629	23	72/0
11	8	<b>NATASHA BEDINGFIELD</b> Unwritten (Epic)	1755	+192	99483	12	62/5
6	9	<b>KELLY CLARKSON</b> Because Of You (RCA/RMG)	1741	-169	94130	24	72/0
12	10	<b>BON JOVI</b> Who Says You Can't Go Home (Island/IDJMG)	1672	+109	104747	9	67/0
9	11	<b>LIFEHOUSE</b> You And Me (Geffen)	1623	-99	105471	57	81/0
13	12	<b>KELLY CLARKSON</b> Walk Away (RCA/RMG)	1599	+184	93968	10	57/8
10	13	<b>TRAIN</b> Cab (Columbia)	1594	+30	83470	16	71/2
14	14	<b>FALL OUT BOY</b> Sugar, We're Goin' Down (Island/IDJMG)	1375	-31	84865	20	48/0
15	15	<b>SHERYL CROW &amp; STING</b> Always On Your Side (A&M/Interscope)	1374	+53	65855	6	68/3
16	16	<b>ALL-AMERICAN REJECTS</b> Dirty Little Secret (Doghouse/Interscope)	1171	-55	49832	12	43/0
17	17	<b>COLDPLAY</b> Talk (Capitol)	1160	+46	50195	11	57/1
20	18	<b>KT TUNSTALL</b> Black Horse & The Cherry Tree (Relentless/Virgin)	1057	+159	42835	9	61/3
18	19	<b>SANTANA f/STEVEN TYLER</b> Just Feel Better (Arista/RMG)	997	-103	45619	13	55/0
21	20	<b>JACK JOHNSON</b> Upside Down (Brushfire/Universal Republic)	959	+61	37739	9	49/3
22	21	<b>NICKELBACK</b> Savin' Me (Roadrunner/IDJMG)	923	+232	34719	5	57/6
19	22	<b>INXS</b> Pretty Vegas (Epic)	786	-234	48272	19	56/0
25	23	<b>JEWEL</b> Again And Again (Atlantic)	735	+103	31766	4	46/6
24	24	<b>O.A.R.</b> Love And Memories (Everfire/Lava)	733	+53	25632	11	38/1
23	25	<b>CARRIE UNDERWOOD</b> Some Hearts (Arista)	674	-6	24451	13	38/0
30	26	<b>HOOBASTANK</b> If I Were You (Island/IDJMG)	544	+97	17918	3	41/8
28	27	<b>PINK</b> Stupid Girls (LaFace/Zomba Label Group)	532	+51	16797	5	26/0
26	28	<b>SAVING JANE</b> Girl Next Door (Universal Republic)	528	+41	16813	10	27/2
27	29	<b>KEITH URBAN</b> Making Memories Of Us (Capitol/EMC)	526	+42	30242	6	35/3
32	30	<b>TEDDY GEIGER</b> For You I Will (Confidence) (Columbia/Sony BMG)	480	+102	11727	6	32/1
29	31	<b>PUSSYCAT DOLLS</b> Stickwitu (A&M/Interscope)	458	-14	20264	12	18/2
31	32	<b>FALL OUT BOY</b> Dance, Dance (Island/IDJMG)	453	+12	16312	9	13/0
33	33	<b>LIVE</b> The River (Epic)	418	+45	10334	7	26/0
34	34	<b>JOSH KELLEY</b> Almost Honest (Hollywood)	398	+32	10676	7	29/2
37	35	<b>BETTER THAN EZRA</b> Juicy (Artemis)	316	+80	10892	3	15/1
Debut	36	<b>INXS</b> Afterglow (Epic)	229	+82	7359	1	21/3
36	37	<b>VERTICAL HORIZON</b> When You Cry (Hybrid)	225	-14	4019	3	16/0
38	38	<b>BREAKING POINT</b> All Messed Up (Wind-Up)	222	+11	4026	2	18/0
Debut	39	<b>MISSY HIGGINS</b> Scar (Reprise)	201	+19	3899	1	19/2
39	40	<b>BEYONCE</b> Check On It (Sony Urban/Columbia)	200	+12	14445	3	4/0

## MOST ADDED\*

ARTIST TITLE LABEL(S)	ADDS
<b>KELLY CLARKSON</b> Walk Away (RCA/RMG)	8
<b>HOOBASTANK</b> If I Were You (Island/IDJMG)	8
<b>NICKELBACK</b> Savin' Me (Roadrunner/IDJMG)	6
<b>JEWEL</b> Again And Again (Atlantic)	6
<b>NATASHA BEDINGFIELD</b> Unwritten (Epic)	5
<b>BO BICE</b> The Real Thing (RCA/RMG)	5
<b>DIXIE CHICKS</b> Not Ready To Make Nice (Open Wide/Columbia)	5
<b>SWITCHFOOT</b> We Are One Tonight (Columbia)	4

The Hot AC add threshold is applied to monitored stations not allowed to report adds per their company policy. Songs that reach 10 plays per week in two consecutive airplay weeks. Airplay week is defined as Sunday through Saturday. Adds from all other programmers are still accepted at any play level.

## MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
<b>NICKELBACK</b> Savin' Me (Roadrunner/IDJMG)	+232
<b>DANIEL POWTER</b> Bad Day (Warner Bros.)	+216
<b>NATASHA BEDINGFIELD</b> Unwritten (Epic)	+192
<b>KELLY CLARKSON</b> Walk Away (RCA/RMG)	+184
<b>KT TUNSTALL</b> Black Horse & The Cherry Tree (Relentless/Virgin)	+159
<b>BON JOVI</b> Who Says You Can't Go Home (Island/IDJMG)	+109
<b>FRAY</b> Over My Head (Cable Car) (Epic)	+105
<b>JEWEL</b> Again And Again (Atlantic)	+103
<b>TEDDY GEIGER</b> For You I Will (Confidence) (Columbia/Sony BMG)	+102
<b>HOOBASTANK</b> If I Were You (Island/IDJMG)	+97

## NEW & ACTIVE

<b>MADONNA</b> Sorry (Warner Bros.) Total Plays: 199, Total Stations: 12, Adds: 0
<b>RIHANNA</b> SOS (Def Jam/IDJMG) Total Plays: 190, Total Stations: 9, Adds: 2
<b>HOOTIE...</b> Get Out Of My Mind (Sneaky Long/Vanguard) Total Plays: 165, Total Stations: 15, Adds: 0
<b>SWITCHFOOT</b> We Are One Tonight (Columbia) Total Plays: 145, Total Stations: 17, Adds: 4
<b>GORILLAZ</b> Dare (Virgin) Total Plays: 126, Total Stations: 8, Adds: 1
<b>BO BICE</b> The Real Thing (RCA/RMG) Total Plays: 124, Total Stations: 12, Adds: 5
<b>OK GO</b> Oh Lately It's So Quiet (Capitol) Total Plays: 83, Total Stations: 9, Adds: 1
<b>DIRTIE BLONDE</b> Walk Over Me (Jive/Zomba Label Group) Total Plays: 48, Total Stations: 13, Adds: 3

Songs ranked by total plays

Station playlists for all R&R reporters are available on the web at [www.radioandrecords.com](http://www.radioandrecords.com).

82 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 3/12-3/18. 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 Arbitron Inc. (© 2006, Arbitron Inc.) © 2006 Radio & Records.

**FLASH 'EM!**

EventTape® BunchaBanners™ FlashBags™ BumperStickers Ponchos KeyTags StadiumCups Posters

THE BEST WAY TO PROMOTE YOUR EVENT WITHOUT HAVING TO GET NAKED.

CALL FOR A CATALOG AND START PROMOTING YOUR EVENT TODAY!  
**1.800.2IFLASH**  
1.800.213.5274  
[www.firstflash.com](http://www.firstflash.com)

**FirstFlash!**  
L I N E  
Moose Lake Products Company, Inc.

FirstFlash! Line EventTape



America's Best Testing Hot AC Songs 12+ For The Week Ending 3/17/06

Table with columns: Artist Title (Label), TW, LW, Famil., Burn, 18-34, 18-24, 25-34. Lists top songs like Daniel Powter's 'Bad Day' and Rob Thomas's 'Ever The Same'.

Total sample size is 350 respondents. Total average favorability estimates are based on a scale of 1-5. (1=dislike very much, 5=like very much).



HOT AC TOP 30



Table with columns: LAST WEEK, THIS WEEK, ARTIST TITLE LABEL(S), TOTAL PLAYS, +/- PLAYS, WEEKS ON CHART, TOTAL STATIONS. Lists top 30 Canadian Hot AC songs.

25 Canadian Hot AC reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks.

REPORTERS

Stations and their adds listed alphabetically by market

Grid of reporter information for various markets including Akron, Boise, Cleveland, Detroit, Houston, Indianapolis, Las Vegas, Little Rock, Louisville, Memphis, Nashville, Phoenix, Portland, Sacramento, Springfield, Wichita Falls, etc.



Monitored Reporters 103 Total Reporters 82 Total Monitored 21 Total Indicator



**CAROL ARCHER**  
carcher@radioandrecords.com

## Win, Lose — It's A Choice

A conversation about the format's challenges

**E**ver wish you could be the proverbial fly on the wall when two big programming guns discuss Smooth Jazz? Well, here's your chance. I encouraged two of Smooth Jazz's leading lights to examine the format during an extremely long flight from LAX to Southeast Asia, kicked back in Business Class. [Please note: No alcohol was consumed during the conversation, and no animals were harmed.]

Let's listen in on CBS VP/Smooth Jazz Programming and KTWV (The Wave)/Los Angeles PD Paul Goldstein and Broadcast Architecture President Allen Kepler's frank discussion.

**AK:** Paul, is the sky falling?

**PG:** You mean the format flips away from Smooth Jazz in a couple of markets? What's your take on that?

**AK:** Many Smooth Jazz stations are mature brands that have been around for 15 years or more. Like any well-established businesses, we need to find the balance between being innovative — dealing with new ways of doing things — and implementing the critical and essential basics for success.

Certainly, Smooth Jazz is among the best and brightest, but for it to flourish, everyone from the regional VP to the PD to the GSM must believe that it will perform as a ratings and revenue leader.

Over the last decade at BA we've worked with dozens of very successful Smooth Jazz radio stations, and the common thread in their success is a shared passion among management and the belief that they'll win, and win big. Those stations that gave up lacked the belief they could win and strayed from doing the basics, so their decline was totally predictable.

**PG:** Absolutely! If you work at a Smooth Jazz station and all your colleagues, from the top down, don't believe you can achieve top-tier ranks in your market, you won't.

**AK:** In the past year three new Smooth Jazz stations signed on. They have in common what every successful Smooth Jazz station has: a belief and passion that the format will achieve top ratings. "Be innovative" and "reinvent the format" are phrases I'm hearing a lot lately.

**PG:** Being innovative and original is so important, but that doesn't mean PDs should play their favorite songs or deliver messages that are "creative" but not in line with listener expectations. We need to be innovative within the boundaries of the basics.

**AK:** A few years ago, when Smooth Jazz was really firing on all cylinders, management at most major-market stations viewed themselves not as Smooth Jazz, but as an AC format, and they ran their business accordingly. Across the

country those stations couldn't get out of the way of being ranked top five.

**PG:** Good point. And that's what has changed. They were marketed like AC, and almost every one was consistently top five, but now we're seeing stations take on a too-hip-for-the-room persona and stray from the basics.

The way we should be innovating is to add value to the things that have made us so successful. At The Wave, "Trip-a-Day" continues to gain in appeal, and the reason for that is that we keep finding new ways to keep it exciting and fresh.



**Paul Goldstein and Allen Kepler**

Our job as programmers is to come to work every day with the goal of delighting our audience not only by playing the songs they want to hear, but by making sure everything that happens in between the records is as compelling and memorable as possible.

**AK:** Now we're seeing some of the stations that used to market aggressively, the way AC stations market, change their strategy, maybe because of budget cuts. They are minimizing marketing, and the results have not been positive.

In every strategic study we see that interest in and passion for our product among listeners is as strong as ever. The problem is, awareness at the younger end of the demo is lower than it was, understandably, because marketing has decreased.

The folks listening to Smooth Jazz absolutely love this format and the radio stations that feature the music. We just need to reach out to more like-minded listeners, and there are huge numbers of them.

We work with a lot of Smooth Jazz stations, and we see that the demand for Smooth Jazz is

extraordinary. In a number of larger markets Smooth Jazz has shown higher market-share potential than current hot formats like "Jack" and the variations of Latin formats that are cropping up everywhere.

**PG:** In the top 25 markets the top adult music stations market aggressively in spring and fall. In many cases these Smooth Jazz stations compete against stations that have four or even five times the marketing budgets. Smooth Jazz stations that win consistently and consistently hold their own from a marketing standpoint are competitive with their AC counterparts.

Stations that get marketing money are those with a GM and PD who understand the need to market with the strength of an AC, and who, together, fight hard to get the dollars they need. If your GM hasn't convinced your regional VP that Smooth Jazz is an AC format that needs to be marketed like one, expect a bumpy road ahead.

With legendary programmer Jhani Kaye now on our team at CBS, running Oldies KRTH/Los Angeles, we understand even more how critical marketing is. Jhani says, "Nothing moves the Arbitron needle more than marketing. Radio stations must continually feed the cume to generate steady quarter-hours, and that can only be done with meaningful mass marketing."

**AK:** Recently, we've signed on three new Smooth Jazz stations, all of which are seeing ratings increases. They're enjoying a tremendous amount of interest and are off to great starts.

**PG:** If you're in a top 25 market and spend only \$25,000 on a marketing campaign of TV, direct mail, outdoor, etc., no matter what format you are, you're probably wasting your money. You've got to spend enough money to get results that leave deep footprints. Otherwise, save your money. And if you don't spend that kind of money consistently, there is very little chance you'll consistently rank in the top tier 25-54.

Another very risky move some stations are making is limiting the input they're getting from listeners on music. When you saw Smooth Jazz in the top five in many of the top 10 markets, those stations researched listeners' music preferences four times a year. Those stations became cash cows.

When operators saw stations making 60 or 70 cents on the dollar as the economy changed, they wanted to eke out just a little bit more, so they began cutting the most essential component of their success.

**AK:** You can directly link lower ratings performance with a decreased marketing investment and less listener feedback. The math on this is simple.

Furthermore, in every strategic study that we've seen recently, we see a huge upside potential for Smooth Jazz. There is a large untapped audience out there that is not listening regularly to the local Smooth Jazz station. These folks tell us that they like the mix of music that is currently played on the local Smooth Jazz station but are simply unaware that such a station exists.

This correlates higher with the younger end of the target demo and in many cases relates to a lower share of marketing voice among competitive radio stations over the past few years.

**PG:** Another challenge right now is getting salespeople and agency buyers to better understand the older end of our listening demo, which includes the boomers.

**AK:** Indeed, there have been some outstanding success stories recently for product lines that have refocused their marketing efforts to target older adults. Check out this story from *Business Week* titled "Mitsubishi Mistake."

It says, "Mitsubishi Motors began featuring ads featuring people in their 20s grooving to in-

**"At BA we've worked with dozens of very successful Smooth Jazz radio stations, and the common thread in their success is a shared passion among management and the belief that they'll win and win big."**

Allen Kepler

die rock music. Those ads alienated their customers older than 40, and they saw their average buyer drop from 40 to 35, which was bad news for Mitsubishi, considering that people between 20 and 35 typically have lower credit scores.

"Mitsubishi quickly retooled their ads, casting 40ish actors. Former Mitsubishi marketing chief Ian Beavis stated, 'We, literally, had existing, valuable customers who were dropping us from consideration because they no longer saw themselves in our brand.'"

The Gap, which has seen declining sales in past years, is launching a new chain called Fourth and Towne, targeting women over 35.

Dove recently broke from their traditional marketing featuring ultra-slim and attractive young people and launched a print ad campaigns featuring more ordinary-looking women, some in their 40s or older, plus-sized, etc.

One caption read: "Why aren't women glad to be gray?" The result? An unprecedented 3.4% increase in Dove sales over the past year, which is huge in that industry and is outpacing other brands.

Procter & Gamble recently brought back 51-year-old Christie Brinkley as the spokesperson for their new product, Advanced Radiance Age Defying Makeup.

**PG:** There is a stigma that older adults are not as desirable a target as young adults.

**AK:** A stigma is right, and yet several recent studies, like one by Leo J. Shapiro & Associates for DSN Retailing Today, tell us exactly the opposite: Forty-eight percent of shoppers 50-59 said that they would probably switch brands of consumer electronics, compared to only 40% of all respondents.

Among the same group, 56% said that they would try another brand of health and beauty product, higher than the 51% figure from the overall group. According to *Business Week*, only 33% of consumers over 50 agree with the statement that it is "risky" to buy an unfamiliar brand, compared to 36% of respondents between 18 and 34.

We're beginning our descent to our Smooth Jazz destination, Paul, so we'll have to power down and secure our tray tables.

**PG:** We should get together like this more often, preferably next time at a restaurant. These airline meals really stink. Was that chicken, or what?

**AK:** Maybe the airlines should do some research on that!

# SMOOTH JAZZ TOP 30

March 24, 2006

POWERED BY  
MEDIABASE

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	<b>RICHARD ELLIOT</b> <i>Mystique (Artizen)</i>	634	-30	94260	20	30/0
3	2	<b>PAUL BROWN</b> <i>Winelight (GRP/VMG)</i>	600	+26	86886	13	28/0
2	3	<b>NILS</b> <i>Summer Nights (Baja/TSR)</i>	595	-3	66569	21	29/0
4	4	<b>BRIAN SIMPSON</b> <i>It's All Good (Rendezvous)</i>	521	-27	74132	25	30/0
5	5	<b>KIM WATERS</b> <i>Steppin' Out (Shanachie)</i>	500	+5	55931	26	26/0
6	6	<b>NAJEE</b> <i>2nd 2 None (Heads Up International)</i>	495	+17	53141	21	28/0
7	7	<b>RICK BRAUN</b> <i>Shining Star (Artizen)</i>	440	+8	59113	24	28/0
9	8	<b>BRIAN CULBERTSON</b> <i>Let's Get Started (GRP/VMG)</i>	434	+33	74754	10	28/0
8	9	<b>MARION MEADOWS</b> <i>Suede (Heads Up)</i>	369	-58	38060	33	25/0
11	10	<b>MICHAEL LINGTON</b> <i>Pacifica (Rendezvous)</i>	365	+23	56753	17	26/0
10	11	<b>CHRIS BOTTI f/JILL SCOTT</b> <i>Good Morning Heartache (Columbia)</i>	349	-8	45949	19	26/0
12	12	<b>3RD FORCE</b> <i>You Got It (Higher Octave/EMI)</i>	326	+7	67248	15	21/0
16	13	<b>KIRK WHALUM</b> <i>Whip Appeal (Rendezvous)</i>	273	+25	29177	12	22/0
13	14	<b>HERBIE HANCOCK f/JOHN MAYER</b> <i>Stitched Up (Hear Music/Vector)</i>	264	-3	34309	22	23/0
14	15	<b>EUGE GROOVE</b> <i>Get Em Goin' (Narada Jazz/EMI)</i>	251	-11	32564	32	27/0
18	16	<b>GREGG KARUKAS</b> <i>Show Me The Way (Trippin' 'N' Rhythm)</i>	247	+29	27233	18	18/0
17	17	<b>PHILIPPE SAISSE TRIO</b> <i>Do It Again (Rendezvous)</i>	234	+7	58659	4	20/2
22	18	<b>HERBIE HANCOCK f/C. AGUILERA</b> <i>A Song For You (Possibilities/Vector)</i>	222	+52	36955	3	17/1
20	19	<b>NICK COLIONNE</b> <i>Always Thinking Of You (Narada Jazz/EMI)</i>	221	+37	28671	9	21/1
23	20	<b>RAMSEY LEWIS</b> <i>Oh Happy Day (Narada Jazz/EMI)</i>	220	+55	51781	4	15/0
19	21	<b>RAUL MIDON</b> <i>If You're Gonna Leave (Manhattan/EMC)</i>	175	-23	27630	18	13/0
21	22	<b>BEYONCE'</b> <i>Wishing On A Star (Sony Urban/Columbia)</i>	166	-6	23390	6	11/0
26	23	<b>CHRIS STANDRING</b> <i>I Can't Help Myself (Trippin' 'N' Rhythm)</i>	136	+2	24588	3	14/1
28	24	<b>DONALD FAGEN</b> <i>H Gang (Reprise)</i>	135	+9	11984	7	12/0
25	25	<b>GERALD ALBRIGHT</b> <i>We Got The Groove (Peak)</i>	135	0	28247	4	12/1
24	26	<b>ERIC DARIUS</b> <i>Steppin' Up (Narada Jazz/EMI)</i>	134	-3	8753	6	10/0
27	27	<b>JONATHAN BUTLER</b> <i>Rio (Rendezvous)</i>	122	-6	12152	18	13/0
29	28	<b>STEVE COLE</b> <i>Spin (Narada Jazz/EMI)</i>	89	-1	4068	8	8/0
<b>Debut</b>	29	<b>JANITA</b> <i>Enjoy The Silence (Lightyear)</i>	84	+11	5941	1	8/0
-	30	<b>WAYMAN TISDALE</b> <i>Cruisin' (Rendezvous)</i>	80	-3	6414	3	6/0

30 Smooth Jazz © reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 3/12-3/18. 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 Arbitron Inc. © 2006, Arbitron Inc. © 2006 Radio & Records.

## NEW & ACTIVE

**KEN NAVARRO** *Stoned Soul Picnic (Positive)*  
Total Plays: 76, Total Stations: 8, Adds: 1

**PAMELA WILLIAMS** *Positive Vibe (Shanachie)*  
Total Plays: 76, Total Stations: 7, Adds: 1

**JASON MILES** *Sexual Healing (Narada Jazz/EMI)*  
Total Plays: 71, Total Stations: 7, Adds: 0

**RAY PARKER, JR.** *Mismaloya Beach (Raydio Music Group)*  
Total Plays: 70, Total Stations: 7, Adds: 0

**STEVE OLIVER** *Good To Go (Koch)*  
Total Plays: 64, Total Stations: 6, Adds: 1

**DAVE KOZ** *Undeniable (Capitol)*  
Total Plays: 63, Total Stations: 4, Adds: 0

**BOB JAMES** *Choose Me (Koch)*  
Total Plays: 58, Total Stations: 4, Adds: 0

**DAVID PACK** *Biggest Part Of Me (Peak/Concord)*  
Total Plays: 50, Total Stations: 6, Adds: 3

**JEFF GOLUB** *Cream And Sugar (Narada Jazz/EMI)*  
Total Plays: 48, Total Stations: 5, Adds: 0

**ERIC CLAPTON** *Say What You Will (Duck/Reprise)*  
Total Plays: 36, Total Stations: 3, Adds: 0

Songs ranked by total plays

## MOST ADDED\*

ARTIST TITLE LABEL(S)	ADDS
<b>DAVID PACK</b> <i>Biggest Part Of Me (Peak/Concord)</i>	3
<b>BONA FIDE</b> <i>Midnight Train (Heads Up)</i>	3
<b>EUGE GROOVE</b> <i>Chillaxin (Narada Jazz/EMI)</i>	3
<b>PHILIPPE SAISSE TRIO</b> <i>Do It Again (Rendezvous)</i>	2

The Smooth Jazz add threshold is applied to monitored stations not allowed to report adds per their company policy. Songs that reach four plays per week in two consecutive airplay weeks. Airplay week is defined as Sunday through Saturday. Adds from all other programmers are still accepted at any play level.

## MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
<b>STEVE OLIVER</b> <i>Good To Go (Koch)</i>	+60
<b>RAMSEY LEWIS</b> <i>Oh Happy Day (Narada Jazz/EMI)</i>	+55
<b>H. HANCOCK f/C. AGUILERA</b> <i>A Song For You (Possibilities/Vector)</i>	+52
<b>NICK COLIONNE</b> <i>Always Thinking Of You (Narada Jazz/EMI)</i>	+37
<b>BRIAN CULBERTSON</b> <i>Let's Get Started (GRP/VMG)</i>	+33
<b>GREGG KARUKAS</b> <i>Show Me The Way (Trippin' 'N' Rhythm)</i>	+29
<b>PAUL BROWN</b> <i>Winelight (GRP/VMG)</i>	+26
<b>KIRK WHALUM</b> <i>Whip Appeal (Rendezvous)</i>	+25
<b>MICHAEL LINGTON</b> <i>Pacifica (Rendezvous)</i>	+23
<b>EUGE GROOVE</b> <i>Chillaxin (Narada Jazz/EMI)</i>	+22

## MOST PLAYED RECURRENTS

ARTIST TITLE LABEL(S)	TOTAL PLAYS
<b>WALTER BEASLEY</b> <i>Coolness (Heads Up)</i>	235
<b>DAVID PACK</b> <i>You're The Only Woman (Peak)</i>	218
<b>PAUL HARDCASTLE</b> <i>Serene (Trippin' 'N' Rhythm)</i>	182
<b>BOZ SCAGGS</b> <i>Lowdown (Unplugged) (Virgin)</i>	172
<b>BRIAN CULBERTSON</b> <i>Hookin' Up (GRP/VMG)</i>	169
<b>SOUL BALLET</b> <i>She Rides (215)</i>	164
<b>KEN NAVARRO</b> <i>You Are Everything (Positive)</i>	163
<b>STEVE COLE</b> <i>Thursday (Narada Jazz/EMI)</i>	155
<b>MARIAH CAREY</b> <i>We Belong Together (Island/IDJMG)</i>	142
<b>KENNY G.</b> <i>Pick Up The Pieces (Arista/RMG)</i>	136
<b>NORAH JONES</b> <i>Don't Know Why (Blue Note/Virgin/EMC)</i>	133
<b>PAUL TAYLOR</b> <i>Nightlife (Peak)</i>	131
<b>WAYMAN TISDALE</b> <i>Ain't No Stoppin' Us Now (Rendezvous)</i>	128
<b>TIM BOWMAN</b> <i>Summer Groove (Liquid 8)</i>	127
<b>PAUL JACKSON, JR.</b> <i>Never Too Much (GRP/VMG)</i>	126

Station playlists for all R&R reporters are available on the web at [www.radioandrecords.com](http://www.radioandrecords.com).

R&R can now deliver **BREAKING NEWS** directly to your mobile phone!

Just text the word **RADIO** to 36617 and you'll be instantly signed up.

**R&R**  
**MOBILE ALERTS**

text **RADIO**  
**36617**

Standard rates apply. Powered by



# SMOOTH JAZZ TOP 30 INDICATOR

March 24, 2006

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	CHRIS BOTTI f/JILL SCOTT Good Morning Heartache (Columbia)	167	-3	727	17	13/0
2	2	KIM WATERS Steppin' Out (Shanachie)	159	-2	338	25	12/0
4	3	PAUL BROWN Winelight (GRP/VMG)	155	-3	331	10	10/0
3	4	NILS Summer Nights (Baja/TSR)	155	-6	485	18	10/0
7	5	GERALD ALBRIGHT We Got The Groove (Peak)	149	+14	554	6	14/1
5	6	ERIC DARIUS Steppin' Up (Narada Jazz/EMI)	142	-1	534	7	12/0
6	7	CHRIS STANDRING I Can't Help Myself (Trippin' 'N' Rhythm)	139	+1	271	4	12/0
12	8	KIRK WHALUM Whip Appeal (Rendezvous)	129	+11	272	10	10/1
10	9	NICK COLIONNE Always Thinking Of You (Narada Jazz/EMI)	129	+6	360	9	11/1
9	10	MICHAEL LINGTON Pacifica (Rendezvous)	126	-1	253	14	9/0
8	11	RICHARD ELLIOT Mystique (Artizen)	123	-7	324	18	9/0
13	12	PAUL TAYLOR East Bay Bounce (Peak)	118	+1	330	22	10/0
14	13	GREGG KARUKAS Show Me The Way (Trippin' 'N' Rhythm)	116	+1	358	19	9/0
23	14	HERBIE HANCOCK f/c. AGUILERA A Song For You (Possibilities/Vector)	112	+22	510	4	11/1
18	15	ALTHEA RENE In The Moment (Alliant)	106	+4	444	7	9/1
16	16	STEVE COLE Spin (Narada Jazz/EMI)	106	-4	351	7	9/0
20	17	JASON MILES Sexual Healing (Narada Jazz/EMI)	104	+5	306	7	10/1
21	18	JEFF GOLUB Cream And Sugar (Narada Jazz/EMI)	99	+3	261	4	10/0
27	19	BOB JAMES Choose Me (Koch)	98	+15	194	3	9/1
17	20	MARC ANTOINE Modern Times (Rendezvous)	97	-13	275	16	9/0
19	21	WAYMAN TISDALE Cruisin' (Rendezvous)	94	-5	374	9	8/0
Debut	22	RAMSEY LEWIS Oh Happy Day (Narada Jazz/EMI)	89	+29	196	1	8/0
26	23	RAY PARKER, JR. Mismaloya Beach (Raydio Music Group)	89	+6	300	3	9/0
22	24	BRIAN CULBERTSON Let's Get Started (GRP/VMG)	87	-9	216	9	8/0
Debut	25	PHILIPPE SAISSE TRIO Do It Again (Rendezvous)	86	+30	163	1	11/2
Debut	26	MICHAEL O'NEILL The Journey (Green Bean)	83	+17	280	1	9/2
29	27	SPYRO GYRA Midnight Thunder (Heads Up)	78	+9	314	4	9/1
25	28	ERIC MARIENTHAL New York State Of Mind (Peak)	69	-15	61	19	7/0
-	29	KEN NAVARRO Stoned Soul Picnic (Positive)	67	0	116	2	5/0
28	30	U-NAM I'm Only U-Nam (Trippin' 'N' Rhythm)	65	-5	141	12	4/0

15 Smooth Jazz reporters. Songs ranked by total plays for the airplay week of Sunday 3/12 - Saturday 3/18.

© 2006 Radio & Records

## MOST ADDED\*

ARTIST TITLE LABEL(S)	ADDS
LARRY CARLTON Sunrise (Bluebird/RCA Victor/RMG)	5
STEVE OLIVER Good To Go (Koch)	4
EUGE GROOVE Chillaxin (Narada Jazz/EMI)	4
MAYSA Playing Your Game, Baby (Shanachie)	3
ROB WHITE Fin De Semana (Weekend) (Orpheus)	3

## MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
LARRY CARLTON Sunrise (Bluebird/RCA Victor/RMG)	+44
STEVE OLIVER Good To Go (Koch)	+34
PHILIPPE SAISSE TRIO Do It Again (Rendezvous)	+30
RAMSEY LEWIS Oh Happy Day (Narada Jazz/EMI)	+29
H. HANCOCK f/c. AGUILERA A Song For You (Possibilities/Vector)	+22
MAYSA Playing Your Game, Baby (Shanachie)	+18
MICHAEL O'NEILL The Journey (Green Bean)	+17
LAMB & MEYER Birdland (Blue Hour)	+16

## MOST PLAYED RECURRENTS

ARTIST TITLE LABEL(S)	TOTAL PLAYS
BRIAN SIMPSON It's All Good (Rendezvous)	96
NAJEE 2nd 2 None (Heads Up International)	87
RICK BRAUN Shining Star (Artizen)	81
JONATHAN BUTLER Rio (Rendezvous)	79
EUGE GROOVE Get Em Goin' (Narada Jazz/EMI)	64
RAUL MIDON If You're Gonna Leave (Manhattan/EMC)	52
MARION MEADOWS Suede (Heads Up)	47
PAUL HARDCASTLE Serene (Trippin' 'N' Rhythm)	45
DAVID PACK You're The Only Woman (Peak)	42
DAVE KOZ Love Changes Everything (Capitol)	40

## REPORTERS

Stations and their adds listed alphabetically by market

<b>WJZZ/Atlanta, GA*</b> PD/MD: Dave Kesh DAVID PACK EUGE GROOVE PHILIPPE SAISSE TRIO GERALD ALBRIGHT	<b>KJCO/Denver, CO*</b> PD/MD: Michael Fischer No Adds	<b>KPVU/Houston, TX</b> PD: Wayne Turner 14 KIRK WHALUM 12 WARREN HILL 12 TEENA MARIE 11 BOZ SCAGGS 10 BOB JAMES 8 NICK COLIONNE 8 LARRY CARLTON 8 STEVE OLIVER 8 ETTA JAMES 7 MAYSA 7 WILTON FELDER 6 EUGE GROOVE 6 ROB WHITE 5 FELTON PILATE	<b>KTWV/Los Angeles, CA*</b> PD: Paul Goldstein MD: Samantha Pascual No Adds	<b>WJZZ/Philadelphia, PA*</b> DM: Todd Shannon PD: Michael Tozzi MD: Frank Childs 15 HERBIE HANCOCK f/CHRISTINA AGUILERA 1 DAVID PACK NICK COLIONNE	<b>DMX Jazz Vocal Blend/Satellite</b> 2 SERGIO MENDES WINOIA ARIE 2 JASON MILES 2 MICHAEL O'NEILL 2 NICK COLIONNE 2 LAMB & MEYER 2 LARRY CARLTON 2 STEVE OLIVER 2 ROB WHITE 2 STEVE BRIDDY f/JEFF LORBER	<b>KCOZ/Springfield, MO</b> OM: Joe Jones PD/MD: Rachael Elliott 7 PHILIPPE SAISSE TRIO 7 SPYRO GYRA 5 MAIN GAZANE 5 LAMB & MEYER
<b>WSMJ/Baltimore, MD*</b> PD/MD: Lori Lewis No Adds	<b>WVMV/Detroit, MI*</b> OM/MD: Tom Stecker MD: Sandy Kovach No Adds	<b>WYJZ/Indianapolis, IN*</b> OM/MD: Carl Frye No Adds	<b>WLVE/Miami, FL*</b> OM: Rob Roberts PD/MD: Rich McMillan No Adds	<b>KYOT/Phoenix, AZ*</b> PD: Smokey Rivers APD/MD: Angie Handa No Adds	<b>DMX Smooth Jazz/Satellite</b> PD/MD: Jeanne Destro 13 MICHAEL O'NEILL 13 NICK COLIONNE 13 LARRY CARLTON 13 STEVE OLIVER 13 STEVE BRIDDY f/JEFF LORBER	<b>WSJT/Tampa, FL*</b> PD: Ross Block MD: Kathy Curtis No Adds
<b>WVSU/Birmingham, AL</b> OM/MD: Andy Parrish 1 TOM BRAXTON 1 EUGE GROOVE 1 STEVE OLIVER 1 GREG ADAMS 1 MOVING IMAGES	<b>WZJZ/Fl. Myers, FL*</b> PD: Joe Turner MD: Randi Bachman No Adds	<b>WYJZ/Indianapolis, IN*</b> OM/MD: Carl Frye No Adds	<b>WJZI/Milwaukee, WI*</b> PD: Stan Atkinson No Adds	<b>KJZS/Reno, NV*</b> PD/MD: Robert Dees PAMELA WILLIAMS	<b>Jones Radio Network/Satellite*</b> OM: J.J. McKay PD: Steve Hibbard MD: Laurie Cobb 2 BONA FIDE 1 LAMB & MEYER	<b>WJZW/Washington, DC*</b> OM: Kenny King PD: Carl Anderson MD: Renee DePuy No Adds
<b>WNJA/Chicago, IL*</b> OM/MD: Darren Davis APD/MD: Michael La Crosse No Adds	<b>WSBZ/Ft. Walton Beach, FL</b> PD: Mark Cartar MD: Mark Edwards 5 JASON MILES 4 ROB WHITE 4 DAVID PACK 3 MAYSA 3 LARRY CARLTON HERBIE HANCOCK f/CHRISTINA AGUILERA GERALD ALBRIGHT JASON MILES	<b>KJLU/Jefferson City, MO</b> PD/MD: Dan Turner 2 JANITA 2 LARRY CARLTON 2 GREG ADAMS	<b>KRVV/Modesto, CA*</b> OM/MD: Ooug Wulff PD: James Bryan No Adds	<b>KSSJ/Sacramento, CA*</b> PD/MD: Lee Hansen CHRIS STANDRING	<b>Music Choice Smooth Jazz/Satellite</b> APD: Will Kinnally 8 GREGG KARUKAS 7 BRIAN SIMPSON 7 GREGG KARUKAS 5 MARION MEADOWS 5 KEN NAVARRO 4 ALTHEA RENE 4 INCOSNITO PHILIPPE SAISSE TRIO	<b>Sirius Jazz Cafe/Satellite</b> PD: Shirley Maldonado MD: Rick Laboy No Adds
<b>WNWV/Cleveland, OH*</b> OM/MD: Bamie Kimble 1 EUGE GROOVE	<b>WQTQ/Hartford, CT</b> PD/MD: Stewart Stone 8 MARIAM CAREY 8 MAYSA	<b>KUAP/Little Rock, AR</b> PD/MD: Michael Neillums No Adds	<b>WVAS/Montgomery, AL</b> OM: Rick Hall MD: Sonya Clark No Adds	<b>KKSF/San Francisco, CA*</b> MD: Ken Jones No Adds	<b>XM Watercolors/Satellite</b> PD/MD: Shirrita Colon BRIAN SIMPSON EUGE GROOVE	<b>KWJZ/Seattle, WA*</b> PD: Carol Handley MD: Nick Morrison 1 BONA FIDE JEFF GOLUB PHILIPPE SAISSE TRIO
<b>WJZA/Columbus, OH*</b> PD/MD: Bill Harman No Adds	<b>KHJZ/Houston, TX*</b> PD: Maxine Todd APD/MD: Greg Morgan No Adds	<b>KSBR/Los Angeles, CA</b> OM/MD: Terry Wedel MD: Enid Cagwell 1 EUGE GROOVE	<b>WQCD/New York, NY*</b> PD: Blake Lawrence MD: Carolyn Bednarski MINDI ABAIR	<b>KJZY/Santa Rosa, CA*</b> PD: Gordon Zlot APD/MD: Rob Singleton 3 STEVE OLIVER	<b>WLOQ/Orlando, FL*</b> PD/MD: Brian Morgan APD: Patrick Riley 1 EUGE GROOVE ALTHEA RENE BONA FIDE	<b>POWERED BY MEDIABASE</b> *Monitored Reporters 45 Total Reporters 30 Total Monitored 15 Total Indicator Did Not Report, Playlist Frozen (1): WEAA/Baltimore, MD



**STEVEN STRICK**  
sstrick@radioandrecords.com

## Hands-On Management

Pat Paxton shares the secrets to a fulfilling radio career

**E**ntercom is the nation's third-largest radio broadcaster, operating 104 stations in more than 20 markets, including Philadelphia, Boston, Seattle, Denver, Sacramento, Kansas City, Milwaukee and Indianapolis. From his home base in Boston, Sr. VP/Programming Pat Paxton oversees the programming at every one of those stations.

In the world of Rock formats, Entercom is well represented. It owns Alternative stations KNDD (107.7 The End)/Seattle; KNRK (94/7 FM)/Portland, OR; KWOD/Sacramento; and KRBZ (96.5 The Buzz)/Kansas City. When it comes to Active Rock, it owns WAAF/Boston; KRXQ (98 Rock)/Sacramento; KQRC (The Rock)/Kansas City; and WTPT (New Rock)/Greenville, SC.

There are also several gold-based Rock and Triple A stations in the company's roster, and Entercom is the exclusive radio broadcaster of the Boston Red Sox, Boston Celtics, Seattle Seahawks, New Orleans Saints, Buffalo Sabres and numerous major college sports teams.

Though not as big as Clear Channel or CBS, the company holds its own. In many cases its Rock-formatted stations dominate their target demos.

### The Resume

On June 17, 2003, Paxton was promoted from Entercom VP/Programming to Sr. VP/Programming. At the time, Entercom President/CEO David Field said, "We are thrilled to recognize Pat's leadership and contributions to Entercom's programming strategies. He has been innovative in generating new ideas and is a valued leader of our company's programming team."

Paxton started his radio career in 1982 at KGLI & KWSL/Sioux City, IA as a jack-of-all-trades, covering airshifts from overnights to mornings and formats from Top 40 to Coun-

try. As he puts it, "I did everything including cleaning toilet bowls and replacing light bulbs."

Paxton stayed in Sioux City for six years, but eventually someone realized that he was management material. In 1988 he landed the PD gig at now-defunct WLXR (Hot 105)/La Crosse, WI, which he describes as "a great Top 40 station." He was also Group PD for Vaughn



Pat Paxton

Communications for a few months.

In 1989 Paxton took the PD job at WKEE/Huntington, WV, where he was also Group Programmer for Adventure Communications. He stayed there for two years before moving to Orlando to program WOMX, then to Houston to program KHMN and the Nationwide Communications cluster.

In 1999 Paxton tried his hand at consulting with Guy Zapoleon. Also that year he was hired by Entercom as Director/AC & CHR Programming and quickly promoted to VP/Programming.

### A Wall Of Rock

In contrast to the beating that the Rock formats are taking in the mainstream press these days, Paxton says that the Rock stations in his company are doing very well overall.

"Like all formats, we have some stations that do better than others," he says. "But we're the Rock leader in most markets because of the strength of our brands, as well as the strength of our clusters."

"In many markets — Seattle, Portland, Sacramento, Kansas City, Greenville — we have built an extremely strong wall of Rock. It's very hard to penetrate us in these markets."

Paxton is a strong supporter of the Classic Rock format. "Classic Rock is as strong as ever, and while it's moving into 45-54 pretty quickly, it's still extremely viable with 35-44s," he says.

"The future looks bright as well. In all our research we see an incredible amount of in-

terest in classic rock among 18-24s. I took my 11-year-old son to the library the other day, and instead of checking out books, he took home CDs by Aerosmith and The Rolling Stones. The format has amazingly wide demographic appeal."

### A Musical Slump

When it comes to current-based Rock formats, however, Paxton is not so optimistic, saying, "Active is in a musical slump, and it has to find its way out. That said, those stations that have built platforms that transcend music are doing well."

"Content is king, and many Active Rockers have great morning shows and other content that drives the format during musical slumps."

Paxton gives the same mixed review to Alternative. He says, "Alternative certainly has its challenges, but over the past couple of years the product has been the best that it's been in many, many years."

"The problem we got into with these stations is that we became too pure, too much like a jukebox, too 'neo,' whatever that means. We became an iPod, and there's no reason for the iPod generation to listen to a radio station that sounds like their iPod, only with worse music."

"These stations need to follow Active Rock's example by looking for great content outside the music. Great personality, great imaging and promotion, etc., will help drive ratings on these stations."

Paxton is a music guy. The CDs rotating in his car now are by Beck, Coldplay, Nickelback, Pink Floyd and The Foo Fighters (who take two slots).

### Management Style

When I talk off the record to PDs at most of the major radio companies, they tell me that many programming decisions are now made at corporate headquarters. They often don't agree with these decisions but must execute them or lose their jobs.



That's not Paxton's style. "The vast majority of our programming decisions are made at the local level," he says. "I don't do music calls with PDs. We hold them accountable for results, so I'm not going to micromanage."

"That said, any major strategic move is discussed and agreed upon before it's executed. Replacing morning shows, hiring or firing other key talent, strategic music shifts and big-dollar marketing expenses are among the issues discussed in advance."

Paxton is still based in Boston but travels a lot. "I'm on the road virtually every week, but I love it," he says. "I love being around smart people, and we have an absolutely stellar group of brand managers. I learn from them, and they learn from me. Being together generates more great ideas and more energy than any phone call ever could."

With technology playing such a huge role in everyone's lives, it's easy to fall into the habit of communicating with fellow employees via IM, e-mail or text messaging. Paxton doesn't believe that's an effective way to manage.

"I don't let technology get in the way of personal interaction, which is why I still travel so

**"Stop worrying about satellite radio, iPods, etc. We have always had competitors. We're still used by 90-plus percent of all Americans every week. Radio is alive and well."**

much," he says. "That said, it's great that I can stay home and work sometimes, rather than fight Boston traffic."

"My engineers have me set up so I can do anything at home that I can do in the office. But I can't sit in our market managers' and PDs' offices and discuss business and life while I'm sitting at home."

### A Bright Future

Paxton sees a bright future for our industry. "The evolution of this business is so exciting," he says. "It seems that each year, month and week we have new challenges, which keeps this profession far more exciting than most."

"The business of managing clusters vs. having single stations in a handful of markets has really kept us on our toes and been extremely gratifying. Taking six or seven brands and creating clear differentiation that serves different audiences is far more professionally satisfying than the old days."

For those just beginning a career in radio who want to someday program or manage stations, Paxton has some advice. "Do everything," he says. "Ask questions. Do the job before you're asked to do the job."

"Today many young people expect to do mornings and have a six-figure salary before they develop and learn the business. You're coming out in rookie ball. Then you go to A, double A and triple A. If you work hard enough, think smart enough and believe in yourself, you'll hit the big leagues."

### Alive And Well

Paxton still loves what he is doing. "We all need to pinch ourselves from time to time to remind ourselves that we have jobs that the vast majority of Americans would love to have," he says.

"Sure, it's challenging. If you don't like challenges, you're in the wrong business. Sure, it's changed. But all great businesses do. Either you keep up, or you deserve to be out."

"I get so tired of hearing the bitching that goes on from people who feel they've been disrespected or mistreated. This is your life. You have total control. What happens to you is completely up to you."

"And stop worrying about satellite radio, iPods, etc. We have always had competitors, and we are still the medium used by the vast majority of consumers. We're still used by 90-plus percent of all Americans every week. That's a stunning figure."

"Radio is alive and well. Let's stop worrying about the other guys and use that energy to create great content. If we do that, we'll never have anything to worry about."

**"In many markets we have built an extremely strong wall of Rock. It's very hard to penetrate us in these markets."**



# ROCK TOP 30

POWERED BY  
MEDIABASE

March 24, 2006

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	NICKELBACK Animals (Roadrunner/IDJMG)	453	-22	23949	18	20/0
3	2	SHINEDOWN Save Me (Atlantic)	390	-6	20881	30	21/0
2	3	10 YEARS Wasteland (Universal Republic)	381	-28	17606	37	20/0
7	4	PEARL JAM World Wide Suicide (J/RMG)	357	+74	21384	2	20/3
5	5	GODSMACK Speak (Universal Republic)	349	+35	15271	6	22/0
4	6	SEETHER Remedy (Wind-Up)	318	-18	21413	47	20/0
6	7	AVENGED SEVENFOLD Bat Country (Warner Bros.)	290	-7	11144	25	19/0
8	8	FOO FIGHTERS DOA (RCA/RMG)	259	-9	13397	28	19/0
12	9	FOO FIGHTERS No Way Back (RCA/RMG)	253	+35	11966	7	17/0
11	10	SHINEDOWN I Dare You (Atlantic)	238	+17	13417	9	15/0
9	11	AUDIOSLAVE Out Of Exile (Epic/Interscope)	232	-11	14872	14	13/0
10	12	HINDER Get Stoned (Universal Republic)	216	-7	11503	32	13/0
13	13	DISTURBED Stricken (Reprise)	201	-1	11551	32	18/0
15	14	DISTURBED Just Stop (Reprise)	193	+9	8102	11	14/0
14	15	ROB ZOMBIE Foxy, Foxy (Geffen/Interscope)	186	0	7156	5	16/0
16	16	DAVID GILMOUR On An Island (Columbia)	161	-12	6683	6	9/1
19	17	SYSTEM OF A DOWN Lonely Day (American/Columbia)	138	+18	4481	4	11/1
22	18	BUCKCHERRY Crazy Bitch (ElevenSeven)	128	+34	5254	3	11/1
18	19	NINE INCH NAILS Every Day Is Exactly The Same (Interscope)	121	-1	4452	8	11/0
20	20	MUDVAYNE Fall Into Sleep (Epic)	118	+6	4220	9	9/0
Debut	21	STAIN'D Everything Changes (Flip/Atlantic)	108	+42	4249	1	10/3
17	22	TRAPT Waiting (Warner Bros.)	102	-25	3382	8	10/0
21	23	EVANS BLUE Cold (But I'm Still Here) (Pocket/Hollywood)	100	-2	4205	9	9/0
26	24	SEETHER The Gift (Wind-Up)	89	+17	2553	2	9/1
24	25	HIM Rip Out The Wings Of A Butterfly (Sire/Warner Bros.)	76	-9	5344	10	6/0
Debut	26	NICKELBACK Savin' Me (Roadrunner/IDJMG)	74	+18	5556	1	8/0
Debut	27	KORN Coming Undone (Virgin)	73	+8	1865	1	8/1
29	28	FLYLEAF I'm So Sick (Octone/RCA/RMG)	70	+2	2477	3	7/1
28	29	3 DOORS DOWN f/BOB SEGER Landing In London... (Universal Republic)	66	-5	1776	11	4/0
Debut	30	10 YEARS Through The Iris (Universal Republic)	65	+18	1781	1	6/0

## MOST ADDED\*

ARTIST TITLE LABEL(S)	ADDS
WOLFMOTHER Woman (Modular/Interscope)	4
THEORY OF A DEADMAN Santa Monica (Roadrunner/IDJMG)	4
PEARL JAM World Wide Suicide (J/RMG)	3
STAIN'D Everything Changes (Flip/Atlantic)	3

The Rock add threshold is applied to monitored stations not allowed to report adds per their company policy. Songs that reach seven plays per week within one airplay week. An airplay week is defined as Sunday through Saturday. Adds from all other programmers are still accepted at any play level.

## MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
PEARL JAM World Wide Suicide (J/RMG)	+74
STAIN'D Everything Changes (Flip/Atlantic)	+42
GODSMACK Speak (Universal Republic)	+35
FOO FIGHTERS No Way Back (RCA/RMG)	+35
BUCKCHERRY Crazy Bitch (ElevenSeven)	+34
SYSTEM OF A DOWN Lonely Day (American/Columbia)	+18
NICKELBACK Savin' Me (Roadrunner/IDJMG)	+18
10 YEARS Through The Iris (Universal Republic)	+18
SHINEDOWN I Dare You (Atlantic)	+17
SEETHER The Gift (Wind-Up)	+17

## MOST PLAYED RECURRENTS

ARTIST TITLE LABEL(S)	TOTAL PLAYS
AUDIOSLAVE Doesn't Remind Me (Epic/Interscope)	159
JET Cold Hard Bitch (Atlantic)	148
KORN Twisted Transistor (Virgin)	143
NICKELBACK Photograph (Roadrunner/IDJMG)	136
FOO FIGHTERS Best Of You (RCA/RMG)	134
STAIN'D Right Here (Flip/Atlantic)	111
CROSSFADE Cold (Columbia)	110
GREEN DAY Boulevard Of Broken Dreams (Reprise)	108
VELVET REVOLVER Fall To Pieces (RCA/RMG)	102
GREEN DAY Holiday (Reprise)	90

Songs ranked by total plays

Station playlists for all R&R reporters are available on the web at [www.radioandrecords.com](http://www.radioandrecords.com).

24 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 3/12-3/18. 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 unless a song has not yet reached the top 15. If after 20 weeks, the record is not in the top 15 and has two consecutive weeks of decreased plays, the song is then categorized as 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 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 Arbitron Inc. © 2006, Arbitron Inc.) © 2006 Radio & Records.

## NEW & ACTIVE

**HOOBASTANK** If I Were You (Island/IDJMG)  
Total Plays: 58, Total Stations: 4, Adds: 0

**NONPOINT** Bullet With A Name (Bieler Brothers)  
Total Plays: 31, Total Stations: 3, Adds: 0

**QUEENSRYCHE** I'm American (Rhino)  
Total Plays: 28, Total Stations: 3, Adds: 1

**WOLFMOTHER** Woman (Modular/Interscope)  
Total Plays: 22, Total Stations: 5, Adds: 4

**THEORY OF A DEADMAN** Santa Monica (Roadrunner/IDJMG)  
Total Plays: 6, Total Stations: 5, Adds: 4

Songs ranked by total plays

## REPORTERS

Stations and their adds listed alphabetically by market

**KZRR/Albuquerque, NM\***  
OM: Bill May  
PD: Phil Mahoney  
APD: Judi Civerolo  
12 NICKELBACK  
WOLFMOTHER

**WPTQ/Bowling Green, KY**  
OM/PD: Alex "Axe" Chase  
APD/MD: Monty Foster  
12 NINE INCH NAILS

**WEBN/Cincinnati, OH\***  
OM/PD: Scott Reinhart  
MD: Rick Vaske  
1 FLYLEAF

**KFLY/Eugene, OR**  
OM/PD: Chris Sargent  
No Adds

**WRQC/Fayetteville, NC\***  
OM: Perry Stone  
PD/MD: AJ "The Van Man" Field  
MD: Rick Vaske  
13 DAVID GILMOUR  
12 STAIN'D

**WWCT/Peoria, IL**  
PD: Gabe Reynolds  
MD: John Marshall  
20 SHINEDOWN  
18 DISTURBED  
10 NONPOINT  
4 10 YEARS

**WMMR/Philadelphia, PA\***  
OM: Buzz Knight  
PD: Bill Weston  
APD: Chuck Damico  
MD: Sean "The Rabbi" Tyszler  
1 WOLFMOTHER

**WHEB/Portsmouth, NH\***  
PD: Chris "Doc" Garrett  
APD/MD: Jason Russell  
No Adds

**WHJY/Providence, RI\***  
PD: Scott Laudani  
APD: Doug Palmieri  
MD: Mike Brangitorte  
21 PEARL JAM

**KRXQ/Sacramento, CA\***  
OM/MD: Jim Fox  
PD: Pat Martin  
No Adds

**KBER/Salt Lake City, UT\***  
OM: Bruce Jones  
PD: Kelly Hammer  
APD/MD: Darby Wilcox  
2 QUEENSRYCHE

**KBZS/Wichita Falls, TX**  
OM: Chris Walters  
PD: Liz Ryan  
APD/MD: Vicki Vox  
4 PEARL JAM  
3 AVENGED SEVENFOLD  
2 10 YEARS

**WZZO/Allentown, PA\***  
PD: Tori Thomas  
MD: Chris Line  
No Adds

**WRQK/Canton, OH\***  
PD: Garrett Hart  
MD: Nick Andrews  
12 SEETHER  
10 KORN  
9 STAIN'D

**WMMS/Cleveland, OH\***  
PD: Bo Matthews  
MD: Hunter Scott  
No Adds

**WRVC/Huntington**  
OM/PD: Jay Nunley  
APD/MD: Rick Kline  
2 WOLFMOTHER  
2 MERCY FALL

**KOKB/Phoenix, AZ\***  
PD: Paul Peterson  
APD/MD: Matt Spaetzle  
1 NEW CARS

**WBBB/Raleigh, NC\***  
PD: Jay Nachis  
6 ROB ZOMBIE  
RACONTEURS

**KTUX/Shreveport, LA\***  
PD: Ragen King  
MD: Flynn Stone  
THEORY OF A DEADMAN  
PEARL JAM

POWERED BY  
MEDIABASE

**KWHL/Anchorage, AK**  
PD: Jen Shevlin  
APD/MD: Brad Stennett  
2 SEVENDUST  
1 THEORY OF A DEADMAN

**WPXC/Cape Cod, MA**  
OM: Steve McVie  
PD/MD: Suzanne Tonaire  
APD: James Gallagher  
AVENGED SEVENFOLD  
HURT

**KODS/Duluth**  
OM/PD: Bill Jones  
APD: Jason Manning  
10 STAIN'D  
10 PEARL JAM

**KZZE/Medford, OR**  
PD: Rob King  
MD: Montana  
2 PEARL JAM

**WRKZ/Pittsburgh, PA\***  
OM: Keith Clark  
PD: Ryan Hill  
WOLFMOTHER

**KCAL/Riverside, CA\***  
PD: Steve Hoffman  
APD/MD: Daryl Norsell  
No Adds

**WWOG/Syracuse, NY\***  
OM: Rich Lauber  
PD: Scott  
MD: Scott Dixon  
No Adds

\*Monitored Reporters

42 Total Reporters

24 Total Monitored

18 Total Indicator

**WTOS/Augusta, ME**  
OM/PD: Steve Smith  
APD: Chris Rush  
No Adds

**WKLC/Charleston, WV**  
OM/PD: Bill Knight  
1 BUCKCHERRY  
1 SOIL  
1 PEARL JAM

**KLAQ/El Paso, TX\***  
OM/PD: Courtney Nelson  
APD/MD: Glenn Garza  
9 PEARL JAM  
1 STAIN'D  
1 BUCKCHERRY

**WDHA/Morristown, NJ\***  
PD: Tony Paige  
MD: Matt Murray  
No Adds

**KUFO/Portland, OR\***  
OM/PD: Dave Mumme  
APD/MD: Dan Bozyk  
No Adds

**WROV/Roanoke, VA\***  
PD: Matt Spatz  
APD: Heidi Krummert-Tate  
No Adds

**KMOD/Tulsa, OK\***  
OM/PD: Don Cristl  
THEORY OF A DEADMAN

Did Not Report,  
Playlist Frozen (3):  
KZOZ/San Luis Obispo,  
CA  
WKLTT/Traverse City, MI  
WMTT/Eimira, NY

**KIOG/Beaumont, TX\***  
OM: Joey Armstrong  
PD/MD: Mike Davis  
THEORY OF A DEADMAN

**WXRK/Rockford, IL**  
PD: Jim Stone  
MD: Jon Schult  
6 PEARL JAM

**KBRQ/Waco, TX**  
PD/MD: Brent Henslee  
1 SYSTEM OF A DOWN  
1 PEARL JAM

**KCLB/Palm Springs, CA**  
PD: Anthony "Antdog" Quirez  
MD: Jenn Brewski  
No Adds

# ACTIVE ROCK TOP 50

March 24, 2006

POWERED BY  
MEDIABASE

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	<b>GODSMACK</b> Speak (Universal Republic)	1635	+71	69881	6	55/0
4	2	<b>MUDVAYNE</b> Fall Into Sleep (Epic)	1248	+73	43912	12	53/2
6	3	<b>SHINEDOWN</b> I Dare You (Atlantic)	1218	+149	45366	10	54/0
5	4	<b>DISTURBED</b> Just Stop (Reprise)	1138	+68	44110	12	51/2
2	5	<b>NICKELBACK</b> Animals (Roadrunner/IDJMG)	1130	-138	51817	17	50/0
3	6	<b>HINDER</b> Get Stoned (Universal Republic)	1125	-119	44773	32	50/0
8	7	<b>EVANS BLUE</b> Cold (But I'm Still Here) (Pocket/Hollywood)	1104	+77	38513	14	52/0
9	8	<b>FOO FIGHTERS</b> No Way Back (RCA/RMG)	1080	+83	41564	8	51/1
14	9	<b>PEARL JAM</b> World Wide Suicide (J/RMG)	972	+221	46534	2	53/5
7	10	<b>10 YEARS</b> Wasteland (Universal Republic)	963	-92	40032	40	53/0
10	11	<b>ROB ZOMBIE</b> Foxy, Foxy (Geffen/Interscope)	936	+10	30922	6	49/0
18	12	<b>BUCKCHERRY</b> Crazy Bitch (ElevenSeven)	843	+169	35099	6	45/4
12	13	<b>NINE INCH NAILS</b> Every Day Is Exactly The Same (Interscope)	765	-4	25365	13	42/0
13	14	<b>FLYLEAF</b> I'm So Sick (Octone/RCA/RMG)	743	-24	20312	17	43/0
11	15	<b>AVENGED SEVENFOLD</b> Bat Country (Warner Bros.)	735	-185	31949	30	51/0
19	16	<b>KORN</b> Coming Undone (Virgin)	659	+17	17941	7	44/2
17	17	<b>TRAPT</b> Waiting (Warner Bros.)	651	-41	22051	10	46/0
15	18	<b>KORN</b> Twisted Transistor (Virgin)	650	-82	31180	25	46/0
21	19	<b>HURT</b> Rapture (Capitol)	643	+48	17941	9	43/1
22	20	<b>SYSTEM OF A DOWN</b> Lonely Day (American/Columbia)	626	+70	22404	4	44/1
24	21	<b>SEETHER</b> The Gift (Wind-Up)	523	+40	13736	6	41/3
23	22	<b>NONPOINT</b> Bullet With A Name (Bieler Brothers)	523	-9	15021	20	30/0
25	23	<b>AVENGED SEVENFOLD</b> Beast And The Harlot (Warner Bros.)	496	+64	13450	5	41/2
30	24	<b>STAINED</b> Everything Changes (Flip/Atlantic)	397	+116	14321	5	34/5
27	25	<b>FAKTION</b> Take It All Away (Roadrunner/IDJMG)	373	+25	6656	8	33/0
29	26	<b>10 YEARS</b> Through The Iris (Universal Republic)	364	+29	9202	3	33/0
31	27	<b>NICKELBACK</b> Savin' Me (Roadrunner/IDJMG)	340	+76	13109	4	28/4
28	28	<b>COHEED AND CAMBRIA</b> Welcome Home (Equal Vision/Columbia)	337	-3	9212	8	25/0
26	29	<b>AUDIOSLAVE</b> Out Of Exile (Epic/Interscope)	310	-54	18820	17	25/0
33	30	<b>SEVENDUST</b> Failure (Winedark/7Bros.)	247	+52	6474	4	24/2
32	31	<b>SLAVE TO THE SYSTEM</b> Stigmata (Spitfire)	242	-11	3678	6	23/2
34	32	<b>HUCK JOHNS</b> Oh Yeah (Hideout/Capitol)	200	+23	6825	8	16/1
36	33	<b>ATREYU</b> Ex's And Oh's (Victory)	197	+50	4330	3	19/5
37	34	<b>BLOODSIMPLE</b> Sell Me Out (Reprise)	155	+14	3566	5	15/0
35	35	<b>P.O.D.</b> Goodbye For Now (Atlantic)	149	-22	3210	17	14/0
41	36	<b>LACUNA COIL</b> Our Truth (Century Media)	136	+20	2216	2	14/5
38	37	<b>LIVING THINGS</b> Bom Bom Bom (Jive/Zomba Label Group)	120	-20	3004	11	12/0
49	38	<b>30 SECONDS TO MARS</b> The Kill (Immortal/Virgin)	112	+42	1926	2	16/3
40	39	<b>STATIC-X</b> Dirthouse (Warner Bros.)	110	-12	2115	19	14/0
43	40	<b>THRICE</b> Red Sky (Island/IDJMG)	100	+4	1893	3	10/0
45	41	<b>ANBERLIN</b> Paperthin Hymn (Tooth & Nail/EMI Music Reactive)	94	+11	1213	3	7/1
39	42	<b>DAVID GILMOUR</b> On An Island (Columbia)	89	-38	4563	6	8/0
Debut	43	<b>KID ROCK</b> Bawitdaba (Live) (Top Dog/Atlantic)	81	+12	4275	1	1/0
44	44	<b>TAPROOT</b> Birthday (Velvet Hammer/Atlantic)	79	-12	2027	14	8/0
-	45	<b>EDGE CITY OUTLAWS</b> Women & Wine (Universal Republic)	78	+11	3055	3	8/2
47	46	<b>FALL OUT BOY</b> Dance, Dance (Island/IDJMG)	76	-1	3653	10	6/0
Debut	47	<b>WOLF MOTHER</b> Woman (Modular/Interscope)	71	+36	2916	1	16/12
Debut	48	<b>HAWTHORNE HEIGHTS</b> Saying Sorry (Victory)	69	+14	1378	1	3/0
46	49	<b>FIGHTING INSTINCT</b> I Found Forever (EMI Music Reactive/Gotee)	69	-13	2382	3	8/1
Debut	50	<b>REBEL MEETS REBEL</b> Get Outta My Life (Big Vin)	68	+53	1779	1	6/2

## MOST ADDED\*

ARTIST TITLE LABEL(S)	ADDS
<b>WOLF MOTHER</b> Woman (Modular/Interscope)	12
<b>THEORY OF A DEADMAN</b> Santa Monica (Roadrunner/IDJMG)	9
<b>MERCY FALL</b> I Got Life (Atlantic)	7
<b>PEARL JAM</b> World Wide Suicide (J/RMG)	5
<b>STAINED</b> Everything Changes (Flip/Atlantic)	5
<b>ATREYU</b> Ex's And Oh's (Victory)	5
<b>LACUNA COIL</b> Our Truth (Century Media)	5
<b>BUCKCHERRY</b> Crazy Bitch (ElevenSeven)	4
<b>NICKELBACK</b> Savin' Me (Roadrunner/IDJMG)	4
<b>SOIL</b> Give It Up (DRT)	4

The Active Rock add threshold is applied to monitored stations not allowed to report adds per their company policy: Songs that reach seven plays per week within one airplay week. An airplay week is defined as Sunday through Saturday. Adds from all other programmers are still accepted at any play level.

## MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
<b>PEARL JAM</b> World Wide Suicide (J/RMG)	+221
<b>BUCKCHERRY</b> Crazy Bitch (ElevenSeven)	+169
<b>SHINEDOWN</b> I Dare You (Atlantic)	+149
<b>STAINED</b> Everything Changes (Flip/Atlantic)	+116
<b>FOO FIGHTERS</b> No Way Back (RCA/RMG)	+83
<b>EVANS BLUE</b> Cold (But I'm Still Here) (Pocket/Hollywood)	+77
<b>NICKELBACK</b> Savin' Me (Roadrunner/IDJMG)	+76
<b>MUDVAYNE</b> Fall Into Sleep (Epic)	+73
<b>GODSMACK</b> Speak (Universal Republic)	+71
<b>SYSTEM OF A DOWN</b> Lonely Day (American/Columbia)	+70

## MOST PLAYED RECURRENTS

ARTIST TITLE LABEL(S)	TOTAL PLAYS
<b>SYSTEM OF A DOWN</b> Hypnotize (American/Columbia)	617
<b>DISTURBED</b> Stricken (Reprise)	566
<b>SEETHER</b> Truth (Wind-Up)	431
<b>SEETHER</b> Remedy (Wind-Up)	404
<b>SHINEDOWN</b> Save Me (Atlantic)	400
<b>NINE INCH NAILS</b> The Hand That Feeds (Interscope)	325
<b>THOUSAND FOOT...</b> Move (EMI Music Reactive/Tooth & Nail)	302
<b>HIM</b> Rip Out The Wings Of A Butterfly (Sire/Warner Bros.)	294
<b>SYSTEM OF A DOWN</b> B.Y.O.B. (American/Columbia)	287
<b>TRAPT</b> Stand Up (Warner Bros.)	283


## NEW & ACTIVE

<b>REVERY</b> Popstar Wedding (Evo)	Total Plays: 66, Total Stations: 7, Adds: 0
<b>HOOBASTANK</b> If I Were You (Island/IDJMG)	Total Plays: 65, Total Stations: 7, Adds: 0
<b>FIVE.BOLT.MAIN</b> The Gift (Rock Ridge)	Total Plays: 63, Total Stations: 7, Adds: 2
<b>DEFAULT</b> It Only Hurts (TVT)	Total Plays: 61, Total Stations: 6, Adds: 0
<b>BLUE OCTOBER</b> Hate Me (Universal)	Total Plays: 60, Total Stations: 7, Adds: 2
<b>THEORY OF A DEADMAN</b> Santa Monica (Roadrunner/IDJMG)	Total Plays: 23, Total Stations: 12, Adds: 9
<b>MERCY FALL</b> I Got Life (Atlantic)	Total Plays: 14, Total Stations: 9, Adds: 7


Songs ranked by total plays

Station playlists for all R&R reporters are available on the web at [www.radioandrecords.com](http://www.radioandrecords.com).


55 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 3/12-3/18. 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 unless a song has not yet reached the top 20. If after 20 weeks, the record is not in the top 20 and has two consecutive weeks of decreased plays, the song is then categorized as 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. 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 Arbitron Inc. (© 2006, Arbitron Inc.) © 2006 Radio & Records.




# OUR T-SHIRT DEALS ROCK!




**300**  
T-Shirts  
\$2.95 ea.



**500**  
T-Shirts  
\$2.75 ea.




**1000**  
T-Shirts  
\$2.55 ea.



**1500**  
T-Shirts  
\$2.35 ea.

- White T-shirts
- Heavy 100% Cotton
- Printed up to 4 Colors on 1 Side
- No Setup Charges!
- No Art Charges!

IN 10 DAYS OR LESS!



**Free Catalog CALL NOW!**  
1-800-34-EMKAY  
631-777-3175  
FAX: 631-777-3168  
[www.emkaydesigns.com](http://www.emkaydesigns.com)  
info@emkaydesigns.com



# ALTERNATIVE TOP 50

POWERED BY  
MEDIABASE

March 24, 2006

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
6	1	PEARL JAM World Wide Suicide (J/RMG)	1915	+430	112982	2	75/2
1	2	NINE INCH NAILS Every Day Is Exactly The Same (Interscope)	1816	-174	71592	13	71/0
2	3	FALL OUT BOY Dance, Dance (Island/IDJMG)	1773	-74	96925	18	62/0
4	4	FOO FIGHTERS No Way Back (RCA/RMG)	1703	+71	62532	8	69/0
3	5	10 YEARS Wasteland (Universal Republic)	1629	-69	74154	36	53/0
5	6	YELLOWCARD Lights And Sounds (Capitol)	1547	-52	52746	17	67/0
8	7	WHITE STRIPES The Denial Twist (Third Man/V2)	1412	+32	62436	15	59/0
10	8	SHE WANTS REVENGE Tear You Apart (Geffen)	1300	+24	55972	13	53/0
7	9	WEEZER Perfect Situation (Geffen)	1300	-163	70427	22	60/0
12	10	BLUE OCTOBER Hate Me (Universal)	1293	+71	57168	9	61/5
9	11	GORILLAZ Dare (Virgin)	1188	-126	58690	20	56/0
16	12	GODSMACK Speak (Universal Republic)	1176	+123	56474	6	47/1
15	13	PANIC! AT THE DISCO The Only Difference Between... (Fueled By Ramen)	1098	+42	50637	9	57/1
11	14	SYSTEM OF A DOWN Hypnotize (American/Columbia)	1055	-192	52548	22	58/0
14	15	AVENGED SEVENFOLD Bat Country (Warner Bros.)	1046	-99	45123	30	55/0
17	16	HAWTHORNE HEIGHTS Saying Sorry (Victory)	988	+34	35187	10	59/2
25	17	SYSTEM OF A DOWN Lonely Day (American/Columbia)	900	+124	55979	6	54/1
18	18	DEATH CAB FOR CUTIE Crooked Teeth (Atlantic)	898	+23	32925	9	55/1
13	19	MATISYAHU King Without A Crown (Or Music/Epic)	892	-264	48135	20	56/0
23	20	YEAH YEAH YEAHS Gold Lion (Dress Up/Interscope)	877	+36	39070	6	49/0
24	21	HIM Rip Out The Wings Of A Butterfly (Sire/Warner Bros.)	822	+27	46241	23	46/0
26	22	SHINEDOWN I Dare You (Atlantic)	818	+125	27396	7	49/2
21	23	HARD-FI Cash Machine (Atlantic)	741	-115	21371	13	51/0
32	24	ARCTIC MONKEYS I Bet You Look Good On The Dancefloor (Domino)	705	+112	39117	4	39/3
27	25	ROB ZOMBIE Foxy, Foxy (Geffen/Interscope)	697	+10	22479	5	44/0
22	26	COLDPLAY Talk (Capitol)	651	-193	27984	19	42/0
31	27	HOOBASTANK If I Were You (Island/IDJMG)	624	-4	30397	5	40/1
29	28	FLYLEAF I'm So Sick (Octone/RCA/RMG)	610	-29	14651	14	34/0
33	29	DISTURBED Just Stop (Reprise)	608	+16	19485	7	39/1
28	30	NICKELBACK Animals (Roadrunner/IDJMG)	608	-57	21109	15	29/0
37	31	30 SECONDS TO MARS The Kill (Immortal/Virgin)	540	+26	16499	6	39/3
36	32	EVANS BLUE Cold (But I'm Still Here) (Pocket/Hollywood)	535	+16	27978	11	30/0
38	33	JACK JOHNSON Upside Down (Brushfire/Universal Republic)	493	-13	28024	9	27/0
41	34	MATISYAHU Youth (Or Music/Epic)	459	+119	36153	2	35/6
30	35	STROKES Heart In A Cage (RCA/RMG)	448	-185	21591	9	36/0
34	36	AUDIOSLAVE Out Of Exile (Epic/Interscope)	423	-119	26656	16	30/0
35	37	TRAPT Waiting (Warner Bros.)	403	-123	14725	9	29/0
39	38	KORN Coming Undone (Virgin)	395	+3	14030	3	33/6
40	39	ANBERLIN Paperthin Hymn (Tooth & Nail/EMI Music Reactive)	337	-52	10444	11	22/0
42	40	DEPECHE MODE Suffer Well (Mute/Sire/Reprise)	333	+4	15333	4	22/0
44	41	PEOPLE IN PLANES If You Talk Too Much (My Head Will Explode) (Wind-Up)	316	+2	10615	5	25/0
43	42	COHEED AND CAMBRIA Welcome Home (Equal Vision/Columbia)	316	-11	9944	3	27/1
48	43	NICKELBACK Savin' Me (Roadrunner/IDJMG)	280	+22	14204	2	14/0
Debut	44	STAINED Everything Changes (Flip/Atlantic)	272	+103	10463	1	21/4
47	45	NONPOINT Bullet With A Name (Bieler Brothers)	272	+6	8066	10	12/1
46	46	HINDER Get Stoned (Universal Republic)	260	-14	13389	15	10/0
45	47	STAINED Falling (Flip/Atlantic)	244	-49	16029	20	13/0
Debut	48	AVENGED SEVENFOLD Beast And The Harlot (Warner Bros.)	241	+12	11263	1	20/3
Debut	49	WEEZER This Is Such A Pity (Geffen)	240	+84	8597	1	21/5
49	50	BRIL Far Away (Kirtland)	237	+3	7825	4	20/0

## MOST ADDED\*

ARTIST TITLE LABEL(S)	ADDS
RACONTEURS Steady, As She Goes (Third Man/V2)	26
10 YEARS Through The Iris (Universal Republic)	13
WOLFMOTHER Woman (Modular/Interscope)	12
ANGELS AND AIRWAVES The Adventure (Geffen)	9
TAKING BACK SUNDAY MakeDamnSure (Warner Bros.)	8
FALL OUT BOY A Little Less Sixteen Candles... (Island/IDJMG)	8
ROCK KILLS KID Paralyzed (Fearless/Warner Bros./Reprise)	7
MATISYAHU Youth (Or Music/Epic)	6
KORN Coming Undone (Virgin)	6

The Alternative add threshold is applied to monitored stations not allowed to report adds per their company policy: Songs that reach seven plays per week within one airplay week. An airplay week is defined as Sunday through Saturday. Adds from all other programmers are still accepted at any play level.

## MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
PEARL JAM World Wide Suicide (J/RMG)	+430
SHINEDOWN I Dare You (Atlantic)	+125
SYSTEM OF A DOWN Lonely Day (American/Columbia)	+124
GODSMACK Speak (Universal Republic)	+123
MATISYAHU Youth (Or Music/Epic)	+119
ARCTIC MONKEYS I Bet You Look Good... (Domino)	+112
WOLFMOTHER Woman (Modular/Interscope)	+109
STAINED Everything Changes (Flip/Atlantic)	+103
TAKING BACK SUNDAY MakeDamnSure (Warner Bros.)	+101
ROCK KILLS KID Paralyzed (Fearless/Warner Bros./Reprise)	+98

## NEW & ACTIVE

ROCK KILLS KID Paralyzed (Fearless/Warner Bros./Reprise)	Total Plays: 236, Total Stations: 20, Adds: 7
SEETHER The Gift (Wind-Up)	Total Plays: 225, Total Stations: 15, Adds: 0
MORRISSEY You Have Killed Me (Attack/Sanctuary/SRG)	Total Plays: 220, Total Stations: 12, Adds: 0
WOLFMOTHER Woman (Modular/Interscope)	Total Plays: 185, Total Stations: 24, Adds: 12
RACONTEURS Steady, As She Goes (Third Man/V2)	Total Plays: 175, Total Stations: 37, Adds: 26
ANGELS AND AIRWAVES The Adventure (Geffen)	Total Plays: 167, Total Stations: 12, Adds: 9
HURT Rapture (Capitol)	Total Plays: 160, Total Stations: 10, Adds: 1
BUCKCHERRY Crazy Bitch (ElevenSeven)	Total Plays: 157, Total Stations: 10, Adds: 2
TAKING BACK SUNDAY MakeDamnSure (Warner Bros.)	Total Plays: 152, Total Stations: 23, Adds: 8
EDITORS Munich (Kitchenware UK)	Total Plays: 127, Total Stations: 8, Adds: 1

Songs ranked by total plays

Station playlists for all R&R reporters are available on the web at [www.radioandrecords.com](http://www.radioandrecords.com).

77 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 3/12-3/18. 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 unless a song has not yet reached the top 20. If after 20 weeks, the record is not in the top 20 and has two consecutive weeks of decreased plays, the song is then categorized as 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. 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 Arbitron Inc. (© 2006, Arbitron Inc.) © 2006 Radio & Records.

# clear. consistent. quality.

All hooks are not created equal.

Contact Michael Pelaia for your next project • (770)452-4665 • [hooks@hooks.com](mailto:hooks@hooks.com) • [www.hooks.com](http://www.hooks.com) • Featuring **FM CENTURY** HitDiscs **HOOKS UNLIMITED**

RateTheMusic.com

America's Best Testing Alternative Songs 12 + For The Week Ending 3/17/06

Table with columns: Artist Title (Label), TW, LW, Familiarity, Burn, Persons 18-34, Men 18-34, Women 18-34. Lists songs like Panic! At The Disco, Weezer, HIM, etc.

Total sample size is 347 respondents. Total average favorability estimates are based on a scale of 1-5. Total familiarity represents the percentage of respondents who recognized the song.

BANDWIDTH

Artist: Dresden Dolls
Label: 8 Foot/Roadrunner
By STEVEN STRICK/Rock Formats Editor

I watched The Dresden Dolls perform at SXSW last week, and I have to say that out of the 30 or so bands I caught during my week in Austin, they stood out as the most memorable.



Dresden Dolls

You haven't seen The Dresden Dolls until you've seen them do Black Sabbath's "War Pigs." They don't just cover the song, they make it theirs.

Amanda Palmer (lead vocals, keyboards) has such an amazing stage presence that you can't keep your eyes off her. Her superhero-like powers take command of the audience as soon as she hits the stage.

Yes, Virginia, The Dresden Dolls' new album, is out on April 18. The first single, "Sing," is already on the radio on a handful of Alternative stations.

REPORTERS

Stations and their adds listed alphabetically by market

Large grid of market reports listing stations (e.g., WEQX/Albany, NY), reporters (e.g., Dan O'Brien), and program details.



Monitored Reporters
91 Total Reporters
77 Total Monitored
14 Total Indicator
Did Not Report, Playlist Frozen (1): KXNA/Fayetteville, AR



**JOHN SCHOENBERGER**  
jschoenberger@radioandrecords.com

## A Long And Winding Road

Dennis Constantine celebrates four decades in radio

**W**e know Dennis Constantine as the PD of heritage Triple A KINK/Portland, OR for the past 8 1/2 years and an early architect of the Triple A format at KBCO/Boulder, CO, but his roots in radio go back to the days of AM Top 40.

Constantine grew up in Baltimore, and from a very early age he knew that radio would be his career. He was hired at Top 40 powerhouse WCAO/Baltimore in 1966 as a gofer and helper but says he was bitten by the bug long before that.

"Actually, my infatuation with radio goes all the way back to kindergarten, where I was the class announcer," he says. "In fifth grade I did some liners for WCAO. They told folks to drive safely on the highways and byways and to look out for kids.

"I was brought into the old studios, which were still outfitted for the live days, when they had orchestras and so on. I got to go into the engineer's room and saw all the equipment and knobs and tape machines, and I was amazed that folks made a living doing such a cool thing. That's when I knew I wanted to do radio."

In addition to programming KINK, Constantine was recently given the programming reins of CBS market sister KLTH (K-Hits), a Classic Hits station. Constantine says the station acknowledges the music of the '60s and '70s as timeless and will always resonate with a certain adult segment of the population. The key, he believes, is to present the format not as a nostalgia service, but rather as a way for listeners to create a mood and mind-set.

**R&R:** How did you start at WCAO in 1966?

**DC:** By the time I was in high school I had started a radio club, and we were doing some shows on a local FM public station. That is what led to my first job at

WCAO. I was a senior at the time. The station had a nighttime show at 10pm that was aimed at high school kids. They picked my brain about that, and I actually got on the air to announce some songs and relay news about various high school events.

**R&R:** Where did that experience lead you?

**DC:** While in college I got a job at another station not far outside of Baltimore, WTTR/Westminster, MD, where I was on the air for seven hours a day. That is really where I got my chops.

By 1969 I was at a station in Annapolis, MD, WYRE, which was a monster-signal daytime AM Top 40 that was trying to take on WCAO. I was doing middays. About a month after I got there the PD quit, and next thing you know I was the new PD. I didn't know anything about programming a station, but I learned quick, I'll tell you.

I ended up being at that station for five years. My next stop was in Miami, at Top 40 WMYQ and, later, WHYI (Y100) as a jock. The PD at Y100 was the famous John Rook, who was also consulting other radio stations. He had one he was working with in Denver, and he eventually talked me into to going there to be MD at Top 40 KTLK.



Dennis Constantine in 1976 and today

**R&R:** So that's how you got to Colorado.

**DC:** Yep. I remember driving into town in April with my wife, and it was snowing. In fact, it snowed a foot that day. But I quickly learned to love Denver. I also remember thinking to myself that someday I wanted to program a No. 1 station in the market, which came true for me many years later, at KBCO — but I am getting ahead of myself.

KTLK had a great staff, including Tim Kelly — who is at Premiere now — and Big

Ron O'Brien. It was the renegade station in town. I was doing nights, and since it was a shift that practically nobody at the station listened to, I tried all kinds of interesting things on the air. When the first book came in I had an 11 share overall and a 30-plus share with teens. I was No. 1 in the market in that shift, and that lasted for over two years.

Frank Felix, who was programming Rocker KBPI in town, looked at those ratings and enticed me over there to do mornings. That was when I made the transition from Top 40 to Rock radio.

KBPI was initially a free-form Progressive station, but after Lee Abrams came into the market with the Superstars format on KAZY, Frank ended up tightening KBPI and let all his talent go. I worked with some great folks there, such as Larry Bruce, Frank Cody and Jeff Pollack, all of whom went on to do great things in their careers.

**R&R:** This is when you got involved with KBCO?

**DC:** I was out at KBPI and wondering what I was going to do next when I heard about this guy, Bob Greenly, who had just purchased an FM signal up in Boulder, CO. I drove up there and met with him.

I told him that since both Rock stations were now very tight, it might be a good idea to put a station that was musically broader back on the air. But rather than just play more of what they were playing, we should lean the station toward a more "mountain"-type sound, with artists who had a Boulder vibe.

The image idea I originally had was "Color Radio," as a play on words for Colorado, but it became clear early on that such an image didn't have much longevity, so we simply changed the call letters to KBCO and played up the whole Boulder, Colorado mystique as our image.

We started as a 250-watt station, but it was licensed as a full class C, so we ultimately went to 100,000 watts, broadcasting from a tower on an 8,000-foot mountain. Ten years in we were the No. 1 station in the Denver market.

Ownership evolved over time. When Noble owned the station before all the consolidation and the buyout by Clear Channel, I was VP/Programming overseeing four stations. When it was all said and done, I had been at KBCO for 17 years.

**R&R:** You opened a consultancy in the mid-'90s to help spread the word about Triple A.

**DC:** I actually started to help other stations while I was still at KBCO. First, it was WHFS/Baltimore. Dave Einstein was programming the station at the time. His dad had sold the station to new owners, and the new owners felt the station could do better and wanted a consultant involved. Dave called me and asked if I'd like to try to help him out. I helped them for almost 10 years, and the station became a major player in the market.

From there I went to help a station in Austin that was Smooth Jazz at the time, KGSR. I found Jody Denberg, who was at crosstown Rocker KLBj at the time, and he and I thought about what we could do with the station.

It became clear that no station in town was properly addressing the rich musical heritage of Austin, so we came up with a Triple A version that leaned heavily on the

**"I was helping to spread the Triple A gospel, and it was very rewarding."**

local music scene. Jody and I became good friends, and we remain friends today.

The ball started rolling — KTCZ/Minneapolis, KZON/Phoenix, KSCA/Los Angeles, WFUV/New York, WXPB/Philadelphia and so on. When it was all done, I had 20 clients. I had to dedicate myself completely to that, so I left KBCO but remained as a consultant to the station for a while. I was helping to spread the Triple A gospel, and it was very rewarding.

**R&R:** What made you decide to go to KINK?

**DC:** While I still had my own business, Steve Keeney, the GM at KINK at the time — whom I had known from Denver — approached me. KINK had tremendous heritage. It had been No. 1 in Portland at about the same time that KBCO was No. 1 in Denver, but its mix leaned a little more toward jazz and softer AC sounds. It was starting to sound a bit stale by the late '90s.

The initial conversations were for me to consult the station, but then Steve started trying to convince me to move to Portland and become the actual PD. I was getting a little road weary from all the traveling and really wanted to settle down again. Further, I really missed the day-to-day involvement and camaraderie of being at a radio station.

We talked about it for almost a year before I made the decision just before the Triple A Summit in August of 1997. At first, I still consulted a few stations on the side, but I soon let that go. Surprisingly, I have been here over eight years at this point, and we have made KINK a very competitive station in this new radio landscape.

**R&R:** How has the broadcasting business changed over the years?

**DC:** The stakes are certainly higher today, and there are more stations competing in a given market. Plus, listeners have so many more options for entertainment today than they had back in the early days. But I still think that most people are in radio for the joy of doing it, just like back then.

One of the things that concerns me today, though, is how the kids view radio. For them, radio is not very high on the list as a content provider. They have TV, iPods, the Internet and, now, cell phones, all of which may be more important to them than radio. We, as an industry, have somehow lost our connection with them, and I fear that will come to haunt us sooner rather than later if we can't re-establish relevancy with them.

That's the real potential for HD Radio, content downloads, streaming and all of the other new delivery systems that we are now getting involved with. We are on a more competitive playing field today than in the good old days, but the more ways we can be actively involved, the better our chances of not only surviving, but thriving. It's a brave new world out there.

**"One of the things that concerns me today is how the kids view radio. For them, radio is not very high on the list as a content provider."**

# TRIPLE A TOP 30

March 24, 2006

POWERED BY  
MEDIABASE

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	TOTAL AUDIENCE (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	<b>JACK JOHNSON</b> Upside Down (Brushfire/Universal Republic)	545	+20	32125	10	23/0
2	2	<b>COLDPLAY</b> Talk (Capitol)	402	-26	18842	14	20/0
3	3	<b>TRAIN</b> Cab (Columbia)	358	+6	18088	12	19/0
4	4	<b>U2</b> Original Of The Species (Interscope)	292	-6	14077	16	19/0
6	5	<b>BETH ORTON</b> Conceived (Astralwerks/EMC)	283	+5	14164	10	22/1
7	6	<b>SHAWN MULLINS</b> Beautiful Wreck (Vanguard)	280	+25	13688	10	19/0
5	7	<b>KT TUNSTALL</b> Black Horse & The Cherry Tree (Relentless/Virgin)	275	-9	17862	21	22/0
9	8	<b>DEATH CAB FOR CUTIE</b> Crooked Teeth (Atlantic)	261	+11	15561	7	19/1
8	9	<b>FRAY</b> Over My Head (Cable Car) (Epic)	256	+4	11739	27	19/0
10	10	<b>BEN HARPER</b> Better Way (Virgin)	252	+7	10889	5	20/1
11	11	<b>SUBDUDES</b> Papa Dukie & The Mud People (Back Porch/Narada/EMI)	247	+3	9641	9	18/0
12	12	<b>DEATH CAB FOR CUTIE</b> Soul Meets Body (Atlantic)	237	+2	12543	26	22/0
14	13	<b>DAVID GRAY</b> Tell Me Something (Hospital Food) (ATO/RCA/RMG)	233	+12	15023	8	18/1
13	14	<b>GOO GOO DOLLS</b> Better Days (Warner Bros.)	226	+2	12593	22	16/0
15	15	<b>O.A.R.</b> Love And Memories (Everfire/Lava)	208	-7	7471	14	15/0
18	16	<b>DAVID GILMOUR</b> On An Island (Columbia)	187	0	11514	6	14/0
16	17	<b>SANTANA f/LOS LONELY BOYS</b> I Don't Wanna Lose Your Love (Arista/RMG)	184	-13	10142	13	12/0
19	18	<b>MAT KEARNEY</b> Nothing Left To Lose (Aware/Columbia)	183	+3	11077	7	15/0
21	19	<b>KT TUNSTALL</b> Suddenly I See (Relentless/Virgin)	174	+30	6906	3	15/0
20	20	<b>AUGUSTANA</b> Boston (Epic)	170	+7	7390	5	12/0
17	21	<b>FEIST</b> Mushaboom (Cherry Tree/Interscope)	164	-25	6869	18	17/0
25	22	<b>BRANDI CARLILE</b> What Can I Say (Red Ink/Columbia)	148	+16	5841	6	12/1
24	23	<b>AQUALUNG</b> Left Behind (Slightly Bigger/Red Ink/Columbia)	136	0	6316	6	13/1
Debut	24	<b>JOHN BUTLER TRIO</b> Betterman (Lava/Atlantic)	127	+70	4043	1	10/2
23	25	<b>MICHAEL STIPE</b> In The Sun (Warner Bros.)	119	-18	4739	5	7/0
22	26	<b>NEIL YOUNG</b> Far From Home (Reprise)	114	-26	4908	12	13/0
28	27	<b>VAN MORRISON</b> Playhouse (Lost Highway)	103	0	2517	4	9/0
Debut	28	<b>INXS</b> Afterglow (Epic)	101	+16	6405	1	7/0
Debut	29	<b>JEWEL</b> Again And Again (Atlantic)	94	+9	4279	1	10/1
29	30	<b>SUSAN TEDESCHI</b> Evidence (Verve Forecast/VMG)	93	-5	1634	5	9/0

## MOST ADDED\*

ARTIST TITLE LABEL(S)	ADDS
<b>NEW CARS</b> Not Tonight (ElevenSeven)	4
<b>ANIMAL LIBERATION...</b> Girl, I... (Brushfire/Universal Republic)	4
<b>JAMES BLUNT</b> High (Custard/Atlantic)	3
<b>ABBOTFINNEY</b> Closer (Freefall)	3
<b>JOHN BUTLER TRIO</b> Betterman (Lava/Atlantic)	2
<b>TOM SARTORI</b> One More Whiskey (Aces High)	2
<b>MATISYAHU</b> Youth (Or Music/Epic)	2

The Triple A add threshold is applied to monitored stations not allowed to report adds per their company policy. Songs that reach five plays per week in two consecutive airplay weeks. An airplay week is defined as Sunday through Saturday. Adds from all other programmers are still accepted at any play level.

## MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
<b>JOHN BUTLER TRIO</b> Betterman (Lava/Atlantic)	+70
<b>KT TUNSTALL</b> Suddenly I See (Relentless/Virgin)	+30
<b>RACONTEURS</b> Steady, As She Goes (Third Man/V2)	+26
<b>SHAWN MULLINS</b> Beautiful Wreck (Vanguard)	+25
<b>JACK JOHNSON</b> Upside... (Brushfire/Universal Republic)	+20
<b>LITTLE WILLIES</b> Roll On (Milking Bull/EMC)	+18
<b>DANIEL POWTER</b> Bad Day (Warner Bros.)	+17
<b>JAMES BLUNT</b> High (Custard/Atlantic)	+17

## MOST PLAYED RECURRENTS

ARTIST TITLE LABEL(S)	TOTAL PLAYS
<b>H. HANCOCK f/J. MAYER</b> Stitched Up (Hear Music/Vector)	181
<b>JAMES BLUNT</b> You're Beautiful (Custard/Atlantic)	174
<b>AQUALUNG</b> Brighter Than... (Slightly Bigger/Red Ink/Columbia)	129
<b>TRACY CHAPMAN</b> Change (Lava/Atlantic)	103
<b>DAVID GRAY</b> The One I Love (ATO/RCA/RMG)	95
<b>TREY ANASTASIO</b> Shine (Columbia)	95
<b>SNOW PATROL</b> Chocolate (A&M/Interscope)	91
<b>COLDPLAY</b> Speed Of Sound (Capitol)	87
<b>GREEN DAY</b> Boulevard Of Broken Dreams (Reprise)	81
<b>COLDPLAY</b> Fix You (Capitol)	80

Station playlists for all R&R reporters are available on the web at [www.radioandrecords.com](http://www.radioandrecords.com).

## NEW & ACTIVE

**MY MORNING JACKET** Off The Record (ATO/RCA/RMG)  
Total Plays: 92, Total Stations: 9, Adds: 1

**DONALD FAGEN** H Gang (Reprise)  
Total Plays: 84, Total Stations: 8, Adds: 0

**LIVE** The River (Epic)  
Total Plays: 82, Total Stations: 5, Adds: 0

**HOBBASTANK** If I Were You (Island/IDJMG)  
Total Plays: 79, Total Stations: 3, Adds: 0

**LITTLE WILLIES** Roll On (Milking Bull/EMC)  
Total Plays: 78, Total Stations: 12, Adds: 1

**JAMIE CULLUM** London Skies (Verve Forecast/VMG)  
Total Plays: 77, Total Stations: 8, Adds: 0

**PEARL JAM** World Wide Suicide (J/RMG)  
Total Plays: 66, Total Stations: 4, Adds: 1

**SIA** Breathe Me (Astralwerks/EMC)  
Total Plays: 62, Total Stations: 8, Adds: 1

**RACONTEURS** Steady, As She Goes (Third Man/V2)  
Total Plays: 62, Total Stations: 3, Adds: 0

**MATT COSTA** Cold December (Brushfire/Universal Republic)  
Total Plays: 60, Total Stations: 8, Adds: 0

Songs ranked by total plays

"STELLAR, SUBLIME BLUE-EYED SOUL, ROOTS ROCK AND ROMPING NEW ORLEANS R&B" -NEW ORLEANS TIMES-PICAYUNE

"HIS JAM-FRIENDLY STYLE CONVERTS BLUES PURISTS AND DYED-IN-THE-WOOL R&B FANS AS WELL AS THE TATTOOED AND PIERCED CROWD" -AN HONEST TUNE

INTRODUCING THE BRILLIANT NEW ARTIST:  
**ERIC LINDELL** FEATURING: **GIVE IT TIME**  
FROM HIS FULL-LENGTH DEBUT, **CHANGE IN THE WEATHER.**

CONTACT: TIM KOLLETH @ ALLIGATOR RECORDS  
800-348-7214x23 RADIO@ALLIG.COM





# TRIPLE A

# AAA ARTIST OF THE WEEK

## ON THE RECORD

With  
**Brian Corona**  
Director/Triple A & Adult Radio  
Promotion, Atlantic



Founded by high school friends Marc Roberge, Richard On, Jerry DePizzo, Benj Gershman and Chris Culos in Rockville, MD, O.A.R. relocated to Ohio, where they found early success in the late-'90s. Using the DIY approach, they quickly became grassroots legends through unforgettable shows, smart self-marketing and a never-say-die work ethic. • With the independent release of their first album, the live *Any Time Now*, O.A.R. got noticed and signed by Lava A&R man Gregg Nadel, who felt that this hard-working, mass-appeal act deserved a shot. They've always done it the old-fashioned way, winning one fan at a time, night after night on the road. So much so, in fact, that O.A.R. recently sold out Madison Square Garden — wait a sec, that's *Madison Square Garden!* • Special thanks to all the Triple A radio folks who have supported the first single, "Love and Memories," from O.A.R.'s recent album *Stories of a Stranger*. The song has made it into the top 15 of the Triple A monitored chart, and the band continues to tour throughout 2006.

never-say-die work ethic. • With the independent release of their first album, the live *Any Time Now*, O.A.R. got noticed and signed by Lava A&R man Gregg Nadel, who felt that this hard-working, mass-appeal act deserved a shot. They've always done it the old-fashioned way, winning one fan at a time, night after night on the road. So much so, in fact, that O.A.R. recently sold out Madison Square Garden — wait a sec, that's *Madison Square Garden!* • Special thanks to all the Triple A radio folks who have supported the first single, "Love and Memories," from O.A.R.'s recent album *Stories of a Stranger*. The song has made it into the top 15 of the Triple A monitored chart, and the band continues to tour throughout 2006.

**Jack Johnson** holds his spot on the top of the monitored chart for the fifth week ... The rest of the chart is pretty stable, with very little movement up or down; however, several tracks show significant growth this week, including **The John Butler Trio**, **KT Tunstall**, **Shawn Mullins** and **The Little Willies** ... **INXS**, **Jewel** and **My Morning Jacket** debut ... On the Indicator chart, Johnson is No. 1; **Ben Harper** is 2\*; **Beth Orton** holds tough at 3\*; and **David Gray** rounds out the top five, at 5\* ... **Van Morrison** is now top 10, and several other tracks look good, including **David Gilmore**, **Brandi Carlile**, **Jackie Greene**, **Mat Kearney**, **Augustana** and **Ben Lee** ... **Black Rebel Motorcycle Club**, **Jamie Cullum**, **The Little Willies** and **The Fray** debut ... In the Most Added category, **The Animal Liberation Orchestra** are off to a great start, with 15 total adds, while **World Party** aren't that far behind, at 13 combined adds ... Also looking good this week are **Gomez**, **The New Cars**, **Drive-By Truckers**, **Abbotfinney** and **The Raconteurs** ... There's a good buzz on **Sia**, **Built To Spill**, **Mason Jennings**, **Matt Costa** and **Pearl Jam**.



— John Schoenberger, Triple A/Americana Editor

ARTIST: **Ben Harper**

LABEL: **Virgin**

By **JOHN SCHOENBERGER** / TRIPLE A & AMERICANA EDITOR

I was invited to see Ben Harper perform at The Troubadour in Los Angeles about a dozen years ago. By that time he had already established a loyal local following — he's from Claremont, just a bit east of L.A. — and the club was packed. I had heard about him but wasn't prepared for what I was about to witness. His performance was akin to a spiritual revival. From that moment on I have sung the praises of this honest, thoughtful man. I suspect my story reflects what many have experienced with Ben Harper over the years, and that word-of-mouth phenomenon is as much responsible for his success today as anything else.

In 1994 Harper's music-business journey began with the release of *Welcome to the Cruel World*, on which he deftly captured the unique sound he was forging — including elements of gospel, blues, folk, R&B, funk, reggae and rock — and established a lyric style that was intelligent and probing. The subsequent studio releases *Fight for Your Mind*, *The Will to Live*, *Burn to Shine* and *Diamonds on the Inside* have proven that Harper is sincere about what he's doing and that even his worldwide success has not swayed his philosophical agenda.

After touring in support of 2003's *Diamonds*, Harper began work on what was to be his next studio effort, but he got sidetracked a bit when he was asked to work with The Blind Boys Of Alabama.

What started out as a brief interaction turned into the full-blown double Grammy-winning collaboration *There Will Be a Light*.

Says Harper of the experience, "They asked me to produce a couple of songs, and that quickly turned into its own world. Before the Blind Boys, I used to sing. With and after the Blind Boys, I may have become a singer."

Now Harper returns with *Both Sides of the Gun*, a double album that splits 18 tunes into two groups more for aesthetic reasons than running time. With previous projects, Harper says he always found some way to sequence his songs, "but this

time I couldn't find it." He continues, "I hate to call it the hard disc and the soft disc, because sometimes the soft stuff hits you harder than anything else. I guess it's like flipping an old record, turning it over to the next side."

Although *Both Sides of the Gun* is Harper's third self-produced outing, this effort is far more hands-on

than anything he has done before. His band, The Innocent Criminals — bassist Juan Nelson, percussionist Leon Lewis Mobley and drummer Oliver Charles — were included in some of the sessions, as were other esteemed players, but several songs feature Harper playing all the instruments and doing all the vocals.

Harper and his band have always been active on the road, and the support planned for *Gun* will be no different. He just finished up some dates in Europe and is currently announcing a variety of gigs in the U.S. He and the band will go to Japan in June. Meanwhile, check out the title track, "Better Way," "Black Rain," "Morning Yearning," "Waiting for You" and "More Than Sorry."



Thank  
You  
Radio!

## APPLAUDING RADIO & THE MARCH OF DIMES LIFELONG PARTNERSHIP

The March of Dimes and radio have had a successful partnership for more than 67 years. In 1938, when radio announcer Eddie Cantor urged his listeners to send their spare dimes to President Roosevelt at the White House to help in the fight against polio, he used the power of radio to

communicate his urgent message and "coined" the phrase March of Dimes. The March of Dimes Achievement In Radio Awards carries on our historic partnership with radio by celebrating excellence in broadcasting. Congratulations to A.I.R. Awards winners, finalists and participants in Atlanta,

Milwaukee, Nashville, New York, Philadelphia and Pittsburgh. With radio's continuing support, we will be successful in our campaign to address the increasing rate of premature birth, now affecting half a million babies in the U.S. every year.

March  
of Dimes®  
A.I.R. Awards®  
Achievement In Radio

### NATIONAL SPONSORS:



### LOCAL SPONSORS:

360 Media  
ABC Radio News  
AFTRA  
Atlanta Journal-  
Constitution  
Atlanta Magazine  
Atlantic Records

Black Box Network  
Services - TN  
Blattner Brunner, Inc.  
Capitol/Virgin  
Clear Channel Outdoor  
Comcast  
CURB Records

Georgia Association of  
Broadcasters  
J Records  
Katz Media Group  
Max20 Advertising  
Miller Kaplan & Arase  
OnMilwaukee.com  
PMI

Potawatomi Bingo  
& Casino  
RCS Productions  
Premiere Radio  
RCA/Nashville  
Sony  
Universal  
Warner Brothers

For more information, contact the A.I.R. Awards at: [mfrennier@marchofdimes.com](mailto:mfrennier@marchofdimes.com) or call 412-391-3193

# AMERICANA TOP 30 ALBUMS



March 24, 2006

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	THIS WEEK PLAYS	+ / - PLAYS	CUMULATIVE PLAYS
1	1	ROSANNE CASH Black Cadillac (Capitol)	541	-6	4494
2	2	BR549 Dog Days (Dualtone)	424	-25	5605
3	3	SUBDUDES Behind The Levee (Back Porch/Narada Productions/EMI)	415	-13	3803
5	4	HANK III Straight To Hell (Bruc/Curb)	405	+58	1266
4	5	ROBINELLA Solace For The Lonely (Dualtone)	349	-11	3471
7	6	NEKO CASE Fox Confessor Brings The Flood (Anti/Epitaph)	337	+33	1697
6	7	SHAWN MULLINS 9th Ward Pickin' Parlor (Vanguard)	332	-1	2217
8	8	LITTLE WILLIES Little Willies (Milking Bull/EMC)	328	+29	1360
10	9	RADNEY FOSTER This World We Live In (Dualtone)	301	+35	938
13	10	VAN MORRISON Pay The Devil (Lost Highway)	289	+37	944
14	11	JESSI COLTER Out Of The Ashes (Shout! Factory)	278	+27	1316
16	12	JENNY LEWIS... Rabbit Fur Coat (Team Love)	257	+33	913
9	13	GIBSON BROTHERS Red Letter Day (Sugar Hill)	256	-18	2138
11	14	JAMES MCMURTRY Childish Things (Compadre)	238	-21	13558
18	15	TOM RUSSELL Love And Fear (HighTone)	231	+16	594
12	16	MARTY STUART... Badlands (Superlatone/Universal South)	216	-42	5541
15	17	GOURDS Heavy Ornamentals (Eleven Thirty)	213	-22	2120
21	18	JEFF TALMADGE Blissville (CoraZong)	197	0	1456
24	19	VARIOUS Texas Unplugged: Vol. 2 (Palo Duro)	193	+16	744
20	20	BRIAN KEANE I Ain't Even Lonely (Mix-O-Rama)	190	-10	2483
19	21	DARDEN SMITH Field Of Crows (Dualtone)	188	-14	2182
22	22	MAMMALS Departure (Signature Sounds)	176	-14	1021
Debut	23	SCOTT MILLER Citation (Sugar Hill)	176	+26	425
Debut	24	SARAH HARMER I'm A Mountain (Zoe/Rounder)	174	+10	796
23	25	SUSAN TEDESCHI Hope & Desire (Verve Forecast/VMG)	172	-10	7049
27	26	JAMES TALLEY Got No Bread, No Milk (Cimarron)	172	+1	1161
30	27	DELBERT MCCLINTON Cost Of Living (New West)	168	0	15832
29	28	AVETT BROTHERS Four Thieves Gone... (Ramseur)	167	-2	1293
Debut	29	CROSS CANADIAN RAGWEED Garage (Superlatone/Universal South)	166	0	3835
26	30	MOUNTAIN HEART Wide Open (Skaggs Family)	165	-6	1056

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](http://www.americanamusic.org). © 2006 Americana Music Association.

## AMERICANA SPOTLIGHT

By John Schoenberger  
Artist: The Little Willies  
Label: Milking Bull/EMC



Formed for a one-off show at New York's Living Room back in 2003, The Little Willies have since become an on-again, off-again side project of some pretty heavy-duty New York players: Norah Jones (vocals, piano), Richard Julian (vocals, guitar), Lee Alexander (bass), Jim Campilongo (guitar) and Dan Reiser (drums). Inspired by classic country and honky-tonk, with just a smidgen of blues for flavor, this quintet visits some classic tunes by Elvis Presley, Kris Kristofferson, Willie Nelson and Hank Williams, as well offering up a couple of originals. Recorded at the home studio of Jones and husband Alexander, the self-titled debut features such gems as "Roly Poly," "Roll On," "Streets of Baltimore" and "Gotta Get Drunk."

## AMERICANA NEWS

A month ahead of schedule, Clear Channel's Country WPKX/Springfield, MA has debuted CC's new Newgrass digital radio channel. PD R.J. McKay says that for now the songs, logs and liners are coming from CC's corporate offices in Cincinnati. McKay also reports that he expects to begin streaming the Newgrass format online within the next two months or so, as the station begins efforts to educate listeners about HD2... Created exclusively to focus on the Americana, bluegrass and country formats, eTuneCity.com is an online music store offering CDs and downloads, with added features such as news and information, artist websites, community bulletin boards and a touring database. Over two years in development, the new niche sales environment is a joint venture involving Nashville companies Music Row Publications, Hi-Fi Fusion and Synclogic... Grammy winners The Dixie Chicks return with their fourth album, *Taking the Long Way*, on May 23. A collaboration with legendary producer Rick Rubin, the recording includes a star-studded studio band comprising Red Hot Chili Peppers drummer Chad Smith, session veteran Larry Knechtel and Heartbreakers Benmont Tench and Mike Campbell. The Chicks — Emily Robison, Martie Maguire and Natalie Maines — collaborated with several writers on the new album, including Dan Wilson, Pete Yorn and Gary Louis.

## MOST ADDED®

ARTIST TITLE LABEL(S)	ADDS
PINMONKEY Big Shiny Cars (Back Porch/Narada/EMI)	12
KRIS KRISTOFFERSON This Old Road (New West)	11
DALE WATSON Whiskey Or God (Palo Duro)	10
WILLIE NELSON You Don't Know Me: The Songs Of Cindy Walker (Lost Highway)	8
LITTLE WILLIES Little Willies (Milking Bull/EMC)	8
SHAWN CAMP Fireball (Skeeterbit/Emergent)	6



R&R can now deliver **BREAKING NEWS** directly to your mobile phone!

Just text the word **RADIO** to 36617 and you'll be instantly signed up.

Standard rates apply. Powered by





**KEVIN PETERSON**  
 kpeterson@radioandrecords.com

## Hull Heats Up Houston

Continued from Page 1

When I graduated I went to work for WCIE/Lakeland, which, at the time, was one of the first all-music Contemporary Christian stations in the country. I stayed there for 11, almost 12 years, eventually becoming Station Manager. It was a church-owned radio station, and the church went through some difficulties and I decided to leave.

I put the family in the station wagon and drove to Northern California. We worked for K-LOVE for three years. In 1992 I went to Colorado Springs, where I helped put on a satellite network called the Word in Music and also put KBIQ on the air in Colorado Springs. It was the first Contemporary Christian music station there.

We stayed in Colorado Springs for four years, until I came here to Houston in 1996. I'm about to start my 10th year here at KSBJ.

**R&R:** Some people will say that you are successful because you're a VP or because your stations have had ratings or financial success. What is your definition of success?

**JH:** Finding something that you're passionate about, that you can enjoy doing on a day in, day out basis and that can support your family — that's success to me. The fact that ratings success or financial success has come to the places I've worked, that's just a bonus.

I know a lot of guys who work for radio stations where they don't have huge ratings success and where they're struggling every day to make their nut, but they're as happy as a June bug. They're thrilled because they're doing what they were purposed to do. They're doing what they're passionate about, and they're doing it with excellence.

If you can find a job where you are really fulfilled in the process, where, even in the midst of the stuff that we all have to deal with, you can look back at the end of the day and say, "I know I'm in the right place, and I'm glad that I'm here. Thank you, God, for taking me through another day. I look forward to tomorrow," that's a pretty good deal.

**R&R:** Who do you feel you've learned from the most or been influenced by most?

**JH:** Growing up in central Florida was amazing in terms of having some great radio legends to listen to — people like Scott Shannon on WRBQ/Tampa. Most of the years I was at WCIE I had Scott Shannon and Cleveland Wheeler doing the morning show at WRBQ, and Mason Dixon did the afternoon show.

Those guys were legends and did radio that made you sit there and hang on every word they were saying and listen to every piece of imaging they were doing. It made me want to try to emulate them the best way that I could on a Christian station.

I worked for a guy who's still actively involved in radio every day, Jim Campbell, who's President of the Radio Training Network, which is WJIS/Sarasota, FL; WLFJ/Greenville, SC; and a lot of other stations. I learned more about what it takes to connect with an audience from him than I have from any consultants — although

I've worked with some great consultants. Like Brad Burkhart. That guy has forgotten more than I'll ever remember about doing great Christian radio.

I've had the opportunity to work with Alan Mason and to be friends with people like John Frost, Tommy Kramer, Dan O'Day and Mike McVay, people I really respect.

Every time I go to one of their seminars or sit at a table with them, I walk away having learned something, because they're so very strategic and so focused. They've been doing it long enough, and been doing it well long enough, that it behooves you to pay attention to what they say.

Coming to Houston and getting to work with Tim McDermott has been an absolute blast. When I was at WCIE, he was at KCFO/Tulsa, which was the station that Contemporary Christian guys looked at in the early and mid-'70s. I

**"I don't think there's been a radio station I've worked at where I haven't met one or two people who profoundly impacted my life."**

kept reading about this guy named Tim McDermott and hearing about KCFO, and I got a chance to meet him one year at a GMA.

Here was a guy who was younger than me and shorter than me — and that's hard to find — but who was already impacting lives at a very young age. Having the opportunity to come here 10 years ago and work with him as my boss was absolutely amazing.

I don't think there's been a radio station I've worked at where I haven't met one or two people who profoundly impacted my life. To be honest with you, sometimes it's people who impact your life not in a good way that kind of put you in a position where you have to get closer to God, where you have to spend a lot more time praying and a whole lot more time trying to figure out "Why is this like it is? Do I have any responsibility in this, and if so, what is it?"

I heard somebody say one time that no person is totally useless; they can always serve as a bad example. I've been blessed that I haven't had many people I've worked with who have been that way, but if you allow those people to take you to a place where you get better at what you do or more prayerful in what you do or maybe just more thoughtful in what you do, even those situations can end up being positive.

**R&R:** What do you do away from work to have fun?



**YOU, TOO, CAN HANG WITH BONO** Members of MercyMe spent quality time with U2's Bono at a private DATA reception following the Presidential Prayer Breakfast in Washington, DC. Seen here (l-r) are MercyMe's Barry Graul, Mike Scheuchzer and Robby Shaffer; Bono; and MercyMe's Jim Bryson, Bart Millard and Nathan Cochran.

**JH:** I am an inherently boring person away from work. I go home and spend time with my family. We watch some of our favorite shows on TV or talk about our favorite shows. I like to read. I don't read as much as I would like, but that's because I don't have as much alone time as I'd like.

I love to cook; that's a hobby of mine. I'm a percussionist, so I love to play hand percussion, things you can shake and hit rather than drums that you hit with a stick. I'm not a sports guy. I don't play golf. I don't ride motorcycles. If I had more money, I'd probably collect cars, but I can barely keep the ones I drive running.

**R&R:** What's the one thing that you haven't done for fun that would be on top of your list?

**JH:** I would love to be able to take my wife to Europe and not have any work involved. I've been to Europe a number of times, but it's always had to do with work, or it's stopping off in England on the way to Africa to do something with a radio station. I'd love to be able to tour the European continent with my wife, and I hope to do that before we're too old to enjoy it.

**R&R:** When you decide to retire someday, how do you want the industry to remember you?

**JH:** I'm one of those guys who really wants to die in harness. I want to be doing something. But if the industry were to look back on me at some point, I would want them to say, "He's a guy who was really, really passionate about knowing God and about making Him known to other people."

**"If the industry were to look back on me at some point, I would want them to say, 'He's a guy who was really, really passionate about knowing God and about making Him known to other people.'"**

I don't want to be remembered for my programming skills because there are so many people out there who are so much better at that than I am. I don't want to be remembered for ratings successes or awards or any of that stuff because you and I both realize that's one of those things that tarnishes and really doesn't mean a whole lot in eternity.

But to be remembered as someone who was passionate about knowing Him and making Him known, that would make a nice epitaph.

EMI Music

Christian Music Group

Programmer's Pick of the Month

"Wholly Yours" DAVID CROWDER BAND

*"Wholly Yours" is a great fit for us. Crowder is quickly entrenching himself at AC and positioning himself to become a core act.*

— Gary Thompson,  
Associate Program Director  
100.9 FM, KXOJ

For promotional information on EMI CMG singles contact Brian Thiele or Andrea Kleid at 800.347.4577 or radio@mail.emicmg.com

no hype. just hits.

# CHRISTIAN AC TOP 30

POWERED BY  
MEDIABASE

March 24, 2006

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART	TOTAL STATIONS
	1	<b>CHRIS TOMLIN</b> How Great Is Our God ( <i>Sixsteps/Sparrow/EMI CMG</i> )	1138	+34	12	37/0
4	2	<b>AARON SHUST</b> My Savior My God ( <i>Brash</i> )	1051	+35	11	35/1
2	3	<b>MARK SCHULTZ</b> I Am ( <i>Word/Curb/Warner Bros.</i> )	1004	-95	29	38/0
3	4	<b>THIRD DAY</b> Cry Out To Jesus ( <i>Essential/PLG</i> )	976	-61	26	40/0
5	5	<b>JEREMY CAMP</b> This Man ( <i>BEC/Tooth &amp; Nail</i> )	943	-63	28	38/0
8	6	<b>CASTING CROWNS</b> Praise You In This Storm ( <i>Beach Street/Reunion/PLG</i> )	911	+188	7	37/2
6	7	<b>MATTHEW WEST</b> Only Grace ( <i>Universal South/EMI CMG</i> )	891	-39	17	36/1
7	8	<b>CARRIE UNDERWOOD</b> Jesus, Take The Wheel ( <i>Arista/PLG</i> )	844	-3	11	30/1
9	9	<b>NATALIE GRANT</b> What Are You Waiting For ( <i>Curb</i> )	681	-15	15	30/0
10	10	<b>NEWSONG</b> Psalm 40 ( <i>Integrity Label Group</i> )	649	-17	16	28/0
11	11	<b>CASTING CROWNS</b> Lifesong ( <i>Beach Street/Reunion/PLG</i> )	518	-11	33	40/0
12	12	<b>CHRIS TOMLIN</b> Holy Is The Lord ( <i>Sixsteps/Sparrow/EMI CMG</i> )	473	+10	58	39/0
14	13	<b>NEWSBOYS</b> I Am Free ( <i>Inpop</i> )	454	0	9	24/0
15	14	<b>BARLOWGIRL</b> I Need You To Love Me ( <i>Fervent/Curb/Warner Bros.</i> )	440	+43	6	21/1
13	15	<b>MERCYME</b> In The Blink Of An Eye ( <i>INO</i> )	435	-26	39	38/0
19	16	<b>SELAH W/MELODIE CRITTENDEN</b> Bless The Broken Road ( <i>Curb</i> )	375	+71	4	16/1
16	17	<b>NICHOLE NORDEMAN</b> What If ( <i>Sparrow/EMI CMG</i> )	343	-42	19	23/0
21	18	<b>WATERMARK</b> Light Of The World ( <i>Rocketown</i> )	339	+52	5	20/4
17	19	<b>JOHN DAVID WEBSTER</b> Now ( <i>BHT</i> )	335	0	10	17/0
22	20	<b>BEBO NORMAN f/RICH MULLINS</b> Sometimes By Step ( <i>Reunion/PLG</i> )	317	+38	3	12/0
20	21	<b>NICOL SPONBERG</b> Hallelujah ( <i>Curb</i> )	314	+18	5	13/3
25	22	<b>TODD AGNEW</b> My Jesus ( <i>SRE/Ardent</i> )	299	+38	3	16/2
24	23	<b>SWITCHFOOT</b> We Are One Tonight ( <i>Sparrow/EMI CMG</i> )	280	+10	4	10/1
18	24	<b>STEVEN CURTIS CHAPMAN</b> Remembering You ( <i>Sparrow/EMI CMG</i> )	276	-41	19	21/0
23	25	<b>AVALON</b> Love Won't Leave You ( <i>Sparrow/EMI CMG</i> )	272	-1	9	17/1
26	26	<b>PHILLIPS, CRAIG &amp; DEAN</b> Because I'm Forgiveness ( <i>INO</i> )	265	+4	6	14/0
28	27	<b>MICHAEL W. SMITH</b> All In The Serve ( <i>Reunion/PLG</i> )	257	+3	6	14/0
<b>Debut</b>	28	<b>SHAWN MCDONALD</b> Free ( <i>Sparrow/EMI CMG</i> )	249	+51	1	9/1
30	29	<b>KUTLESS</b> Strong Tower ( <i>BEC/Tooth &amp; Nail</i> )	249	+20	3	10/3
<b>Debut</b>	30	<b>WARREN BARFIELD</b> Saved ( <i>Essential/PLG</i> )	240	+62	1	12/1

40 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 3/12-3/18. 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 unless a song has not yet reached the top 15. If after 20 weeks, the record is not in the top 15 and has two consecutive weeks of decreased plays, the song is then categorized as 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. 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 Arbitron Inc. © 2006. Arbitron Inc. © 2006 Radio & Records.

## NEW & ACTIVE

**MARK HARRIS** Find Your Wings (*INO*)  
Total Plays: 207, Total Stations: 10, Adds: 0

**ZOEGIRL** Unchangeable (*Sparrow/EMI CMG*)  
Total Plays: 197, Total Stations: 11, Adds: 4

**JADON LAVIK** Changing Happy (*BEC/Tooth & Nail*)  
Total Plays: 197, Total Stations: 7, Adds: 0

**LIFEHOUSE** You And Me (*Geffen*)  
Total Plays: 183, Total Stations: 7, Adds: 0

**PAUL COLMAN** Holding Onto You (*Inpop*)  
Total Plays: 170, Total Stations: 11, Adds: 5

**BUILDING 429** Fearless (*Word/Curb/Warner Bros.*)  
Total Plays: 160, Total Stations: 7, Adds: 1

**MERCYME** So Long Self (*INO*)  
Total Plays: 136, Total Stations: 29, Adds: 28

**BETHANY OILLON** Hallelujah (*Sparrow/EMI CMG*)  
Total Plays: 136, Total Stations: 5, Adds: 0

**BIG DADDY WEAVE** Without You (*Fervent/Curb/Warner Bros.*)  
Total Plays: 133, Total Stations: 7, Adds: 0

**AFTERS** All That I Am (*Simple/INO*)  
Total Plays: 124, Total Stations: 7, Adds: 1

## MOST ADDED\*

ARTIST TITLE LABEL(S)	ADDS
<b>MERCYME</b> So Long Self ( <i>INO</i> )	28
<b>PAUL COLMAN</b> Holding Onto You ( <i>Inpop</i> )	5
<b>WATERMARK</b> Light Of The World ( <i>Rocketown</i> )	4
<b>ZOEGIRL</b> Unchangeable ( <i>Sparrow/EMI CMG</i> )	4
<b>NICOL SPONBERG</b> Hallelujah ( <i>Curb</i> )	3
<b>KUTLESS</b> Strong Tower ( <i>BEC/Tooth &amp; Nail</i> )	3
<b>AYIESHA WOODS</b> Happy ( <i>Gotee</i> )	3

## MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
<b>CASTING CROWNS</b> Praise You In This... ( <i>Beach Street/Reunion/PLG</i> )	+188
<b>MERCYME</b> So Long Self ( <i>INO</i> )	+133
<b>SELAH W/MELODIE CRITTENDEN</b> Bless The Broken Road ( <i>Curb</i> )	+71
<b>WARREN BARFIELD</b> Saved ( <i>Essential/PLG</i> )	+62
<b>WATERMARK</b> Light Of The World ( <i>Rocketown</i> )	+52
<b>SHAWN MCDONALD</b> Free ( <i>Sparrow/EMI CMG</i> )	+51
<b>BARLOWGIRL</b> I Need You To Love Me ( <i>Fervent/Curb/Warner Bros.</i> )	+43
<b>BEBO NORMAN f/RICH MULLINS</b> Sometimes By Step ( <i>Reunion/PLG</i> )	+38
<b>TODD AGNEW</b> My Jesus ( <i>SRE/Ardent</i> )	+38
<b>JAIME JAMGOCHIAN</b> Love Rains Down ( <i>Centricity</i> )	+37

## MOST PLAYED RECURRENTS

ARTIST TITLE LABEL(S)	TOTAL PLAYS
<b>TREE63</b> Blessed Be Your Name ( <i>Inpop</i> )	507
<b>CASTING CROWNS</b> Voice Of Truth ( <i>Beach Street/Reunion/PLG</i> )	432
<b>MERCYME</b> I Can Only Imagine ( <i>INO</i> )	413
<b>JEREMY CAMP</b> Take You Back ( <i>BEC/Tooth &amp; Nail</i> )	392
<b>CASTING CROWNS</b> Who Am I ( <i>Beach Street/Reunion/PLG</i> )	390
<b>CHRIS TOMLIN</b> Indescribable ( <i>Sixsteps/Sparrow/EMI CMG</i> )	381
<b>NEWSBOYS</b> He Reigns ( <i>Sparrow/EMI CMG</i> )	372
<b>MERCYME</b> Word Of God Speak ( <i>INO</i> )	372
<b>SALVADOR</b> Heaven ( <i>Word/Curb/Warner Bros.</i> )	349
<b>BUILDING 429</b> Glory Defined ( <i>Word/Curb/Warner Bros.</i> )	341

Station playlists for all R&R reporters are available on the web at [www.radioandrecords.com](http://www.radioandrecords.com).

Songs ranked by total plays

THANK YOU RADIO!

**Barlow Girl**

"I NEED YOU TO LOVE ME"  
 1 for second week at CHR  
 Gaining momentum at AC  
 6 AC Indicator  
 14 AC Monitored

AC/INSP: jill.tomalty@wbr.com • CHR: james.riley@wbr.com

March 24, 2006

## CHR TOP 30

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART	TOTAL STATIONS
	1	<b>1</b> BARLOWGIRL I Need You... (Fervent/Curb/Warner Bros.)	1223	+23	8	32/0
3	2	<b>2</b> SWITCHFOOT We Are One... (Sparrow/EMI CMG)	1164	+50	11	30/0
2	3	<b>3</b> MONDAY MORNING Wonder Of It All (Selectric)	1097	-51	13	28/0
4	4	<b>4</b> JEREMY CAMP Breathe (BEC/Tooth & Nail)	976	-57	18	26/0
7	5	<b>5</b> JESSIE DANIELS The Noise (Midas)	897	+27	9	28/0
6	6	<b>6</b> PLUMB Better (Curb)	864	-63	16	23/0
5	7	<b>7</b> ALY & A.J. Never Far Behind (Hollywood)	846	-94	18	21/0
8	8	<b>8</b> BUILDING 429 Fearless (Word/Curb/Warner Bros.)	844	+44	8	27/2
11	9	<b>9</b> TOBYMAC Diverse City (ForeFront/EMI CMG)	790	+112	5	26/1
9	10	<b>10</b> NEWSBOYS I Am Free (Inpop)	759	-15	10	24/0
12	11	<b>11</b> SEVENTH DAY SLUMBER Oceans... (BEC/Tooth & Nail)	686	+32	7	24/0
14	12	<b>12</b> CASTING CROWNS Praise... (Beach Street/Reunion/PLG)	667	+36	5	22/1
15	13	<b>13</b> PAUL WRIGHT From Sunrise To Sunset (Gotee)	655	+25	10	19/1
16	14	<b>14</b> SANCTUS REAL I'm Not Alright (Sparrow/EMI CMG)	654	+43	4	28/3
13	15	<b>15</b> HAWK NELSON Things We Go Through (Tooth & Nail)	637	0	11	19/0
23	16	<b>16</b> AARON SHUST My Savior My God (Brash)	585	+131	3	20/4
10	17	<b>17</b> STELLAR KART Finish Last (Word/Curb/Warner Bros.)	578	-171	16	14/0
17	18	<b>18</b> SHAWN MCDONALD Free (Sparrow/EMI CMG)	560	+33	5	18/1
19	19	<b>19</b> JONAH33 This Is It (You Instead Of Me) (SRE/Ardent)	512	+10	8	16/0
24	20	<b>20</b> JEREMY CAMP This Man (BEC/Tooth & Nail)	508	+62	11	13/0
20	21	<b>21</b> MATTHEW WEST Only Grace (Universal South/EMI CMG)	493	-7	12	14/0
27	22	<b>22</b> MAT KEARNEY Nothing Left To Lose (Inpop)	482	+81	3	20/1
26	23	<b>23</b> KRYSTAL MEYERS Fire (Essential/PLG)	469	+66	2	22/2
21	24	<b>24</b> ZOGIRL Unchangeable (Sparrow/EMI CMG)	454	-13	8	16/0
25	25	<b>25</b> MAINSTAY Take Away (BEC)	451	+38	6	14/2
18	26	<b>26</b> OVERFLOW Forever (Essential/PLG)	428	-81	18	12/0
28	27	<b>27</b> P.O.D. Goodbye For Now (Atlantic)	390	-4	3	14/0
30	28	<b>28</b> CHRIS TOMLIN How Great... (Sixsteps/Sparrow/EMI CMG)	364	+5	2	11/1
29	29	<b>29</b> K.FRANKLIN Looking... (Fo Yo Soul/Gospo Central/Zomba Label Group)	356	-20	15	9/0
	30	<b>30</b> WARREN BARFIELD Saved (Essential/PLG)	352	+41	1	13/1

32 CHR reporters. Songs ranked by total plays for the airplay week of Sunday 3/12 - Saturday 3/18.  
© 2006 Radio & Records

## NEW & ACTIVE

**SUPERCHICK** It's On (Inpop)  
Total Plays: 326, Total Stations: 13, Adds: 1  
**AFTERS** All That I Am (Simple/INO)  
Total Plays: 309, Total Stations: 15, Adds: 1  
**STORYSIDE:B** Everything And More (Gotee)  
Total Plays: 305, Total Stations: 14, Adds: 4  
**JOHN REUBEN** All I Have (Gotee)  
Total Plays: 262, Total Stations: 9, Adds: 0  
**FLYLEAF** All Around Me (SRE/Octone)  
Total Plays: 231, Total Stations: 12, Adds: 0

**AUDIO ADRENALINE** Starting Over (ForeFront/EMI CMG)  
Total Plays: 198, Total Stations: 10, Adds: 0  
**ANTHONY EVANS** Good Enough (INO)  
Total Plays: 177, Total Stations: 7, Adds: 0  
**NEEDTOBREATHE** You Are Here (Sparrow/EMI CMG)  
Total Plays: 174, Total Stations: 8, Adds: 1  
**NICHOLE NORDEMAN** What If (Sparrow/EMI CMG)  
Total Plays: 171, Total Stations: 4, Adds: 0  
**JADON LAVIK** Changing Happy (BEC/Tooth & Nail)  
Total Plays: 160, Total Stations: 7, Adds: 0

## ROCK TOP 30

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART	TOTAL STATIONS
	1	<b>1</b> P.O.D. Goodbye For Now (Atlantic)	305	+5	16	24/0
3	2	<b>2</b> THOUSAND FOOT KRUTCH The Art... (Tooth & Nail)	279	+5	11	24/0
2	3	<b>3</b> RELIENT K The Truth (Gotee)	276	+2	15	19/0
8	4	<b>4</b> SPOKEN Last Chance To Breathe (Tooth & Nail)	262	+20	9	27/1
15	5	<b>5</b> FLYLEAF All Around Me (SRE/Octone)	253	+46	8	29/1
6	6	<b>6</b> HOUSE OF HEROES Buckets For Bulletwounds (Gotee)	251	-8	14	25/1
13	7	<b>7</b> SWITCHFOOT We Are One Tonight (Sparrow/EMI CMG)	249	+20	10	26/0
7	8	<b>8</b> FAMILY FORCE 5 Replace Me (Gotee/Maverick)	248	+5	7	26/0
14	9	<b>9</b> KUTLESS Shut Me Out (BEC/Tooth & Nail)	247	+40	5	26/1
11	10	<b>10</b> ELEVENTYSEVEN More Than A Revolution (Flicker)	246	+25	7	28/2
10	11	<b>11</b> DISCIPLE Rise Up (SRE)	235	+12	8	28/0
16	12	<b>12</b> NUMBER ONE GUN Who You Are (BEC/Tooth & Nail)	221	+16	10	20/1
9	13	<b>13</b> JONAH33 This Is It (You Instead Of Me) (SRE/Ardent)	209	-4	12	24/0
5	14	<b>14</b> DEMON HUNTER One Thousand... (Solid State/Tooth & Nail)	192	-37	18	19/1
19	15	<b>15</b> KIDS IN THE WAY The Seed We've Sown (Flicker)	176	+22	5	21/2
17	16	<b>16</b> OLIVIA THE BAND Butterflies (Essential/PLG)	169	-6	9	15/0
12	17	<b>17</b> KRYSTAL MEYERS Anticonformity (Essential/PLG)	161	-73	13	22/0
4	18	<b>18</b> FOREVER CHANGED The Need To Feel Alive (Floodgate)	160	-76	16	21/0
18	19	<b>19</b> STAPLE Gavel From Gun Barrels (Flicker)	150	+4	4	20/1
20	20	<b>20</b> ANBERLIN Time & Confusion (Tooth & Nail)	144	-7	7	20/2
23	21	<b>21</b> WEDDING Wake The Regiment (Rambler)	137	+8	18	14/0
	22	<b>22</b> HAWK NELSON Everything You... (Tooth & Nail)	134	+29	1	16/4
21	23	<b>23</b> SANCTUS REAL I'm Not Alright (Sparrow/EMI CMG)	133	+3	4	16/0
22	24	<b>24</b> HYPER STATIC UNION Overhead (RKT/Rocketown)	117	0	3	17/1
30	25	<b>25</b> FOLD The Title Track (Tooth & Nail)	104	+19	2	7/3
24	26	<b>26</b> SCHEMA Between The Two (Independent)	104	+1	5	15/0
	27	<b>27</b> ROCKET SUMMER Show Me... (Militia Group/SRE)	102	+5	1	8/0
25	28	<b>28</b> CROSS CULTURE Extraordinary (Selectric)	101	+3	4	15/0
29	29	<b>29</b> FALLING UP Moonlit (BEC/Tooth & Nail)	101	-10	18	18/0
	30	<b>30</b> SEVENTH DAY SLUMBER Oceans... (BEC/Tooth & Nail)	99	-1	1	12/0

33 Rock reporters. Songs ranked by total plays for the airplay week of Sunday 3/12 - Saturday 3/18.  
© 2006 Radio & Records

## NEW & ACTIVE

**EDISON GLASS** Forever (Credential)  
Total Plays: 97, Total Stations: 9, Adds: 2  
**JOHN REUBEN** Out Of Control (Gotee)  
Total Plays: 93, Total Stations: 6, Adds: 0  
**MANAFEST** Skills (BEC)  
Total Plays: 90, Total Stations: 11, Adds: 0  
**SUPERCHICK** It's On (Inpop)  
Total Plays: 86, Total Stations: 14, Adds: 3  
**RUN KID RUN** We've Only Just Begun (Tooth & Nail)  
Total Plays: 85, Total Stations: 9, Adds: 2

**MICHAEL JOHN STANLEY** Words (Elektrik Groove)  
Total Plays: 82, Total Stations: 8, Adds: 0  
**MANIC DRIVE** Memories (Whiplash)  
Total Plays: 78, Total Stations: 5, Adds: 0  
**BUILDING 429** Fearless (Word/Curb/Warner Bros.)  
Total Plays: 64, Total Stations: 6, Adds: 1  
**GRAND PRIZE** Point Of View (A postrophe)  
Total Plays: 51, Total Stations: 10, Adds: 3  
**GRETCHEN** Zion (MD)  
Total Plays: 51, Total Stations: 7, Adds: 0

**Jessie Daniels**  
**THE NOISE**

THE FASTEST RISING FEMALE NEW ARTIST ON THE CHARTS THIS YEAR!

Look for Jessie during GMA! Monday night at 12th and Porter  
Tuesday night at the Red Iguana and at the Patton House Entertainment  
Open House at the Hilton Hotel

MIDAS RECORDS  
Promotional Information: Andrew Patton - 615.834.6600  
Chris Hauser - 615.309.3383 / Chris Chicago - 505.550.6462

[www.jessiedaniels.com](http://www.jessiedaniels.com)

March 24, 2006

## INSPO TOP 20

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART	TOTAL STATIONS
2	1	C. TOMLIN How Great... (Sixsteps/Sparrow/EMI CMG)	321	0	11	16/0
4	2	WATERMARK Light Of The World (Rocketown)	320	+19	8	17/0
3	3	4HIM Unity (We Stand) (INO)	320	+8	11	17/0
1	4	NEWSONG Psalm 40 (Integrity Label Group)	292	-44	17	15/0
6	5	MICHAEL W. SMITH Total Praise (Reunion/PLG)	210	-28	12	13/0
9	6	FFH Worth It All (Essential/PLG)	203	+12	11	10/0
5	7	NICOLE C. MULLEN Music... (Word/Curb/Warner Bros.)	202	-50	16	11/0
12	8	DARLENE ZSCHECH Call Upon His Name (INO)	198	+32	4	14/1
15	9	PHILLIPS... Let The Worshippers Arise (INO)	192	+36	6	11/1
8	10	CASTING CROWNS Praise...m (Beach Street/Reunion/PLG)	191	-6	5	15/0
10	11	POCKET FULL... Song... (Myrrh/Curb/Warner Bros.)	184	+9	7	12/1
13	12	JAIME JAMGOCHIAN Love Rains Down (Centricity)	183	+22	4	13/0
7	13	JADON LAVIK Redeeming King (BEC/Tooth & Nail)	183	-36	15	11/0
11	14	ANDY CHRISMAN Believe (Upside/Shelter)	155	-13	19	10/0
18	15	JOSH BATES King Of Glory (Beach Street/Reunion/PLG)	142	+24	3	11/0
17	16	C. UNDERWOOD Jesus, Take The Wheel (Arista/PLG)	130	+8	4	7/0
16	17	ANA LAURA Completely (Reunion/PLG)	126	-21	18	8/0
19	18	MATTHEW WEST Only Grace (Universal South/EMI CMG)	117	+6	2	5/0
Debut	19	BEBO NORMAN... Sometimes By Step (Reunion/PLG)	111	+28	1	9/2
Debut	20	DAVID BUSH I Want To Know You More (Point Of Light)	103	+11	1	8/0

18 Inspo reporters. Songs ranked by total plays for the airplay week of Sunday 3/12 - Saturday 3/18.  
© 2006 Radio & Records

## Rhythmic Specialty Programming

RANK	ARTIST TITLE LABEL(S)
1	DJ MAJ Love (So Beautiful) (Gotee)
2	T-BONE Can I Live? (Flicker)
3	DA' T.R.U.T.H. Incredible Christian (Cross Movement)
4	TRU LIFE Moments (Cross Movement)
5	PHANATIK Me? (Cross Movement)
6	L.A. SYMPHONY Timeless (Gotee)
7	KJ-52 Never Look Away (BEC/Tooth & Nail)
8	ALUMNI Like A Dream (Independent)
9	J-REMY /KEVIN MAX Remedy (Independent)
10	CROSS MOVEMENT Hey Y'all (Cross Movement)

## CHRISTIAN AC TOP 30 INDICATOR

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART	TOTAL STATIONS
1	1	C. TOMLIN How Great... (Sixsteps/Sparrow/EMI CMG)	1021	+42	11	33/1
3	2	CASTING... Praise... (Beach Street/Reunion/PLG)	893	+67	6	31/1
5	3	AARON SHUST My Savior My God (Brash)	891	+96	7	33/2
2	4	NATALIE GRANT What Are You Waiting For (Curb)	835	-2	11	30/0
4	5	MATTHEW WEST Only Grace (Universal South/EMI CMG)	823	-2	19	30/0
7	6	BARLOWGIRL I Need... (Fervent/Curb/Warner Bros.)	635	+22	7	27/2
9	7	NEWSBOYS I Am Free (Inpop)	633	+35	8	24/0
6	8	TREE63 I Stand For You (Inpop)	576	-101	18	20/0
10	9	AVALON Love Won't Leave You (Sparrow/EMI CMG)	524	+1	12	20/1
11	10	JEREMY CAMP This Man (BEC/Tooth & Nail)	510	-1	30	17/0
8	11	THIRD OAY Cry Out To Jesus (Essential/PLG)	505	-103	26	17/0
13	12	C. UNDERWOOD Jesus, Take The Wheel (Arista/PLG)	498	+10	7	17/0
15	13	WATERMARK Light Of The World (Rocketown)	491	+18	7	24/0
17	14	OVERFLOW Forever (Essential/PLG)	454	-4	8	19/0
18	15	PHILLIPS, CRAIG & DEAN Because I'm Forgiveness (INO)	451	+45	8	20/2
12	16	NEWSONG Psalm 40 (Integrity Label Group)	442	-65	19	19/1
16	17	4HIM Unity (We Stand) (INO)	411	-55	11	16/0
19	18	JOHN DAVID WEBSTER Now (BHT)	385	-9	11	15/0
23	19	JADON LAVIK Changing Happy (BEC/Tooth & Nail)	344	+14	6	16/0
22	20	POCKET FULL... Song... (Myrrh/Curb/Warner Bros.)	333	+3	6	15/0
21	21	PAUL COLMAN Holding Onto You (Inpop)	329	-19	5	13/0
25	22	MICHAEL W. SMITH All In The Serve (Reunion/PLG)	322	+15	4	14/0
24	23	CHRIS RICE When Did You Fall (In Love With Me) (INO)	309	-10	8	12/0
29	24	SELAH... Bless The Broken Road (Curb)	305	+60	2	14/3
Debut	25	MERCYME So Long Self (INO)	303	+298	1	25/24
30	26	WARREN BARFIELD Saved (Essential/PLG)	266	+29	2	14/0
26	27	FFH Worth It All (Essential/PLG)	256	-34	11	11/0
Debut	28	CAEDMON'S CALL Great And Mighty (Essential/PLG)	255	+19	1	11/0
Debut	29	BIG DADDY WEAVE Without You (Fervent/Curb/Warner Bros.)	242	+37	1	15/2
27	30	SONICFLOOD You Are (INO)	237	-16	9	9/0

34 AC reporters. Songs ranked by total plays for the airplay week of Sunday 3/12 - Saturday 3/18.  
© 2006 Radio & Records

## NEW & ACTIVE

**TODD AGNEW** My Jesus (SRE/Ardent)  
Total Plays: 225, Total Stations: 14, Adds: 0

**BUILDING 429** Fearless (Word/Curb/Warner Bros.)  
Total Plays: 219, Total Stations: 11, Adds: 0

**MARK HARRIS** Find Your Wings (INO)  
Total Plays: 185, Total Stations: 9, Adds: 2

**SWITCHFOOT** We Are One Tonight (Sparrow/EMI CMG)  
Total Plays: 177, Total Stations: 8, Adds: 2

**AFTERS** All That I Am (Simple/INO)  
Total Plays: 174, Total Stations: 12, Adds: 0

**JOSH BATES** King Of Glory (Beach Street/Reunion/PLG)  
Total Plays: 174, Total Stations: 11, Adds: 1

**SHAWN MCDONALD** Free (Sparrow/EMI CMG)  
Total Plays: 172, Total Stations: 8, Adds: 1

**B. NORMAN** f/R. MULLINS Sometimes By Step (Reunion/PLG)  
Total Plays: 162, Total Stations: 11, Adds: 3

**ANTHONY EVANS** I Choose Now (INO)  
Total Plays: 160, Total Stations: 9, Adds: 0

**BETHANY DILLON** Hallelujah (Sparrow/EMI CMG)  
Total Plays: 158, Total Stations: 11, Adds: 1



America's Best Testing Christian Rock Songs 12+  
For The Week Ending 3/17/06

Artist Title (Label)	TW	Famil.	Burn	Per. 18-34	W 18-34	M 18-34
THOUSAND FOOT KRUTCH The Art Of Breaking (Tooth & Nail)	4.43	84%	9%	4.29	4.36	4.17
ANBERLIN Time & Confusion (Tooth & Nail)	4.39	56%	4%	4.19	4.29	4.00
KUTLESS Shut Me Out (BEC/Tooth & Nail)	4.30	68%	2%	4.04	4.29	3.56
FALLING UP Moonlit (BEC/Tooth & Nail)	4.26	89%	14%	4.11	4.09	4.17
SPOKEN Last Chance To Breathe (Tooth & Nail)	4.21	72%	12%	4.20	4.37	3.91
DEMON HUNTER One Thousand... (Solid State/Tooth & Nail)	4.18	76%	14%	4.36	4.56	4.00
HAWK NELSON Things We Go Through (Tooth & Nail)	4.18	74%	11%	3.67	3.53	3.91
SWITCHFOOT We Are One Tonight (Sparrow/EMI CMG)	4.14	90%	15%	3.94	4.00	3.85
RELIENT K The Truth (Gotee)	4.13	87%	19%	3.88	4.00	3.67
SANCTUS REAL I'm Not Alright (Sparrow/EMI CMG)	4.13	60%	3%	4.00	4.42	3.50
P.O.D. Goodbye For Now (Atlantic)	4.04	91%	21%	4.08	4.09	4.08
NUMBER ONE GUN Who You Are (BEC/Tooth & Nail)	4.03	61%	8%	3.67	3.87	3.33
FLYLEAF All Around Me (SRE/Octone)	4.03	50%	7%	4.00	4.08	3.89
DISCIPLE Rise Up (SRE)	3.97	64%	9%	3.86	3.95	3.70
FAMILY FORCE 5 Replace Me (Gotee/Maverick)	3.96	50%	7%	3.91	4.12	3.33
WEDDING Wake The Regiment (Rambler)	3.95	60%	10%	3.71	3.79	3.57
JONAH33 This Is It (You Instead Of Me) (SRE/Ardent)	3.81	50%	8%	3.70	3.93	3.17
FOREVER CHANGED The Need To Feel Alive (Floodgate)	3.81	49%	11%	3.50	3.45	3.57
HOUSE OF HEROES Buckets For Bulletwounds (Gotee)	3.77	43%	9%	3.47	3.62	3.33
KRYSTAL MEYERS Anticonformity (Essential/PLG)	3.42	63%	21%	3.22	3.14	3.33

Total sample size is 141 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 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.



**BREAKFAST WITH BETHANY** Sparrow Records artist Bethany Dillon recently stopped by WLFJ/Greenville, SC and His Radio's Family Friendly Morning Show With Rob & Kristin. Seen here (l-r) are WLFJ morning co-host Kristin Roberts, Dillon and WLFJ PD/morning co-host Rob Dempsey.





**JACKIE MADRIGAL**  
jmadrigal@radioandrecords.com

## An Inside Look at CCR's Hispanic Radio Division

One-on-one with Jim Lawson

Clear Channel's commitment to the Latin market is evident in the company's many flips to Spanish-language formats. And many of these flips are paying off. The company has been the leader in the Latin Urban movement and has created an empire of sorts with its Oldies La Preciosa Network.

Helping make things happen in this area is VP/Programming, Hispanic Division Jim Lawson, who took on the job in September 2005, after having been OM of KMGG/Denver. I talk to him this week about CCR's success in Latin radio and about what else the company has up its sleeve.

It was big news when Clear Channel announced plans to convert 20 to 25 of its stations to Spanish-language formats. And, by the looks of it, many more stations will be switching over.

"Our vision was and continues to be to offer our markets a variety of high-quality Spanish-language programming options to help maximize their ratings and revenue," Lawson says.

"We see 2006 as a year that will see tremendous growth in CCR's Hispanic division. We're currently at 24 stations in various formats, and I expect us to reach 35 to 40 by the end of the year."

### Looking To The Future

CCR introduced the first reggaetón-based station, KLOL/Houston, and, later, three more, prompting other companies to debut reggaetón stations and leading to the creation of a new format, Latin Urban. Later, it was the gold-based La Preciosa that made headlines and garnered ratings.

Looking to the future, are there other new formats that may have potential? "We do have other formats in development at this time, but I can't talk much about them," Lawson says. "I'll just say that there are multiple formats targeting 18-34 and 25-54, both full Spanish and bilingual, in development.

"We are also working on developing existing formats that can be offered on either a regional or national level."

The Latin Urban boom happened in 2005 and has now slowed some. Are there markets that don't yet have a Latin Urban station where the format could work?

"The boom has settled a bit since [CCR Sr. VP/Hispanic Radio] Alfredo Alonso and CCR developed it," Lawson says.

"We always look for markets where the Latin Urban format could work, but a unique set of circumstances must exist for the format to grow to its full potential. We are being a bit more selective about offering this product in 2006."

### La Preciosa's Success

Meanwhile, La Preciosa is doing great. The gold-based format has been introduced in 17 markets so far. How does Clear Channel determine which markets are right for La Preciosa?

"We look at the existing competition and the demographic makeup of the market first," says Lawson. "Then we look at the diversity and background of the Hispanic population in that market to determine if La Preciosa is the right fit or if another product we have might work."

What does Lawson see as the secret to La Preciosa's success? "The success of La Preciosa is twofold," he says. "One, it plays music that the Hispanic population can relate to from their home countries, and, two, the personalities are compelling, treat the audience with respect and offer useful information and content that is not vulgar."

La Preciosa operates as a network, and while there are advantages to networks, there are also disadvantages. "The advantage is we are able to offer a very strong air personality lineup, like Alex Lucas and Víctor Manuel Lujan, to markets that could not normally attract or afford such talent," Lawson says.

"I guess the disadvantages of La Preciosa are the same as they are with any network: growing pains and servicing multiple markets every day to the highest level."

### More Diversity

With the success of the Oldies format, the Contemporary format has lost stations. This is not good news for new pop songs and ballads. Can Latin radio prosper with so many gold-based stations and fewer Contemporary outlets?

"As the Latino population continues to



**AND...ACTION!** Yaga & Mackie are seen here filming the video for their latest single, "Fuego," which features Tego Calderón (c).

grow nationwide, you will see more diversity in Spanish-language programming," says Lawson. "There will be a need for new Contemporary stations, as well as new variations of gold-based stations. I see the different formats as targeting specific lifestyles and offering strong personality content in addition to the music."

PDs seem to have less to say about what gets on the air in their markets than they used to, so who gets the credit or blame for programming decisions these days? "All programming decisions are made at the local level or, in the case of La Preciosa, by Alex Lucas in conjunction with the local programming assistants," Lawson says.

**"We see 2006 as a year that will see tremendous growth in CCR's Hispanic division. We're currently at 24 stations in various formats, and I expect us to reach 35 to 40 by the end of the year."**

"Alfredo Alonso and I act more as in-house consultants, giving a global perspective."

Alex Lucas has said that he doesn't program based on research and never has. In a day and age when most companies rely heavily on research, does CCR support Lucas' methods? "Each situation is different, so there is no blanket policy when it comes to research," says Lawson.

"In the case of La Preciosa, Alex's instincts and results speak for themselves. In other formats, we use research in various forms to great success."

The not-so-great aspect of research is that songs don't get researched unless they have created a buzz, and a buzz can't happen if a song has not been on the air. Lawson says that research is "a valuable tool that is one

part of the equation when it comes to the music we play on our stations."

He continues, "We encourage our PDs not to test a song too early in its life cycle so they can get an accurate read on the song."

### Cultural Differences

I've heard many times from non-Latinos how different Latin radio is from English-language radio and how Latin jocks always sound like they are excited about something and screaming on the air. That's a great example of cultural differences, and it doesn't stop there.

What else makes Latin radio tick? The music? The DJs? Interaction with the community? Promotions? "All of the above," says Lawson.

"I would also add the passion of the staff at each station or affiliate and the passion of the audience. We offer unique programming at each station that the audience responds to. It's a lot of fun to watch and be a part of.

"Latin listeners display a lot of passion for their favorite stations and formats. They also have fewer choices, so their time spent listening is much higher than the general market's.

"Latin stations are now programming more to specific audiences and demographics than in the past, similar to what general-market stations have been doing for quite some time."

What about Lawson himself? Is he a fan of Latin music? "I like all music, including Spanish-language music, and have since a very young age," he says. "One group that continues to be one of my personal favorites is The Gypsy Kings."

What advice does Lawson have for those who aspire to work in radio? "Get involved in all aspects of a radio station, and don't limit yourself by format just because it might be your personal favorite," he says.

"If you are in Spanish-language radio, learn the English-language formats. If you are in English-language radio, learn the Spanish-language formats, especially if you have a station in your cluster that has a Spanish-language format. You will be more valuable to your company than if you only know or work with one format."



# TONY HAZE y SHAKA BLACK

present **"DAME UN BESO"**

FROM THE ALBUM

**"No hay más na'  
que hablar"**

LATIN URBAN Spins:

WVIV - Chicago

WVOZ - Puerto Rico

KMGG - Denver

TROPICAL Spins:

WSPR - Springfield

REGIONAL MEXICAN Spins:

WAZS - Charleston

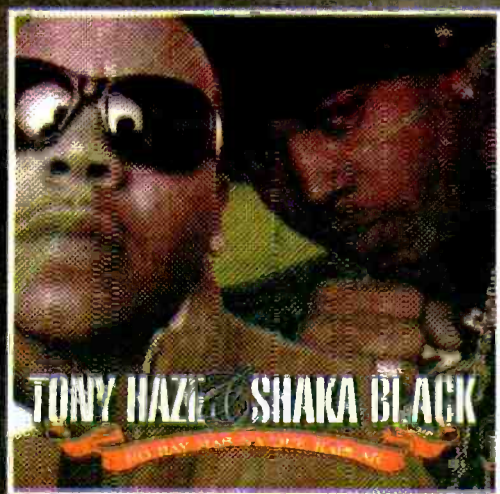
**In Stores  
April 18, 2006**

**"TONY HAZE y SHAKA BLACK llegan  
al reggaetón para ganar."**

— *elLatino.com*

**"Con La Tripletta, TONY HAZE y  
SHAKA BLACK abren camino para No  
hay más na' que hablar, el disco que  
revolucionará el reggaetón en todas  
partes" — univision.com**

**"TONY y SHAKA, nuevas voces del  
"reggaetón" - Excelsior Newspaper**



WARNER MUSIC  
LATINA

An AOL Time Warner Company

[www.warnermusiclatina.com/new](http://www.warnermusiclatina.com/new)

[www.myspace.com/tonyhazeandshakablack](http://www.myspace.com/tonyhazeandshakablack)

# LATIN FORMATS



## One On One: KMW

What's the hottest thing at Latin Urban, you ask? Look no further than KMW and their single "Diamond Girl." *Activando* is the trio's first album, and it's gearing up to be one of the year's best, with tracks featuring reggaetón mixed with bachata, merengue, perico ripiao, vallenato and even cumbia. I spoke with the band soon after they finished filming the video for "Diamond Girl." And in case you're wondering, the band's name came from the first initials of the members, Kevin, Manny and Wary.

**R&R:** Was the album concept your idea, or was it a collaboration?

**KMW:** This album is full of everything and will appeal to all sorts of tastes. It includes merengue, vallenato, perico ripiao, cumbia and many more musical styles. The album's concept was all us. We wanted to mix all those sounds together with reggaetón and identify KMW with those sounds.

**R&R:** "Diamond Girl" is doing really well on the Latin Urban chart. Did you ever imagine the song would have such an impact?

**KMW:** We knew that it was a great song and that the ladies loved it when it was first released. Usually, when artists remake a song, they do it because they know it's going to be a hit again. We did it because we like the song and because we know the girls enjoy it. We figured we could do it in a type of bachata reggaetón, and it came out better than we thought it would.

**R&R:** It's pretty impressive that the song is charting so well, because you're new artists and competition is tough.



KMW

**KMW:** We're very happy about it. Even though this is a cover, we've had a great response. As far as competition, we don't worry about it too much because there's competition in every other music genre as well. We always say that this is a pretty huge cake and there's enough for everybody.

**R&R:** To be able to keep that piece of cake, you have to bring something new and interesting to the table. What do KMW offer?

**KMW:** The main thing we offer the public is an album with lots to choose from that doesn't sound like anything else out there. And we know that everyone can enjoy it.

**R&R:** How long have you been doing reggaetón, and who are your influences?

**KMW:** Kevin and Wary have been singing for about 10 years with other bands, and we have been together about two years as KMW. Kevin has been influenced by people like Vico C, a pioneer in this movement. Wary has been influenced by Vico C and LL Cool J and all those other rappers from back in the day. Kevin and Wary have also been influenced by salsa artists like La Fania and Oscar D' Leon. Manny's influences are Marc Anthony, Frankie J and Luis Fonsi. Because he's the singer of the group, he doesn't rap. Those artists sing and women melt for them, and that's what he likes.

**R&R:** Are you in full promotion mode now?

**KMW:** Yes, because the album came out March 21. We're heading to Miami, Chicago, Los Angeles and Texas. In L.A. we're going to do Fiesta Broadway. This is the first time we've played live in L.A., although we've been there many times.

**R&R:** How did you hook up with Balboa Records, a label that features mostly Regional Mexican music?

**KMW:** Kevin had previously been in the band Joselito, which was signed to Balboa. We were attracted to the label because we already knew them. It felt like a family, and it was easy to join them again. We feel great because they've been very supportive.

**R&R:** You just finished filming the video for "Diamond Girl." Tell me about it.

**KMW:** We shot it in Puerto Rico. It was a great experience because we got all the warmth of the island, the people, and we really hope everyone enjoys it, especially everyone who has supported the song.

**R&R:** What do you foresee for the band in the future?

**KMW:** We want to reach as many people as possible, and we want our music to be heard around the world. We want to be recognized for our music and leave our mark in the music hall of fame. We want people to dance to and enjoy our music.

**R&R:** What would you say to the radio stations that have supported you?

**KMW:** A huge thank you to all the radio and TV stations for their support. Thanks to "Latino 96.3" [KXOL/Los Angeles], La Kalle [Univision Radio's Latin Urban stations] and every other media outlet because we wouldn't be here without them.

## R&R Going For Adds

### CONTEMPORARY

No Adds

### REGIONAL MEXICAN

MONTU Y Duele (A.R.C.)

TRUENO Es Por Ti (A.R.C.)

BETO TERRAZAS Mi Gran Verdad (Sony BMG Norte)

FABIAN GOMEZ Chamaquita Linda (Sony BMG Norte)

LA CHIO Pan Y Queso (Sony BMG Norte)

SERGIO VEGA "EL SHAKA" Muchachita De Ojos Tristes (Sony BMG Norte)

VICTOR GARCIA Tu Olvido (Sony BMG Norte)

### TROPICAL

BANDA GORDA A Las Mujeres Hay Que Mantenerlas Contentas (MP)

EDDIE SANTIAGO Falsa (MP)

JULIANA El Hotel (MP)

### ROCK/ALTERNATIVE

No Adds

### LATIN URBAN

ADASSA Dejaré De Quererte (Universal)

LOS KOKOROTES Rotores (MP)

KULEBRA El Azote (MP)

## ¡Qué Pasa Radio!

Just last week Control's "Viva El Amor" (Univision) entered the Regional Mexican chart at No. 18, and this week it's up 10 spots, to No. 8. Pesado's "Tu Sombra" (Warner M.L.) is up five, to No. 16, and Marco A. Solís' "Cuatro Meses" (Fonovisa) is up eight, to No. 22. Three songs enter the chart: "Aliado Del Tiempo," by Mariano Barba (Three Sound), at No. 17; "Muchachita De Ojos Tristes," by Sergio Vega "El Shaka" (Sony BMG Norte), at No. 29; and "Náufrago En Mi Cama," by Banda Los Elegidos (Fonovisa), at No. 30.

There are small moves at Contemporary, like "Aún Hay Algo," by RBD (EMI Televisa), moving up three positions, to No. 5; and "Ojos De Cielo," by El Sueño De Morfeo (Warner M.L.), up three, to No. 15. There are three entries to the chart: Belanova's "Me Pregunto" (Universal M.L.), at No. 22; Noelia's "Cómo Duele (Barrera Del Amor)" (EMI Televisa), at No. 27; and Ricky Martin's "It's Alright" (Columbia), at No. 30.

At Tropical, Michael Stuart's "Mayor Que Yo" (Machete) is up five positions, to No. 5, while Juanes' "Lo Que Me Gusta A Mí" (Universal M.L.) is up six, to No. 8, and Ivy Queen's "Libertad" (La Calle) is up four, to No. 14. There are five entries to the chart: "Se Le Ve," by Andy Montañez f/Daddy Yankee, at No. 17 (SGZ/Univision); "Down," by Rakim & Ken-Y (Universal M.L.), at No. 23; "Por Una Mujer," by Luis Fonsi (Universal M.L.), at No. 24; "Noche De Sexo," by Wisin & Yandel f/Aventura (Machete), at No. 28; and "No Es una Novela," by Monchy & Alexandra (J&N), at No. 29.

There are slight movements at Latin Urban, too, like "Llamé Pa' Verte," by Wisin & Yandel (Machete), moving up three positions, to No. 2; and "Machucando," by Daddy Yankee (Interscope), moving up five, to No. 12. Rakim & Ken-Y's "Down" enters the chart at No. 29.

Report your adds every week and make things happen! The deadline is Tuesday at noon PT.

## TELEVISION

### TOP 10 SPANISH-LANGUAGE SHOWS ON HISPANIC NETWORKS

- 1 *Contra Viento Y Marea*
- 2 *Bailando Por Un Sueño*
- 3 *Alborada*
- 4 *Peregrina*
- 5 *Don Francisco Presenta*
- 6 *Cristina*
- 7 *Ver Para Creer*
- 8 *Aquí Y Ahora*
- 9 *Casos De La Vida Real*
- 10 *Sábado Gigante*

### TOP 10 ENGLISH-LANGUAGE SHOWS MOST WATCHED BY HISPANICS

- 1 *American Idol (Wed.)*
- 2 *American Idol (Tues.)*
- 3 *Grey's Anatomy*
- 4 *WWE Smackdown!*
- 5 *Extreme Makeover Home Edition*
- 6 *The Loop, The Preview*
- 7 *WWE Saturday Night Main Event*
- 8 *George Lopez*
- 9 *Freddie*
- 10 *American Inventor*

March 13-19. Hispanics 2+. Source: Nielsen Media Research

# REGIONAL MEXICAN TOP 30

POWERED BY  
MEDIABASE

March 24, 2006

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	WEEKS ON CHART	TOTAL STATIONS/ ADDS
	1	CONJUNTO PRIMAVERA Algo De Mí (Fonovisa)	1363	+67	9	46/0
5	2	LOS TIGRES DEL NORTE Señor Locutor (Fonovisa)	1063	+84	6	42/0
2	3	INTOCABLE Contra Viento Y Marea (EMI Televisa)	1059	-76	9	44/0
3	4	ALACRANES MUSICAL Si Yo Fuera Tu Amor (Univision)	1032	-3	21	41/0
4	5	JENNI RIVERA De Contrabando (Fonovisa)	962	-22	8	37/0
6	6	K-PAZ DE LA SIERRA Pero Te Vas A Arrepentir (Edimonsa/Disa)	927	-34	24	42/1
7	7	EL CHAPO DE SINALOA Para Que Regreses (Disa)	894	-27	9	36/0
18	8	CONTROL Viva El Amor (Univision)	829	+350	2	34/1
8	9	GRUPO MONTEZ DE DURANGO Lágrimas Tontas (Edimonsa/Disa)	781	-52	20	35/0
13	10	LOS HOROSCOPOS DE DURANGO Cambiemos Los Papeles (Edimonsa/Disa)	716	+129	3	33/0
9	11	BETO Y SUS CANARIOS Pensando En Ti (Edimonsa/Disa)	698	-30	9	35/0
10	12	LOS HURACANES DEL NORTE Ya Vez (Es Difícil Olvidarnos) (Univision)	670	-31	6	35/0
12	13	DIANA REYES Como Una Mariposa (Universal)	664	+63	8	29/0
11	14	BANDA EL RECODO Hay Amor (Fonovisa)	638	-3	6	32/0
14	15	BETO Y SUS CANARIOS No Puedo Olvidarte (Edimonsa/Disa)	506	-51	38	33/0
21	16	PESADO Tu Sombra (Warner M.L.)	483	+26	3	25/0
Debut	17	MARIANO BARBA Aliado Del Tiempo (Three Sound)	478	+478	1	28/0
19	18	EL PODER DEL NORTE La Otra (Disa)	468	+1	4	21/0
17	19	LOS SIERREÑOS Equivocación (Disa)	468	-19	4	23/0
16	20	PALOMO En La Pasión No Hay Palabras (Disa)	457	-82	16	27/0
23	21	TOÑO Y FREDDY Morenita Labios Rojos (Disa)	446	+8	4	25/1
30	22	MARCO ANTONIO SOLIS Cuatro Meses (Fonovisa)	445	+93	2	22/0
25	23	LOS CUATES DE SINALOA Niña Coqueta (Sony BMG Norte)	435	+10	6	20/0
20	24	CONJUNTO ATARDECER Hoja En Blanco (Universal)	432	-26	5	21/0
15	25	GRACIELA BELTRAN Enséñame A Olvidar (Univision)	414	-141	11	28/0
27	26	PATRULLA 81 Ya No Puedo Olvidarte (Disa)	407	-6	20	23/0
22	27	JOAN SEBASTIAN Nada Se Me Olvida (Balboa)	402	-45	15	25/0
28	28	LOS HOROSCOPOS DE DURANGO Oiga (Edimonsa/Disa)	360	-15	19	28/0
Debut	29	SERGIO VEGA "EL SHAKA" Muchachita De Ojos Tristes (Sony BMG Norte)	353	+60	1	20/1
Debut	30	BANDA LOS ELEGIDOS Naufrago En Mi Cama (Fonovisa)	317	+17	1	19/0

54 Regional Mexican reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of 3/12-3/18. 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 unless a song has not yet reached the top 15. If after 20 weeks, the record is not in the top 15 and has two consecutive weeks of decreased plays, the song is then categorized as 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 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 Arbitron Inc. (© 2006, Arbitron Inc.) © 2006 Radio & Records.

## MOST ADDED\*

ARTIST TITLE LABEL(S) ADDS  
No Song Received More Than One Add This Week. 0

## MOST INCREASED PLAYS

ARTIST TITLE LABEL(S) TOTAL PLAY INCREASE  
MARIANO BARBA Aliado Del Tiempo (Three Sound) +478  
CONTROL Viva El Amor (Univision) +350  
GRACIELA BELTRAN No Me Pregunten Por El (Univision) +147  
LOS HOROSCOPOS... Cambiemos Los Papeles (Edimonsa/Disa) +129  
CUISELLLOS La Basurita (Balboa) +124  
RAFAEL MERCADANTE fPATRULLA 81 Los Laureles (Disa) +113  
ANA BARBARA No Es Brujería (Fonovisa) +97  
LIBERACION Juntitos Los Dos (Disa) +97  
MARCO ANTONIO SOLIS Cuatro Meses (Fonovisa) +93  
LOS TIGRES DEL NORTE Señor Locutor (Fonovisa) +84

## NEW & ACTIVE

LIDIA AVILA Cada Vez (Fonovisa)  
Total Plays: 282, Total Stations: 15, Adds: 0  
DJ KANE Es Tan Bello (EMI Televisa)  
Total Plays: 250, Total Stations: 13, Adds: 0  
ZAINO Yo Fui El Primero (Fonovisa)  
Total Plays: 239, Total Stations: 10, Adds: 0  
CONJUNTO MATADOR Te Quise Olvidar (Universal)  
Total Plays: 232, Total Stations: 13, Adds: 0  
DUELO Porque No Te Marchas (Univision)  
Total Plays: 231, Total Stations: 12, Adds: 1  
VICTOR GARCIA Tu Olvido (Sony BMG Norte)  
Total Plays: 206, Total Stations: 7, Adds: 0  
EL GÜERO Y SU BANDA CENTENARIO Adiós Amor (A.R.C.)  
Total Plays: 200, Total Stations: 14, Adds: 1

Songs ranked by total plays

Station playlists for all R&R reporters are available on the web at [www.radioandrecords.com](http://www.radioandrecords.com).

## MOST PLAYED RECURRENTS

ARTIST TITLE LABEL(S)	TOTAL PLAYS	ARTIST TITLE LABEL(S)	TOTAL PLAYS
PESADO A Chillar A Otra Parte (Warner M.L.)	472	K-PAZ DE LA SIERRA Mi Credo (Edimonsa/Disa)	338
BANDA LOS ELEGIDOS Fruta Prohibida (Fonovisa)	438	SERGIO VEGA "EL SHAKA" Dueño De Ti (Sony BMG Norte)	329
KUMBIA KINGS Na Na Na (Dulce Niña) (EMI Televisa)	425	GRUPO INNOVACION Mañana Que Ya No Esté (Fonovisa)	309
PATRULLA 81 Eres Divina (Disa)	384	LOS TEMERARIOS Por Tu Maldito Amor (Fonovisa)	287
		ALEGRES DE LA SIERRA Así Como Hoy (Viva Music)	260
		EL CHAPO DE SINALOA Recostada En La Cama (Disa)	251



# REGISTER NOW!

[www.radioandrecords.com](http://www.radioandrecords.com)

## CONVENTION

### SEPTEMBER 20-22, 2006

Hilton Anatole Hotel • Dallas, Texas

# 06

R&R CONVENTION CO-LOCATED WITH







# PUBLISHER'S **Profile** BY ERICA FARBER

**C**BS Radio is responsible for some of the most exciting and challenging programming on radio today, and President/Programming Rob Barnett oversees the company's 179 radio stations while spearheading initiatives including talent recruitment and development and integrating CBS Radio content with emerging technologies.

Along with helping to introduce and establish such new brands as "Jack" and "Free-FM," Barnett was very involved in the replacement of one of radio's most high-profile talents, Howard Stern.

**Beginning his career:** "I started as a college radio maniac at a station called WTDU, which was in the basement of a dorm at Boston University. My college radio days took me to internships at both WBCN/Boston and WCOZ/Boston, when that station was hitting home runs. I had a great early education from some of the most experienced radio people around at the time, and it was an incredible opportunity to get started in the business. I moved to WAAF/Boston and went from a weekend all-nighter to Music Director to afternoons to PD."

**Joining CBS radio:** "I had a two-part radio career, with a lot of other media in the middle. I made a decision to get out of radio when other aspects of entertainment and communication grabbed me, but radio was always my first love. I saw an opportunity in 2004 to re-enter this business at a time of great change. I saw it as a unique opportunity to work with people who were interested in creating new formats and new shows and hiring new talent."

**Being promoted to President/Programming:** "I was given a great opportunity by Joel Hollander [CEO of CBS Radio] to work with him to bring new energy to the company. In the span of about a year we updated or changed formats at over 30 of our stations. There was a 51% increase in 25-54 ratings between 2004 and 2005. We have made a lot of very rapid moves to bring new energy into the company."

**His programming philosophy:** "I started the job by communicating three things to my co-workers: respect the past, embrace change and co-create the future. Those three elements are part of every decision we've made as a company. You can't make new radio without respect and love for and an understanding of what works in this business. There's fear connected to change. Many of us were brought up in families where our grandparents had one job and our parents had one job."

"In radio we like to think that we have one job, but the world we work in tends not to run that way. We have realized that there has to be a very smart and calculated amount of risk in order to win or to achieve something greater than what you have currently. Those are the philosophies that have informed a lot of what we've set out to do."

**Managing his time:** "It's a balancing act. We're currently sitting on top of 179 radio stations, and we have a great team of PDs and format captains and the ability to work with leaders who manage a lot of large-scale projects on a daily basis."

**Long-term goals:** "For me, it centers on the need to develop new talent and new programming at all formats — Talk, music, Sports and News. We set out to make this company a hothouse for talent. We have put over 30 new people into Talk formats just since October and over 100 new air talents on our stations since the beginning of 2005."

"I see it as an ongoing process of working with our PDs to build or to identify and buy the best talent we can find. We believe that the job of every individual radio station is to grow and develop on- and off-air talent inside the building. In fact, we're going to be announcing a talent-development system in the next few months."

**What catches his attention, from a talent standpoint:** "The best way to find your way to the airwaves is to have a specific idea, a specific target and a real goal in mind. Approaching things generally and sending a resume to human resources doesn't get you to the dance. There's a need for compelling and original ideas, and the people who can figure out how to bring that forth are going to get noticed."

**Replacing Howard Stern:** "He created a situation that led to a tremendous amount of work for us, and no matter what we do, everyone's going to carp about it. I saw the first 30-day trends a year ago and said, No one ever talks about 30-day trends for anything, but they are going to this time, because it's Howard."

"I see people like Joel, Scott Herman and Don Bouloukas every day. They have way more intelligence and way more experience than I do, and we all knew that this is exactly what was going to happen. For some reason it seems to have freaked a lot of people out. It's not fun, but it's going to pass, and it's all about moving forward. You don't replace that guy. The number of phone calls we got when his job opened up was shockingly small — what does that tell you?"

**Biggest challenge:** "I was inspired a few weeks ago by meeting Eric Schmidt, CEO of Google. What I took away from the meeting was a mandate he set for the company where each person was tasked to spend a significant portion of his or her work week on projects that are not designed to go live for approximately four years. I asked myself how, as radio professionals, we could possibly think that far ahead and avoid the thousands of small distractions that get in the way of bigger-picture thinking."

"Could the radio example be to commit 45 or 60 minutes a week to working on something that's not designed to hit the radio tomorrow, but six months or, God forbid, a year from now? If we did that, and really put time into developing a better product instead of crashing on the emergencies of the moment, would we have better radio stations?"

**Measuring the success of his programming initiatives:** "We made the decision at the beginning of 2005 to dominate major formats that we believed had great upside for solid business. We're actually two days away from the one-year anniversary of the launch of 'Jack' in Los Angeles. That was a decision that was made over a long period of time by this company, and the early success of the 'Jack' stations in Dallas and Los Angeles led us to believe that this was a format that we could launch in many markets."

"The same thing was true when we looked at the road map and realized that we had a unique success story with FM Talk that could also be developed and spread into other major markets. These are the first two examples of how we've worked as a cohesive, fast-moving unit, and we expect that level of creation to continue in the new year."

"Every situation is different. With 'Free-FM' we set out to dominate FM Talk in as many major markets as we could with an effort that we believe wins big in 18 to 24 months. It takes listeners time to fall in love with brand-new personalities; it's not an overnight thing. Our industry doesn't work that way. A real relationship between a radio station and its audience is something that builds."

**Integrating radio with new technology:** "A slow start has morphed into a very active present where broadcasters are realizing the need to spread exclusive and creative content through as many new pipes and pathways as we can find. There's a need to figure out ways to be both Christopher Columbus and Donald Trump when it comes to new technology. That goes back to the necessity of devoting a portion of your daily work life to building new pipes and pathways for consumers."

"We've put a tremendous amount of investment into new technology, and we have over 70 stations streaming online after a very rapid rollout, including KROQ/Los Angeles. We've made a significant contribution of both time and money to build these new paths."

**State of radio:** "We're at a very creative time. You can sense a hunger from listeners, advertisers and the industry itself to embrace new ideas and co-create change. It's a very charged-up time for creative and smart businesspeople to be in this industry."

**Career highlight:** "I've done a lot of different things in my work life, and I would say without a doubt that this job is the most exciting, challenging and stimulating job I've ever had. I'm very fortunate to have this position at this particular time."

**Career disappointment:** "I was heading up a startup company that made a run at a very exciting technology, media and music play that seemed like the key to wonders, riches and unending success. Unfortunately, like many startup companies, we ran out of cash."

**Favorite radio format:** "FM Talk."

**Favorite television show:** "My all-time favorite show was a tremendous creative experience called *Rotten TV*, with Johnny Rotten."

**Favorite artist:** "Definitely Bruce Springsteen."

**Favorite movie:** "*Wings of Desire*."

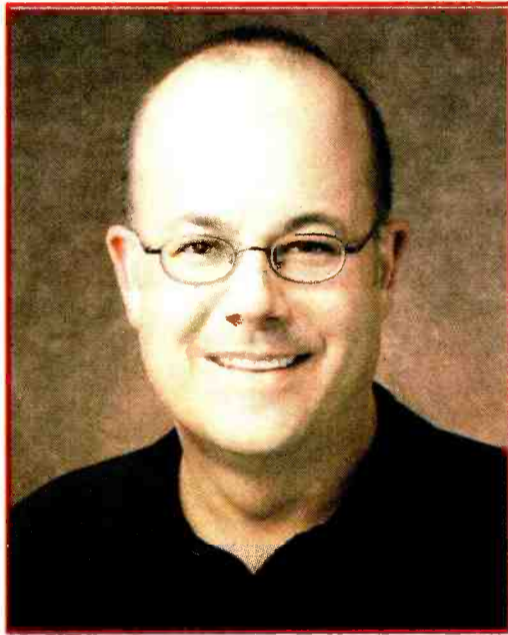
**Favorite restaurant:** "A little family Italian joint in Hoboken, NJ called Leo's."

**Beverage of choice:** "I'm a Diet Coke guy."

**Hobbies:** "Collecting music, movies and hiking."

**E-mail address:** "rob.barnett@cbsradio.com."

**Advice for broadcasters:** "I would constantly reinforce these three ideas: respect the past, embrace change and co-create the future. We held a programming conference at the tail end of 2005 and themed the conference with a three-word phrase that I grabbed from a former co-worker: Best ideas win. We try to constantly reinforce the need for our programmers to invent and execute."



**ROB BARNETT**

President/Programming, CBS Radio

**"The most compelling content on the radio is now heard in New York, Los Angeles, Chicago, Philadelphia, San Francisco, Seattle, Washington, Atlanta, and over 230 other markets!"**

...imagine yourself in front of the largest newsstand in the world, and suddenly every great article you need jumps into your hands...

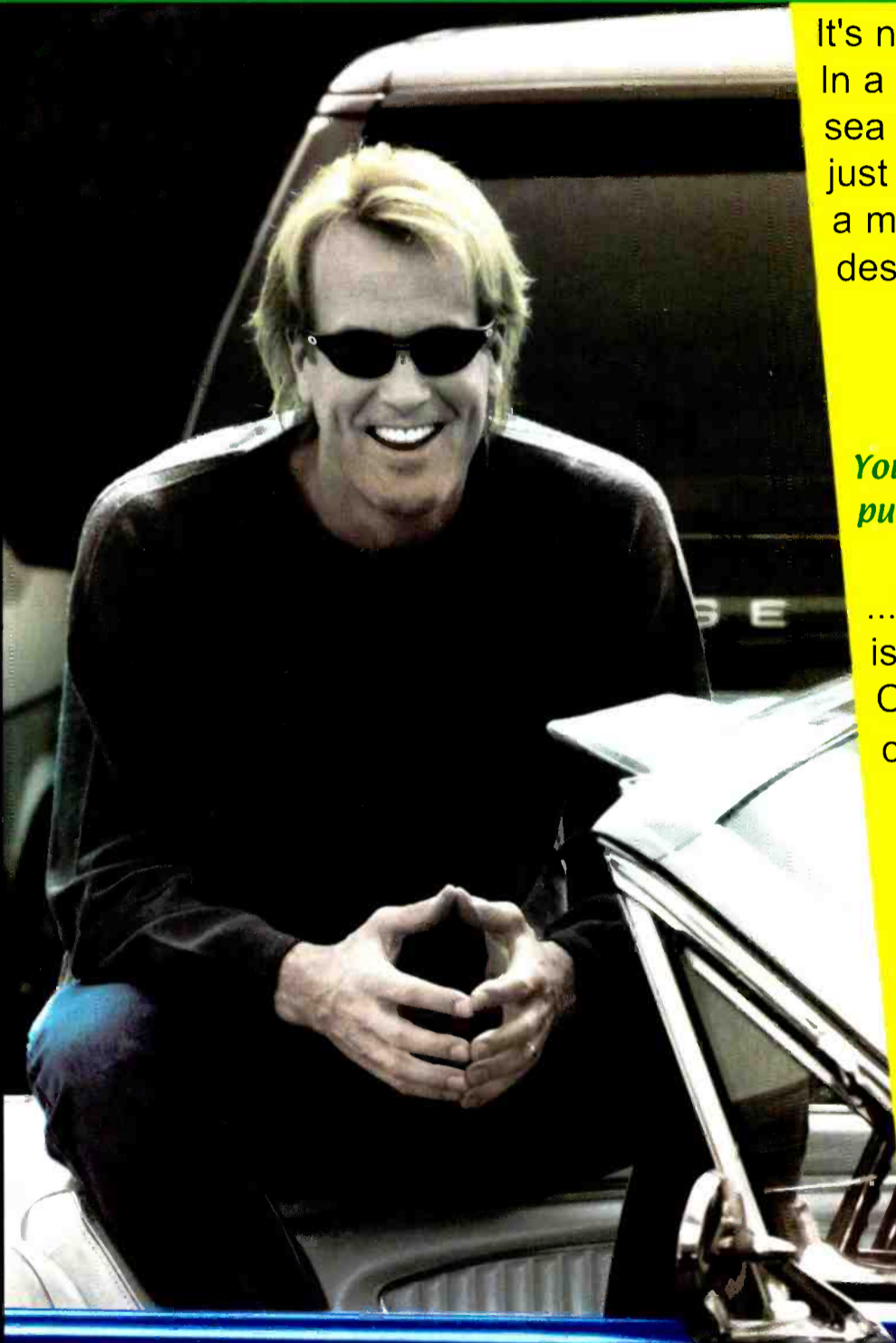
**Bén Fong-Torres,  
The San Francisco Chronicle**

**the john tesh  
radio show**



**Music and Intelligence For Your Life  
www.tesh.com**

**the john tesh radio show**  
**Music and Intelligence For Your Life**



**"Give us 20 minutes and we'll make you the smartest person in the room"**

It's not a good show it's a great show. In a world where we're swimming in a sea of mediocrity, and most people are just adding more water, John's show is a model of relevance and a show designed to understand its listeners.

**Tim Moore, Managing Partner  
Audience Development Group**

*Your show is better than Oprah and Dr. Phil put together.*  
- Amanda N., MT

...Music and Intelligence for Your Life is a safe haven for family listening. Children, men and women of all ages can gain something from the show.

**Radio Ink Magazine  
Cover Story**

*I am heading into my senior year of college and I plan on putting your stress and sleep advice into use every step of the way!*  
- Alesha D., ME

...More remarkable is that Tesh's five-hour show is on the air somewhere in the United States during every day part - and on six different formats. The buzzword here is versatility.

**Chuck Taylor,  
Billboard Magazine**

*Your show gives me the motivation to try harder and keep on going. Whether you are teaching me how to stay fit, or tips on how to get ahead, your words are inspiring. Your show goes the extra mile to help people.*  
- Chip C., SC

Affiliate Relations: Scott Meyers  
The TeshMedia Group  
888-548-8637 or 516-829-0964 [scott@meyers.net](mailto:scott@meyers.net)

# "MS. NEW BOOTY"

FEATURING YING YANG TWINS AND MR. COLLIPARK

#13 Hot 100 Audience... Over 60 Million!  
 Approaching Top 5 Rhythmic  
 11\* - 9\* Urban Mainstream R&R and BDS  
 36\* - 31\* CHR/Pop R&R and BDS

**New at Top 40:**

WIOQ Philadelphia      WKQI Detroit  
 Y100 Miami              KDWB Minneapolis  
 and more!

**Top 40 Majors Leading The Way:**

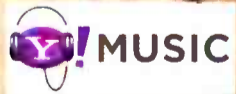
KIIS Los Angeles      WKSC Chicago  
 WIOQ Philadelphia    KHKS Dallas  
 WAKS Cleveland      WFLZ Tampa  
 WKST Pittsburgh      KSLZ St. Louis  
 KZZP Phoenix        KHTS San Diego  
 KKRZ Portland        WXSS Milwaukee  
 WKFS Cincinnati      WNKS Charlotte  
 WRVW/Nashville      KHFI Austin  
 XM20on20              and many more!

**New at Urban:**

WWPR New York  
 WUSL Philadelphia  
 KKBT Los Angeles  
 WGCI Chicago

**Power Rotation At:**

KPWR	WPHI	KYLD
WLLD	WHTD	KBMB
KSFM	XHTZ	XMOR
KBFB	WJHM	WIBT
KUUU	WJMH	WNVZ
KBBT	WWKX	KXBT
KLUC	and many more!	



AOLmusic



iTunes

Top 20 Most Watched Video...  
 Over 240,000 Streams This Week!

#1 Music Video

#2 Music Video

Go to [www.msnewbooty.com](http://www.msnewbooty.com) and vote for your favorite booty now!!!

The Charm in stores April 4th.

[www.msnewbooty.com](http://www.msnewbooty.com) | [www.bubbasparrxxx.com](http://www.bubbasparrxxx.com) | [www.virginrecords.com](http://www.virginrecords.com)

MANAGEMENT: BOBBY STAMPS FOR FRONT OFFICE ENTERTAINMENT | YING YANG TWINS APPEAR COURTESY OF TVT RECORDS



©2006 VIRGIN RECORDS AMERICA, INC.