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INSIDE RADIO®

Tuesday, June 24, 2008

Newsroom: (800) 290-6301

How hot will the Don Imus firestorm get this time? Since “The I-Man” has built his career on being a tough-talking, take-no-prisoners talk host, it was probably inevitable he’d face criticism for something said on his nearly seven-month-old Citadel-ABC Radio Networks show. Ears and eyes will be on Imus today as he makes an effort to explain an exchange with sportscaster Warner Wolf during yesterday’s program. During a discussion of suspended Dallas Cowboys cornerback Adam Jones, Imus asked Wolf “What color is he?” When told Jones is African-American, Imus responded “Well there you go.” ABC Radio didn’t respond to a request for comment, but in an email to the New York Times Imus said “I meant he was being picked on because he’s Black.” Activist-turned-radio host Al Sharpton says “I find the inference of his remark disturbing because it plays into stereotypes. Any use of stereotypes is always counterproductive.” Protests by Sharpton’s National Action Network and others led to Imus’ firing from CBS Radio in April 2007 following racially-charged comments about the Rutgers Women’s basketball team. Sharpton says “We will determine in the next day or so whether or not his remark warrants direct action on our part.” Imus says he’ll tackle the issue when comedian Dick Gregory appears during a pre-scheduled visit today, writing in his email “We’ll see what he thinks. I mean...come on!”

Zero percent financing spurs automotive ad blitz. General Motors launches a 0% financing program today with plans to step up its advertising and marketing efforts. VP Mark LaNeve says “We know how to do this: We throw considerable media weight behind it.” He says similar past positions have been “very compelling” to consumers in the past. GM’s move could lead to a similar effort by other auto manufacturers. The top-selling automaker says it’s also launching a “72-Hour Sale” today to try to boost June sales numbers. The news comes as GM announces it is cutting auto production and raising 2009 model sticker prices an average of 3.5%. According to TNS Media, General Motors cut local radio ad spending by 3.6% last year and slashed national spot budgets 28.4% — despite increasing network radio budgets by 35%.

Radio’s “finest hour” comes amid crisis. That’s how Iowa Broadcasters Association executive director Sue Toma describes local radio’s role in Midwest communities hit by recent floods. Radio is providing listeners with the latest information on food banks, shelters, traffic and evacuations. Many stations have altered format. Some are reporting on the disaster around-the-clock. In a letter to FCC chairman Kevin Martin, Toma explains how radio is dedicating “tremendous manpower, tireless resources and airtime to the coverage of this unprecedented tragedy.” She also has an answer for what she considers “misguided activists” who question “broadcasters’ commitment to localism.” Toma suggests “Spend time in Iowa and see first-hand how local radio and TV stations are serving our communities during perhaps the worst flooding in a century.” She ends her letter by noting “After working for Iowa’s broadcasters for 17 years, I can say without hesitation: This is our finest hour.”

EMF embraces a new format: “God’s Country.” Educational Media Foundation is the largest noncommercial religious broadcaster, blanketing the country with 262 full-power stations and dozens more translators. Its voracious growth has led to the situation where in some markets it has more signals than programming, which includes the contemporary Christian “K-Love” and younger-skewing “Air One” formats. Now it’s linked with Rodney Baucom’s eight-month old God’s Country Radio Network to provide programming. Baucom tells *Inside Radio* “They’re recognizing the popularity of country music in the marketplace.” The network airs country artists’ faith-based songs such as the Brad Paisley-Carrie Underwood duet “Oh Love” which get little radio airplay. He says it’s “too Christian” for country radio, but “fits perfect” on a format with a

#1 GUESS WHO IS
IN NYC?

THE
mark
LEVIN
SHOW

MEN 25-54 & ADULTS 18+

religious focus. "God's Country" is now on the air in about a dozen markets including EMF stations in Utica, NY; Roswell, NM and Great Falls, MT. The first year will run without any EMF donation solicitation, although affiliates can plug local announcements in their stop sets. Baucom says he has two other group deals pending, giving God's Country distribution in the South and Rockies. He also hopes to add some commercial broadcasters looking for HD2 programming.

Catholic radio gets the ultimate high rating — from the Pope. Forget Arbitron numbers, what Catholic station owner wouldn't want the blessings of Pope Benedict XVI? The Catholic News Services says his message during a recent Vatican City conference for Catholic radio operators was not to become "disheartened" as they compete with a "noisy and more powerful mass media." Following a lead by Protestant faiths into radio and TV broadcasting, the Catholic Church has made a bigger push into mass media. The Catholic Radio Association says there are about 130 Catholic-formatted stations in the U.S., compared to just a handful several years ago.

Barack Obama supporters reach out to religious radio. As part of the Democratic presidential candidate's outreach into the religious community, the Illinois Senator will begin getting some exposure on religious formatted stations. A political action committee called the Matthew 25 Network is buying time beginning later this month. On a recent earnings call Salem CEO Ed Atsinger told investors "We expect both sides to spend a good bit of money and hope we get a portion of it, but it's very difficult to say with great certainty that we will." In 2004 Salem received about \$1.5 million in political revenue, but Atsinger says it's impossible to predict how much they'll get in this election cycle.

Fisher Communications says "no thanks" to a \$390 million takeover. The Seattle-based radio and TV operator isn't saying who offered to pay between \$43 and \$45 a share, but does disclose its answer. In a statement Fisher says "In consultation with outside financial and legal advisers, the board of directors unanimously concluded that the unsolicited expression was not in the best interests of shareholders. The offer was made in April but was only disclosed Monday under pressure from Fisher's second-largest shareholder TowerView, which owns a 9.5% stake in the company. TowerView and Fisher's largest holder, Gamco Asset Management, have been pressuring Fisher on issues including "egregious" executive salaries. News of a possible deal sent Fisher's stock up 10% yesterday.

Legacy of George Carlin: Broadcasters live with seven dirty words. The comedian's famed monologue landed him in legal hot water, and took the fight over what can't be said on the radio to the steps of the Supreme Court. Fletcher, Heald & Hildreth attorney Harry Cole was part of the defense team for Pacifica's WBAI, New York. He says even though Carlin died of heart failure, he'll live on in many ways, telling *Inside Radio* "For broadcasters, Carlin's most noteworthy legacy is the FCC's indecency policy in all its tortured, blurred inconsistency. It was Carlin, after all, who created the notion there might be seven words you couldn't say on the public airwaves." The FCC didn't actually have such a policy, but when WBAI aired the bit in 1972 Carlin drew the Commission into embracing his idea. Cole says "Carlin's art became the FCC's reality." Cole believes the FCC has "fumbled and stumbled" trying to develop a coherent indecency policy over the last 35 years, and thinks Carlin probably didn't approve of where the agency took its enforcement. But Cole adds "Carlin must certainly have appreciated the rich irony of that path and the effectiveness with which it underscored his essential point."

The basis of George Carlin's case remains in play. Later this year the U.S. Supreme Court is scheduled to hear its first indecency case in a generation as it decides whether the FCC can fine a station for an unexpected, "fleeting" expletive. George Washington University professor Chris Sterling tells *Inside Radio* "The Carlin watershed remains — no matter how confusingly the FCC may interpret the issues." Communications attorney John Garziglia says "Remarkably, it was not Congress and not the courts, but comedian Carlin who largely set the regulatory foundation for those seven, and only seven, words considered scandalous." Garziglia notes several of the seven are part of everyday speech with young people, while newly-offensive phrases don't warrant much FCC attention. MMTC attorney David Honig adds "Carlin's

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legacy isn't so much in the history of radio and indecency, it's in the history of irony. The name of the album cut was 'Seven Dirty Words You Can't Say On Television.' At the time, the FCC didn't have a sense of humor." The jury's out on whether it does today, but New York station owner William O'Shaughnessy clearly does. Noting the passing of what he sees as a "First Amendment champion" he's talking about re-airing the "seven dirty words" record — telling his attorney in a note "Please advise which time slot you think would be the most appropriate to honor this great man."

ESPN Radio looks to take bigger online sports market share. ESPNRadio.com's Online Affiliate Network will distribute content via station websites. Initial expansion will grow the network to include two 24/7 national feeds, ten local networks, live NBA and college football audio plus direct access to more than 50 local and national podcasts. The network launches with affiliates in Washington, Denver, Cleveland, Milwaukee and West Palm Beach — which also become integrated into ESPNRadio.com and the site's newly-enhanced "Superstream" media player. According to AndoMedia, ESPNRadio.com has grown its online audience to nearly two million monthly unique users.

The NAB gets fish in its mailbox. The record industry dropped a can of herring in the mail to NAB chief David Rehr to make a point. They argue radio's stance that the medium promotes music sales is a "red herring" that distracts from the real issues in the debate over whether broadcasters should pay a performance royalty. MusicFirst Coalition director Doyle Bartlett says "Every other platform that claims to promote music sales pays a performance royalty." That includes satellite radio, Internet webcasts and cable TV music stations. NAB spokesman Dennis Wharton says "This [stunt] is so lame it barely warrants a response." He says instead of sending fish to radio stations that advanced the careers of artists, RIAA should send food to artists who've been "abused" by labels. In the past few months musicians including Poison and the estates of Count Basie and Benny Goodman have filed lawsuits alleging they'd been shortchanged by their labels.

Russ Withers asks the FCC to waive an expanded band deadline. "Fox Sports Radio 810" WDDD, Johnston City, IL is running out of time. Earlier this year, Clear Channel sold it and five other stations to Withers Broadcasting as part of a \$4 million deal in the Marion-Carbondale, IL market. But its license is set to expire on August 2, 2011 and WDDD will go dark for good. The 250-watt station is paired with Chicago expanded band signal WVON (1690) — which would be left on the air. In an FCC filing, Withers notes WVON was never intended to replace WDDD since the cities of license are separated by 250 miles. Withers airs local talk and area school sports on the station. He argues the public would be hurt if WDDD is allowed to go dark, saying the market "will lose a dependable fulltime AM service." There's no threat to WVON's future, but Withers notes another beneficial outcome has been a long-term arrangement whereby Clear Channel has brokered the signal to Pervis Spann's Midway Broadcasting, giving a larger coverage area for WVON's heritage format targeting Chicago's African-American community.

Glenn Beck sets silver screen simulcast. Premiere Radio's Glenn Beck is going coast-to-coast in a 350-theater simulcast July 17 from Dallas' Majestic Theatre. The "Beck '08" event is part of his annual summertime comedy-meets-politics tour. Organizers say it's a blend of storytelling and stand-up from Beck's point of view, adding "While the election often ends up being a big joke, Glenn's show is different — it's funny on purpose!"

Inside Radio's Deal Digest —

Lincoln, NE — VSS Catholic Communications buys soft AC "102.7 The Breeze" KBZR from Chapin Enterprises for \$4.5 million. KBZR has a construction permit to move to Papillion, NE in the Omaha market. VSS already owns "Spirit 88.9 FM" KVSS in Omaha, along with a low-power TV station KVSS-LP (channel 67). Richard Chapin keeps sister "95 Talk FM" KRKR which also has a CP to move to Omaha.

Joplin, MO — Educational Media Foundation buys KOBC (90.7) in market #237 from Ozark Christian College for \$1 million. Broker: Greg Guy, Patrick Communications.

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New York, NY (#1)

Phase One runner-up – Emmis Urban AC “Kiss” (+0.4) – lands on top; format rival WBLS (+0.2) is tied for #4.

Station	F/M/A	M/A/M	Format	Owner/LMA
WRKS	4.7	5.1	urban AC	Emmis
WHTZ	4.9	4.9	CHR	Clear Channel
WLTW	4.6	4.4	AC	Clear Channel
WINS	4.1	4.0	news	CBS Radio
WBLS	3.8	4.0	urban AC	Inner City
WSKQ-F	3.8	3.9	Span. CHR	SBS
WCBS-F	3.8	3.6	classic hits	CBS Radio
WABC	3.7	3.6	talk	Citadel
WPAT-F	3.8	3.5	romantica	SBS
WQHT	3.5	3.5	rhy. CHR	Emmis
WCAA	3.4	3.5	hurban	Univision/BMP
WWPR-F	3.1	3.5	urban	Clear Channel
WAXQ	2.9	2.9	classic rock	Clear Channel
WCBS	2.5	2.7	news	CBS Radio
WKTU	3.0	2.6	rhy. AC	Clear Channel
WWFS	2.3	2.4	AC	CBS Radio
WPLJ	2.1	2.4	hot AC	Citadel
WFAN	2.3	2.3	sports	CBS Radio
WOR	2.2	2.3	talk	Buckley
WQXR-F	2.2	2.2	classical	NY Times
WADO	1.5	1.5	Span. n/t	Univision/BMP
WXRK	1.4	1.4	rock	CBS Radio
WQBU-F	1.4	1.3	reg'l Mex.	Univision/BMP
WALK-F	0.8	1.0	AC	Clear Channel
WLIB	1.0	0.9	black gospel	Inner City
WBLI	0.8	0.9	CHR	Cox Radio
WRXP+	0.9	0.8	rock	Emmis
WKXW-F	0.8	0.8	talk	Millennium
WEPN*	0.8	0.7	sports	ESPN Radio
WHUD	0.6	0.6	AC	Pamal
WBBR	0.5	0.6	biz news	Bloomberg
WWRL	0.6	0.5	talk	Access.1
WBAB*	0.5	0.5	classic rock	Cox Radio
WKJY	0.5	0.5	AC	Barnstable
WBZO	0.4	0.5	oldies	Barnstable
WHLI	0.4	0.4	standards	Barnstable
WMGQ	0.4	0.4	AC	Greater Media

*Simulcasts: WEPN/WLIR-F/WNJE. WBAB/WHFM.
+Recent changes from the M-Street database: WRXP flipped from smooth jazz as WQCD in February.

12+ AQH Shares, Mon-Sun, 6 am to midnight.
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Formats of stations listed reflect the analysis and groupings of M Street Corp. and may differ from the station's opinions or interpretations.

Nassau-Suffolk, NY (#18)

NYC's “Z100” inches up from #5 to #3 while “Hot” jumps eight-tenths.

Station	F/M/A	M/A/M	Format	Owner/LMA
WALK-F	5.2	5.5	AC	Clear Channel
WBLI	4.7	5.1	CHR	Cox Radio
WHTZ	3.9	4.1	CHR	Clear Channel
WCBS-F	4.2	4.0	classic hits	CBS Radio
WFAN	3.9	4.0	sports	CBS Radio
WABC	4.4	3.9	talk	Citadel
WLTW	3.9	3.6	AC	Clear Channel
WINS	3.4	3.3	news	CBS Radio
WBAB*	3.3	3.2	classic rock	Cox Radio
WBZO	2.9	3.1	oldies	Barnstable
WCBS	3.0	3.0	news	CBS Radio
WKJY	2.7	2.9	AC	Barnstable
WQHT	2.0	2.8	rhy. CHR	Emmis
WOR	3.0	2.7	talk	Buckley
WAXQ	2.7	2.7	classic rock	Clear Channel
WHLI	2.5	2.5	standards	Barnstable
WXRK	2.4	2.3	rock	CBS Radio
WRKS	2.1	2.2	urban AC	Emmis
WQBU-F	1.5	2.2	reg'l Mex.	Univision/BMP
WPLJ	2.1	2.0	hot AC	Citadel
WBLS	1.6	1.9	urban AC	Inner City
WKTU	2.0	1.7	rhy. AC	Clear Channel
WQXR-F	1.4	1.6	classical	NY Times
WWFS	1.7	1.4	AC	CBS Radio
WWPR-F	1.0	1.3	urban	Clear Channel
WPAT-F	1.6	1.2	romantica	SBS
WMJC	1.0	0.9	hot AC	Barnstable
WSKQ-F	1.1	0.8	Span. CHR	SBS
WEZN-F	0.7	0.8	AC	Cox Radio
WRCN-F	0.6	0.7	classic rock	Barnstable

*Simulcast: WBAB/WHFM.

Riverside, CA (#26)

Phase One's #1 tie between CC siblings is now a one-share advantage for KGGI; #3 “K-Frog” is up six-tenths.

Station	F/M/A	M/A/M	Format	Owner/LMA
KGGI	6.5	6.9	rhy. CHR	Clear Channel
KFI	6.5	5.9	talk	Clear Channel
KFRG	4.5	5.1	country	CBS Radio
KRQB	5.2	4.9	reg'l Mex.	Liberman
KOLA	4.7	4.6	classic hits	Anaheim
KIIS-F	3.7	4.0	CHR	Clear Channel
KLVE	3.2	3.6	romantica	Univision/BMP
KSCA	3.0	3.5	reg'l Mex.	Univision/BMP
KLYY+	3.5	3.1	Span. hits	Entravision
KCBS-F	3.0	2.8	adult hits	CBS Radio
KCAL-F	2.4	2.6	rock	Anaheim
KOST	2.5	2.5	AC	Clear Channel
KCXX	2.0	2.3	modern rock	All Pro
KTWV	2.0	2.3	smooth jazz	CBS Radio
KHHT	2.3	2.1	urban AC	Clear Channel
KDAY*	2.2	2.1	urban	Magic
KLOS	2.1	2.0	classic rock	Citadel
KPWR	2.0	1.8	rhy. CHR	Emmis
KROQ-F	1.7	1.7	modern rock	CBS Radio
KWVE	1.9	1.6	religious	Calvary Chap.
KLSX	1.4	1.3	talk	CBS Radio
KBIG-F	1.2	1.2	hot AC	Clear Channel
KNX	1.1	1.2	news	CBS Radio
KDIF	1.1	1.1	Span. adlt/hits	Clear Channel
KAEH	0.9	1.1	reg'l Mex.	Moon
KRTH	1.5	1.0	classic hits	CBS Radio
KLAX-F	1.2	0.9	reg'l Mex.	SBS
KXSB	1.0	0.9	reg'l Mex.	Lazer
KATY-F	1.0	0.9	AC	All Pro
KMVN	0.7	0.7	rhy. AC	Emmis

*Simulcast: KDAY/KWIE.

+Recent changes from the M-Street database: KLYY flips to Spanish adult hits in May.

INSIDE RADIO STOCKS

Dow close from Monday 6/23/08: 11,842.36 down 0.33

Nasdaq 2385.74 down 20.35 S&P 500 1318.00 up 0.07

	Close	Change		Close	Change		Close	Change
Arbitron	49.13	down 0.35	Disney	32.39	up 0.45	Regent	0.92	down 0.05
Beasley	4.26	down 0.13	Emmis	2.70	up 0.03	Rogers	40.05	down 0.86
CBS	19.82	down 0.18	Entercom	7.36	down 0.24	Saga	5.86	up 0.11
Citadel	1.42	down 0.03	Entravision	4.23	down 0.05	Salem	2.00	unchgd
Clear Channel	35.44	unchgd	Fisher	34.91	up 3.05	SBS	1.09	unchgd
Corus	18.50	down 0.18	Global Traffic	9.97	up 0.07	Sirius	1.93	down 0.06
Cox Radio	12.06	up 0.08	Journal	4.95	down 0.15	Westwood One	1.20	down 0.09
Cumulus	4.03	down 0.17	Lincoln Fin.	47.55	down 0.84	XM Satellite	8.11	down 0.19
			Radio One	1.55	down 0.11			

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TOP 40

RHYTHMIC

LAST - THIS WEEK	ARTIST	SONG
1 1	LEONA LEWIS	Bleeding Love
2 2	RIHANNA	Take A Bow
6 3	JESSE MCCARTNEY	Leavin'
3 4	RAY J/YUNG BERG	Sexy Can I
10 5	KATY PERRY	I Kissed A Girl
8 6	NATASHA BEDINGFIELD	Pocketful Of Sunshine
7 7	DANITY KANE	Damaged
5 8	LIL WAYNE f/STATIC MAJOR	Lollipop
4 9	USHER f/YOUNG JEEZY	Love In This Club
11 10	COLBIE CAILLAT	Realize

LAST - THIS WEEK	ARTIST	SONG
1 1	LIL WAYNE f/STATIC MAJOR	Lollipop
2 2	PLIES f/NE-YO	Bust It Baby (Part 2)
6 3	DAVID BANNER f/BROWN/JONES	Get Like Me
8 4	THE-DREAM	I Luv Your Girl
3 5	COLBY O'DONIS f/AKON	What You Got
10 6	RIHANNA	Take A Bow
11 7	KARDINAL OFFISHALL f/AKON	Dangerous
4 8	USHER f/YOUNG JEEZY	Love In This Club
12 9	THREE 6 MAFIA	Lolli Lolli (Pop That Body)
9 10	LEONA LEWIS	Bleeding Love

URBAN

COUNTRY

LAST - THIS WEEK	ARTIST	SONG
3 1	KEYSHIA COLE	Heaven Sent
1 2	PLIES f/NE-YO	Bust It Baby (Part 2)
2 3	LIL WAYNE f/STATIC MAJOR	Lollipop
4 4	THE-DREAM	I Luv Your Girl
5 5	CHRIS BROWN	Take You Down
9 6	LIL WAYNE	A Milli
6 7	USHER f/BEYONCE/LIL WAYNE	Love In This Club (Pt. 2)
7 8	V.I.C.	Get Silly
8 9	ALICIA KEYS	Teenage Love Affair
10 10	LLOYD f/LIL WAYNE	Girls Around The World

LAST - THIS WEEK	ARTIST	SONG
2 1	KENNY CHESNEY	Better As A Memory
1 2	CARRIE UNDERWOOD	Last Name
5 3	BLAKE SHELTON	Home
6 4	MONTGOMERY GENTRY	Back When I Knew It All
7 5	ALAN JACKSON	Good Time
3 6	BRAD PAISLEY	I'm Still A Guy
8 7	DIERKS BENTLEY	Trying To Stop Your Leaving
9 8	BROOKS & DUNN	Put A Girl In It
4 9	RASCAL FLATTS	Every Day
12 10	SUGARLAND	All I Want To Do

HOT AC

AC

LAST - THIS WEEK	ARTIST	SONG
1 1	LEONA LEWIS	Bleeding Love
2 2	DAUGHTRY	Feels Like Tonight
3 3	ONEREPUBLIC	Stop & Stare
7 4	3 DOORS DOWN	It's Not My Time
5 5	COLBIE CAILLAT	Realize
4 6	LIFEHOUSE	Whatever It Takes
6 7	GAVIN DEGRAW	In Love With A Girl
8 8	SARA BAREILLES	Love Song
11 9	NATASHA BEDINGFIELD	Pocketful Of Sunshine
9 10	BUCKCHERRY	Sorry

LAST - THIS WEEK	ARTIST	SONG
1 1	SARA BAREILLES	Love Song
2 2	LEONA LEWIS	Bleeding Love
3 3	COLBIE CAILLAT	Bubbly
4 4	MICHAEL BUBLE	Lost
5 5	TIMBALAND/ONEREPUBLIC	Apologize
6 6	TAYLOR SWIFT	Tear Drops On My Guitar
8 7	JOHN MAYER	Say
7 8	JORDIN SPARKS	Tattoo
9 9	ALICIA KEYS	No One
10 10	DAUGHTRY	Feels Like Tonight

URBAN AC

CHRISTIAN

LAST - THIS WEEK	ARTIST	SONG
1 1	RAHEEM DEVAUGHN	Woman
2 2	MARVIN SAPP	Never Would Have Made It
6 3	NOEL GOURDIN	The River
4 4	JAHEIM	Never
3 5	KEYSHIA COLE	I Remember
7 6	ALICIA KEYS	Teenage Love Affair
5 7	LYFE JENNINGS	Never Never Land
8 8	MARY J. BLIGE	Just Fine
12 9	ERIC BENET	You're The Only One
14 10	KEYSHIA COLE	Heaven Sent

LAST - THIS WEEK	ARTIST	SONG
1 1	THIRD DAY	Call My Name
2 2	MATT MAHER	Your Grace Is Enough
3 3	FEE	All Because Of Jesus
4 4	JEREMY CAMP	Let It Fade
5 5	NEEDTOBREATHE	Washed By The Water
8 6	MATTHEW WEST	You Are Everything
7 7	CASTING CROWNS	Every Man
6 8	TENTH AVENUE NORTH	Love Is Here
9 9	ROBBIE SEAY BAND	Song Of Hope (Heaven Come Down)
10 10	AARON SHUST	Watch Over Me

ALTERNATIVE

ACTIVE ROCK

LAST - THIS WEEK	ARTIST	SONG
1 1	WEEZER	Pork And Beans
2 2	OFFSPRING	Hammerhead
3 3	FOO FIGHTERS	Let It Die
4 4	FLOBOTS	Handlebars
6 5	LINKIN PARK	Given Up
5 6	DEATH CAB FOR CUTIE	I Will Possess Your Heart
8 7	SEETHER	Rise Above This
7 8	NINE INCH NAILS	Discipline
11 9	3 DOORS DOWN	It's Not My Time
9 10	COLDPLAY	Violet Hill

LAST - THIS WEEK	ARTIST	SONG
1 1	DISTURBED	Inside The Fire
2 2	SAVING ABEL	Addicted
3 3	SEETHER	Rise Above This
5 4	SHINEDOWN	Devour
4 5	LINKIN PARK	Given Up
6 6	10 YEARS	Beautiful
7 7	OFFSPRING	Hammerhead
8 8	MOTLEY CRUE	Saints Of LA
9 9	3 DOORS DOWN	It's Not My Time
11 10	FOO FIGHTERS	Let It Die

ADULT ROCK

LATIN

LAST - THIS WEEK	ARTIST	SONG
1 1	JASON MRAZ	I'm Yours
2 2	DEATH CAB FOR CUTIE	I Will Possess Your Heart
7 3	COLDPLAY	Viva La Vida
4 4	AUGUSTANA	Sweet and Low
5 5	DUFFY	Mercy
3 6	COLDPLAY	Violet Hill
8 7	JACK JOHNSON	Hope
6 8	JAKOB DYLAN	Something Good This Way Comes
11 9	MATT NATHANSON	Come On Get Higher
9 10	COUNTING CROWS	You Can't Count On Me

LAST - THIS WEEK	ARTIST	SONG
1 1	LOS DAREYES DE LA SIERRA	Hasta El Dia De Hoy
2 2	MANA	Si No Te Hubieras
4 3	LOS RIELEROS DEL NORTE	A Punto De Llorar
7 4	INTOCABLE	Tu Adios No Mata
3 5	DJ FLEX	Te Quiero
5 6	ENRIQUE IGLESIAS	Donde Estan Corazon?
10 7	CUISILLOS	Vive Y Dejame Vivir
6 8	GERMAN MONTERO	Amantes Escondidos
8 9	JUANES	Gotas De Agua Dulce
9 10	VICENTE FERNANDEZ	La Derrota

SALES MGT - URBAN RADIO

Do you understand how to build the value of the African-American consumer with salespeople and clients?

Are you passionate about that mission?

Okay. Keep reading and be honest with yourself about these fit criteria. Is each statement below true of you?

- ✓ I have a track record of finding and developing strong salespeople.
- ✓ I can formulate and execute a strategic plan.
- ✓ The glass is always half full.
- ✓ I have better ideas than most people.
- ✓ My people are loyal to me and I am good moving them to action.

So who's asking? We're The Center for Sales Strategy, and we work with many clients that have very strong Urban properties around the country. Our clients are stable, appreciate good talent and invest in it, and are passionate about their properties.

If you'd like to explore employment with a company like that—and you fit the specs above—call Ellen Petuck at 813.254.2222 or email: ellen.petuck@csscenter.com

All replies are held in strict confidence, so don't worry. E.O.E.



If this is not you, but sounds like someone you know, please have that person contact Ellen.

WCBS YANKEES RADIO NETWORK SPORTS SALES MANAGER

Are you the biggest sports fan you know? **WCBS 880/Yankees Radio Network** is looking for a **Sports Sales Manager** to oversee all aspects of selling the Yankees Radio Network. Job entails managing a dedicated sales staff, overseeing national sports sales, developing new revenue ideas, building the Yankees Affiliate Network, overseeing the sales effort on the Yankees Radio Network FanFest and more.

With the building of the new Yankee Stadium almost complete this is an exciting time to be part of Yankees baseball. The Sports Sales Manager reports directly to the station GSM. Management experience and sports sponsorship sales experience a must. Send resumes to: jobs@wcbs880.com. No phone calls please.

CBS is an Equal Opportunity/Affirmative Action Employer committed to diversity in our workforce. It is our policy to attract and retain the best-qualified people available, without regard to race, color, religion, national origin, gender, sexual orientation, age, disability or status as a Special Disabled Veteran, Vietnam Era Veteran or other qualifying veteran.

GENERAL MANAGERS & SALES MANAGERS

Bustos Media seeks experienced **General Managers and/or Sales Managers** in key high-growth Hispanic Markets. Must have a proven track record in recruiting & training a top-notch sales team. Substantial performance bonus, relocation package and management equity shares will be granted. If you are results oriented and laser-focused on sales, Bustos Media is the company for you! To apply, send cover letter & resume to ccantillo@bustosmedia.com. E.O.E.

102.1 The EDGE - PROGRAM DIRECTOR - TORONTO

Do you have an unwavering commitment to current as well as upcoming new rock/alternative music then Toronto's 102.1 the edge is looking for you. As Canada's #1 new rock/alternative radio station in North America's 5th largest market, **102.1 the edge** is seeking a Program Director in our Toronto office -- a leader, a risk taker and someone to continue a quarter century new rock legacy in an ever-changing and competitive market. Come join us in one of the world's most dynamic cities! Find a full list of qualifications and requirements in our ad at www.insideradio.com.

Send resume to: Chris Sisam, GM, Corus Radio Toronto, c/o Carla Carvalho, Exec Asst, at carla.carvalho@corusent.com. Please include "102.1 The EDGE Program Director" in the subject line of your email. No phone calls please. Only those selected for an interview will be contacted.



102.1 the edge is owned by Corus Entertainment Inc., a Canadian-based media and entertainment company. Corus is a market leader in specialty television and radio with additional assets in pay television, advertising and digital audio services, television broadcasting, children's book publishing and children's animation. Experience Corus on the web at www.corusent.com.

Corus is committed to providing a fair and equitable work environment and encourages applications from qualified women, men, visible minorities, aboriginal peoples and persons with disabilities.

SECRETARY

Secretary needed.
Maintain office files, compose
and type correspondence.

RM Kabrich & Associates
140 Island Way #250
Clearwater, FL 33767.
EOE

MARKET MANAGER - GULF COAST

Cumulus Broadcasting has a **Market Manager** opening for our cluster of stations in **Mobile, Alabama**. Must possess a proven track record of success as a Market Manager/Director of Sales or Multi Station Sales Manager. You have to be an excellent recruiter, trainer and be able to build an organization with exceptional people. Become a part of the solution that has positioned Cumulus as the industry's revenue leading company. Email your resume immediately! Gary Pizzati/Senior Vice President Cumulus Media: gary.pizzati@cumulus.com. Equal Opportunity Employer.

GENERAL MANAGER - VIRGINIA

Centennial Broadcasting has a great opportunity for a sales savvy **General Manager** to lead our cluster in Winchester, Va. Formats are Hot AC, Rock and News Talk. Candidates should have previous station management experience and a track record of leadership, sales training and creative selling. Tenured sales staff already in place to help grow these heritage properties. If you would rather work for a growing private company, let us know. EOE. Send resume, cover letter and references to: hnenenz@centennialbroadcasting.com

MARKET MANAGER

The Flagship Stations for Purdue Sports Broadcasting in Lafayette, IN is looking for a **Market Manager** with a successful record of Sales Management experience and a passion for selling sports. Responsibilities include overall station management including but not limited to sales, marketing, promotions, hiring, training, managing cash flow and long term planning. E.O.E.
Qualified applicants - email: lafayetteradio@aol.com

LEADERSHIP!

Are you the **DOS** candidate to lead our continued fantastic growth? Can you recruit and develop the best talent? Do you lead by example or direct from a desk? Can you add to our culture of high standards of performance? Do you consistently outperform your competitors? If this is you, maybe you're ready to join the Clear Channel Omaha team.

Send your info in confidence to:
TaylorWalet@clearchannel.com
Clear Channel is an E.O.E.

SALES MANAGERS NEEDED!

Clear Channel is searching for experienced Sales Managers for Tallahassee and Panama City.
Please send resumes to:

Tallahassee
NickyLloyd@clearchannel.com
Panama City
JimmyVineyard@clearchannel.com
Equal Opportunity Employer

ACCOUNT EXECUTIVES - TEXAS

GREAT OPPORTUNITY! BMP Radio seeks disciplined self-starters for **Account Executive** positions in San Antonio and Austin, TX. Do you have the courage to make cold calls and sales presentations? If you are client-focused and business savvy, these positions will allow you fantastic income from a solid private company. Must have great presentation skills!

Send cover letter/resume to:
apply@insideradio.com
Equal Opportunity Employer.



SALES MANAGER

Artistic Media Partners in South Bend, IN is looking for a **Sales Manager** for the markets Heritage CHR Station, **U93**. This position requires the ability to build a winning sales team, manage inventory and pricing and train while in the field and developing business. Applicants should have a passion for new business development and at least 5 years radio sales experience. AMP is an EOE. Send resume to: U93radio@aol.com

REGIONAL/NATIONAL ACCOUNT MANAGER

Treasure and Space Coast Radio is looking for an experienced Regional/National Account Manager for 3-FM, 2-AM radio station cluster in South Florida.

Reply in confidence w/resume, references + salary history to:
karen_franke@bellsouth.net
EOE / Drug Free Workplace