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Clear Channel Sheds to Wed

It's about time!

Clear Channel Communications this week became the world's largest out-of-home media company by completing its merger with AMFM Inc. in a transaction valued at \$23.8 billion, including the assumption of debt. The combined Clear Channel operations will include more than 900 radio stations (and counting, see below), 19 television stations, and over 700,000 outdoor advertising displays across 40 countries.

To complete the merger, AMFM stockholders will receive 0.94 Clear Channel shares for each AMFM share held, in a tax-free exchange. "We are pleased to have completed this merger and brought together these two outstanding teams," commented Clear Channel CEO Lowry Mays. "By combining Clear Channel's broad portfolio of out-of-home assets with AMFM's leading portfolio of well-clustered, well-managed, highly rated and geographically diversified radio operations, including a significant major market presence, we will not only be the undisputed leader, but will have

the financial, programming, management and distribution resources to best serve the needs of this exciting, growing, global marketplace."

Clear Channel paved the way for its merger earlier this week by completing the divestiture of 35 stations as required by the Justice Department. Key buyers in the sell-off were Infinity Broadcasting, which acquired 18 stations from Clear Channel in seven markets for approximately \$1.4 billion, and Radio One, which grabbed 12 stations from Clear Channel and AMFM in Los Angeles, Houston, Dallas, Miami, Cleveland, Raleigh, and Greenville, S.C.

All of which didn't prevent Clear Channel from making a few acquisitions of its own last week, as it signed an agreement to purchase six stations from Mississippi Valley Broadcasting, Inc., an affiliate of Scannix Broadcasting, LLC, for \$85 million.

Warp Factor Five

"We've been banned because the fucking parents over there think we're going to warp kids' minds. And we would have, too." —SLIPKNOT DRUMMER JOEY JORDISON, FUMING OVER THE CANCELLATION OF THE GROUP'S RECENT CONCERT IN IRELAND



Ooops... I Did It Again

"I was asked to meet him but it didn't work out. I would love to have met him but it leaked out and it was cancelled. It's probably a blessing because, had we met up, I would have never been left alone." —BRITNEY SPEARS, REFLECTING ON HER CANCELLED MEETING WITH THE U.K.'S PRINCE WILLIAM



They Shoot Videos, Don't They?

"The video for 'They Schools' doesn't just represent dead prez, it represents our people—poor and oppressed—trying to claim their right to a fair and just life." —DEAD PREZ' M1 SPEAKING OF THE

PRESSURE THE BAND IS GETTING TO MODIFY CONTENT OF THEIR LATEST VIDEO

Clive Davis Kicks Off J Records

You can't keep a good man down; legends are even harder to topple. In the wake of Clive Davis' news-grabbing split with Arista Records, the man who helped Santana get weighed down with Grammys will now captain J Records. The label name derives from Davis' middle initial and will be a 50-50 joint venture between Davis and BMG Entertainment.

"We are thrilled to continue our relationship with Clive Davis on

this exciting, new endeavor," said Strauss Zelnick, President and CEO of BMG. "Clive brings to J Records a peerless reputation as arguably the most influential music executive of a generation."

"Clive's passionate drive and vision as a businessman and his unique relationship with the creative community promise a bright future for J Records," added BMG Chairman Michael Dornemann.

The man himself had this to say: "Michael Dornemann and Strauss Zelnick have been at my side, supporting and facilitating every major decision, for much of the incredible 25 year Arista experience... I accept this unprecedented opportunity and will, together with this extraordinary team of executives who join me, justify the faith of BMG by making J Records a powerful and hospitable home for the stars of tomorrow."

It would be a brave man who'd bet against him.

Arbitron: Internet Listening Has Tripled

First announced at the GAVIN Summit August 17, Arbitron has now publicly stated that in the years the company has been tracking listening on the web, the number of Americans doing so has more than tripled. As Arbitron VP of Internet Services Bill Rose, stated, "The number of Americans listening to broadcast radio online has jumped from six percent in 1998 to 20 percent as of this July. When you add Internet-only audiocasts, the tally rises to 25 percent of the public." This means that almost 70 million people have listened to some form of audiocast on the Net.

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MusicMetric

■ **BET.com** and **360HIPHOP.com** have announced they are discussing the possible acquisition of 360HIPHOP.com by BET. Under the proposed agreement, the two sites would continue operating independent of each other after the acquisition was complete.

■ **ClickRadio** has received a license from Time Warner Inc. to include the Warner Music Group's recordings on its stations. Time Warner in turn will receive a small equity stake in ClickRadio. Warner Music Group includes the Atlantic, Elektra, Warner Bros., Rhino, and London-Sire labels.

■ **MP3.com** and **Expression Engines Inc.** have announced a partnership that will result in the combination of streaming audio and hyper-linked graphics to e-mail messages. By using Favemail, an Expression Engines e-mail enhancement tool, MP3.com members can add audio and graphics directly onto their outgoing messages without significantly increasing the message's file size. Through the use of Favemail, word-of-mouth marketing as well as direct promotion for the artists on MP3.com is increased.

■ **BroadcastAmerica** and **Savos Inc.**, a wireless technology company, have formed a strategic partnership to deliver audio programming to wireless devices worldwide. Savos delivery will make BroadcastAmerica audio programming available on any wireless or standard phone beginning in September.

■ **Bertelsmann Music Group** and **Universal Music Group** are using the AAC (Advanced Audio Coding) audio compression standard in their respective programs for music delivery. AAC is the latest audio codec standardized by the ISO as part of the MPEG specification. Compared to MPEG Layer-3 (MP3) AAC reportedly provides higher-quality audio, but uses about 30 percent less storage space and bandwidth.

■ **OnlineRock**, a web community for emerging artists, and **StreamSearch**, a distributor of playable media, have announced a partnership. OnlineRock bands can increase their exposure by adding links to their MP3's to StreamSearch's directory, while the addition of OnlineRock bands to the StreamSearch directory broadens the StreamSearch music selection.

■ **Sirius Satellite Radio** announced that Sirius 2 is scheduled to launch from Baikonur Cosmodrome in Kazakhstan at 5:44 a.m. EDT on September 5. Sirius 1, the first of the company's three-satellite constellation, was successfully launched into orbit on June 30. The third satellite launch date is scheduled for October.



A Pair of Movers at Virgin

Tyson Haller has been named National Manager, College Promotion for Virgin Records America while Jason McFadden has been named the company's National Promotion Director. The announcements were made by Michael Plen, Senior Vice President, Promotion for Virgin.

Haller was previously a National Coordinator, College Promotion and Marketing for Elektra Entertainment, while McFadden was the New York regional promotion rep for Virgin.

Cynthia Harris Snags Senior VP Slot at Columbia

Cynthia "CJ" Harris has been promoted to the position of Senior Vice President, Urban Promotion, Columbia Records, it was announced this week by Charlie Walk, Executive VP, Promotion, the Columbia Records Group. Ms. Harris is based in New York and will report to Mr. Walk.

"In my years working with CJ, she has proven herself to be the most respected promotion executive in Urban music," said Walk.

"It's very gratifying to be working with the most dynamic promotion team in the business," said Harris. "Columbia's roster of Urban artists is the envy of the industry and it's an honor to have a role in presenting them to the world."

MP3.com On The Defensive

After settling with four major record labels over a copyright dispute, MP3.com finds itself in a Mexican standoff with Seagram Co.'s Universal Music Group.

"All the information that I considered...indicated that this was legal use for people to listen to their own music," said Michael Robertson, MP3.com's Chief Executive. "Nothing I had looked at suggested this was illegal use or a copyright infringement."

The case is being heard in a Manhattan federal court. Universal is seeking as much as \$825 million in damages from the digital download company.

The company may be reached at 503-241-1469.

Judge Sides With KISS

Tulsa radio station 92.1 KISS-FM has received the legal nod to continue proclaiming it plays "all of today's best music, not just some of it," after a federal judge refused to grant its competitor, 106.9 K-HITS, request for an injunction.

U.S. District Judge Sven Erik Holmes ruled that applicable federal law, public policy, and common sense all dictate that a court should not allow one organization the exclusive right to claim that it—and it alone—is the best in its field.

Should make for some lively air wars in Tulsa.

MeasureCast Launches Web Ratings Service

The burgeoning field of Internet ratings has drawn a fourth major entrant: MeasureCast, based in Portland, OR. According to VP/Marketing Bill Piwonka, the MeasureCast methodology involves streaming server measurement through Active Event Monitoring™, allowing ratings data to be produced overnight. Currently, Arbitron's WebCast ratings use streaming server log measurement but the data is not available for at least six weeks.

MeasureCast has announced its first client, Portland, Maine-based BroadcastAmerica. "It is a privilege to work with BroadcastAmerica to make streaming broadcasting a medium advertisers cannot afford to ignore," MeasureCast President and CEO Randy told GAVIN.

FRIENDS OF RADIO

BY ANNETTE M. LAI

Fred Jerkins III



Songwriter/producer

One of contemporary music's leading Pop/R&B songwriter/producers, Fred Jerkins III has most recently been responsible for hits like Toni Braxton's "He Wasn't Man Enough" (LaFace/Arista) and Destiny's Child's "Say My Name" (Columbia/CRG). He has also worked his magic on hits for stars like Whitney Houston, Brian McKnight, Mary J. Blige, Jennifer Lopez, Deborah Cox, and many more. Creative and prolific, you can bet that Fred has more hits waiting in the wings.

Hometown: Absecon, N.J.

Radio stations you grew up listening to: FM 95.1 WAYV, FM 98.9 WUSL (Power 99), and AM 1490 WJSS.

Radio stations you listen to now: FM 98.9 WUSL (Power 99), FM 97.1 (Hot 97), and FM 100.3 (The Beat).

What's the last record you went out of your way to listen to? The Backstreet Boys' debut album. In order for me to successfully write something for them, I needed to focus on their style.

What song do you wish you'd written? "I Will Always Love You." It's such a good song and was a huge hit in different markets...a total classic.

Which artist would you still like to work with someday? Shania Twain because country music is something I haven't done yet and I love her as an artist.

Any upcoming projects in the works that you're excited to be working on? Music from Michael Jackson, the Spice Girls, and Mel C.'s solo project...they are all incredible and something to look forward to.

Best career moment so far: Writing "The Boy Is Mine" for Brandy and Monica. It was #1 for 13 weeks.

Future ambitions: To break records in the music business and also help take music to a different level. Outside of music, maybe some acting, but definitely doing some producing and writing for film.

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"The Sound Of...Silence"



BY
PAIGE
NIENABER
nwcpro@earthlink.net

You've probably noted a metamorphosis in the past week: teens and youngsters who had spent the past ten weeks bouncing around with an almost-hyperkinetic energy have suddenly become drones; unsmiling, shuffling to and from their rooms.

Their parents (you, perhaps) have a new lease on life and have a spring in the step, as if the hospital called with the test results and they were negative.

What is this change that has befallen us? Something in the water? (Those damn Commies and their fluoridation!) Nope. It's Back To School.

I'll preface this by saying that I don't have children. In fact, the closest I've come is hosting a series of sixteen- and seventeen-year-old Brazilian girls on six-month exchange programs. Judging by the number of my friends who left their own kids alone at home to come and hang at my house during these girls' tenures in the U.S., I'd have to guess that this has *little* in-common with actual parenting.

Managers are quick to pigeon-hole Back To School as a promotional opportunity for just teen-aged Top 40 stations. Nothing could be further from the truth. This is a multi-formatical and demographical event.

Obviously, if you're a Top 40 or Rhythm Crossover station, this is something that you need to be *all over*. People usually ignore the teens, forgetting that they dictate trends, and a smart new competitor will come in, steal 'em all in one weekend, and expand out from there; usually achieving #1 18-34 in a year. That's the lifecycle of Top 40.

"School Spirit" contests and promotions are great because they give you a valid excuse to get out into the schools and host rallies. Getting on the air and telling kids to mail in cards without doing any sort of in-their-faces effort is doomed to produce a lackluster response. And *please*, can't we move away from

the post card methodology? I did one in 1987 for a concert in the winning school's gym. They spent close to \$28,000 in postage to win a show that they could have bought for \$11,000. Whoops.

Email gives you a great new methodology for the kids to vote for their school. KUBE-Seattle once



did the "Can Jam" and awarded a concert to the school that collected the most aluminum cans, with all the cash generated going to a charity. "Pennies From Heaven" is a promotion that stations like The

ren" are a hot button. Do something that helps them or addresses their issues and you win the parents.

A basic economic fact is that there are quite a few kids out there who come from families that can't afford even the most standard school supplies. That's where a number of stations have stepped up and hosted monstrous school supply drives. This is Community Marketing at its best. Other stations have initiated "Adopt-A-Student" programs where their listeners aid, assist, and mentor children from the local school district. Most charitable campaigns are fluff with little or no impact. *This* is compelling and it does something significant for your community.

The families aren't the only ones tightening their belts. The school districts are also. Music and theater programs are the first to get their budgets lopped, so here's a perfect place for a morning show to kick off some form of "Band Together" drive to collect instruments for kids from low-income families. VH-1 has been leading this effort on a national level. But locally this has been pretty much ignored.

In some markets, the schools are in bad shape physically. In Birmingham, Pepsi joined with some local radio stations to do "School Cleanups" that had volunteer brigades of parents and kids spending a Saturday painting, caulking, cleaning, and repairing area schools. How huge is that?!

So enjoy the sudden silence that has invaded your homes and neighborhoods, but don't forget that the next big promotional opportunity isn't October 31st—it's now. ■

"Obviously, if you're a Top 40 or Rhythm Crossover station, this is something that you need to be all over."

Beat-Austin and Kiss-Buffalo have done. The school that collects the most pennies gets the show, and a *huge* amount of cash was raised for local organizations. *Survivor* provides us with a new methodology that could be used to put a spin on your old "School Spirit" contesting. With the arrival of Thanksgiving and Christmas, the "Can Jam" could return, but this time in the form of a food drive.

But the key to this is doing it now. Or at the very least, soon. By New Year's, the kids will be too burned out to care about calling, emailing, or sorting bags of pennies.

So what if you're an A/C station with little or no teen audience? Well, I'd imagine that their parents are listening. In droves. So target them...through their kids. "Child-

PAIGE NIENABER, WHOSE WEBSITE, BRAZILIANEXCHANGESTUDENT.COM, IS PRESENTLY CLOSED DUE TO A FEDERAL INVESTIGATION, KEEPS BUSY AS VP/FUN 'N GAMES FOR CLIFTON RADIO AND CPR. YOU CAN REACH HIM AT (651) 433-4554 OR VIA EMAIL AT NWCPRO-MO@EARTHLINK.NET

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United Business Media

140 Second Street
San Francisco, CA 94105
Phone: (415) 495-1990
Fax: (415) 495-2580
http://www.gavin.com
email: editorial@gavin.com

Chief Executive Officer DAVID DALTON
Chief Financial Officer BETTY HOLLARS
Editor-in-Chief REED BUNZEL
Executive Director SANDY SKEIE
Executive Director, Sales & Mktg. VANESSA THOMAS

Art Director PETER GRAME
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TOP 40, RHYTHM CROSSOVER

KEVIN CARTER (Editor)

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Associate Art Director RENÉ BRUCKNER
Graphic Designer CHARLES MacNULTY
Art Production GABRIELLA NEAL
Music Research Editor JIMMY LESLIE
Music Research Associates JASON BADIOLA,
DAVYD DRAKE, KARA FLANIGON,
KATHLEEN RICHARDS, TINA SALAZAR
Contributing Editor (Research) JIHAN HIBER
Contributing Editor JAAN UHLSZKI
A3, Jazz, Smooth Jazz, Alternative Marketing -
RICK GALLIANI (415) 459-3703, Fax: (415) 485-1799
Top 40 Marketing - STEVE RESNIK
(818) 951-6700, Fax: (818) 951-6800
A/C, Urban, Rap Marketing - MEL DELATTE
(818) 340-3595, Fax: (818) 340-3598
Country & Americana Marketing - PAULA ERICKSON
(615) 255-5010, Fax: (615) 255-5020
Internet, Active Rock Marketing - CARYN FETTNER
(818) 808-0120, Fax: (818) 808-0136

Director, Gavin Radio Services LOU GALLIANI
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NASHVILLE OFFICE
209 10th Avenue South, Suite 516, Nashville, TN 37203
(615) 255-5010, Fax: (615) 255-5020

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This issue's Urban theme for the special issue is certainly appropriate. In Arbitron terms, the Spring numbers were hearty cause for most Urban and Urban A/C stations to feel special, and rejoice in their success. Details follow, but suffice it to state that compared to where the Urban sounds' shares were a year ago (Spring '99), virtually all stations in our national sample were stable or up.

Holding onto your cume may be a challenge for some, but knowing that you can budget accordingly for 2001. Overall, high-fives for Urban's efforts this Spring.

NATIONAL SURVEY

As GAVIN typically does when analyzing the ratings performance of a major format we delve into a sample of markets from each region of the nation. For Urban's purposes those metros were:

EAST: New York City, Philadelphia, Rochester (N.Y.), and Washington, D.C.

SOUTH: Atlanta, Birmingham, Charlotte, and Miami-Ft. Lauderdale

MIDWEST: Chicago, Cleveland, Detroit, and Kansas City

WEST: Dallas-Ft. Worth, Houston, and L.A.

This pool of markets generated a notable sample of 32 stations—20 Urbans and 12 Urban A/Cs. Both genres did well, with Urban A/C posting a *spotless* record (no stations in our sample lost notable AQH audience from a year ago).

Let's explore the 12+ and Adults 18-34 stories for Urban overall and in its two versions, then we'll give props to All-Stars that were tops in their respective markets.

12+: 80 PERCENT UP/STABLE

The most reliable estimate in any Arbitron is the overall 12+ share. While not often useful for sales purposes this "big picture" number is often a broad gauge of how you're doing. If so, the picture for

Urban Formats "Spring" Forward

Urban is in good focus. Here are the overall tallies, based on the 32 stations we broke out...

Arbitron 12+ Persons AQH shares, Sp. '00 vs. Sp. '99 Metro, Total Week

- 32 percent were up vs. Sp.'99
- 48 percent held steady
- only 20 percent slipped from a year ago

That's certainly a comforting story for most. However, there are subtle differences between mainstream Urbans and the Urban A/C approach...

- Among typical Urbans 70 percent were stable or up more than 10 percent (vs. Sp. '99, but 30 percent did see slippage of 10 percent or more

● Urban A/Cs posted an unblemished record. Fifty-eight percent grew 10 percent + vs. Spring '99, while 42 percent were stable. None of the dozen leading Urban A/Cs we examined took a hit. Remarkable!

The only fly in the ointment was that about one-third of Urban stations of either variety saw overall cume slippage of 10 percent or more.

18-34s: SOLID SUCCESS

While the Adults 18-34 data is a little softer than the big picture, there's still a lot to brag about. Even among Urban A/Cs, which typically skew more 25-54 there should be a lot of smiles.

Here are the Adults 18-34 breakouts...

Arbitron Adults 18-34 AQH Shares, Sp. '00 vs. Sp. '99 Metro, Total Week

- 32 percent of Urbans overall were up 10+ percent
- 32 percent were stable vs. Spring '99
- 36 percent suffered losses of 10+ percent vs. last year.

The mainstream Urban sub-cate-

gory is very congruent to the overall showing above, with 65 percent of stations stable or up. However, the Urban A/Cs really

#1 12+ and Adults 18-34

- KKDA/FM-Dallas/Ft. Worth
- WGCI/FM-Chicago
- WPEG-Charlotte

"The only fly in the ointment was that about one-third of Urban stations of either variety saw overall cume slippage of 10 percent or more."

strutted their stuff. Fifty percent were up, 25 percent stable, and just 25 percent showing notable erosion among 18-34s, not really even their primary target. Must be a lot of happy PDs and sales managers at Urban A/C properties these days.

The only cloud? As with the 12+ numbers, 18-34 estimates showed cume losses for about 30 percent of stations from both branches of the Urban family.

ALL-STARS

There's an impressive list of Urban mainstream stations that are #1 in their markets, 12+ and/or 18-34. Let the spotlight shine on these leaders...

#1 12+

- KPRS-Kansas City

#1 18-34

- WEDR-Miami/Ft. Lauderdale
- WVEE-Atlanta

Others scoring in the top three in their respective markets (12+): WBHK, WDAS/FM, WEDR, WHUR, WKYS, WJLB, and WUSL. Adults 18-34 top three standouts included WDKX, WBHK, WENZ, WJLB, WKYS, WUSL, and KPRS.

Congrats on a great job well done! ■

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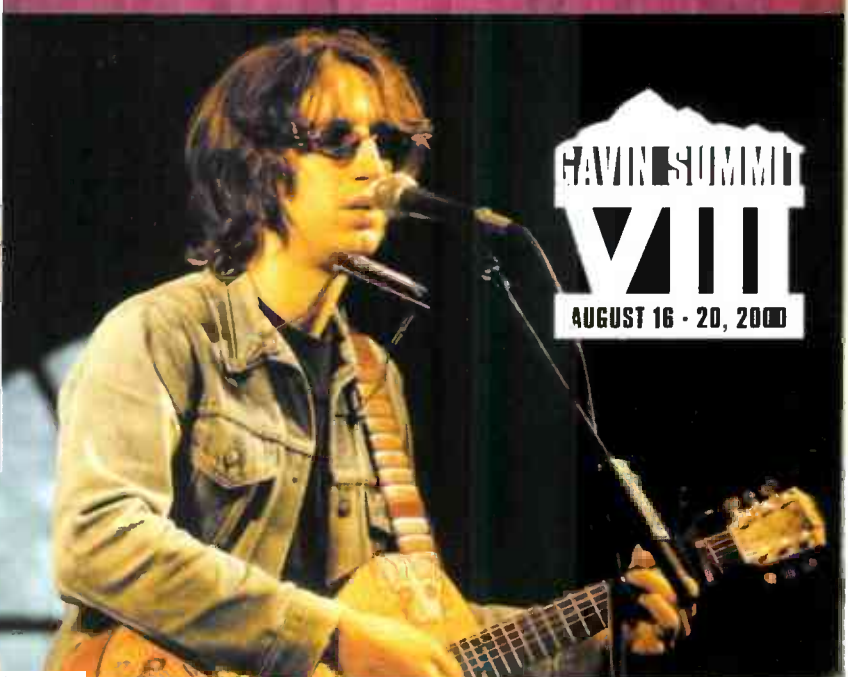
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Top 40/Rhythm

PROGRAMMING DEPT

■ **Mike Edwards** returns to the **Bonneville** fold as PD of **WWZZ** (Z104)-Washington, replacing **Dale O'Brian**. Edwards helped launch sister Top 40 **KZQZ**-San Francisco in 1997. Most recently, he programmed Hot AC **WLNK**-Charlotte. Edwards needs a midday personality. Packages 2000 15th Street North, Suite 200, Arlington, VA 22201. "No calls, please," he pleads. "I'm still trying to unpack."

■ **KYLZ** (Wild 106)-Albuquerque APD/MD **Robb Royale** is upped to PD of the **American General** Rhythmic outlet, replacing **Tom "Jammer" Naylor**, now programming crosstown rival **KKSS**. Royale is seeking an on-air replacement for his former duties.

PEOPLE

■ After his recent announcement that he was crossing the street to rival **KBKS** (in October 2001), **KUBE**-Seattle morning guy **Rob "T-Man" Tepper** instead does an about-face and inks a hefty new four-year extension. "T-Man is family—it ended the way it was meant to be," says OM **Shellie Hart**. **KUBE** President/GM **Michele Grosenick** strongly suggests that T-Man's new deal includes "syndication opportunities on the West Coast."

■ **KQMQ** (Sweet 98)-Omaha debuted the new Sweet Morning Zoo, co-hosted by OM **Wayne Coy** and PD **Darrin Stone**, who brings along **Rachael Adams** and producer **John "Louis" Desjardins** from **WABB**-Mobile. Former co-host **Max McCartney** is named PD/mornings at sister **KTCY** (106.9 The City).

■ **WOCQ**-Ocean City PD **Wookie** hires **Rosetta Devine** from **Kiss 104.7**-Richmond as news person/sidekick for the **Buck Wilde Morning Show**.

FORMAT NEWS

■ A new Top 40 debuts in Denver, as High Peak Broadcasting flips recently dark **KRKi** to **KXUU** (the New U102) under PD **Michael Knight**, formerly of Marathon Media's **KUUU**-Salt Lake City. The station is doing the tried-and-true, jockless, 10,000-in-a-row deal while Knight seeks a morning show and other major shifts. **KXUU**, 8975 E. Kenyon Ave., Denver, CO 80237. Meanwhile, rumors continue to swirl that another Denver station is eyeing a flip to Top 40.



When Nick's Away, **Cubby Will Play**. During a recent CD signing party, Z100-New York MD **Paul "Cubby" Bryant** got a little carried away and tried to handle **Nick Lachey's** half of "Where You Are" with **Jessica Simpson**, seconds before being carried away by security.

Impact DATES

(subject to change)

SEPTEMBER 5

Cash \$ Millionaires "Baller Blockin'" (Cash Money/Universal), Rhythm
Monifah "I Can Tell" (Universal), Rhythm
LeAnn Rimes "Can't Fight the Moonlight (Theme to *Coyote Ugly*)" (Curb), Top 40
Phoenix Stone "Still Be Loving You" (Transcon/Universal), Top 40
Wyclef Jean feat. Mary J. Blige "911" (Columbia/CRG), Rhythm

SEPTEMBER 12

Boyz II Men "Pass You By" (Universal), Top 40
Cherry Poppin' Daddies "Diamond Light Boogie" (Universal), Top 40
Enrique Iglesias "Sad Eyes (new remix)" (Interscope), Rhythm
Billie Myers "Should I Call You Jesus" (Universal), Top 40
Next "Beauty Queen" (Arista), Rhythm
Red Hot Chili Peppers "Californication" (Warner Bros.), Top 40
The Wallflowers "Sleepwalker" (Interscope), Top 40

HEAD 2 HEAD

KPWR-LA and WQHT-NY: Emmis' Rhythmic Bookends



BY
 TOP 40/RHYTHM
 CROSSOVER EDITOR
KEVIN CARTER
 kevin@gavin.com

lar formats, existing on opposite coasts, and place them under the microscope to see how regional differences affect the music they play. In this case, we examine Emmis Rhythmic/Hip-Hop mainstays **KPWR** (Power 106)-Los Angeles and **WQHT** (Hot 97)-New York, both representin' their respective coasts in very different ways, and both doing it very successfully. ■

OK, so they don't actually compete Head 2 Head in real time, but once in a while it's interesting to spotlight two stations, both operating in simi-

TOP 10 MOST-PLAYED SONGS

AUGUST 21- AUGUST 27

KPWR			WQHT		
VP/Prog.: Jimmy Steal APD: Damion Young MD: E-Man			PD: Tracy Cloherly APD/MD: Sean Taylor		
Artist - Title	TW	LW Move	Artist - Title	TW	LW Move
EMINEM - B**** Please Pt. 2	72	75 -3	MYSTIKAL - Shake Ya Ass	46	20 +26
SHADE SHIEST - Where I... Be	65	82 -17	LIL' KIM - No Matter What...	44	37 +7
RUFF ENDZ - No More	64	64 0	MYA - Best Of Me	42	50 -8
DA BRAT - What Chu Like	64	60 +4	CAM'RON - What Means...	42	36 +6
NELLY - Country Grammar	62	47 +15	JAGGED EDGE - Let's Get Married	41	42 -1
EMINEM - Kill You	60	61 -1	DMX/SISQO - What These...	39	41 -2
ICE CUBE - Hello	59	74 -15	NEXT - Wifey	38	34 +4
DJ QUIK - Pitch In On A Party	58	36 +22	DONELL JONES - Where I Wanna...	38	32 +6
JA RULE - Between Me & You	53	60 -7	AVANT - Separated	35	35 0
EMINEM - The Way I Am	51	29 22	SEAN PAUL - Haffi Get DA Gal Ya...	34	36 -2

TOP 10 SONGS BY PLAY INCREASE

AUGUST 21- AUGUST 27

Artist - Title	TW	LW Move	Artist - Title	TW	LW Move
NEXT - Wifey	38	10 +28	MYSTIKAL - Shake Ya Ass	46	20 +26
DJ QUIK - Pitch In On A Party	58	36 +22	LIL' BOW WOW - Bounce With...	29	4 +25
EMINEM - The Way I Am	51	29 +22	DE LA SOUL - Ooh	25	10 +15
NELLY - Country Grammar	62	47 +15	WYCLEF JEAN - 911	10	0 +10
MYSTIKAL - Shake Ya Ass	40	29 +11	LIL' KIM - No Matter What...	44	37 +7
E-40 - Na Na...	42	33 +9	JOE - Treat Her Like A Lady	26	19 +7
JAGGED EDGE - Let's Get Married	37	28 +9	JA RULE - Between Me & You	13	6 +7
EASTSIDAZ - Got Beef	36	28 +8	CAM'RON - What Means...	42	36 +6
DEF SQUAD - Focus	40	34 +6	DONELL JONES - Where I Wanna...	38	32 +6
KURUPT/VARIOUS - Represent...	7	1 +6	EMINEM - B**** Please Pt. 2	7	1 +6

TOP TEN, YEAR TO DATE

JANUARY-AUGUST 2000

Artist - Title	Plays	Artist - Title	Plays
N.W.A. - Chin Check	1635	BIG PUNISHER - It's So Hard	965
EASTSIDAZ - Still G'd Up	1492	BLACK ROB - Whoa!	962
DRE/SNOOP/DEVON - F*** You	1434	SISQO - Thong Song	951
DR. DRE - The Next Episode	1298	MYA - Best Of Me	937
KURUPT - Whoride With Us	1078	NAS/GINUWINE - You Owe Me	877
JAY-Z - Big Pimpin'	1034	JAY-Z - Do It Again	832
SISQO - Thong Song	1002	DMX - Party Up	830
DJ QUIK - Pitch In On A Party	990	METHOD MAN/REDMAN - Da Rockwilder	829
DR DRE/EMINEM - Forgot About Dre	987	AALIYAH - Try Again	773
MONTELL JORDAN - Get It On...Tonite	964	JOE - I Wanna Know	747

GavinTOP40		SPINS				
LW	TW		TW	LW	Trend	SPINS
1	1	DESTINY'S CHILD - Jumpin', Jumpin' (Columbia/CRG)	6495	6394	+101	112
2	2	matchbox twenty - Bent (Lava/Atlantic)	5925	5969	-44	112
4	3	JANET JACKSON - Doesn't Really Matter (Def Soul/IDJMG)	5568	5276	+292	113
5	4	3 DOORS DOWN - Kryptonite (Republic/Universal)	5458	5117	+341	107
6	5	MADONNA - Music (Maverick/Warner Bros.)	5236	4921	+315	119
3	6	NINE DAYS - Absolutely (The Story Of A Girl) (Epic/550 Music)	5080	5630	-550	112
13	7	CHRISTINA AGUILERA - Come On Over Baby (All I Want Is...) (RCA)	4791	4346	+445	118
<p>9 Christina cracks the Top 10...again. Jumps 78-92 spins @ WBTS-Atlanta, 38-83 spins @ WNOU-Indy, up 41-73 for Cat Thomas @ WAPE -Jacksonville.</p>						
9	8	TONI BRAXTON - He Wasn't Man Enough For Me (LaFace/Arista)	4622	4535	+87	102
11	9	BRITNEY SPEARS - Lucky (Jive)	4536	4472	+64	118
7	10	JOE - I Wanna Know (Jive)	4342	4817	-475	104
8	11	AALIYAH - Try Again (Blackground/Virgin)	4120	4638	-518	104
10	12	JESSICA SIMPSON - I Think I'm In Love With You (Columbia/CRG)	4110	4483	-373	103
14	13	BB MAK - Back Here (Hollywood)	4086	4281	-195	104
16	14	98 DEGREES - Give Me Just One Night (Universal)	4079	3753	+326	118
12	15	'N SYNC - It's Gonna Be Me (Jive)	4078	4429	-351	115
15	16	CREED - Higher (Wind-Up)	3694	3979	-285	107
17	17	EVERCLEAR - Wonderful (Capitol)	3480	3469	+11	103
18	18	SOUL DECISION - Faded (MCA)	3356	3132	+224	100
19	19	NELLY - Hot Sh**ts Country Grammar (Universal)	3322	2976	+346	95
20	20	PINK - Most Girls (LaFace/Arista)	3129	2546	+583	94
26	21	CREED - With Arms Wide Open (Wind-up)	2699	1809	+890	87
<p>9 The first single lasted a year, and this one's off to a stronger, more cohesive start: 94 spins @ KXXM-San Antonio, 30-68 @ WZPL-Indy, 43-59 @ WIOQ-Philly.</p>						
21	22	BAHA MEN - Who Let The Dogs Out (Artemis)	2570	2329	+241	100
22	23	BON JOVI - It's My Life (Island/IDJMG)	2477	2279	+198	83
24	24	VERTICAL HORIZON - You're A God (RCA)	2465	2108	+357	94
23	25	STING - Desert Rose (A&M/Interscope)	2080	2266	-186	80
25	26	THIRD EYE BLIND - Deep Inside Of You (Elektra/EEG)	1835	1811	+24	84
32	27	SAMANTHA MUMBA - Gotta Tell You (Interscope)	1387	1032	+355	75
29	28	FASTBALL - You're An Ocean (Hollywood)	1339	1168	+171	73
30	29	DEBELAH MORGAN - Dance With Me (Atlantic)	1311	1125	+186	61
27	30	JAY-Z - Big Pimpin' (Roc-A-Fella/Priority)	1304	1418	-114	53
34	31	BARENAKED LADIES - Pinch Me (Reprise)	1048	919	+129	59
33	32	NO AUTHORITY - Can I Get Your Number (Maverick)	1026	953	+73	59
31	33	DMX - Party Up (Island/IDJMG)	993	1084	-91	44
36	34	KANDI - Don't Think I'm Not (Columbia/CRG)	989	722	+267	38
28	35	MACY GRAY - Why Didn't You Call Me (Epic)	985	1384	-399	61
37	36	EVAN & JARON - Crazy For This Girl (Columbia/CRG)	839	689	+150	53
35	37	NEXT - Wifey (Arista)	754	811	-57	37
D	38	RUFF ENDZ - No More (Epic)	679	—	new	32
38	39	i5 - Distracted (Giant/Reprise)	621	588	+33	42
D	40	EVE 6 - Promise (RCA)	606	—	new	35

ALL 24-7 CHART RESEARCH IS CONDUCTED AND SUPPLIED BY MEDIABASE RESEARCH, A DIVISION OF PREMIERE RADIO NETWORKS, INC.

ALL NON-MEDIABASE CHARTS ARE COMPILED BY GAVIN. THE G2 DESIGNATION REFERS TO "GAVIN SECONDARY CHARTS," COMPILED FROM PROJECTED AIRPLAY DATA SUBMITTED BY SELECT NON-MONITORED STATIONS.

ONLINE TRACKING SERVICES NOW ARE AVAILABLE UNTIL 12 NOON WEDNESDAY PACIFIC DAYLIGHT TIME.

HyperACTIVE	SPINS	TREND
CREED - With Arms Wide Open (Wind-Up)	2699	+890
PINK - Most Girls (LaFace/Arista)	3129	+583
CHRISTINA AGUILERA - Come On Over Baby (RCA)	4791	+445
VERTICAL HORIZON - You're A God (RCA)	2465	+357
SAMANTHA MUMBA - Gotta Tell You (Interscope)	1387	+355
NELLY - Country Grammar (Universal)	3322	+346
3 DOORS DOWN - Kryptonite (Republic/Universal)	5458	+341
98° - Give Me Just One Night (Universal)	4079	+326
MADONNA - Music (Maverick/Warner Bros.)	5236	+315
JANET JACKSON - Doesn't Really Matter (Def Soul/IDJMG)	5568	+292
KANDI - Don't Think I'm Not (Columbia/CRG)	989	+267
BAHA MEN - Who Let The Dogs Out (Artemis)	2570	+241
DREAM - He Loves You Not (Bad Boy/Arista)	301	+237
RUFF ENDZ - No More (Epic)	679	+234
SOUL DECISION - Faded (MCA)	3356	+224
FAITH HILL - The Way You Love Me (Warner Bros.)	569	+224
EVE 6 - Promise (RCA)	606	+221
BON JOVI - It's My Life (Island/IDJMG)	2477	+198
MARC ANTHONY - My Baby You (Columbia/CRG)	354	+195
DEBELAH MORGAN - Dance With Me (Atlantic)	1311	+186

Top40 CHARTBOUND	SPINS
FAITH HILL - The Way You Love Me (Warner Bros.)	569
'N SYNC - This I Promise You (Jive)	542
PAPA ROACH - Last Resort (DreamWorks)	490
MADISON AVENUE - Don't Call Me Baby (C2/CRG)	467
DIDO - Here With Me (Arista)	433
THE CORRS - Breathless (143/Lava/Atlantic)	423
FRAGMA - Toca's Miracle (Atlantic/Groovilicious)	360
MARC ANTHONY - My Baby You (Columbia/CRG)	354
DREAM - He Loves U Not (Bad Boy/Arista)	301
MYA - (Interscope)	293
TARSHA VEGA - Be Ya Self (RCA)	289
WHEATUS - Teenage Dirtbag (Columbia/CRG)	287
CLEOPATRA - U Got It (Maverick)	271
SISQO - Incomplete (Def Soul/IDJMG)	267
DA BRAT - What Chu Like (So So Def/Columbia/CRG)	257
ROXETTE - Wish I Could Fly (Edel America)	242
EMINEM - The Way I Am (Aftermath/Interscope)	178
ZOMBIE NATION - Kernkraft 400 (Radikal)	161
DESTINY'S CHILD - Independent Woman (Columbia/CRG)	144
LeANN RIMES - I Need You (Capitol/Curb/Sparrow)	140

Top40 RECURRENTS	SPINS
PINK - There You Go (LaFace/Arista)	3355
VERTICAL HORIZON - Everything You Want (RCA)	3109
MANDY MOORE - I Wanna Be With You (Epic/550 Music)	2250
'N SYNC - Bye Bye Bye (Jive)	1484
MACY GRAY - I Try (Epic)	1322
SONIQUE - It Feels So Good (Republic/Universal)	1267
ENRIQUE IGLESIAS - Be With You (Interscope)	1222
SANTANA - Smooth (Arista)	1189
SISQO - Thong Song (Def Soul/IDJMG)	1097
DESTINY'S CHILD - Say My Name (Columbia/CRG)	1037

RhythmCROSSOVER

		SPINS				
LW	TW	TW	LW	Trend	Spins	
1	1	NELLY - Country Grammar (Universal)	2540	2614	-74	47
3	2	JANET JACKSON - Doesn't Really Matter (Def Soul/IDJMG)	1758	1788	-30	41
5	3	PINK - Most Girls (LaFace/Arista)	1741	1680	+61	34
2	4	DR. DRE - The Next Episode (Aftermath/Interscope)	1732	1895	-163	44
4	5	RUFF ENDZ - No More (Epic)	1660	1683	-23	42
7	6	MYA - Case of the Ex (Interscope)	1597	1587	+10	43
9	7	KANDI - Don't Think I'm Not (Columbia/CRG)	1512	1516	-4	36
6	8	DA BRAT - What Chu Like (So So Def/Columbia/CRG)	1480	1601	-121	34
8	9	NEXT - Wifey (Arista)	1428	1536	-108	37
15	10	EMINEM - The Way I Am (Aftermath/Interscope)	1395	1146	+249	43
<p>g <i>No denying the power of this controversial, yet cutting edge artist. Cadillac Jack spins it 91 times @ WJMN-Boston, 38-65 @ WLLD-Tampa, 31-62 @ Power 106-LA.</i></p>						
10	11	JAY-Z - Big Pimpin' (Roc-A-Fella/Priority)	1295	1512	-217	44
11	12	DESTINY'S CHILD - Jumpin', Jumpin' (Columbia/CRG)	1214	1329	-115	39
14	13	SISQO - Incomplete (Def Soul/IDJMG)	1210	1177	+33	41
16	14	COMMON - The Light (MCA)	1182	1097	+85	37
13	15	JOE - I Wanna Know (Jive)	1086	1200	-114	43
12	16	JAGGED EDGE - Let's Get Married (So So Def/Columbia/CRG)	1085	1203	-118	35
22	17	MYSTIKAL - Shake Ya Ass (Jive)	1079	847	+232	34
18	18	CHRISTINA AGUILERA - Come On Over Baby (All I Want Is...) (RCA)	1001	970	+31	24
<p>g <i>Seems like everybody's talking about this song...74 spins @ KMEL-SF, jumps 50-70 spins @ WJMH-Greensboro, 55 spins @ WJBT-Jacksonville, 51 @ KBXX-Houston.</i></p>						
21	19	MADONNA - Music (Maverick/Warner Bros.)	962	850	+112	27
17	20	AVANT - Separated (MCA)	954	1021	-67	28
19	21	AALIYAH - Try Again (Blackground/Virgin)	928	944	-16	44
20	22	DMX - What these B***s Want (Island/IDJMG)	856	887	-31	29
26	23	LIL BOW WOW - Bounce With Me (So So Def/Columbia/CRG)	823	688	+135	35
23	24	BRITNEY SPEARS - Lucky (Jive)	773	785	-12	21
25	25	TRINA - Pull Over (Atlantic)	742	755	-13	24
27	26	LIL' ZANE - Callin' Me (Priority)	681	617	+64	33
24	27	DMX - Party Up (Island/IDJMG)	658	780	-122	38
32	28	TONI BRAXTON - Just Be A Man About It (LaFace/Arista)	625	558	+67	25
29	29	98° - Give Me Just One Night (Universal)	601	586	+15	20
28	30	ERYKAH BADU - Bag Lady (Universal)	573	587	-14	24
34	31	DEBELAH MORGAN - Dance With Me (Atlantic)	553	533	+20	22
38	32	LUDACRIS - What's Your Fantasy (Rap-A-Lot/Priority)	533	405	+128	15
30	33	SON BY FOUR - Purest Of Pain (Sony Discos)	530	567	-37	17
33	34	MADISON AVENUE - Don't Call Me Baby (C2/CRG)	507	555	-48	16
31	35	SOUTH PARK MEXICAN - You Know My Name (Universal)	488	559	-71	21
36	36	EMINEM - Stan (Aftermath/interscope)	483	494	-11	13
D	37	JAY-Z - Hey Papi (Roc-A-Fella/IDJMG)	458	—	new	24
39	38	BAHA MEN - Who Let The Dogs Out (Artemis)	450	375	+75	16
D	39	LIL' KIM - How Many Licks (Atlantic)	418	—	new	14
35	40	LL COOL J - Imagine That (Island/IDJMG)	407	511	-104	25

HyperACTIVE		SPINS	TREND
EMINEM - The Way I Am (Aftermath/Interscope)		1395	249
MYSTIKAL - Shake Ya Ass (Jive)		1079	232
3LW - No More (Baby I'ma Do Right) (Epic)		187	158
CHANGING FACES - That Other Woman (Atlantic)		285	150
LIL' BOW WOW - Bounce With Me (So So Def/Columbia/CRG)		823	135
DESTINY'S CHILD - Independent Woman (Columbia/CRG)		226	129
LUDACRIS - What's Your Fantasy (Rap-A-Lot/Priority)		533	128
JAY-Z - Hey Papi (Roc-A-Fella/IDJMG)		458	125
MADONNA - Music (Maverick/Warner Bros.)		962	112

R/C CHARTBOUND

		SPINS
EMINEM - B**** Please Part 2 (Interscope)		368
BEENIE MAN - Girls Dem Sugar (Virgin)		364
BIG TYMERS - #1 Stunna (Cash Money/Universal)		352
JA RULE - Between Me & You (Def Jam/Island)		325
NELLY - E.I. (Universal)		313
CHANGING FACES - That Other Woman (Atlantic)		285
DE LA SOUL - Ooh (Tommy Boy)		251
ANGELINA - Every Time I Think Of You (Upstairs Records)		240
SAMANTHA MUMBA - Gotta Tell You (Interscope)		239
SHADE SHIEST - Where I Wanna Be (Independent)		229
DESTINY'S CHILD - Independent Woman (Columbia/CRG)		226
E-40 - Nah Nah (Jive)		225
BLACK EYED PEAS - Weekends (Interscope)		213
TAMIA - Can't Go For That (Elektra/EEG)		210
SNOOP/C-MURDER/MAGIC - Down 4 My N****s (No Limit/Priority)		209
CAM'RON - What Means The World To You (Epic)		200
FRAGMA - Toca's Miracle (Atlantic/Groovilicious)		197
SHYNE - Bad Boy Anthem (Bad Boy/Arista)		195
3LW - No More (Baby I'ma Do Right) (Epic)		187
CARL THOMAS - Summer Rain (Bad Boy/Arista)		182

SnapSHOTS

Notable Quotage:
 "We're #1 English-speaking, #2 overall, just 4/10 from #1...so that makes my nipples hard."
 —Michael Steele, APD/MD, KIIS-Los Angeles after his chilly trend.

"Randy's hoping for at least one stripper-type, but Matty's leaning more toward a 'fat-guy-who-gets-stuck-in-the-turnstyle-at-the-ballpark' kind of contestant."
 —WXKS-Boston PD John Ivey, on the conflicting contestant profiles for their "Chain Of Fools" promotion.

"Hey, speaking of caicos, I think I have one on my lip..."
 —Z100-NY MD Paul "Cubby" Bryant on the station's Nine Days Caribbean promotion, someplace called Turks & Caicos.

Success Stories:
 "Evan & Jaron sounds great on the air...could be the perfect fall record. Look for BNL to get big quickly, and 3 Doors Down is already huge."
 —John Ivey, WXKS-Boston

"My Baby You" by Marc Anthony is a power, probably our biggest song right now in all factors—America should not miss this record."
 —Paul "Cubby" Bryant, Z100-New York

"I am blown away by the Common record, 'The Light,' which is Top 10 phones."
 —Wookie, PD, WOCQ-Salisbury-Ocean City

Success Stories (South Park Mexican division):
 "South Park Mexican is Top 5 phones and Top 10 callout, even with the upper end. Sales debuted at #1 with 7000 copies...it's the real deal."
 —Jay Michaels, PD, KRBE-Houston

"DMX & Sisqo, 'What You Want' is blowing up, as is South Park Mexican—it's huge! Top 5 phones...have I mentioned it's huge?"
 —Rob Royale, PD, KYLZ-Albuquerque

EMAIL COMMENTS TO KEVIN@GAVIN.COM
 OR CALL (661) 263-6688

gavin

Rap/Hip-Hop

RadioSAYS



CMA "The Best" (G&E/Outhouse)

"If the title doesn't explain it enough, this is a great Cali underground record. Hit your local retail spot if this isn't in your crate already."

—DJ ID, KTOB-Rhonert Park, Calif.



Non-Prophets

"All Word, No Play" (Emerge)

"This is a DOOPE record. I can't wait for the full-length to drop 'cause this first single was off the map!"

—John Doe, KCPR-San Louis Obispo, Calif.



BIG L

"Holdin' It Down" (Rawkus)

"A very dope record. Pete Rock on the production too?! C'mon! A good follow-up single for a classic album."

—DJ Raphiki, KVCM-Compton, Calif.

EMAIL COMMENTS TO SONNYD@GAVIN.COM
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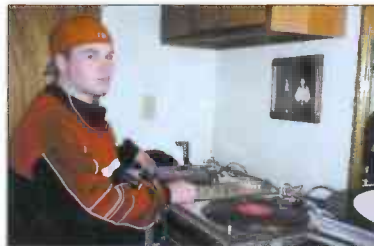


Left to right is Rasco (Pockets Linted), Sonny D. (GAVIN), ID (KTOB/G-Team Promotion), Planet Asla (Interscope) & Mike Nice (KZSU/Rawkus).



Left to right is Rebecca Altman (WKRB), J-Grand (Franchise), Dayana Alayon (KCSU), and front center is Jayvon.

Left to right is Big Daddy Lee Cadena (Urban Network), DJ Debonair (Syndicated), and The Baka Boys (Nick V. & Eric V.).



Perfecting his craft is DJ ID (KTOB/G-Team Promotion)



Keepin' it locked is Van Groove (WAJZ Jamz 96.3).



Takin' a break on the job is DJ Malachi (ABB Records/BAHHC)

Reviews

Styles Infinite

"Fresh Air" b/w "Aquarian Mind" (Shady Acres)

Solo debut from this Nike commercial rapping Mountain Brother. The a-side has Styles coming a little bit harder than you may be use to, but it's backed with one of the illest beats of the year. If it's Mountain Brothers music you're craving, don't worry because you will be happier than a Bobby McFerrin cut when you see two of the three Mountain Brothers uniting, as Chops lays down the jazzy-fat track. Either side will make most DJs happy to own this clear blue vinyl.



—Mike Baxter

Ryde Or Die Vol. 2

"2 Tears In A Bucket" (Ruff Ryders/Interscope)

"2 Tears In A Bucket" isn't your average Swizz Beat joint. Swizz is finally showing some versatility on the production. Since the Swizz Beat sound is played out!!! Sheek is the first emcee to lace this joint on some L.O.X. shif, followed by the Funk Doctor himself, Redman. Redman always represents with lyrics, flow, and style on this track. Last but not least, Johnny Blaze, Tical, and Method Man himself, close this joint off. Meth always ends the track with a blaze of glory.



—DJ Intlkt

Crush

"Raven" b/w "Street Cats" (Antra)

Crush drops his first single off his debut album *Misfortunes Of A Man* dropping later this year. "Raven" has an island-ragga-style sing-songy-type steez which will work real well for a party mix. The true banger here is "Street Cats," which sounds like it was made with college DJs in mind. More hard lyrics for those who remember Crush from his verses on underground records. Either way you slice it, Crush does just that. Based on this single, I can't wait for the album!



—Mike Baxter

J Bone

"The Next" (J Bone Records)

The Living Legends have steadily worked their way through the Bay Area underground and have taken their success and music worldwide. They have done all of this without the support of radio and now college radio has been feeling the impact of the LL crew. With each "Legend" having their own distinct sound, Biccasso goes from a laid back mellow vibe to an underground cut. "The Next" is just another solid release from the large Living Legend catalogue!



—IDEA

G2 Rap/Hip-Hop		SPINS	TREND	Sins	Adds	
6	1	SADAT X - X-Man (Stimulated/Loud)	1628	+359	66	0
<p>g For some reason Judd thought'd be nice to go for top three. DJs however felt the Number One position was more appropriate. Congrats to Judd and Loud!</p>						
1	2	SHABAM SHADEEQ - 3d (Rawkus Entertainment)	1592	-46	61	0
7	3	DJ HURRICANE - Connect (TVT)	1390	+246	57	0
5	4	TALIB KWELI & PLANET ASIA - Don't Let Up (Mona/Landspeed)	1385	-63	56	0
9	5	CAMRON - What The World Means To Me (Epic)	1306	+210	52	0
4	6	DJ HONDA Feat. JERU - El Presidente (DJ Honda)	1276	-212	54	0
11	7	REKS - (Brick/Landspeed)	1207	+289	57	0
13	8	CAPONE-N-NOREAGA - Phone Time (Tommy Boy)	1135	+264	56	0
21	9	BIG L - Holding It Down (Rawkus)	1081	+435	68	0
10	10	DEAD PREZ - Mind Sex (Loud)	1042	-10	55	0
14	11	BLADE - Look 4 The Name (Virgin)	1040	+195	60	1
12	12	KURUPT - Ride With Us (Antra)	975	+72	41	0
8	13	ABORIGINALS - Number Theory (Mecca Life/Landspeed)	942	-165	46	0
15	14	EASY MO BEE - NYC (P2K)	938	+210	44	0
20	15	DICE RAW - Lava (MCA)	909	+257	65	1
24	16	RASCALZ - Top Of The World (Figure IV)	907	+300	57	0
D	17	SLUM VILLAGE - Climax (GoodVibe/Atomic Pop)	730	new	63	1
22	18	CMA - The Best (G&E)	679	+61	33	1
18	19	SHYNE - Bad Boyz (Bad Boy/Arista)	673	-27	37	0
D	20	APATHY - Smackdown (Bronx Science)	653	new	54	0
D	21	PHIFE DAWG - Flawless (Superappin/Landspeed)	611	new	58	0
<p>g Flawless is exactly what this cut is. DJs 'round the nation can't seem to keep this joint off the 1200s. Good 2 see Phife hasn't lost his touch. Blazin'!</p>						
17	22	NON PROPHETS - All Word No Play (Emerge/Landspeed)	593	-126	33	0
35	23	EDDIE ILL and DL - Misuse (Superappin/Landspeed)	561	+168	47	1
D	24	OUTKAST - B.O.B. (LaFace/Arista)	468	new	51	1
28	25	NO MORE PRISONS - Murda Box (Raptivism)	459	+5	28	0
D	26	DR. OOP - Run Things (Independent)	432	new	35	0
40	27	FIRESTARR - Dying For Rap (Koch)	427	+167	38	0
23	28	VISIONARIES - Together Or Seperate Rmx (Up Above)	426	-184	29	0
37	29	DJ REVOLUTION - The Backbone (Atomic Pop)	415	+87	36	0
D	30	BIG SCOOB - Kryptonite (Fully Blown)	372	new	24	0
32	31	JOB CORE - Cause In Effect (Jobcore)	366	-59	26	0
19	32	REFLECTION ETERNAL - Move Something (Rawkus)	350	-343	35	0
D	33	THE1SHANTI - Blaxploitation (Independent)	341	new	23	0
D	34	POP THE BROWN HORNET - I'm So (MCA)	321	new	44	0
D	35	GENOVESE - My Life (Universal)	319	new	37	1
2	36	DILATED PEOPLES - The Platform (ABB/Capitol)	299	-1191	21	0
D	37	WRITER'S BLOCK - Poetry Explains (UP ABOVE)	295	new	24	0
31	38	MYKILL MEYERS - Killing Spree (IllBoogie)	287	-141	29	0
D	39	LIL KIM - Notorious K.I.M. (Atlantic)	271	new	31	0
16	40	LORD TARIQ - It's A Cold World (Independent)	270	-456	19	0



Pictured left to right is Common (MCA) & Pharoahe Monch (Rawkus) at 106.1 KMLF in San Francisco.

GAVIN RAP

Pap most added

PRODIGY (55) - "Keep It Thoro" (Loud)
 BAHAMADIA (51) - "Pep Talk" (GoodVibe)
 STICKY FINGAZ (45) - "Get It Up" (Universal)
 SAUCE MONEY (44) - "Intruder Alert" (Priority)
 TAK & 4 ZONE (43) - "Let It Bump" (Spytech/Landspeed)
 CORY AK (43) - "Imagine This" (Fuck Off/Landspeed)

SpinCREASE

SLUM VILLAGE +643
 PHIFE +593
 APATHY +574
 OUTKAST +468
 BIG L +435
 SADAT X +359
 RASCALZ +300

ChartBOUND

MAUS MAUS (Motown)
 IKE DIRTY (Select)
 PHILLY'S MOST WANTED (Atlantic)
 HAVANA (Arista)
 PRODIGY (Loud)
 BAHAMADIA (GoodVibe)
 STICKY FINGAZ (Universal)
 SAUCE MONEY (Priority)
 TAK & 4 ZONE (Spytech/Landspeed)
 CORY AK (Fuck Off/Landspeed)

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 FAX: (415) 495-2580

DJ PROFILE DJ STYLE

Age: 28
Hometown: San Diego
Radio Station: XHTZ Z90
Started Dee-Jayin': "In 1985. I had my turntables and a mixer that didn't even have a cross-fader. I was rockin' knobs!"
Breaking into commercial radio: "I got involved with Z90 in 1994 as a guest DJ on a hip-hop show. DJ Rags is one of my close friends. I started guest DJ'n with him on his show, which was on midnights 'til 2 a.m. It was an underground hip-hop show and from there I was offered my own mixshow. It was called *The Arena*. Since then, I've done things from production director to morning show. When I first got the show, I was just in awe because I was able to rock all the dope hip-hop. I remember when I made my first mistake and rocked the cuss version of a Big Daddy Kane record. It was just funny, 'cause I was a bigtime rookie."
What happened this summer? "I was given the opportunity to do *MTV Jamz So. Cal. Summer* with Tyrese on MTV. It was great because I got to play the music that I liked: hip-hop and R&B. The format was just me. I was like a fish in water. I was in my own environment. People were buggin' out that I did a lot of blending and mixing. There's two kinds of DJs. I'm the kind that does a lot of mixing and blending. Plus the fact that the show was shot locally. Being the hometown boy was dope 'cause locals

were proud and supportive. It also opened a lot of doors for me. Right now I'm off to Asia to spin a couple joints, but more importantly, catching up on some well deserved R&R! [laughs] 'Cause I never asked for any! [laughs]"



DJ Style & Ali Shaheed Muhammed

Getting hooked up with MTV: "Well, I'm part of a DJ team called Drop Squad and the affiliation with that is Alphanumeric, which is the clothing company. Some of the MTV VJs wanted to sport Alphanumeric clothing, and during the handshakes they said, 'Hey, you guys have your own DJs?' So it kinda went down like that."
Words of wisdom: "You're not gonna know your own potential until you just get out there. Don't ever sell yourself short. Work hard for what you get. Do it for the love, not the money. Do what you have to do, not thinking that anyone owes you. Most importantly, stay humble, be appreciative, do what you love. So many good things will happen."
 —Sonny D.

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Milwaukee's WKKV. "When you're hip-hoppin' and rappin' all day, a Jill Scott, Maxwell, or Erykah Badu really sounds good. So I don't see them as alternative, I just see them as not sounding like all the rest. And that's not a bad thing, that's a great thing."

"There's something very real about the music you get from Macy Gray, Jill Scott and Maxwell," adds WJHM's Allen. "The question that

a pop audience," he says. "The 'Thong Song' was a huge record across the board. Sisqo's success has helped cross him over into that pop audience."

One very perplexing element in all this crossover is the new crop of mega-stars capitalizing on R&B music. Britney Spears and Christina Aguilera, and the "O-Town" homies, 'N Sync and the Backstreet fellows, really aren't considered tra-

What's In a Name? R&B, Pop, Crossover...

Whatever You Call It, Categorization Hurts

BY
URBAN/URBAN AC
EDITOR
KEVIN FLEMING
kmdfleming@
worldnet.att.com



There have always been music categories. We like them. They make things easy to define, right? Well, not necessarily.

"It drives me nuts when we in the industry try to categorize music," Dave Allen, PD at WJHM-Orlando exclaims emphatically. "Listeners don't do that. They hear a song and decide whether or not they like it and if they want to hear it again. They don't care if it's a pop song, an R&B song, or an alternative song—all they care about is whether they like the music."

Allen says he recently received an email from a listener who wanted to know the difference between pop and R&B. "My response was, 'It's what you think it is,'" he recalls. "And I asked her, 'How would you describe it?' She wrote back and said, 'I don't know...I know what I like.' I think that's what most listeners think. They know what they like."

R&B has always been the breeding ground for popular music. After all, didn't R&B spawn rock & roll? Berry Gordy changed the face of R&B in the '60s with the Supremes, the Temptations, and the Miracles—expanding R&B to a new definition.

In the '70s, things were much clearer. R&B turned soulful and sounded like Aretha Franklin, Al Green, James Brown, and Earth, Wind & Fire. These acts had million-sellers and were extremely popular—but they were strictly R&B. Things changed in the '80s as we developed "international super-

stars" like Prince, Lionel Richie, Stevie Wonder, and Michael Jackson. And we continued our global domination in the '90s with stars like Mariah Carey, Whitney Houston, and Janet Jackson.

Crossing over was considered a good thing in the '80s and became a good thing with a bad image in the '90s. Now most artists long for crossover success just as long as they don't appear to 'sell-out.'

The new crop of Urban stars like Maxwell, Jill Scott, Eric Benet, Angie Stone, and others have been put into the fragmented category of 'alternative R&B.' If D'Angelo, Lucy Pearl, and Erykah Badu are alternative R&B, then it looks as if alternative R&B is alive and well (Erykah Badu certainly has sprung her own followers of high-top-turban-wearing-barefoot-poetry-speaking-incense-burning-gold-and-platinum-selling-singer/songwriters).

But are they really alternative R&B?

"I don't look at them as alternative," says Gary Young, PD at

we face at radio and, to a certain extent at the record labels, is "Who is the audience for that music?" But categorizing the music only hurts it...is the audience for that music on 102 Jams or is the audience for that music on the Rhythm Crossover across the street?"

"We played the 'NSync-Teddy Riley remix of 'Bye, Bye, Bye,' but before that song I felt strange about putting on those kind of records," WKKV's Young says. "It's all about how it sounds and the imaging of the station. I would love to play a lot of the pop crossover stuff, but when I tried to touch on a few of those songs, my audience said, 'No, this is not V100.'" So if the sound is right and if the audience is cool with it, then it gets a shot."

Today's music categorization serves to confuse music lovers. How do you define R&B crossover stars like Will Smith, Wyclef Jean, or Lauryn Hill? Are they Urban or pop?

So...is Sisqo's 'Thong Song' a pop record? Not according to Dave Allen: "Sisqo's core audience is not

ditional R&B artists at all. We want to cross over, but are we allowing a cross *back*? Do these pop acts get a shot at Urban radio?"

"I don't play those songs," Allen says. "I came very close to playing 'I Turn To You,' by Christina Aguilera; that was a classic Diane Warren ballad. It could have easily been Mariah Carey or Whitney Houston." And it's not a black or white thing either, Allen continues. "We tried the first Macy Gray cut but we didn't get a response to it. Essentially, this is great music, but the audience wasn't feeling it. And we did everything we could to make it happen. We played it four or five times a day, the staff back-announced it when it played, and we had it in our new music promos so the listeners could hear the hook one more time—but it just wasn't connecting. At the end of the day, it comes down to one question: 'Is the audience passionate about the songs we put on the radio station, not the category the music came from?'" ■

In The Mix:



Have Dr. Dre, Eminem, and Snoop Dogg become pop acts while I wasn't watching? They certainly have enjoyed huge record sales and acceptance into mainstream culture. Is gangsta' rap being redefined as the often-misleading definition of pop?

Whitney Houston, Will Smith and Janet Jackson have become universal stars, frequenting the top of R&B, and Pop charts and are considered true crossover acts. Do these acts defy categorization?

Teen idols such as the Backstreet Boys, 'N Sync, Christina Aguilera, and Britney Spears sing watered-down R&B-influenced songs—and sell gazillions of records. Does that make them R&B acts, or they just borrowing the sound while being mass marketed as mainstream pop acts?

On the other hand, newer R&B acts like Destiny's Child, Sisqo, and R. Kelly have soared to the top of both the R&B and Pop charts, but are scrutinized with each release as to their appearances on the Pop charts. These are acts that do not necessarily get automatic play on Top 40 radio and, consequently, may not be considered as pop acts. —KF

Urban		SPINS				
LW	TW	TW	LW	Trend	Spins	
1	1	TONI BRAXTON - Just Be A Man About It (LaFace/Arista)	2020	2033	-13	54
7	2	MYSTIKAL - Shake Ya Ass (Jive)	1761	1501	+260	53
9	9	KKDA - Dallas (69), WJMI - Jackson (65), WHTA - Atlanta (64), WDTJ - Detroit (60), KATZ - St. Louis (55), WENZ - Cleveland (55).				
4	3	ERYKAH BADU - Bag Lady (Motown)	1750	1577	+173	55
9	9	WENZ - Cleveland (59), WDTJ - Detroit (56), KKDA - Dallas (53), WJLB - Detroit (51), KIPR - Little Rock (49), WCKX - Columbus (48).				
2	4	RUFF ENDZ - No More (Epic)	1702	1789	-87	53
3	5	SISQO - Incomplete (Def Soul/IDJMG)	1681	1740	-59	55
10	6	COMMON - The Light (MCA)	1469	1364	+105	54
6	7	DESTINY'S CHILD - Jumpin, Jumpin (Columbia/CRG)	1452	1531	-79	50
5	8	NEXT - Wifey (Arista)	1417	1571	-154	48
11	9	JOE - Treat Her Like A Lady (Jive)	1386	1349	+37	49
12	10	LIL BOW WOW - Bounce With Me (So So Def/Columbia/CRG)	1376	1260	+116	55
9	11	AVANT - Separated (MCA)	1366	1375	-9	52
14	12	MYA - Case of the Ex (Interscope)	1314	1193	+121	51
15	13	DMX - What these B***s Want (Def Jam/IDJMG)	1302	1156	+146	52
8	14	JAGGED EDGE - Let's Get Married (So So Def/Columbia/CRG)	1264	1444	-180	53
16	15	YOLANDA ADAMS - Open My Heart (Elektra/EEG)	1022	1030	-8	45
17	16	NELLY - Chot Sh**ts Country Grammar (Universal)	987	1023	-36	49
13	17	IDEAL - Whatever (Virgin)	951	1233	-282	45
18	18	SAMMIE - Crazy Things I Do (Capitol)	937	945	-8	44
22	19	CARL THOMAS - Summer Rain (Bad Boy/Arista)	911	873	+38	41
24	20	BIG TYMERS - #1 Stunna (Cash Money/Universal)	905	835	+70	44
20	21	BOYZ II MEN - Pass You By (Universal)	888	900	-12	44
28	22	CHANGING FACES - That Other Woman (Atlantic)	881	752	+129	46
23	23	DONELL JONES - Where I Wanna Be (LaFace/Arista)	856	859	-3	42
21	24	LIL' ZANE - Callin' Me (Priority)	851	885	-34	47
27	25	KANDI - Don't Think I'm Not (Columbia/CRG)	848	816	+32	38
19	26	KELLY PRICE - As We Lay (Island/IDJMG)	789	939	-150	46
25	27	DA BRAT - What Chu Like (So So Def/Columbia/CRG)	754	824	-70	37
31	28	JAY-Z - Hey Papi (Roc-A-Fella/IDJMG)	708	666	+42	40
34	29	LUDACRIS - What's Your Fantasy (Rap-A-Lot/Priority)	701	604	+97	32
33	30	PROFYLE - Liar (Motown)	698	615	+83	38
36	31	TRINA - Pull Over (Atlantic)	691	577	+114	35
29	32	JANET JACKSON - Doesn't Really Matter (Def Soul/IDJMG)	674	741	-67	35
39	33	SHYNE - Bad Boy Anthem (Bad Boy/Arista)	648	500	+148	39
37	34	EMINEM - The Way I Am (Aftermath/Interscope)	635	565	+70	38
30	35	LUCY PEARL - Dance Tonight (Beyond)	626	720	-94	41
44	36	LUCY PEARL - Don't Mess With My Man (Beyond)	621	448	+173	35
26	37	LIL' KIM - No Matter What They Say (Atlantic)	590	820	-230	39
35	38	NO QUESTION - I Don't Care (Warner Bros.)	571	579	-8	32
32	39	CARL THOMAS - I Wish (Bad Boy/Arista)	538	660	-122	42
38	40	LL COOL J - Imagine That (Def Jam/IDJMG)	528	523	+5	35
41	41	JILL SCOTT - You're Getting In The Way (Hidden Beach/Epic)	526	483	+43	34
40	42	AALIYAH - Try Again (Blackground/Virgin)	495	498	-3	39
42	43	JOE - I Wanna Know (Jive)	485	479	+6	35
D	44	KELLY PRICE - You Should've Told Me (Def Soul/IDJMG)	474	—	new	37
D	45	BEENIE MAN - Girls Dem Sugar (Virgin)	463	—	new	29
47	46	TAMIA - Can't Go For That (Elektra/EEG)	459	410	+49	36
50	47	SNOOP/C-MURDER/MAGIC - Down 4 My N****s (No Limit/Priority)	437	366	+71	24
45	48	METHRONE - Love Each Other 4 Life (Claytown/Capitol)	419	444	-25	24
49	49	DE LA SOUL - Ooh (Tommy Boy)	378	389	-11	32
43	50	R. KELLY - Bad Man (Jive)	354	471	-117	22

HyperACTIVE	SPINS	TREND
MYSTIKAL - Shake Ya Ass (Jive)	1761	+260
ERYKAH BADU - Bag Lady (Universal)	1750	+173
LUCY PEARL - Don't Mess With My Man (Beyond)	621	+173
KELLY PRICE - You Should've Told Me (Def Soul/IDJMG)	474	+172
DESTINY'S CHILD - Independent Woman (Columbia/CRG)	157	+154
SHYNE - Bad Boy Anthem (Bad Boy/Arista)	648	+148
DMX - What these B***s Want (Island/IDJMG)	1302	+146
CHANGING FACES - That Other Woman (Atlantic)	881	+129
MYA - Case of the Ex (Interscope)	1314	+121
WHITNEY HOUSTON - Fine (Arista)	153	+119
LIL BOW WOW - Bounce With Me (So So Def/Columbia/CRG)	1376	+116
TRINA - Pull Over (Atlantic)	691	+114
BEENIE MAN - Girls Dem Sugar (Virgin)	463	+114
COMMON - The Light (MCA)	1469	+105
3LW - No More (Baby I'ma Do Right) (Epic)	207	+101
LUDACRIS - What's Your Fantasy (Def Jam/IDJMG)	701	+97
YING YANG TWINS - Ying Yang In This Thang (Universal)	139	+89
PROFYLE - Liar (Motown)	698	+83
SNOOP/C-MURDER/MAGIC - Down 4 My N****s (No Limit/Priority)	437	+71
BIG TYMERS - #1 Stunna (Cash Money/Universal)	905	+70

UrbanCHARTBOUND	SPINS
TONI ESTES Hot (Priority)	351
CAM'RON What Means The World To You (Epic)	331
CO-ED Roll With Me (Universal)	315
ABSOLUTE/JAGGED EDGE Is It Really Like (Atlantic)	296
AMIL I Got That (Columbia/CRG)	279
504 BOYZ Whodi (No Limit/Priority)	256
JA RULE Between Me & You (Def Jam/Island)	248
WYCLEF 911 (Columbia/CRG)	220
LIBERTY CITY, FLA. Who's She Lovin' Now (Jive)	212
3LW No More (Baby I'ma Do Right) (Epic)	207
MACK 10 From The Streets (Priority)	205
MUSIQ Just Friends (Def Soul/IDJMG)	174
BLACK ROB Whoa (Bad Boy/Arista)	169
DESTINY'S CHILD Independent Woman (Columbia/CRG)	157
WHITNEY HOUSTON Fine (Arista)	153

UrbanRECURRENTS	SPINS
DR. DRE - The Next Episode (Aftermath/Interscope)	495
MARY J. BLIGE - Your Child (MCA)	321
JAY-Z - Big Pimpin' (Roc-A-Fella/IDJMG)	305
BIG TYMERS - Get Your Roll On (Universal)	269
DMX - Party Up (Island/IDJMG)	264
504 BOYZ - Wobble, Wobble (No Limit/Priority)	259
SANTANA - Maria Maria (Arista)	242
SISQO - Thong Song (Def Soul/IDJMG)	229
DONELL JONES - U Know What's Up (LaFace/Arista)	220
MYA - Best Of Me (Interscope)	219

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WYAM 12 spins
WZFX 11 spins
WFXE 11 spins


NO MORE
(BABY I'MA DO RIGHT)

3LW

WBLK	WTMG	WDZZ
WIBB	WDXK	KPRS
KRRQ	WYNN	WJUN
WJTT	KTCX	KBCE
WNEZ	WPEG	WQHH
WHBX	WOWI	KATZ
WESE	WMNX	WKGN
WTMP	KIIZ	WJZD
WYBC	WFXA	WTLZ
WHNR	WJKZ	WEMX
WJMI	WDAI	WEDR

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Produced by Sean "Sepp" Hall for The Hitmaker.net
Management: Michele Williams for Big Cat Management



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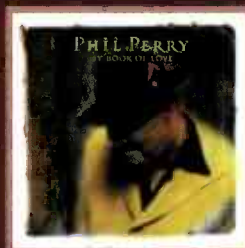
Jeffrey Osborne



95 South



CED



Phil Perry



Tyrese



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CRUNCH TIME

“IMPACTS”

Urban Strategies For the Fourth Quarter



David Linton

COMPILED BY KEVIN FLEMING

The major record labels have prepared themselves for a long grueling season. The ultimate goal for every team is to reach the “The Super Sales Bowl.” The championship is at stake. Below is a 4th quarter scouting report on the top teams.



Johnnie Walker

Atlantic Records

HEAD COACH: Ronnie Johnson
 QUARTERBACK: Morris Landy
 BIG PLAY FOR THE 4TH QUARTER (Landy calls the signals):
Changing Faces “With the success of the current single, we’re looking at rolling out about 300,000 full-length pieces on the album. This single is showing a lot of steam, the last three albums they have had has only garnered one hit single from each album. This new record will have multiple singles. They’ve really come through with a great record.”
Drama “The last Drama record was just shy of platinum.”
Absolute “Should do very well for us.”
 SUCCESSFUL DRIVES THIS SEASON: “Lil’ Kim has done very well. The **Trick Daddy**, **Trina**, and **J-Shin** have shined for us this year. Our deal with Slip-N-Slide Records garnered great success in the rap area.”



Larry B. Davis



Unice Rice

Capitol Records

HEAD COACH: David Linton, Sr. VP of R&B Promotion
 OFFENSIVE COACH: Unice Rice, VP of R&B Promotion
 DEFENSIVE COACH: AD Washington, VP of R&B Field Promotion
 GAME PLAN (as explained by Coach Linton):
 “We’ve got **Sunday**, a five-girl group presented by Whitney Houston and managed by Robyn Crawford.
Pru is targeted to the same demographics as Erykah Badu, Jill Scott, and Macy Gray.
 We’ve got the **Girlfight** soundtrack. The soundtrack to the Cannes Film Festival winner features **Fat Joe**, **Dilated Peoples**, **Cuban Link**, and **Cole** with ‘I Can Do Too’ featuring **Queen Latifah** and produced by Dallas Austin.
 BIG PLAY FOR THE 4TH QUARTER (Linton calls the signals):
 “We’re very excited about **Sammie**, we’ve been able to take an act that’s left-of-center at Urban mainstream radio and break him when he’s not doing hip-hop. He’s a teen act reminiscent of Michael Jackson. The CD is certified gold.
Rachell Ferrell is being reintroduced to the marketplace and we’re very excited about that. **Traci Spencer** has been put back on the radar. She’s done a lot of TV, she’s reading for movies, and modeling.”
 TEAM MVPs:

“Shannon Henderson in Dallas has that fire that you love to see in a promotion person. When an artist goes into her market, that artist will have gone to every radio station, every retailer, every club, everyplace there’s a breathing soul. She makes it difficult for the person on the staff to work the artist—she’s under contract. Patrick Ford in New York has done an outstanding job.”

Def Jam/Def Soul

HEAD COACH: Johnnie Walker
 4TH QUARTER GAMEPLAN:
 ● **LL Cool J** with G.O.A.T. *The Greatest of All-Time* featuring James T
 ● **Ja Rule** returns with *Rule 3:36*.
 ● **Ludacris** debuts with *Back For The First*.
 ● **Dru Hill** is back with *Dru World Order*.
 ● **Musiq** appears with *Aijuswannasing*.
 ● **Soul Food** soundtrack will be called *The Best R&B of 2000*.
 Def Jam/Def Soul had an incredible year with **Jay-Z**, **Sisqo**, **DMX**, and **Kelly Price**. The hot keeps getting hotter with **Ludacris**, **LL Cool J**, and **Musiq**.

Elektra

HEAD COACH: Richard Nash
 QUARTERBACK: Michelle Madison
 SUCCESSFUL DRIVES TO-DATE:
 “This has been a great year for **Volanda Adams**, and we did well at Urban A/C with **Gerald Levert**,” says Madison.

A shot through the heart.

WYCLEF JEAN

911 Featuring
Mary J. Blige



The next joint from his new album
"The Eclectic—2 Sides II A Book,"
featuring a soul-shaking performance
from the incomparable Mary J. Blige.

Single Produced by Wyclef Jean and
Jerry "Wonder" Duplessis
Co-Produced by Sedeck

Management: Das Communications
Mary J. Blige appears courtesy of MCA Records

www.wyclef.com
www.columbiarecords.com

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**Impacting
September 4 and 5.**



James Boyce

Epic Records

HEAD COACH: Rodney Shealy

4TH QUARTER RELEASES:

Bone Thugs-N-Harmony *Change The World* from Ruthless Records.

Ginuwine returns with yet-to-be-titled CD.

So Plush debuts and in early October with *The Things I Heard Before...*

Sade comes out of retirement with *By Your Side*.

Babyface bows *Vintage Babyface*.

Jennifer Lopez is back with a yet-to-be-titled CD.

3LW debuts with *3 Little Women*.

Ruff Endz debuts with *Love Crimes*.



Rodney Shealy



Jodi Williams

MCA Records

HEAD COACH: Bennie Pough

QUARTERBACK: Ken James

4TH QUARTER RELEASES (QB JAMES CALLS THE SIGNALS):

Avant returns with a cover of René & Angela's 'My First Love.'

Chanté Moore comes with 'Straight Up' produced by Jermaine Dupri from the album *Exposed*.

Patti LaBelle returns with 'Call Me Gone' from *When A Woman Loves*. A collection of Diane Warren songs.

KC & Jo Jo is back before the end of the year featuring two Jodeci cuts.

Production credits include Babyface and R. Kelly among others."

SUCCESSFUL DRIVES TO DATE:

QB KEN JAMES: "Our big breakout artist is Avant. The success of 'Separated' has been amazing for MJM and MCA.

Common has his first huge hit and gold album and continues to sell well.

'The Light' has proven to be a smash.

Everybody on the staff has stepped up. It's hard to single out one person. Bennie has been a really good coach in giving us the right direction to execute what we need to do step by step."



Ken James



Dwight Bibbs



Mark Boyd

RCA

HEAD COACH: Jodi Williams

QUARTERBACK: Michelle Campbell

OFFENSIVE COORDINATOR: Bobby Duckett

4TH QUARTER GAMEPLAN:

Public Announcement

"Mamacita," first single from the upcoming album *Don't Hold Back*.

95 South *Tightwork 3000*

Piakhan *Hitting Home*



Tom Bracamontes

Supreme C *Killer Instinct*

CED *Cold Struggle*, on Judgment Records

COMING SOON:

Tyrese *2000 Watts*

Universal

HEAD COACH: James Horton

QUARTERBACK: James Boyce

4TH QUARTER PLAYS:

● **Monifa** returns with *Home*.

● **Sticky Fingaz** is back with *The Autobiography of Black Trash*.

● **Co-Ed** bring us *Utopia*

"The new **Boyz II Men** project is fantastic!" —Boyce.

Virgin Records

HEAD COACH: Tom Bracamontes

PLAYA COACH: Mark Boyd

4TH QUARTER RELEASES

(Coach Bracamontes calls the signals):

RAP-A-LOT RECORDS

Tela, **Do or Die**, and **Scarface**.

"We're going to ship more than a million records combined and reclaim Rap-a-lot as one of the premier rap labels in the business."

Guru's Jazzmatazz is a great project. This one's called *Street Soul*. The first single will feature **Angie Stone**. Also on the album are **Macy Gray**, **Erykah Badu**, **Donell Jones**, **Amel Larriex**, **Herbie Hancock**, **Kelis**, **The Roots**, **Isaac Hayes** and more."

SUCCESSFUL DRIVES THIS SEASON:

Les Nubians, they broke out with over 300,000 units—on an album in French! We hit gold with **Gangstar** and **Ideal**. **Kelis** made a huge smash and broke through the clutter of new artists and **D'Angelo** is multi-platinum."

COACH BRACAMONTES COMMENTS ON HIS ROOKIE SEASON:

"There was a lot of talk about what was going to happen at Virgin. There were questions as to the viability of our team. We've stabilized things here. Our VP of Promotion (and QB) Mark Boyd has done a tremendous job bringing in and training a new staff, making sure they're focused and delivering on our priorities. Our star receiver Michelle Smith has done a great job tightening up our marketing, Jasmin Vega is an all-pro cornerback handling our publicity and our defense in headed by

Brian Sampson along with our street squad of Brando and Shadow." Virgin has a dynamite crew and the tools to go all the way to the Super Sales Bowl."

Warner Bros.

HEAD COACH: Dwight "Big Poppa" Bibbs

OFFENSIVE COORDINATOR: A.J. Savage

DEFENSIVE COORDINATOR: Rick Nuhn

GAME PLAN (as explained by Coach Bibbs):

Jaheim debuts with *Ghetto Love* on Devine Mill/Warner Bros.

Chino XL comes with *I Told You So*.

No Question makes its debut on Ruff Nation/Warner Bros.

Bait Soundtrack features **Mya**, **Nelly**, **Donell Jones**, **Scarface**, **Trick Daddy**, **Major Figgas**, **No**

Question, **Jahiem** featuring **Terry Dexter**, and **Alica James** featuring **The Roots** on Ruff Nation/Warner.

Shola Ama returns on Warner produced by Rodney Jerkins on Ruff Nation.

Soul Assassins features **Mugs** and **B Real** from Cypress Hill, **RZA** from Wu Tang, and **Everlast**.

Mad Lion comes with 'Weed Is All You Need.'

George Duke gives us *Cool*.

The Quincy Jones-Sammy Nestico Orchestra *Basie and Beyond* on Qwest.

Youth Asylum *We Are Young Americans* on Qwest."

SUCCESSFUL DRIVES TO DATE:

Major Figgas 'Yeah That's Us,' **No Question** 'I Don't Care' was originally released on Philadelphia International, now that they're with Ruff Nation/Warner Bros. We're very excited at their acceptance. **Eric Benét** had a great year. And **Kirk Whalem** is over 300,000 units."

AND THE WB TEAM?

COACH BIBBS: "We have positioned ourselves to be competitive at radio and now we have the right product coming to take us to the next level." ■



ATLANTIC RECORDS

OVER 50 YEARS OF MOLDING STARS



Lip Rim

Cuban Link

Trick Daddy

DRAMA

J-Shin

Changing Faces

Trina

Philly's Most Wanted

ALSO COMING SOON:

BRANDY RAY J LINA DEBELAH MORGAN DAMITA HADDON JAZZY PHA ABSOLUTE



Impact

(subject to change)

SEPTEMBER 4 & 5

Phoenix Stone "Still Be Loving You"
(Transcon/Universal), Hot

SEPTEMBER 11 & 12

Boyz II Men "Pass You By" (Universal), Hot & Mainstream

Cherry Poppin' Daddies "Diamond Light Boogie" (Universal), Hot

Billie Myers "Should I Call You Jesus"

(Universal), Hot

Shawn Mullins "Everywhere I Go"
(Columbia/CRG), Hot/Modern

Huey Lewis & Gwyneth Paltrow "Cruisin"
(Hollywood), Mainstream

Red Hot Chili Peppers "Californication"
(Warner Bros.), Hot/Modern

Tiffany featuring Krazy Bone "I'm Not Sleeping" (Backroom Entertainment), Hot

The Wallflowers "Sleepwalker" (Interscope), Hot/Modern

Robbie Williams "Rock DJ" (Capitol), Hot/Modern

A Visit With McVay Media's Mike McVay



Mike McVay grew up in the suburbs of Pittsburgh, and over the years has programmed in markets small (Wheeling, West Virginia) and large (Los Angeles). He started consulting part-time in 1979 and opened the doors to his internationally-known firm, McVay Media, in 1983, where today the company consults over 150 stations in a variety of formats ranging from Adult Contemporary, Top 40, Country, and Rock to News/Talk and Oldies. A multi-faceted personality, McVay is also a one-time station owner, consultant to the Cleveland Indians broadcast team and television stations, and continues to coach artists and labels, including Evander Holyfield's company Real Deal.

We recently spoke with Mike about a number of issues facing radio today.

Annette M. Lai: How's the format doing from where you sit?

Mike McVay: The A/C format is not as splintered as it has been. There was Soft, Mainstream, and Hot and what I'm finding now is that Mainstream is really Soft A/C today and Hot A/C is generally Adult Top 40, only it's more heavily dayparted. Today's Hot A/Cs are Top 40 radio stations that lean more non-ethnic and more adult versus teen. Mainstream and Soft A/C are really pretty much the same format—it's just are you more Gold-based or not?

What are some of the challenges facing the format today?

The challenge for A/C has always been what do you do with a format that's usage-driven? It's not a high-loyalty format; Rock and Country have higher loyalty, but Adult Contemporary is kind of an agreed-upon format. Listeners will say, "I put it on at work because I can listen to it, my boss can listen to it," or, "In the morning driving the kids to school, no one's going to say anything that's going to offend them." So the challenges for A/C are first, playing the



"To quote Al Ries, 'Newspaper wasn't killed by radio, radio wasn't killed by TV, TV wasn't killed by the movies or video.' So the Internet and satellite are not going to kill these mediums, they're just more competition for us and it comes down to the product. If you have great product, people will listen to it."

right music, and then secondly, creating a compelling morning show that brings people to the station and keeps them there the rest of the day. Once you say those are the two primary challenges for the format, then everything becomes a competitor because of the noise level out there.

Speaking of competition, what about satellite/Internet radio?

Satellite radio, that's direct-to-your-radio, satellite-delivered programming—it's gonna be a challenge. While it's arguable that it will take listeners from A/C, the type of listener I think it will take is someone who will listen to a CD or a tape. Satellite radio will challenge radio much the same

way that MTV has challenged other television channels, but it hasn't killed television.

As far as the Internet is concerned, if someone has a favorite Internet station, then that becomes a competitor for your radio station. But the fact is that most folks who work online aren't listening to a radio station online. But as the Internet grows, in two to five years down the road there may be more radio stations on the Internet that people find entertaining.

I tend to think our greatest competition—other than music-driven

it. The challenge for all of us is going to be to improve upon our product.

With radio people worrying if their jobs are going to be there next week or tomorrow, how do you get people to keep their morale up?

First off, I have a passion for radio, so I try to let my own demeanor excite the people I'm going to be meeting with and working with. I still do disc jockey meetings. I get up in front of people and do a motivational speech...tell them what a great job it is, and it *is* a great job. My father spent 45 years working for the Pennsylvania Railroad and I never get dirt under my fingernails doing this radio thing. I get to play the music I like. If I want to wear a tie, great, if I don't wanna wear a tie, great. I keep waiting for the police to show up at my house and arrest me for getting money for doing this job. So if people walk in the door with that attitude, they're not going to have a morale problem. I've never lost a job that I didn't get a better one and I've remained friends with people where I've been fired from jobs. My advice to broadcasters who are wondering where the next paycheck might coming from is, "Good people will always be in demand. Do the very best job you can and you will be in demand."

How can radio programmers best use their website?

You can either use it as an extension of your existing product or as a whole other business. If you use it as a whole other business, like KIIS-Los Angeles does with its KIIS-FMi, then it's just like walking down the hallway and you've got an FM studio, an AM studio, and an Internet operation; then you look at it as a totally different thing.

Continued on page 31

Adult CONTEMPORARY

LW		TW		SPINS		Trend	Stns.
2	1	MARC ANTHONY	- You Sang To Me (Columbia/CRG)	2089	2028	+61	94
1	2	FAITH HILL	- Breathe (Warner Bros.)	1966	2033	-67	94
3	3	DON HENLEY	- Taking You Home (Warner Bros.)	1896	1775	+121	93
5	4	LeANN RIMES	- I Need You (Capitol/Curb/Sparrow)	1693	1716	-23	87
6	5	CHRISTINA AGUILERA	- I Turn To You (RCA)	1674	1648	+26	91
4	6	LONESTAR	- Amazed (BNA)	1631	1719	-88	94
7	7	SAVAGE GARDEN	- I Knew I Loved You (Columbia/CRG)	1477	1453	+24	94
8	8	CELINE DION	- That's The Way It Is (Epic/550 Music)	1462	1372	+90	93
9	9	BACKSTREET BOYS	- Show Me The Meaning Of Being... (Jive)	1199	1294	-95	94
11	10	WHITNEY HOUSTON & ENRIQUE IGLESIAS	- Could I Have... (Arista)	1162	1144	+18	84
15	11	BB MAK	- Back Here (Hollywood)	1146	902	+244	87
<p>g <i>The lads top the HyperActive chart again and are knocking on Top Ten's door! Great airplay increases at WRVR (13-24), WLIT (13-25), KYMX (24-30), and WHBC (18-33).</i></p>							
10	12	BRIAN MCKNIGHT	- Back At One (Motown/Universal)	1129	1225	-96	90
13	13	LARA FABIAN	- I Will Love Again (Columbia/CRG)	1019	1008	+11	82
12	14	PHIL COLLINS	- You'll Be In My Heart (Walt Disney/Hollywood)	1008	1035	-27	92
19	15	MARTINA McBRIDE	- There You Are (RCA/RLG)	831	663	+168	85
14	16	SAVAGE GARDEN	- Crash And Burn (Columbia/CRG)	791	986	-195	72
16	17	SANTANA feat. ROB THOMAS	- Smooth (Arista)	728	786	-58	74
18	18	BACKSTREET BOYS	- The One (Jive)	692	689	+3	67
20	19	JIM BRICKMAN	- The Love I Found In You (Windham Hill)	680	437	+243	78
21	20	JOE	- I Wanna Know (Jive)	426	384	+42	52
24	21	STING	- Desert Rose (A&M/Interscope)	405	339	+66	33
26	22	FAITH HILL	- The Way You Love Me (Warner Bros.)	398	293	+105	49
27	23	ELTON JOHN w/ BACKSTREET BOYS	- Friends Never... (Dreamworks)	330	286	+44	42
23	24	MACY GRAY	- I Try (Epic)	313	340	-27	34
25	25	JESSICA SIMPSON	- I Think I'm In Love With You (Columbia/CRG)	309	306	+3	35
22	26	SASHA	- If You Believe (Reprise)	305	349	-44	51
33	27	SHELBY LYNNE	- Gotta Get Back (Island/IDJMG)	250	198	+52	38
—	28	MARC ANTHONY	- My Baby You (Columbia/CRG)	230	—	—	62
<p>g <i>Marc Anthony jumps from Chartbound to #28!! Is the #1 Most Played record at WLTW-New York, with adds at WLHT-Grand Rapids and WWLI-Providence among others.</i></p>							
31	29	ROXETTE	- Wish I Could Fly (Edel America)	228	225	+3	31
30	30	MARK SCHULTZ	- He's My Son (Myrrh/Epic)	223	244	-21	61
28	31	JON SECADA	- Stop (Epic/550 Music)	214	286	-72	29
35	32	EVAN & JARON	- Crazy For This Girl (Columbia/CRG)	186	141	+45	34
34	33	THE CORRS	- Breathless (143/Lava/Atlantic)	186	167	+19	27
38	34	DAVE KOZ w/ MONTELL JORDAN	- Careless Whisper (Capitol)	175	127	+48	32
36	35	LEE ANN WOMACK	- I Hope You Dance (MCA/Universal)	123	138	-15	47
40	36	VERTICAL HORIZON	- Everything You Want (RCA)	110	104	+6	7
D	37	SOLEIL MOON	- Never Say Goodbye (MFO)	105	—	NEW	21
32	38	SUZY K featuring DONNY OSMOND	- Now I Know (Vellum Entertainment)	96	211	-115	19
39	39	MANDY MOORE	- I Wanna Be With You (Epic/550 Music)	76	106	-30	12
D	40	NINA GORDON	- Tonight & The Rest Of My Life (Warner Bros.)	68	—	NEW	12

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ONLINE G2 TRACKING SERVICES NOW ARE AVAILABLE UNTIL 12 NOON WEDNESDAY PACIFIC DAYLIGHT TIME.

HyperACTIVE

SPINS	TREND
1146	+244
680	+243
831	+168
230	+153
1896	+121
398	+105
1462	+90
405	+66
2089	+61
250	+52
175	+48
186	+45
330	+44
426	+42
39	+32

A/C CHARTBOUND

SPINS
50
43
39
37
30
25
24
21
18
11

A/C RECURRENTS

SPINS
669
631
628
597
561
560
541
519
515
494

G2 Most ADDED

ADDS
6
6
4
3
2
2

G2 Spin CREASE

+120
+62
+57
+49
+48

REPORTING DEADLINES FOR G2 (GAVIN SECONDARY) HOT A/C AND MAINSTREAM A/C STATIONS STAY THE SAME:
 HOT A/C: PLEASE REPORT BY 5 P.M. (PDT) ON MONDAYS.
 MAINSTREAM A/C: PLEASE REPORT BY 2 P.M. (PDT) ON TUESDAYS.
 YOU MAY CALL IN (415) 495-1990 OR FAX (415) 495-2580 YOUR REPORT. THANK YOU VERY MUCH.

HotAC		SPINS				
LW	TW		TW	LW	Trend	SPINS
1	1	matchbox twenty - bent (Lava/Atlantic)	3455	3485	-30	83
2	2	NINE DAYS - Absolutely (The Story Of A Girl) (Epic/550 Music)	3120	3103	+17	83
3	3	STING - Desert Rose (A&M/Interscope)	2815	2994	-179	84
4	4	VERTICAL HORIZON - Everything You Want (RCA)	2741	2852	-111	85
5	5	EVERCLEAR - Wonderful (Capitol)	2287	2191	+96	83
6	6	SISTER HAZEL - Change Your Mind (Universal)	2284	2143	+141	80
7	7	CREED - Higher (Wind-Up)	1923	2001	-78	67
9	8	3 DOORS DOWN - Kryptonite (Republic/Universal)	1792	1655	+137	62
12	9	NINA GORDON - Tonight & The Rest Of My Life (Warner Bros.)	1680	1589	+91	72
<p>Ex-Veruca Salt member Nina Gordon scores her first Top Ten solo hit! Number one Most Played song this week at WWMX-Baltimore, where Nina's spins increase 35-46.</p>						
8	10	MACY GRAY - I Try (Epic)	1627	1705	-78	78
10	11	SANTANA feat. ROB THOMAS - Smooth (Arista)	1624	1654	-30	85
15	12	VERTICAL HORIZON - You're A God (RCA)	1567	1384	+183	69
14	13	BB MAK - Back Here (Hollywood)	1545	1494	+51	59
13	14	THIRD EYE BLIND - Never Let You Go (Elektra/EEG)	1411	1513	-102	67
20	15	BARENAKED LADIES - Pinch Me (Reprise)	1360	1172	+188	66
18	16	BON JOVI - It's My Life (Island/IDJMG)	1334	1247	+87	58
11	17	GOO GOO DOLLS - Broadway (Warner Bros.)	1326	1625	-299	67
17	18	SMASH MOUTH - Then The Morning Comes (Interscope)	1287	1278	+9	71
16	19	FAITH HILL - Breathe (Warner Bros.)	1268	1293	-25	65
22	20	EVAN & JARON - Crazy For This Girl (Columbia/CRG)	1252	1072	+180	61
23	21	FASTBALL - You're An Ocean (Hollywood)	1209	1071	+138	67
24	22	DIDO - Here With Me (Arista)	1119	975	+144	48
19	23	DON HENLEY - Taking You Home (Warner Bros.)	1106	1234	-128	52
21	24	NO DOUBT - Simple Kind Of Life (Interscope)	1050	1133	-83	48
27	25	THIRD EYE BLIND - Deep Inside Of You (Elektra/EEG)	1030	934	+96	56
33	26	CREED - With Arms Wide Open (Wind-Up)	989	595	+394	44
<p>Creed's healthy three-week climb 37-33-26...Radio's clamoring loud about this one. Added at KSII, KRSK, WQAL, KPLZ, and KDMX to mention a few.</p>						
26	27	MACY GRAY - Why Didn't You Call Me (Epic)	965	954	+11	55
25	28	SAVAGE GARDEN - Crash And Burn (Columbia/CRG)	919	962	-43	40
30	29	MADONNA - Music (Maverick/Warner Bros.)	843	759	+84	41
29	30	MOBY - Porcelain (V2)	820	887	-67	37
31	31	'NSYNC - It's Gonna Be Me (Jive)	576	609	-33	26
32	32	PHISH - Heavy Things (Elektra/EEG)	503	605	-102	28
38	33	FAITH HILL - The Way You Love Me (Warner Bros.)	497	338	+159	30
35	34	EVE 6 - Promise (RCA)	488	439	+49	25
34	35	STONE TEMPLE PILOTS - Sour Girl (Atlantic)	488	521	-33	21
37	36	THE CORRS - Breathless (143/Lava/Atlantic)	416	355	+61	23
36	37	JESSICA SIMPSON - I Think I'm In Love With You (Columbia/CRG)	410	361	+49	18
40	38	SANTANA feat. DAVE MATTHEWS - Love Of My Life (Arista)	343	288	+55	24
39	39	ROXETTE - Wish I Could Fly (Edel America)	342	—	NEW	27
39	40	LARA FABIAN - I Will Love Again (Columbia/CRG)	323	305	+18	18

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HyperACTIVE	SPINS	TREND
CREED - With Arms Wide Open (Wind-Up)	989	+394
BARENAKED LADIES - Pinch Me (Reprise)	1360	+188
VERTICAL HORIZON - You're A God (RCA)	1567	+183
EVAN & JARON - Crazy For This Girl (Columbia/CRG)	1252	+180
FAITH HILL - The Way You Love Me (Warner Bros.)	497	+159
DIDO - Here With Me (Arista)	1119	+144
SISTER HAZEL - Change Your Mind (Universal)	2284	+141
FASTBALL - You're An Ocean (Hollywood)	1209	+138
3 DOORS DOWN - Kryptonite (Republic/Universal)	1792	+137
FOO FIGHTERS - Next Year (RCA)	263	+106
EVERCLEAR - Wonderful (Capitol)	2287	+96
THIRD EYE BLIND - Deep Inside Of You (Elektra/EEG)	1030	+96
THE WALLFLOWERS - Sleepwalker (Interscope)	93	+93
NINA GORDON - Tonight & The Rest Of My Life (Warner Bros.)	1680	+91
BON JOVI - It's My Life (Island/IDJMG)	1334	+87
MADONNA - Music (Maverick/Warner Bros.)	843	+84
RED HOT CHILI PEPPERS - Californication (Warner Bros.)	211	+71
MARC ANTHONY - My Baby You (Columbia/CRG)	106	+70
SR71 - Right Now (RCA)	116	+62
THE CORRS - Breathless (143/Lava/Atlantic)	416	+61
ROXETTE - Wish I Could Fly (Edel America)	342	+58
SANTANA feat. DAVE MATTHEWS - Love Of My Life (Arista)	343	+55
LeANN RIMES - I Need You (Capitol/Curb/Sparrow)	473	+54
BB MAK - Back Here (Hollywood)	1545	+51
JESSICA SIMPSON - I Think I'm In Love With You (Columbia/CRG)	410	+49
EVE 6 - Promise (RCA)	488	+49
ANIKA PARIS - I'm No Ordinary Girl (Edel America)	46	+46

HotAC CHARTBOUND	SPINS
DOGSTAR - Cornerstore (Ultimatum)	272
FOO FIGHTERS - Next Year (RCA)	263
RED HOT CHILI PEPPERS - Californication (Warner Bros.)	211
BACKSTREET BOYS - The One (Jive)	206
98° - Give Me Just One Night (Universal)	205
MANDY MOORE - I Wanna Be With You (Epic/550 Music)	171
BRITNEY SPEARS - Lucky (Jive)	171
WHITNEY HOUSTON & ENRIQUE IGLESIAS - Could I Have... (Arista)	169
JANET JACKSON - Doesn't Really Matter (Def Soul/IDJMG)	166
CHRISTINA AGUILERA - Come On Over Baby (All I Want Is...) (RCA)	123
SHELBY LYNNE - Gotta Get Back (Island/IDJMG)	122
SR71 - Right Now (RCA)	116
JAMES MICHAEL - Inhale (Beyond)	113
JOE - I Wanna Know (Jive)	109
MARC ANTHONY - My Baby You (Columbia/CRG)	106

HotAC RECURRENTS	SPINS
GOO GOO DOLLS - Black Balloon (Warner Bros.)	1039
TRAIN - Meet Virginia (Aware/Columbia)	952
SUGAR RAY - Someday (Lava/Atlantic)	893
GOO GOO DOLLS - Slide (Warner Bros.)	864
MARC ANTHONY - I Need To Know (Columbia/CRG)	858
TAL BACHMAN - She's So High (Columbia/CRG)	844
SPLENDER - I Think God Can Explain (Columbia/CRG)	819
RED HOT CHILI PEPPERS - Otherside (Warner Bros.)	803
MARC ANTHONY - You Sang To Me (Columbia/CRG)	786
SMASH MOUTH - All Star (Interscope)	773

LW	TW		SPINS	Trend	Stns.	Adds
1	1	matchbox twenty - bent (Lava/Atlantic)	2119	+61	55	0
2	2	NINE DAYS - Absolutely (Story Of A Girl) (Epic/550 Music)	1855	-131	50	0
4	3	SISTER HAZEL - Change Your Mind (Univ.éal)	1847	+52	52	0
5	4	EVERCLEAR - Wonderful (Capitol)	1812	+48	53	0
3	5	STING - Desert Rose (A&M/Interscope)	1785	-33	50	1
6	6	BB MAK - Back Here (Hollywood)	1693	+34	52	0
7	7	NINA GORDON - Tonight And The Rest Of My Life (Warner Bros.)	1515	+58	47	0
8	8	VERTICAL HORIZON - You're A God (RCA)	1461	+133	53	2
14	9	3 DOORS DOWN - Kryptonite (Republic/Universal)	1286	+218	40	3
9	10	GOO GOO DOLLS - Broadway (Warner Bros.)	1223	-47	41	0
10	11	VERTICAL HORIZON - Everything You Want (RCA)	1187	-66	35	0
11	12	DON HENLEY - Taking You Home (Warner Bros.)	1126	-111	42	0
13	13	JESSICA SIMPSON - I Think I'm In Love With You (Columbia/CRG)	1115	-31	37	0
12	14	NO DOUBT - Simple Kind Of Life (Interscope)	1036	-165	36	0
15	15	BON JOVI - It's My Life (Island/IDJMG)	1023	+46	40	0
18	16	FASTBALL - You're An Ocean (Hollywood)	1020	+153	44	5
16	17	THIRD EYE BLIND - Deep Inside Of You (Elektra/EEG)	1020	+129	44	4
21	18	MADONNA - Music (Maverick/Warner Bros.)	922	+117	38	3
19	19	CREED - Higher (Wind-Up)	858	-1	31	0
25	20	EVAN & JARON - Crazy For This Girl (Columbia/CRG)	820	+134	37	2
D	21	BARENAKED LADIES - Pinch Me (Reprise)	782	NEW	36	10
24	22	MACY GRAY - Why Didn't You Call Me? (Epic)	780	+93	31	2
17	23	MACY GRAY - I Try (Epic)	767	-120	31	0
20	24	'NSYNC - It's Gonna Be Me (Jive)	716	-125	28	0
D	25	CREED - With Arms Wide Open (Wind-Up)	708	NEW	33	11
23	26	THIRD EYE BLIND - Never Let You Go (Elektra/EEG)	684	-21	24	0
30	27	CHRISTINA AGUILERA - Come On Over Baby (All I Want Is You) (RCA)	657	+71	26	2
22	28	SAVAGE GARDEN - Crash and Burn (Columbia/CRG)	651	-69	25	1
26	29	LARA FABIAN - I Will Love Again (Columbia/CFG)	630	-28	26	1
28	30	FAITH HILL - Breathe (Warner Bros.)	614	+4	24	0



In addition to topping Most Added and Spin increases, the song that earned lead singer Scott Stapp an on-line parental award is also getting top requests at WAVT, KWNE, WQPW, and WCDA.

G2HotAC CHARTBOUND				
	Rpts.	Adds	SPINS	Trend
DIDO - Here With Me (Arista)	25	3	576	+123
BRITNEY SPEARS - Lucky (Jive)	23	0	566	+20
JANET - Doesn't Really Matter (Def Soul/IDJMG)	14	0	450	+18
FAITH HILL - The Way You Love Me (Warner Bros.)	25	9	440	+198
98° - Give Me Just One Night (Una Noche) (Universal)	18	3	416	+82

G2Most ADDED		ADDS
CREED - With Arms Wide Open (Wind-Up)		11
BARENAKED LADIES - Pinch Me (Reprise)		10
FAITH HILL - The Way You Love Me (Warner Bros.)		9
SAVAGE GARDEN - Affirmation (Columbia/CRG)		7
FASTBALL - You're An Ocean (Hollywood)		5

G2Spin CREASE		
CREED - With Arms Wide Open (Wind-Up)		+338
BARENAKED LADIES - Pinch Me (Reprise)		+305
3 DOORS DOWN - Kryptonite (Republic/Universal)		+218
FAITH HILL - The Way You Love Me (Warner Bros.)		+198
FASTBALL - You're An Ocean (Hollywood)		+153

MUSIC RESEARCH EDITOR: KATHLEEN RICHARDS

If it's going to be an add-on for your radio station, then it's a marketing tool. You have to say, "This is another way that I'm going to market my radio station." It has to have fresh content updated almost daily, because the fresher it is, the more often people will come back to it. If you have creative people inside your radio station, you can use it as an extension of a show. Say your morning show did something with the Chinese birth chart and as a result, you had pregnant women calling in, you were guessing the sex

and they're more comfortable with what they know. So if you're going to play a current song for them, it should be a song that fits the usage of the radio station. If I'm a Top 40, I'm getting people up, I'm making them feel good, keeping them on top of what's brand new. If I'm an A/C, I'm turning it on at work to create an environment or I'm turning it on to relax, turning it on because I don't want that loud noise. So it doesn't bother me if you're playing a brand new song by an artist like Suzy K or Sasha, or someone who's been established but has only been an A/C artist, like

"[The Internet] becomes a much easier way to touch your listeners. Before, you might have had to call the station, maybe send a self-addressed envelope, or maybe a fax. Now, bang! It's up on the website and at the end of the show you can say, 'Hey, if there's anything you heard us doing on the show today and you'd like a copy, just go to wxxx.com.'"

of the children, and then you put it up on the website so that other people can see it and download it if they wanted, so it becomes an extension. It becomes a much easier way to touch your listeners. Before, you might have had to call the station, maybe send a self-addressed envelope, or maybe a fax. Now, bang! It's up on the website and at the end of the show you can say, "Hey, if there's anything you heard us doing on the show today and you'd like a copy, just go to wxxx.com."

Jim Brickman or John Tesh. Those people are getting airplay on Smooth Jazz as well as A/C, but they're thought of more as A/C artists than they are as being Smooth Jazz. So if Jim Brickman has a great song out, it shouldn't matter to me if it's on any other chart—is it the right song for my radio station? And if it is, I'm going to play it.

By the same token, the cross-pollination of various formats isn't a bad thing. For instance, if somebody other than Carlos Santana and Rob Thomas had done "Smooth," A/C may not have jumped on it. Programmers might go, "Oh, that's too intrusive." But at A/C we knew the artists, we knew how big Rob Thomas was, we saw the song creeping up the Top 40 charts and it made sense for us to do it A/C, and that multi-format song is one of the biggest songs of the year.

I read something on your own website where you said there aren't enough exclusive A/C artists.

I wouldn't go out of my way to look for artists that will be A/C-exclusive, but my concern is A/C is somewhat of a long-rule format. There are some programmers who won't play a song unless it's already on the Top 40 chart or the Rock chart or the Smooth Jazz chart. So it has to be Top 40 and A/C or Smooth Jazz and A/C. As a result, there are some great songs that are just not going to get exposed.

Overall, adults are very slow to accept new music to begin with. The more they go beyond the age of 40, it's not as important to them

Any other words of wisdom?

Like I said earlier, when you get up every day, be thankful that you get paid to do something where you don't get your fingernails dirty and can have fun.

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An Alternative Q & A With Paragon's Mike Henry, Pt. 2.



BY
ALTERNATIVE
EDITOR
RICHARD SANDS
richard@gavin.com

You mention hard rock—what's the downside in heading in that extreme direction?

"Extreme" stations are really hybrids of hard AOR and hard Alternative stations. The demos are narrow and difficult to sell, and once a station is pegged with the "too hard" image, it's nearly impossible to shake. Extreme stations represent the ultimate polarization of what was once

and still could be a mass appeal, mainstream format. Anyone who's been in radio for long has seen this cycle repeatedly. It astounds me to see stations follow this path into oblivion. In the late '80s when Top 40 went sideways it was called "the format that eats its

young." To a large degree, the same could be said for Alternative today.

What advice do you have for today's Alternative PD?

Alternative stations in general are driving their products younger—right into demos where this music, and radio itself in general, is losing relevance. Musically, my advice to Alternative PDs is to work against the grain of the prevailing wisdom: have a discriminating ear to weed out some of the "sound-alike" hits. Incorporate more mass appeal records and don't shy away from the true hits as they crossover into other formats; common-thread records that appeal to both 25-34 as well as 18-24. Play heavily to local sensibilities and keep an open ear for new and unusual sounds that help to redefine the format boundaries (like Moby). Non-musically, give your station a distinct personality ("stationality") that your target audience can relate to. Listeners are voyeurs, such that the more fun you have with the station, the more they will enjoy listening. To be a relevant and compelling station to Alternative listeners beyond the music, it takes vision, a genuine connection to the audience, and guts. Overall, play it safe musically, but let it all hang out in presentation, packaging, promotion, and marketing. From a mentoring standpoint, I would suggest watching 99X in Atlanta and 91X in San Diego, neither of which are afraid to break from convention. ■

Last week Paragon Research Managing Partner Mike Henry talked about his company and the secret to success at 99X-Atlanta. Now, more about Mike's view on Alternative:

Richard Sands: Mike, what's the state of the format right now?

Mike Henry: On a broad scale, Alternative is healthy. The format has carved out a viable, long-term position on the music map. Considering



Mike Henry

where this format was 10 years ago, which was nowhere, this is not an accomplishment to overlook. Alternative stations have survived the vicious ups and downs of music product cycles, they have survived the cannibalization of the music by heritage rock, Top 40, and A/C formats, and they have strong relationships with several generations of listeners.

What lies ahead?

There are significant obstacles to growing the format. Alternative music was the best music most people never heard in the '80s, and then in the '90s it escalated to an all-out music revolution that forever altered the scope of rock and pop music. However, hip-hop, rap, and dance music is the soundtrack of the younger generation, who mostly view Alternative music as music for a previous generation. While Alternative may still be cutting edge to mainstream listeners, to the truly cutting edge listeners, Alternative is somewhat passé, and it is approaching the unenviable status of being "corporate rock."

Not only that, the hard music slant that currently prevails within the format is pushing Alternative stations away from the masses and into the clutches of a vocal but small core. If that weren't enough, many teenagers and young adults simply do not include radio as a part of their lives, and ultimately this will have a profound effect on the format.

ARTIST PROFILE Flak

Single: "Tune In"

Label: Restless

It's impossible to describe Flak in one word. Their sound covers a spectrum wider than the Atlantic. Flak is a little bit of it all, and they show it with their debut single "Tune In."

The band came into being after Nick Hodges' London-based industrial group Submachine disbanded. "I got bored with where the industrial scene was going," says Flak's singer and songwriter. "All the best groups were either splitting up or turning into metal bands." Flak aren't metal, and they aren't industrial but they do have undercurrents of those genres, as well as hip-hop flavor, pop sensibility, and hard-driven lyrics that speak from the mind of the collective i-generation, the online generation, or what my friend calls "the spell-check generation."

Hodges and his childhood friend Chris Ballard penned most of the songs on the upcoming full-length album. The two recorded the demo for "Tune In" and sent it off. When the deal came through with Restless, Hodges called in two of the old Submachine members—drummer Steve Clark and guitarist Chris Sutton—and recruited bassist Rich Crockford to round

out the lineup. Flak was in full swing.

"Tune In" is a hyper pop tune that is a reference to *Playschool*, a UK children's program where children step through a magic round window to learn about different places and people. Hodges picked up on the basic



message that learning is possible all around you, and you don't necessarily need an institution. The magic window can maybe be compared to modern computers and technology that make the Internet a heavily tapped resource for information.

Flak attempts to use the vehicle of music to tap into a sort of pop-surrealism that is ironically structured by methodical beats. Do they succeed? "Tune in," and find out.

—Kara Flanigan



Why No Smile? If you were thrown right into the middle of an orgy, wouldn't you have a smile on your face? And especially if your nickname happens to be 'Smilin' Marty?' Here, KEDJ-Phoenix MD "Smilin'" Marty Whitney is trying hard not to see any evil, as he is surrounded by Orgy.



Isn't That Ol' Whatshisname Over There On The Right? I must thank Reprise for sending me such a great photo of Phil Costello with a few of his close friends, like 91X PD Bryan Shock (front left). But next time Phil, how 'bout sending the names of each of your friends?

Alternative		SPINS				
LW	TW		TW	LW	Trend	SPNS
1	1	PAPA ROACH - Last Resort (DreamWorks)	1961	1925	+36	56
3	2	DEFTONES - Change (Maverick)	1583	1547	+36	56
4	3	SR71 - Right Now (RCA)	1561	1516	+45	54
6	4	INCUBUS - Stellar (Immortal/Epic)	1513	1370	+143	55
2	5	RED HOT CHILI PEPPERS - Californication (Warner Bros.)	1407	1569	-162	52
5	6	3 DOORS DOWN - Kryptonite (Republic/Universal)	1376	1407	-31	54
8	7	WHEATUS - Teenage Dirtbag (Columbia/CRG)	1304	1244	+60	46
7	8	EVE 6 - Promise (RCA)	1211	1281	-70	47
10	9	FUEL - Hemorrhage (Epic/550 Music)	1206	1118	+88	52
9	10	A PERFECT CIRCLE - Judith (Virgin)	1170	1207	-37	49
14	11	3 DOORS DOWN - Loser (Republic/Universal)	1135	972	+163	51
12	12	DISTURBED - Stupify (Giant)	1089	1018	+71	47
D	13	GREEN DAY - Minority (Reprise)	1065		new	47
<p>g <i>That amazing Bob Divney gets just about every single station on-board the Green Day revival...four already in the 40+ spins/week patrol: WHFS, KPNT, Q-101 and KNRK.</i></p>						
13	14	CREED - With Arms Wide Open (Wind-Up)	962	1006	-44	47
17	15	RAGE AGAINST THE MACHINE - Testify (Epic)	934	875	+59	45
15	16	EVERCLEAR - Wonderful (Capitol)	897	958	-61	37
16	17	STONE TEMPLE PILOTS - Sour Girl (Atlantic)	871	955	-84	47
20	18	VAST - Free (Elektra/EEG)	791	738	+53	50
11	19	LIMP BIZKIT - Theme From Mission Impossible2 (Hollywood)	785	1034	-249	40
38	20	ORGY - Fiction (Dreams In Digital) (Reprise)	784	347	+437	48
18	21	INCUBUS - Pardon Me (Immortal/Epic)	778	785	-7	48
22	22	NICKELBACK - Leader Of Men (Roadrunner)	760	702	+58	36
21	23	OPM - Heaven Is A Halfpipe (If I Die (Atlantic)	750	726	+24	35
19	24	bl - Never Gonna Come Back Down (Nettwerk/Capitol)	659	748	-89	37
25	25	MXPX - Responsibility (A&M/Interscope)	601	602	-1	36
24	26	VERTICAL HORIZON - You're A God (RCA)	601	653	-52	26
23	27	METALLICA - I Disappear (Hollywood)	564	691	-127	35
32	28	FOO FIGHTERS - Next Year (RCA)	531	408	+123	32
27	29	P.O.D. - Rock The Party (Of The Hook) (Atlantic)	530	499	+31	34
26	30	8 STOPS 7 - Question Everything (Reprise)	510	563	-53	29
30	31	DEXTER FREEBISH - Leaving Town (Capitol)	492	451	+41	26
31	32	THE DANDY WARHOLS - Bohemian Like You (Capitol)	454	429	+25	30
D	33	EVERCLEAR - AM Radio (Capitol)	429		new	25
<p>g <i>Mr. Big Stuff a slam dunk across the FM dial, with 99X, WXDX, KEDJ, Q-101, 91X, KDGE, KTBJ in early—already researching well in hometown Portland</i></p>						
35	34	BARENAKED LADIES - Pinch Me (Reprise)	422	364	+58	20
29	35	GODSMACK - Bad Religion (Republic/Universal)	422	468	-46	26
42	36	HARVEY DANGER - Sad Sweetheart Of The Rodeo (London)	403	294	+109	26
36	37	KID ROCK - Wasting Time (Top Dog/Lava/Atlantic)	379	364	+15	19
39	38	QUEENS OF THE STONE AGE - The Lost Art Of Keeping... (Interscope)	371	337	+34	22
37	39	SUM 41 - Makes No Difference (Island/DJMG)	363	352	+11	27
40	40	VIBROLUSH - Touch And Go (V2)	351	326	+25	23
43	41	GOOD CHARLOTTE - Little Things (Epic)	326	268	+58	22
33	42	LIVE - They Stood Up For Love (Radioactive)	326	399	-73	19
45	43	(HED)PE - Bartender (Jive)	323	260	+63	25
34	44	matchbox twenty - Bent (Lava/Atlantic)	322	367	-45	15
28	45	KORN - Somebody, Someone (Immortal/Epic)	300	475	-175	23
41	46	THIRD EYE BLIND - Deep Inside Of You (Elektra/EEG)	299	314	-15	17
44	47	UNION UNDERGROUND - Turn Me On Mr. Deadman (Columbia/CRG)	277	261	+16	20
48	48	A PERFECT CIRCLE - 3 Libras (Virgin)	270	237	+33	16
49	49	CAVIAR - Tangerine Speedo (Island/DJMG)	241	232	+9	12
46	50	NINE DAYS - Absolutely (The Story Of A Girl) (Epic/550 Music)	231	257	-26	18

HyperACTIVE	SPINS	TREND
GREEN DAY - Minority (Reprise)	1065	+877
ORGY - Fiction (Dreams In Digital) (Reprise)	784	+437
EVERCLEAR - AM Radio (Capitol)	429	+332
3 DOORS DOWN - Loser (Republic/Universal)	1135	+163
INCUBUS - Stellar (Immortal/Epic)	1513	+143
FOO FIGHTERS - Next Year (RCA)	531	+123
HARVEY DANGER - Sad Sweetheart Of The Rodeo (London)	403	+109
FUEL - Hemorrhage (Epic/550 Music)	1206	+88
PAPA ROACH - Broken Home (DreamWorks)	178	+78
DISTURBED - Stupify (Giant)	1089	+71

Alternative CHARTBOUND	SPINS
PAPA ROACH - Broken Home (DreamWorks)	178
SUNNA - Power Struggle (Astralwerks/Virgin)	174
EMINEM - The Way I Am (Aftermath/Interscope)	170
FASTBALL - You're An Ocean (Hollywood)	153
WALLFLOWERS - Sleepwalker (Interscope)	108
FULL DEVIL JACKET - Where Did You Go? (Roadrunner)	90
A - Monkey Kong (Mammoth)	90
LIMP BIZKIT - Just Like This (Flip/Interscope)	66
CLARKS - Better Off Without You (Razor & Tie)	65
INCUBUS/BIG PUN - Still Not A Player (Loud)	63

Alternative RECURRENTS	SPINS
BLINK 182 - Adam's Song (Cargo/MCA)	671
LIMP BIZKIT - Break Stuff (Flip/Interscope)	534
CYPRESS HILL - Rock Superstar (Columbia/CRG)	511
CREED - Higher (Wind-Up)	507
RED HOT CHILI PEPPERS - Otherside (Warner Bros.)	498
KORN - Make Me Bad (Immortal)	422
BLINK 182 - All The Small Things (Cargo/MCA)	410
LIMP BIZKIT - Rearranged (Interscope)	385
LIT - My Own Worst Enemy (RCA)	365
LIT - Miserable (RCA)	365
BUSH - The Chemicals Between Us (Trauma)	361
RAGE AGAINST THE MACHINE - Sleep Now In The Fire (Epic)	349
FOO FIGHTERS - Learn To Fly (RCA)	349
STAIN'D - Mudshovel (Elektra/EEG)	337
GODSMACK - Voodoo (Republic/Universal)	322
CREED - What If (Wind-Up)	253
SLIPKNOT - Wait And Bleed (Roadrunner)	250
LO-FIDELITY ALLSTARS - Battle Flag f/Pigeonhed (Skint/SupPop/Columbia)	246
RAGE AGAINST THE MACHINE - Guerilla Radio (Epic)	242
FILTER - Take A Picture (Reprise)	242

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ONLINE TRACKING SERVICES NOW ARE AVAILABLE UNTIL 12 NOON WEDNESDAY PACIFIC DAYLIGHT TIME.

ActiveROCK		SPINS				
LW	TW	TW	LW	Trend	SPINS	
1	1	PAPA ROACH - Last Resort (DreamWorks)	1350	1330	+20	48
2	2	3 DOORS DOWN - Loser (Republic/Universal)	1259	1270	-11	49
3	3	A PERFECT CIRCLE - Judith (Virgin)	1176	1203	-27	52
5	4	METALLICA - I Disappear (Hollywood)	1081	1033	+48	51
4	5	RED HOT CHILI PEPPERS - Californication (Warner Bros.)	1054	1132	-78	49
6	6	DEFTONES - Change (Maverick)	949	934	+15	46
7	7	GODSMACK - Bad Religion (Republic/Universal)	901	915	-14	45
8	8	3 DOORS DOWN - Kryptonite (Republic/Universal)	898	906	-8	50
9	9	PRIMUS - N.I.B. (Divine Bovine)	833	780	+53	41
10	10	CREED - With Arms Wide Open (Wind-up)	720	742	-22	41
11	11	DISTURBED - Stupify (Giant)	714	697	+17	42
13	12	UNION UNDERGROUND - Turn Me On Mr. Deadman (Columbia/CRG)	672	658	+14	47
12	13	INCUBUS - Stellar (Immortal/Epic)	634	680	-46	38
21	14	FUEL - Hemorrhage (Epic/550 Music)	589	441	+148	39
<p>g <i>"Hemorrhage is providing plenty of "Fuel" to bring it to the top. Up 148 spins this week!</i></p>						
14	15	UPO - Godless (Epic)	587	655	-68	38
15	16	NICKELBACK - Breathe (Roadrunner)	565	522	+43	42
16	17	8 STOPS 7 - Question Everything (Reprise)	500	499	+1	35
19	18	INCUBUS - Pardon Me (Immortal/Epic)	493	470	+23	41
22	19	RAGE AGAINST THE MACHINE - Testify (Epic)	472	416	+56	34
17	20	KORN - Somebody, Someone (Immortal/Epic)	434	496	-62	36
20	21	ONE WAY RIDE - Painted Perfect (Refuge/MCA)	422	464	-42	38
28	22	FULL DEVIL JACKET - Where Did You Go? (Roadrunner)	415	299	+116	38
25	23	(HED)PE - Bartender (Jive)	408	362	+46	38
29	24	VAST - Free (Elektra/EEG)	403	296	+107	32
18	25	LIMP BIZKIT - Theme From Mission Impossible2 (Hollywood)	386	474	-88	28
24	26	STONE TEMPLE PILOTS - Sour Girl (Atlantic)	352	365	-13	24
23	27	ROB ZOMBIE - Scum Of The Earth (Hollywood)	326	396	-70	34
32	28	COLD - Just Got Wicked (Flip/A&M)	317	272	+45	33
<p>g <i>Cold is getting warmer and things are getting wicked. Twenty-eight spins at WQBK-Albany and 23 at KICT-Wichita.</i></p>						
26	29	P.O.D. - Rock The Party (Off The Hook) (Atlantic)	315	359	-44	29
D	30	CREED - Are You Ready (Wind-up)	304	—	new	23
30	31	KID ROCK - Wasting Time (Top Dog/Lava/Atlantic)	296	287	+9	22
D	32	GREEN DAY - Minority (Reprise)	265	—	new	25
31	33	ISLE OF Q - Little Scene (Universal)	260	285	-25	26
33	34	DOPE - You Spin Me 'Round (Like A ... (Epic)	259	268	-9	28
39	35	MARVELOUS 3 - Sugarbuzz (Elektra/EEG)	219	206	+13	18
D	36	APARTMENT 26 - Backwards (Hollywood)	215	—	new	23
36	37	SR71 - Right Now (RCA)	215	242	-27	15
37	38	FINGER ELEVEN - Drag You Down (Wind-up)	200	215	-15	24
38	39	KENNY WAYNE SHEPHERD - Last Goodbye (Giant/Reprise)	195	210	-15	13
D	40	SUNNA - Power Struggle (Astralwerks/Virgin)	194	—	new	20

ALL 24-7 CHART RESEARCH IS CONDUCTED AND SUPPLIED BY MEDIABASE RESEARCH, A DIVISION OF PREMIERE RADIO NETWORKS, INC.

ALL NON-MEDIABASE CHARTS ARE COMPILED BY GAVIN. THE G2 DESIGNATION REFERS TO "GAVIN SECONDARY CHARTS," COMPILED FROM PROJECTED AIRPLAY DATA SUBMITTED BY SELECT NON-MONITORED STATIONS.

ONLINE TRACKING SERVICES NOW ARE AVAILABLE UNTIL 12 NOON WEDNESDAY PACIFIC DAYLIGHT TIME.

HyperACTIVE	SPINS	TREND
GREEN DAY - Minority (Reprise)	265	243
FUEL - Hemorrhage (Epic/550 Music)	589	148
ORGY - Fiction (Dreams In Digital) (Reprise)	166	139
CREED - Are You Ready (Wind-up)	304	122
FULL DEVIL JACKET - Where Did You Go? (Roadrunner)	415	116
VAST - Free (Elektra/EEG)	403	107
AC/DC - Meltdown (Elektra/EEG)	116	88
MEGADETH - Kill The King (Capitol)	79	74
A PERFECT CIRCLE - 3 Libras (Virgin)	88	68
RAGE AGAINST THE MACHINE - Testify (Epic)	472	56
LINKIN PARK - One Step Closer (Warner Bros.)	156	54
PRIMUS - N.I.B. (Divine Bovine)	833	53
FOO FIGHTERS - Next Year (RCA)	161	53
METALLICA - I Disappear (Hollywood)	1081	48
(HED)PE - Bartender (Jive)	408	46
COLD - Just Got Wicked (Flip/A&M)	317	45
NICKELBACK - Breathe (Roadrunner)	565	43
APARTMENT 26 - Backwards (Hollywood)	215	40
SUNNA - Power Struggle (Astralwerks/Virgin)	194	38
INCUBUS - Pardon Me (Immortal/Epic)	493	23
PAPA ROACH - Last Resort (DreamWorks)	1350	20
THE WALLFLOWERS - Sleepwalker (Interscope)	19	19

ActiveRock	CHARTBOUND	SPINS
LINKIN PARK - One Step Closer (WB)	196	
ORGY - Fiction (Dreams In Digital) (Reprise)	191	
TAPROOT - Again & Again (Lava/Atlantic)	174	
FOO FIGHTERS - Next Year (RCA)	170	
AMERICAN PEARL - Free Your Mind (Wind-up)	163	
AC/DC - Meltdown (Elektra/EEG)	133	
PAPA ROACH - Broken Home (DreamWorks)	115	
A PERFECT CIRCLE - 3 Libras (Virgin)	112	
SLIPKNOT - Spit It Out (Roadrunner)	103	
MEGADETH - Kill The King (Capitol)	87	

ActiveRock	RECURRENTS	SPINS
KORN - Make Me Bad (Immortal)	439	
CREED - Higher (Wind-up)	359	
GODSMACK - Keep Away (Republic/Universal)	350	
GODSMACK - Voodoo (Republic/Universal)	339	
CREED - What If (Wind-up)	333	
METALLICA - No Leaf Clover (Live S&M) (Elektra/EEG)	314	
GODSMACK - Whatever (Republic/Universal)	304	
STAIN'D - Home (Capitol)	297	
STAIN'D - Mudshovel (Elektra/EEG)	292	
ROB ZOMBIE - Dragula (Geffen/Interscope)	230	
BUSH - The Chemicals Between Us (Trauma)	226	
LIMP BIZKIT - Break Stuff (Flip/Interscope)	219	
RAGE AGAINST THE MACHINE - Sleep Now In The Fire (Epic)	217	
KORN - Falling Away From Me (Immortal/Epic)	211	
LIMP BIZKIT - Rearranged (Interscope)	209	
RED HOT CHILI PEPPERS - Otherside (Warner Bros.)	205	
BUCKCHERRY - Lit Up (DreamWorks)	198	
FOO FIGHTERS - Learn To Fly (RCA)	191	
KID ROCK - Bawitdaba (Lava/Atlantic)	190	
RED HOT CHILI PEPPERS - Scar Tissue (Warner Bros.)	176	

gavin

Country

CRS Southwest: Singing, Sessions, Sharing, Part 1

BY JAMIE MATTESON

There was a lot of great music in San Antonio two weeks ago when more than 300 country music professionals descended on the Alamo City for CRS-Southwest.

In between the weekend's sessions, attendees were treated to a wide array of live music, including performances by John Anderson, Billy Gilman, Jolie & the Wanted, Rebecca Lynn Howard, Marshall Dyllon, Chalee Tennison, Georgia Middleman, Tyler England, Joanie Keller, Neal Coty, Chris Cagle, and Lydia Miller.

The event's keynote address brought together the presidents of country's big three; David Corlew (ACM), Lon Helton (CMA), and Ed Salamon (CRB) to share their thoughts on the "State of Country." Moderated by longtime radio veteran and now Soundsbig.com VP of Broadcast Programming Corinne

Baldassano, the overwhelming theme was the need to come together as a format and a community and rekindle the spirit and passion that's always been a driving force in country music. It was also noted that many of today's children are not reared on country music and that there's a great need to educate people about our artists and their music.

Getting down to the business of our business, the weekend kicked off with the Opening Rap Room, which quickly brought to light topics that resurfaced throughout the weekend:

1. Promotions for Airplay: stations receiving promotions for playing songs they might not otherwise play was a hot topic. Although not one PD at the seminar would openly cop to taking part in this, it was duly pointed out and noted that promotions for airplay is increasingly widespread within the Country for-



COUNTRY
EDITOR
JAMIE MATTESON
jamie@gavin.com



COUNTRY
CHART EDITOR
MARCUS ROWE
marcus@gavin.com

mat. This discussion prompted the acknowledgment from the record side that Nashville must deliver better records to radio and conversely, WQYK/WRBQ-Tampa OM Eric Logan stated that to be compelling and interesting to the listeners, radio needs to take more chances and play more new music. Logan also said he feels that several of the newer male artists like Montgomery Gentry and Clay Davidson are bringing some alienated males back to the format.

2. Slower Charts: It was just 18 months ago that it seemed *everyone*—or was it only radio and consultants?—said we needed to slow the charts down. With the inclusion of Mediabase monitored airplay data used in our chart methodology, the charts have indeed slowed down—to a crawl. Since GAVIN's switch to Mediabase in June of '99, we've seen 21 Number Ones as opposed to 41 in the previous same time period. When radio was asked if they thought this slow down had been a good thing, most agreed that while they were glad to be playing the hits longer, they felt increased pressure from the labels to move songs from heavy to recurrent in order to make room for newer music. On the label side, BNA VP of Promotion Tom Baldrice commented, "While having a song like 'Amazed' at Number One for eight weeks is great, it does make it extremely hard for a newer act to break through."

3. How Consolidation Has Affected Radio: On the positive side, consolidation and a widened range of targeted demos has certainly allowed broadcast companies to

gain leverage in dealing with advertisers. Most radio companies are reporting record gains and profits to shareholders. Consolidation has also increased radio's leverage, especially in a format like Country, where there used to be two and three stations per market, and now there's just one or two. With fewer choices and outlets, *these* stations become more important for record labels and advertisers. The downside of consolidation for radio is it's taken a roots- and people-based format like Country and made it a commodity—decisions that affect Country stations are often made for the good of the cluster and the overall bottom line, versus the good of that individual station. For record promoters, radio's consolidation has given them fewer places to expose their music. The domino effect of consolidation has also been felt in both the retail and concert sectors of the business.

NEXT WEEK GAVIN WRAPS UP OUR COVERAGE OF CRS-SOUTHWEST WITH SOME THOUGHTS FROM THE TOP PROGRAMMERS SESSION.

Quote Me

"We're going to have a 'cliché' buzzer. Three buzzes and you're fired!" —**XM's Lee Abrams on the company's plan to sound original and compelling.**

"I think down the road we're going to have to change everything we do in regards to the music product." —**Consultant Rusty Walker in response to what satellite radio and technology will mean to our industry.**

"A great song is a great song is a great song!" —**Blue Hat Records' and ACM President David Corlew**

SATELLITE RADIO

The Future Is Almost Here

The session on satellite radio allowed both XM Satellite Radio's Lee Abrams and Sirius Satellite Radio's Steve Warren to give attendees a broad overview of what we (and consumers) can expect from the first new radio band in over 40 years.



Launch:
1st quarter 2001
\$9.95 per month
100 channels
minimal commercials



Launch:
4th quarter 2000
\$9.95 per month
100 channels
commercials only on non-music formats

- As with terrestrial radio, both companies plan to hire top quality air personalities, run contests, do cross-promotions.
- Satellite radio companies will be regulated by the FCC.
- For the first year or so there will be various plans and deals that will enable people to obtain the service free of charge.
- While Sirius and XM are currently targeting automobiles, XM also has plans to be in personal listening devices.
- Both companies plan to allocate a large advertising budget to reach the consumer. Advertising on terrestrial radio will be included in the advertising plan.
- Arbitron has said they plan to include satellite radio in their ratings when they begin using their forthcoming People Meter (PPM) method of research.

HELL ON WHEELS

Can you name this high-flying promotion executive? The first five correct guesses wins a prize! Email Country Editor Jamie Matteson at jamie@gavin.com

Country		SPINS				
LW	TW		TW	LW	Trend	Stns.
2	1	ALAN JACKSON - It Must Be Love (Arista/RLG)	5462	5380	+82	150
9 <i>It's a big week for this tall Country crooner, who racks up yet another #1 hit!</i>						
3	2	JO DEE MESSINA - That's The Way (Curb)	5278	5098	+180	150
1	3	LONESTAR - What About Now (BNA/RLG)	5216	5569	-353	150
4	4	SHEDAISY - I Will ... But (Lyric Street)	4936	4764	+172	149
6	5	KEITH URBAN - Your Everything (Capitol Nashville)	4598	4419	+179	148
5	6	BROOKS & DUNN - You'll Always Be Loved By Me (Arista/RLG)	4436	4448	-12	148
7	7	JOE DIFFIE - It's Always Somethin' (Epic)	4388	4129	+259	150
8	8	TOBY KEITH - Country Comes To Town (DreamWorks)	3899	3795	+104	150
10	9	AARON TIPPIN - Kiss This (Lyric Street)	3850	3507	+343	150
11	10	GEORGE STRAIT - Go On (MCA)	3648	3495	+153	150
12	11	FAITH HILL w/ TIM MCGRAW - Let's Make Love (Warner Bros./Curb)	3588	3399	+189	150
13	12	LEANN RIMES - I Need You (Capitol/Curb/Sparrow)	3539	3369	+170	149
14	13	VINCE GILL - Feels Like Love (MCA)	3151	3051	+100	150
16	14	MARTINA MCBRIDE - There You Are (RCA/RLG)	2813	2747	+66	148
18	15	TRAVIS TRITT - Best Of Intentions (Columbia)	2789	2546	+243	150
24	16	JOHN MICHAEL MONTGOMERY - The Little Girl (Atlantic)	2516	1677	+839	144
9 <i>This could definitely be the Country song for the second half of 2000. A huge spincrease of +839 spins sends this smash flying up the charts!</i>						
19	17	TRACY LAWRENCE - Lonely (Atlantic)	2447	2376	+71	150
20	18	THE WARREN BROTHERS - That's The Beat Of A Heart (RCA/RLG)	2428	2284	+144	148
22	19	PHIL VASSAR - Just Another Day In Paradise (Arista/RLG)	2398	2066	+332	145
17	20	BILLY GILMAN - One Voice (Epic)	2257	2582	-325	149
15	21	DARRYL WORLEY - When You Need My Love (DreamWorks)	2227	2843	-616	149
21	22	STEVE HOLY - Blue Moon (Curb)	2190	2135	+55	149
23	23	BRAD PAISLEY - We Danced (Arista/RLG)	2026	1782	+244	146
25	24	SARA EVANS - Born To Fly (RCA/RLG)	1781	1499	+282	141
26	25	STEVE WARNER w/ GARTH BROOKS - Katie Wants... (Capitol Nashville)	1572	1407	+165	142
28	26	PATTY LOVELESS - That's The Kind Of Mood I'm In (Epic)	1512	1334	+178	144
27	27	CLINT BLACK - Love She Can't Live Without (RCA/RLG)	1427	1362	+65	140
29	28	BILLY RAY CYRUS - You Won't Be Lonely Now (Monument)	1293	1104	+189	128
30	29	TERRI CLARK - A Little Gasoline (Mercury)	1186	1028	+158	127
33	30	SHANIA TWAIN - I'm Holdin' On To Love (To...) (Mercury)	1053	751	+302	114
37	31	DIXIE CHICKS - Without You (Monument)	1023	561	+462	116
32	32	KENNY CHESNEY - I Lost It (BNA/RLG)	1021	801	+220	100
31	33	CHAD BROCK - The Visit (Warner Bros.)	855	826	+29	102
36	34	CHRIS CAGLE - My Love Goes On And On (Virgin)	816	687	+129	91
35	35	CLAY DAVIDSON - I Can't Lie To Me (Virgin)	808	742	+66	94
34	36	KENNY ROGERS - He Will, She Knows (Dreamcatcher)	789	745	+44	87
38	37	YANKEE GREY - This Time Around (Monument)	561	481	+80	96
40	38	JAMIE O'NEAL - There Is No Arizona (Mercury)	527	454	+73	62
42	39	TRACE ADKINS - I'm Gonna Love You Anyway (Capitol Nashville)	524	390	+134	104
39	40	CRAIG MORGAN - Paradise (Atlantic)	453	464	-11	57
47	41	TIM MCGRAW - My Next Thirty Years (Curb)	442	327	+115	53
41	42	SONS OF THE DESERT - Everybody's Gotta Grow Up... (MCA)	417	406	+11	66
44	43	SHANE MCANALLY - Run Away (Curb)	367	340	+27	49
45	44	COLLIN RAYE & BOBBIE EAKES - (Tired Of) Loving This Way (Epic)	366	340	+26	48
49	45	TRACY BYRD - Take Me With You When You Go (RCA/RLG)	359	269	+90	93
43	46	CLAY WALKER - Once In A Lifetime Love (Giant)	330	384	-54	55
D	47	CLARK FAMILY EXPERIENCE - (Meanwhile) Back At The Ranch (Curb)	302	—	NEW	53
50	48	RICOCHET - She's Gone (Columbia)	268	252	+16	40
46	49	GEORGIA MIDDLEMAN - No Place Like Home (Giant)	265	339	-74	43
D	50	JOHN RICH - I Pray For You (BNA/RLG)	263	—	NEW	40

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SpinCREASE		SPINS
JOHN MICHAEL MONTGOMERY - The Little Girl (Atlantic)		+839
AARON TIPPIN - Kiss This (Lyric Street)		+343
PHIL VASSAR - Just Another Day In Paradise (Arista/RLG)		+332
SARA EVANS - Born To Fly (RCA/RLG)		+282
JOE DIFFIE - It's Always Somethin' (Epic)		+259

Country CHARTBOUND		Rpts.	Spins
51	239	DARYLE SINGLETARY - I Knew I Loved You (Audiium)	
45	221	ANDY GRIGGS - Waitin' On Sundown (RCA/RLG)	
67	210	REBA MCENTIRE - We're So Good Together (MCA)	
56	173	NEAL MCCOY - Every Man For Himself (Giant)	
82	165	BILL ENGVALL - Now That's Awesome (BNA/RLG)	
24	126	TAMMY COCHRAN - So What (Epic)	
45	125	CLEDUS "T." JUDD - My Cellmate Thinks I'm Sexy (Monument)	
50	124	CHALEE TENNISON - Makin' Up With You (Asylum)	
44	115	SHENANDOAH - What Children Believe (Free Falls)	
38	112	RASCAL FLATTS - This Everyday Love (Lyric Street)	

Country RECURRENTS		SPINS
LEE ANN WOMACK - I Hope You Dance (MCA)		3672
RASCAL FLATTS - Prayin' For Daylight (Lyric Street)		3111
CHAD BROCK - Yes! (Warner Bros.)		2897
FAITH HILL - The Way You Love Me (Warner Bros.)		2265
TOBY KEITH - How Do You Like Me Now?! (DreamWorks)		2242
ERIC HEATHERLY - Flowers On The Wall (Mercury)		1823
REBA MCENTIRE - I'll Be (MCA)		1814
CLAY WALKER - The Chain Of Love (Giant)		1732
DIXIE CHICKS - Cowboy Take Me Away (Monument)		1543
ANDY GRIGGS - She's More (RCA/RLG)		1510

2020		TOP 20 HITS IN THE TOP 20 MARKETS				
LW	TW	TW	LW	TREND	Stations	
1	1	LONESTAR - What About Now (BNA/RLG)	874	943	-69	25
2	2	ALAN JACKSON - It Must Be Love (Arista/RLG)	856	835	+21	25
3	3	JO DEE MESSINA - That's The Way (Curb)	845	824	+21	25
4	4	SHEDAISY - I Will...But (Lyric Street)	735	788	-53	25
5	5	GEORGE STRAIT - Go On (MCA)	680	690	-10	25
9	6	KEITH URBAN - Your Everything (Capitol Nashville)	677	615	+62	24
7	7	BROOKS & DUNN - You'll Always Be Loved By Me (Arista/RLG)	639	638	+1	24
8	8	TOBY KEITH - Country Comes To Town (DreamWorks)	629	617	+12	25
10	9	FAITH HILL w/ TIM MCGRAW - Let's Make... (Warner Bros./Curb)	587	568	+19	25
14	10	AARON TIPPIN - Kiss This (Lyric Street)	580	453	+127	25
12	11	LEANN RIMES - I Need You (Capitol/Curb/Sparrow)	558	515	+43	25
11	12	JOE DIFFIE - It's Always Somethin' (Epic)	544	529	+15	25
17	13	TRAVIS TRITT - Best Of Intentions (Columbia)	506	417	+89	25
D	14	JOHN MICHAEL MONTGOMERY - The Little Girl (Atlantic)	500	—	NEW	24
13	15	VINCE GILL - Feels Like Love (MCA)	487	449	+38	25
16	16	MARTINA MCBRIDE - There You Are (RCA/RLG)	437	419	+18	24
19	17	TRACY LAWRENCE - Lonely (Atlantic)	366	322	+44	25
15	18	DARRYL WORLEY - When You Need My Love (DreamWorks)	356	441	-85	25
20	19	BRAD PAISLEY - We Danced (Arista/RLG)	355	307	+48	24
18	20	BILLY GILMAN - One Voice (Epic)	345	370	-25	25

THE 20/20 PANEL INCLUDES: KEEY, KIKK, KILT, KKBQ, KMLE, KPMS, KNIX, KPLX, KSCS, KSON, KYCY, KZLA, WIL, WKHX, WKIS, WKXX, WKLB, WMJC, WMZQ, WPOG, WUSN, WXTU, WYAY, WYCD, & WYNY.

HotLINE

Kris Daniels, MD, KUZZ-Bakersfield, Calif.

"Without a doubt our biggest record right now is **John Michael Montgomery's** 'The Little Girl.' I had a woman call me crying the first time we played it! Listeners have even called wanting to adopt the girl in the song. He has really struck a chord with this song's poignant and powerful story....On the other side of the coin **Aaron Tippin** lightens the mood with 'Kiss This.' He is totally rocking Bakersfield with this song!...Our listeners love **Travis Tritt's** new record 'Best Of Intentions.' They just can't get enough of it! Our entire staff is very excited about this song and think this could be another smash from a proven artist....**Trace Adkins** is so smooth with 'I'm Gonna Love You Anyway.' It has that great country swing sound that our audience loves!"



Bill Kramer, PD, WGNE-Daytona Beach



"We're getting pounded by requests for **SheDAISY's** 'I Will...But!' Everyone is crazy for it! It's easily our most requested record and shows no sign of slowing down!...Another record getting heavy phone activity is **Clay Walker's** new hit 'Once In A Lifetime Love.' It is *incredible!* People are listening to the lyrics and burning up our request lines!...And talk about on fire! **Chris Cagle's** 'My Love Goes On And On' is amazing! It has great tempo and awesome energy. This is exciting new music!...When it comes to just plain having fun, you've got to listen to 'Everybody's Gotta Grow Up Sometime' from **Sons of the Desert!**"

George King, PD, KNIX-Phoenix

"Despite what **Jamie O'Neal** sings in her smash debut song 'There Is No Arizona,' I can assure you that there is in fact an Arizona and our listeners are loving this song! It's testing well and I'm very excited to hear more of her music....Of course **John Michael Montgomery** is making the most noise around here with 'The Little Girl.' This is a powerful song that once again proves his star power. It is great see he him back with such hard-hitting music....What else can I say about **George Strait**?! He's done it once again—'Go On' is the latest hit from a country legend!...Everyone around here is talking about the **Clark Family Experience**. We're even playing '(Meanwhile) Back At The Ranch' here in the halls. It's fresh and new, and it's going to be huge!"



EMAIL COMMENTS TO JAMIE@GAVIN.COM OR CALL (615) 255-5010



GAVIN EXCLUSIVE!

He's Got It Going On and On and On! **Virgin's President Scott Hendricks** recently invited GAVIN Nashville to hear some advance music from exciting newcomer **Chris Cagle**. (L-r): **Hendricks, GAVIN's Paula Erickson, Chris Cagle, and GAVIN's Jamie Matteson.**

G2Country

LW	TW		Stations	Adds	SPINS	TREND
1	1	JO DEE MESSINA - That's The Way (Curb)	101	0	3930	+35
4	2	SHEDAISY - I Will...But (Lyric Street)	101	0	3698	-19
3	3	BROOKS & DUNN - You'll Always Be Loved By Me (Arista/RLG)	100	0	3660	-97
5	4	KEITH URBAN - Your Everything (Capitol Nashville)	100	0	3576	+5
8	5	TOBY KEITH - Country Comes To Town (DreamWorks)	101	0	3452	+134
<p>9 Another big week for Toby as he boldly moves into the Top 5 with big requests at KOUL 79X, WAYZ 50X, WUSZ 50X, KEAN 49X, KMXH 48X, and WTCR 48X!</p>						
6	6	JOE DIFFIE - It's Always Somethin' (Epic)	98	0	3406	-40
2	7	ALAN JACKSON - It Must Be Love (Arista/RLG)	97	0	3382	-414
9	8	FAITH HILL w/ TIM MCGRAW - Let's Make Love (Warner Bros./Curb)	100	0	3314	+126
13	9	GEORGE STRAIT - Go On (MCA)	101	0	3124	+277
11	10	AARON TIPPIN - Kiss This (Lyric Street)	100	0	3089	+193
12	11	LeANN RIMES - I Need You (Capitol/Curb/Sparrow)	98	1	2974	+85
14	12	VINCE GILL - Feels Like Love (MCA)	101	0	2913	+67
15	13	MARTINA McBRIDE - There You Are (RCA/RLG)	101	1	2726	+80
16	14	THE WARREN BROTHERS - That's The Beat Of A Heart (BNA/RLG)	99	0	2577	+29
17	15	TRACY LAWRENCE - Lonely (Atlantic)	100	0	2549	+52
18	16	PHIL VASSAR - Just Another Day In Paradise (Arista/RLG)	101	1	2366	+131
21	17	TRAVIS TRITT - Best Of Intentions (Columbia)	98	2	2263	+196
19	18	STEVE HOLY - Blue Moon (Curb)	98	1	2249	+111
20	19	BRAD PAISLEY - We Danced (Arista/RLG)	101	1	2209	+120
23	20	CLINT BLACK - Love She Can't Live Without (RCA/RLG)	95	0	1977	+56
24	21	PATTY LOVELESS - That's The Kind Of Mood I'm In (Epic)	90	1	1913	+70
25	22	STEVE WARINER w/ GARTH BROOKS - Katie Wants... (Capitol Nashville)	95	3	1866	+89
26	23	SARA EVANS - Born To Fly (RCA/RLG)	93	4	1815	+84
34	24	JOHN MICHAEL MONTGOMERY - The Little Girl (Atlantic)	95	19	1763	+609
10	25	DARRYL WORLEY - When You Need My Love (DreamWorks)	73	0	1754	-1145
27	26	TERRI CLARK - A Little Gasoline (Mercury)	93	2	1630	+141
28	27	CHAD BROCK - The Visit (Warner Bros.)	93	7	1557	+169
29	28	BILLY RAY CYRUS - You Won't Be Lonely Now (Monument)	80	3	1503	+156
33	29	KENNY CHESNEY - I Lost It (BNA/RLG)	90	12	1461	+292
22	30	BILLY GILMAN - One Voice (Epic)	68	0	1387	-646

G2BreakTHROUGH ARTISTS WITH NO MORE THAN 3 TOP 10 SINGLES

TW		Stns.	ADDS	SPINS
1	SHEDAISY - I Will...But (Lyric Street)	101	0	3698
2	KEITH URBAN - Your Everything (Capitol Nashville)	100	0	3576
3	THE WARREN BROTHERS - That's The Beat Of A Heart (BNA/RLG)	99	0	2577
4	PHIL VASSAR - Just Another Day In Paradise (Arista/RLG)	101	1	2366
5	STEVE HOLY - Blue Moon (Curb)	98	1	2249
6	SARA EVANS - Born To Fly (RCA/RLG)	93	4	1815
7	DARRYL WORLEY - When You Need My Love (DreamWorks)	73	0	1754
8	BILLY GILMAN - One Voice (Epic)	68	0	1387
9	CLAY DAVIDSON - I Can't Lie To Me (Virgin)	86	4	1303
10	SONS OF THE DESERT - Everybody's Gotta Grow Up Sometime (MCA)	61	5	954
11	CHRIS CAGLE - My Love Goes On And On (Virgin)	61	10	825
<p><i>This rockin' Texan's debut single is hotter than August in Beaumont! Chris earns 10 new adds this week including KSNI 18X, KUBB 18X, WDJR 15X, WAKG 14X, KORA 10X, KOUT 10X, WBBN 10X, and WBTU 10X!</i></p>				
12	CRAIG MORGAN - Paradise (Atlantic)	48	0	716

country top tip

Clark Family Experience
 "(Meanwhile) Back At The Ranch" (Curb)
 With instrumental skills to match their vocal prowess, these six brothers and their high-energy music are attracting a lot of attention! One of this week's most added with 16 new adds including **KNOT 20X, KMXH 15X, and KMON 13X.**

NORTHEAST

MOST SPINS:

Alan Jackson (1136)
LoneStar (1121)
Jo Dee Messina (1078)

SPINCREASE:

John M. Montgomery +164
Faith Hill w/ Tim McGraw +92
Alan Jackson +75

"I absolutely love Brad Paisley's 'We Danced!'
It's a smash!"
—John Crenshaw,
PD/MD, WCMS-
Norfolk, Va.

WCMS Norfolk
PD/MD: John Crenshaw
(757) 671-1000
Barnstable Broadcasting

Table with columns TW, LW, 2W and song/artist names for WCMS Norfolk.

SOUTHEAST

MOST SPINS:

Alan Jackson (1665)
LoneStar (1600)
Jo Dee Messina (1589)

SPINCREASE:

John M. Montgomery +270
Billy Ray Cyrus +133
Aaron Tippin +126

"John Michael Montgomery's 'The Little Girl' has struck a major chord with our listeners. It's so powerful you can't help but be moved!" —Matt Albritton, PD/MD, WOGY-Memphis

WOGY Memphis
PD/MD: Matt Albritton
(901) 683-9400
Entercom

Table with columns TW, LW, 2W and song/artist names for WOGY Memphis.

MIDWEST

MOST SPINS:

Jo Dee Messina (775)
Alan Jackson (745)
LoneStar (727)

SPINCREASE:

John M. Montgomery +120
Aaron Tippin +70
Jo Dee Messina +59
Keith Urban +59

"We believe in Jamie O'Neal's 'There Is No Arizona!' It's different and fresh, and just what we need on the air right now!"
—Mark Grantin, PD, WWQM-Madison, Wis.

WWQM Madison
PD: Mark Grantin
MD: Mel McKenzie
(608) 273-1000
Mid-West Family Broadcasting

Table with columns TW, LW, 2W and song/artist names for WWQM Madison.

SOUTHWEST

MOST SPINS:

Alan Jackson (799)
Jo Dee Messina (731)
Brooks & Dunn (728)

SPINCREASE:

John M. Montgomery +112
Phil Vassar +65
Jo Dee Messina +47
Joe Diffie +47
Brad Paisley +47

"John Michael Montgomery's 'The Little Girl' is huge! We get over 100 requests a day for it!"
—T.D. Smith, MD, KMDL-Lafayette, La.

KMDL Lafayette
PD: Bruce Mikels
MD: T.D. Smith
(337) 232-2242
Communications Corp. of America

Table with columns TW, LW, 2W and song/artist names for KMDL Lafayette.

WEST

MOST SPINS:

Jo Dee Messina (1124)
Alan Jackson (1111)
LoneStar (1104)

SPINCREASE:

John M. Montgomery +175
LeAnn Rimes +89
Phil Vassar +68

"Chris Cagle's 'My Love Goes On And On' is so fresh and energetic! It is one of those songs that makes you want to crank up the radio!"
—Mark Hill, PD/MD, KHAY-Ventura, Calif.

KHAY Ventura, Calif.
PD/MD: Mark Hill
(805) 642-8595
MacDonald Media Group

Table with columns TW, LW, 2W and song/artist names for KHAY Ventura, Calif.

WPOC Baltimore
PD: Scott Lindy
MD: Michael J. Fox
(410) 366-3693
Clear Channel

Table with columns TW, LW, 2W and song/artist names for WPOC Baltimore.

WEZL Charleston
PD: Kris Van Dyke
MD: Gary Griffin
(843) 884-2534
Clear Channel

Table with columns TW, LW, 2W and song/artist names for WEZL Charleston.

WIL St. Louis
PD: Russ Schell
MD: Mark Langston
(314) 781-9600
Sinclair Broadcasting

Table with columns TW, LW, 2W and song/artist names for WIL St. Louis.

KAJA San Antonio
PD: Keith Montgomery
MD: Jennie James
(210) 736-9700
Clear Channel

Table with columns TW, LW, 2W and song/artist names for KAJA San Antonio.

KKHN Honolulu, Hi.
PD/MD: Nancy Knight
(808) 296-1027
New Wave Broadcasting

Table with columns TW, LW, 2W and song/artist names for KKHN Honolulu, Hi.

STATION NEWS

- Both **Dave Barrera** and **Dolla El Sumeria** have graduated and left **KCSS-Turlock**, Calif. The new Americana MD is **Bret Batterman**.
- KCHU-Valdez**, Alaska is a public radio station broadcasting across Prince William Sound and the entire Copper River Valley. They are in need of new artists, and classics for the shows *Country Legends* and *Let There Be Country*. Check them out at www.alaska.net/~kchu. KCHU, PO Box 467, Valdez, AK 99686. Phone: (907) 835-4665, fax: (907) 835-2847, email: kchu@alaska.net. **Lisa West** is the host of country shows. Music and Production Manager, host of Blues, Jazz, Rock, and Alternative music is **John Anderson**.
- Beginning September 8, 2000 **KRCL-Salt Lake City** will relocate its offices and studio to 1971 West N. Temple, Salt Lake City, UT 84116.
- On July 25, **KTXN-Victoria**, Tex. had a Party on the Plaza and 2000 listeners showed up...**Larry Joe Taylor** was the headliner!!!
- Congrats to **KBCS-Bellevue**, Wash. MD **Bruce Wirth**, who returns from his honeymoon September 4!

MUSIC NOTES

- TrueSongs** launches their new label presenting new releases from **Victor Mecysne**, **Carol Ponder**, and **Tom Mitchell**. Contact is **Robert Kiefer** at (615) 227-3876 or KeyRC@aol.com.
- In the wake of **Mick Wainman's** departure from **AI Moss Promotion**, taking his slot is **Melissa Farina** of **MelFarina Media & Productions**.
- Kevin Gardner** has departed **Green Linnet**, so promo questions and requests go to **Judith Joiner**: judith@greenlinnet.com.
- Putumayo** has closed its Berkeley office. **Jennifer Daunt** continues as the Radio Dept. for Putumayo in a new San Francisco office. New contact info: 217 Church Street, San Francisco, CA 94114, (415) 701-1894; (415) 701-1897 fax. **Tom Frouge** has moved on to **Triloka** in Los Angeles.

AMA Membership Meeting and Conference

The AMA Membership Meeting and Conference will take place on Friday and Saturday, November 10 & 11, 2000 at the new Hilton Suites Nashville Hotel, 121 Fourth Avenue South. The 4 p.m. Friday kick-off meeting will be for members only. If you're are an AMA member, no laminate is necessary for meeting admission.

Registration for the two-day event is \$100 for members, and \$150 for non-members. Become a member, or register for the event online at americanamusic.org. There is a special AMA group rate for accommodations, \$139 per room night: single or double. Ask for it when you book your reservation at 1-800-Hiltons.

On Saturday, workshop-style sessions are scheduled to discuss different facets of the music business. There will be music both evenings, for which your event laminate will allow you admittance.

For more information on sponsorship, panels, and music, please contact **Jessie Scott** at **GAVIN** at (615) 255-5010 X5 or email jessie@gavin.com. If you are, or have, an artist who would like to play, please submit a package by September 15 to **Jessie Scott** at **GAVIN**, 209 10th Ave. S. #516, Nashville, TN 37203. Make sure it is marked AMA Submission on the envelope.

Americana Jukebox Jury

BY
AMERICANA
EDITOR
JESSIE SCOTT
jessie@gavin.com



This year we constructed the scoring a bit differently as to how many of the records played would get significant airplay. Criteria was as follows:

For Radio:

- 1 no airplay
- 2 light airplay
- 3 medium airplay
- 4 heavy airplay

For Non-Radio:

- 1 not charting
- 2 lower chart
- 3 mid chart
- 4 top ten on the chart

Radio was further broken out to represent the different kinds of reporters on the panel:

- Straight Americana
- Non-Com Americana
- Country Leaning Americana
- Triple A Leaning Americana

At the end, we added the 3s and 4s together to see how much of the radio panel would play the record in medium and heavy rotations, which would represent significant airplay and chart action. We drew the line (arbitrarily, I'll admit) at 50 percent. Records higher than that watermark are listed below.

- **Terry Hendrix'** "My Own Place" from *Places In Between* electrified the room, especially noteworthy because she has done this record on her own **Wilory** label, and wasn't going to service it to the panel. Combined 3s & 4s yielded her an 83 percent.
- At 67 percent, **Dead Reckoning's Kieran Kane** scored big with the beau-

tiful country ballad "Four Questions" from the album *The Blue Chair*.

- **Eleven Hundred Springs** came in at 63 percent with a '60s pop flavored (a la Sir Doug) track called "Seven Days" from the album *No Stranger to the Blues* on **13 Recordings**.
- From **Wrensong**, **Sally Barris** clocked in at 58 percent with the jazzy yet earthy "Weatherman" off the album *Reluctant Daughter*.
- **Virgin's Van Morrison** rocked the room in a duet with Linda **Gail Lewis** (yes, Jerry Lee's kin) on "Let's Talk About Us" from his forthcoming Americana-friendly album *You Win Again*, in at 58 percent.
- **Rounder** is getting ready to release the **Keith Whitley** record *Sad Songs and Waltzes*, and the title track garnered a score of 53 percent. Great to hear those mellifluous tones again!

HONORABLE MENTIONS:

- **Patty Loveless** "Close By" *Big Men* (Skaggs Family)
- **Jason Ringenberg** "Trail of Tears" *A Pocketful of Soul* (Courageous Chicken)
- **Houston Marchman** "Piano Texas Girl" *Tryin' For Home* (Blind Nello)
- **Billygoats** "Anna Marie" *Huevos Rancheros* (BGR)

We all know that Americana is primarily an album format, and that there are many more songs that are worthy on all of these albums. As I go to put the list together, I am conscious of all the different styles that need to be represented: something edgy, bluegrass, country; familiar voices or not, bands, females. It's a similar balancing act to the one you do to program your radio station. Make sure you take these records into your music meeting when they show up on your doorstep. I think they are all terrific, or I wouldn't have featured them.

—Jessie Scott

Impact

(subject to change)

SEPTEMBER 5

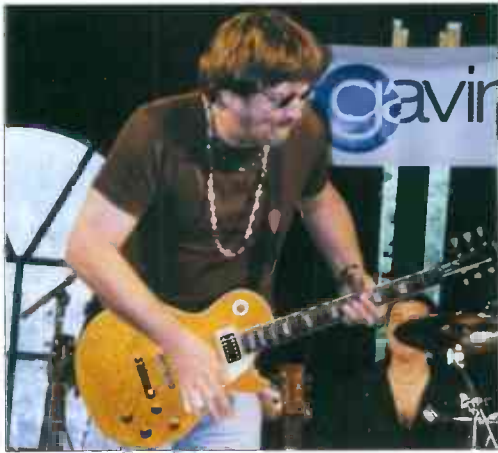
- Fred Haring** *This Grand Parade* (Grandma Katherine's Music)
- Danny Flowers** *Forbidden Fruits & Flowers* (Groovetone.com)
- Professor "Louie" & the Cromatix** *Over the Edge* (Breeze Hill)
- Hot Club of Cowtown** *Dev'lish Mary* (HighTone)
- Dallas Wayne** *Big Thinkin'* (HighTone)
- Flaco Jimenez** *Sleepytown* (Back

Porch/Narada)

SEPTEMBER 12

- Billygoats** *Huevos Rancheros* (BGR)
- Kathy Johnson** *Way Out West* (Singing Bridge)
- Frederick Nighthawk** *Brand New Day* (Red Mountain)
- V/A Freedom Sings** (First Amendment Center)
- John Hiatt** "Before I Go" (Vanguard)
- Merle Haggard** *If I Could Only Fly* (Anti/Epitaph)
- Amy Rigby** *The Sugar Tree* (Koch)

GAVIN SUMMIT 2000 AMERICANA PHOTOFEST, PART DEUX



Red
Radio
Flyer

Big House



Pat Haney & the Well Readnecks



Bap Kennedy

The Groobees



Town Hall Meeting Panel (l-r): KMOM's Brian Ross, Counterpoint's Jon Grimson, Asylum's Evelyn Shriver, SEASAC's Dennis Lord, KPFT's Mary Ramirez and GAVIN's Jessie Scott.



PHOTOS BY BRAD NIEDERMAN AND TODD SPENCER

ROOTS ★ ROCK ★ AMERICANA

FLACO JIMENEZ
Sleepytown

Flaco Jimenez SLEEPYTOWN
Tex-Mex infused Americana with burnin' accordion riffs from five-time Grammy award winner Flaco Jimenez. Guest performances by Dwight Yoakam, Lee Roy Parnell & Buck Owens.

BILL AND BONNIE HEARNE

watching life through a windshield

Bill and Bonnie Hearne WATCHING LIFE THROUGH A WINDSHIELD The unmistakable Austin City sound of Bill and Bonnie Hearne. It's the best darn collection of road songs you'll ever hear! Featuring a guest performance by Buck Owens.

For more information contact:
Sue Schrader or Kevin Triggs
@ Back Porch 414-961-8350
or CounterPoint Music Group, LLC
615-352-0420
www.backporchrecords.com

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Americana®		SPINS	TREND	SPINS	ADDS	
LW	TW					
1	1	WILLIE NELSON & THE OFFENDERS - Me And The Drummer (Luck)	1243	-24	71	1
4	2	ALLISON MOORER - The Hardest Part (MCA)	1041	+160	66	7
3	3	MAX STALLING - Wide Afternoon (Blind Nello)	921	-18	41	0
9	4	G. PARSONS NOTEBOOK/WHIPPOORWILL - V/A (Shell Point/echomusic)	849	+138	64	4
2	5	STEVE EARLE - Transcendental Blues (E-Squared/Artemis)	842	-147	59	0
7	6	TISH HINOJOSA - Sign Of Truth (Rounder)	794	-9	59	1
13	7	TRENT SUMMAR & THE NEW ROW MOB - (VFR)	785	+109	58	4
Trent & the New Row Mob are just getting warmed up as they leap into the Top 10 with big spins at TWANGCAST 57X, DMX 42X, and KKDY 36X!						
6	8	LITTLE FEAT - Chinese Work Songs (CMC International)	767	-40	47	0
8	9	TRANSATLANTIC SESSIONS - Various Artists (Ceili)	756	-47	48	1
10	10	HANK THOMPSON - Seven Decades (HighTone)	710	+14	54	0
5	11	JOE ELY - Live At Antone's (Rounder)	696	-160	50	2
12	12	RAY PRICE - Prisoner Of Love (Justice/Buddha)	687	-6	40	0
18	13	SAM BUSH - Icecaps: Peaks of Telluride (Sugar Hill)	633	+34	54	3
11	14	DWIGHT YOAKAM - dwightyoakamacoustic.net (Reprise)	627	-67	48	1
19	15	BURNS SISTERS - Out Of The Blue (Philo)	626	+39	59	2
17	16	DONNA THE BUFFALO - Positive Friction (Sugar Hill)	608	+5	53	0
15	17	PRAIRIE OYSTER - String Of Pearls - Greatest Hits (Arista/RLG)	608	-26	42	0
22	18	KIERAN KANE/KEVIN WELCH - Live In Melbourne (Dead Reckoning)	569	+47	56	4
21	19	STEEL TOE COWBOY - Puttin The Hammer Down (DGG)	565	+42	34	2
33	20	DAVE ALVIN - Public Domain (HighTone)	554	+129	64	8
20	21	LONESOME RIVER BAND - Talkin' To Myself (Sugar Hill)	546	-16	50	0
25	22	PORTER WAGONER - The Best I've Ever Been (Shell Point)	535	+62	41	2
16	23	PAT GREEN - Carry On (Greenhorse)	535	-98	27	1
32	24	GREG BROWN - Covenant (Red House)	513	+76	56	10
28	25	CHRIS SMITHER - Live As I'll Ever Be (HighTone)	496	+43	53	2
14	26	BIG HOUSE - Woodstock Nation (Dead Reckoning)	492	-148	29	0
30	27	PETER BRUNTNELL - Normal For Bridgwater (Slow River/Ryko)	487	+37	44	4
29	28	COODER GRAW - Cooder Graw (Three To One)	461	+10	36	1
31	29	JUSTIN TREVINO - Loud Music and Strong Wine (Neon Nightmare)	455	+9	33	2
27	30	CHRISTY MCWILSON - The Lucky One (HighTone)	423	-40	43	0
D	31	CHRIS LEDOUX - Cowboy (Capitol Nashville)	418	new	27	3
This bull riding champion and multi-platinum artist ropes in the week's highest debut with three new adds at KLOA, WELY, and KXCI!						
38	32	BILL AND BONNIE HEARNE - Watching Life... (Back Porch/Virgin)	411	+72	50	8
35	33	JOSH GRAVES - Sultan Of Slide (OMS)	388	-1	39	0
23	34	TODD SNIDER - Happy To Be Here (Oh Boy)	386	-128	33	0
26	35	NEIL YOUNG - Silver & Gold (Reprise)	382	-90	33	0
24	36	SELDOM SCENE - Scene It All (Sugar Hill)	376	-131	33	0
39	37	LARRY JOE TAYLOR - Heart of the Matter (Boatfolk)	369	+32	30	6
D	38	BIG SANDY & HIS FLY-RITE BOYS - Night Tide (HighTone)	353	new	47	7
D	39	BIG MON - THE SONGS OF BILL MONROE - V/A (Skaggs Family)	336	new	40	40
D	40	MIKE DEKLE - Fine Tuned (TMD)	327	new	27	2

SnapShot

Stasia Lanier, KSUT-Ignacio/Durango, Colo.

"Kasey Chambers has a haunting quality reminiscent of Lucinda Williams and Julie Miller, but is still distinctly herself. With just a few days back at the ranch to savor her CD, *The Captain*, we're hooked. It's full of wonderful songs including 'This Flower,' 'Cry Like a Baby,' and the title track. A generation Xer from Down Under may have seemed an unlikely candidate as the next Americana star, but she just might be."



GAVIN AMERICANA	
americana most added	BIG MON THE SONGS OF BILL MONROE (40) V/A (Skaggs Family)
	KASEY CHAMBERS (26) <i>The Captain</i> (Asylum)
	EMMYLOU HARRIS (23) <i>Red Dirt Girl</i> (Nonesuch)
	AUSTIN LOUNGE LIZARDS (22) <i>Never An Adult Moment</i> (Sugar Hill)
	KENTUCKY HEADHUNTERS (16) <i>Songs From The...</i> (Audium/Koch)

HotPicks

ALLISON MOORER
G. PARSONS NOTEBOOK
DAVE ALVIN
TRENT SUMMAR/NEW ROW MOB
GREG BROWN

AMERICANA ALBUM REPORTS ACCEPTED MON. AND TUES. 8:30 A.M.-3 P.M. (CT) GAVIN STATION REPORTING PHONE: (615) 255-5010, FAX: (615) 255-5020

ChartBOUND

KEVIN GORDON (*Shanachie*)
JAMES TALLEY (*Cimarron*)
NEL., JEN., KRIST., SHAVER (*FreeFalls*)
SLEEPY LABEEF (*M.C.*)
CHRIS WHITLEY (*Valley Ent.*)
DAR WILLIAMS (*Razor & Tie*)
CARRIE NEWCOMER (*Philo*)
STEAL THIS MOVIE V/A (*Artemis*)

Americana® Tracks

LW	TW		SPINS	TREND	RPTS	ADDS
2	1	ALLISON MOORER - Send Down An Angel (MCA)	464	+88	20	3
1	2	WILLIE NELSON & THE OFFENDERS - Rainy Day Blues (Luck)	360	-25	15	0
6	3	TRENT SUMMAR & THE NEW ROW MOB - New Money (VFR)	301	+66	19	4
3	4	PRAIRIE OYSTER - Man In The Moon (Arista/RLG)	290	-23	15	0
7	5	NEL., JEN., KRIST., SHAVER - Ain't No God In Mexico (FreeFalls)	282	+51	15	1
5	6	TISH HINOJOSA - Sign Of Truth (Rounder)	257	+17	14	1
9	7	RAY PRICE - Better Class Of Losers (Justice/Buddha)	242	+16	12	0
8	8	HANK THOMPSON - Sting In This Old Bee (HighTone)	241	+12	13	0
15	9	CHRIS LEDOUX - Silence On The Line (Capitol Nashville)	225	+79	12	3
4	10	BIG HOUSE - Buck These Haggard Blues (Dead Reckoning)	217	-81	10	0
10	11	RADNEY FOSTER - Nobody Wins (Ceili)	191	0	10	0
14	12	MAX STALLING - Blue Eyes (Blind Nello)	189	+27	8	1
11	13	LITTLE FEAT - Rag Mama Rag (CMC International)	172	+6	8	0
13	14	ALAN JACKSON - It Must Be Love (Arista/RLG)	150	-12	6	0
19	15	BURNS SISTERS - God Made Woman (Philo)	143	+34	9	2
17	16	JUSTIN TREVINO - One More Drink And Then... (Neon Nightmare)	141	-4	7	0
12	17	DIXIE CHICKS - Cold Day In July (Monument)	119	-45	4	0
D	18	STEEL TOE COWBOY - Sure Fire Way To Burn A Memory... (DGG)	105	new	5	2
D	19	WILLIE NELSON & THE OFFENDERS - Me And The Drummer (Luck)	99	new	4	0
D	20	STEVE EARLE - Until The Day I Die (E-Squared/Artemis)	97	new	5	0

GAVIN AMERICANA TRACKS

**americana
tracks most
added**

KASEY CHAMBERS (5) *Cry Like A Baby* (Asylum)
TRENT SUMMAR/NEW ROW MOB (4) *New Money* (VFR)
EMMYLOU HARRIS (4) *I Don't Want To Talk About It* (Nonesuch)
ALLISON MOORER (3) *Send Down An Angel* (MCA)
CHRIS LEDOUX (3) *Silence On The Line* (Capitol Nashville)
KENTUCKY HEADHUNTERS (3) *Too Much To Lose* (Audium/Koch)
THE DIXIE CHICKS/RICKY SKAGGS (3) *Walk Softly* (Skaggs Family)

HotPicks

CHRIS LEDOUX
ALLISON MOORER
TRENT SUMMAR/NEW ROW MOB
NEL., JEN., KRIST., SHAVER
MAX STALLING

AMERICANA TRACK REPORTS ACCEPTED MONDAYS 8:30 A.M.-3 P.M. (CT) GAVIN STATION REPORTING PHONE: (615) 255-5010, FAX: (615) 255-5020

ChartBOUND

CHARLIE DANIELS BAND - Road... (Blue Hat)
MIKE DEKLE - She's Worth Fighting For (TMD)
LARRY JOE TAYLOR - Heart Of... (Boatfolk)
CHRISTY MCWILSON - The Lucky... (HighTone)
JAMES TALLEY - Nashville... (Cimarron)
MAX STALLING - Scars and... (Blind Nello)
BURNS SISTERS - Never Be Mine (Philo)
RICKY SKAGGS - Simple Life (Ceili)

gavin

Triple A

PHOTOS BY BRAD NIEDERMAN
AND TODD SPENCER

BY
TRIPLE A
EDITOR
DAVE EINSTEIN
einstein@gavin.com



TRIPLE A
CHART EDITOR
JIMMY LESLIE
jimmy@gavin.com



Daniel Cage



North Mississippi All-Stars'
Luther Dickenson



Michal

GAVIN SUMMIT 2000 ILLUSTRATED, PART II



Dar Williams



Hank Decken



David Gray



Matthew Ryan



Sister Seven



Jonny Lang at The Fox



Teddy Thompson



John McVey



The Pierces



WXTN-Philly's Bruce Warren moderates the
Triple A Griddle.



Sarah Harmer

**triple A
most
added**

THE WALLFLOWERS (22) "Sleepwalker" (Interscope)
RICKIE LEE JONES (19) It's Like This (Artemis)
EMMYLOU HARRIS (18) Red Dirt Girl (Nonsuch)
MARK KNOPFLER (17) What It Is (W. Bros.)
TEDDY THOMPSON (13) Teddy Thompson (Virgin)

AAA Total Sample	
LW	TW
1	1
3	2
2	3
4	4
8	5
6	6
5	7
9	8
12	9
11	10
7	11
14	12
10	13
19	14
15	15
20	16
38	17
16	18
17	19
18	20
24	21
23	22
13	23
21	24
22	25
30	26
29	27
28	28
33	29
34	30
26	31
40	32
27	33
39	34
37	35
25	36
41	37
D 38	THE D. WARHOLS - Thirteen Tales... (Capitol)
45	39
32	40
35	41
48	42
31	43
42	44
43	45
46	46
36	47
47	48
44	49
D 50	FOO FIGHTERS - There Is Nothing... (RCA)

AAA Non-Com	
LW	TW
12	1
1	2
2	3
4	4
3	5
5	6
6	7
7	8
9	9
8	10
11	11
13	12
10	13
17	14
14	15
24	16
20	17
27	18
18	19
21	20
19	21
16	22
22	23
23	24
26	25
30	26
15	27
25	28
29	29
31	30
32	31
28	32
34	33
D 34	VICTORIA WILLIAMS - Water To... (Atlantic)
36	35
40	36
35	37
41	38
D 39	SAM BUSH - Icecaps: Peaks... (Sugar Hill)
44	40
45	41
39	42
48	43
43	44
38	45
50	46
D 47	BARENAKED LADIES - Maroon (Reprise)
42	48
D 49	WILL KIMBROUGH - This (Waxy Silver)
33	50

Triple A		SPINS			
LW	TW	TW	LW	Trend	Spins
3	1	292	266	+26	14
g	<i>Congratulations to everyone involved with this project on getting it to #1 on the toughest chart we have. The song is a smash.</i>				
1	2	290	302	-12	14
10	3	272	227	+45	16
5	4	259	248	+11	13
6	5	256	245	+11	14
8	6	247	235	+12	14
4	7	238	264	-26	14
2	8	237	294	-57	16
9	9	231	229	+2	12
7	10	229	236	-7	16
11	11	205	188	+17	14
12	12	193	181	+12	11
16	13	171	146	+25	11
19	14	160	131	+29	10
13	15	156	171	-15	16
18	16	137	139	-2	11
21	17	134	114	+20	11
14	18	126	162	-36	9
22	19	123	113	+10	9
20	20	117	120	-3	11
24	21	113	108	+5	6
27	22	104	102	+2	8
17	23	103	141	-38	9
25	24	100	106	-6	8
28	25	97	95	+2	7
23	26	96	111	-15	9
26	27	93	103	-10	9
29	28	83	87	-4	6
36	29	82	65	+17	10
D 30	THE WALLFLOWERS - Sleepwalker (Interscope)	80	—	NEW	7
g	<i>#1 most added and an out of the box debut in the Top 30. +96 spins indicates that radio likes The Wallflowers.</i>				
35	31	73	65	+8	5
40	32	71	51	+20	7
30	33	69	81	-12	5
45	34	68	42	+26	8
32	35	68	71	-3	8
34	36	65	66	-1	6
37	37	63	63	+0	2
D 38	FIVE FOR FIGHTING - Easy Tonight (Aware/Columbia)	61	—	NEW	6
47	39	56	40	+16	7
33	40	56	70	-14	3
38	41	54	53	+1	2
41	42	52	51	+1	5
31	43	50	72	-22	4
42	44	49	48	+1	5
49	45	48	34	+14	4
46	46	48	42	+6	2
44	47	44	45	-1	4
D 48	SR71 - Right Now (RCA)	41	—	NEW	2
39	49	38	52	-14	3
43	50	37	48	-11	5



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Fall Book Plans For Jazz and Smooth Radio



BY
JAZZ/SMOOTH JAZZ
EDITOR
STEVE WILLIAMS
steve@gavin.com

At this time of year anyone in the radio programming biz who happens to be a baseball fan has to feel a certain kinship with major league managers whose teams are involved in a late-summer push for the pennant. We both know that, although the winter, spring, and summer may have been good to us, the fall is the most important time of the year; in a very real sense, nothing else matters.

When the rest of the country is getting ready for the last holiday break of the season, we're getting ready for the "down the stretch." Whether it's music tests, fund-raisers or something else, decisions are now being made that will make the difference between winners and losers in crunch time. Within the broadcasting and baseball models the routines vary but *preparation* is the common denominator.

At KSSJ, we prepare for the fall by taking a look at programming, promotions, and marketing and ways to tie all three together in one major project, which, in this year's case, is the trip-a-day package. Of course, this is the way of a number of Smooth Jazz stations, but it's the first giveaway of this magnitude for KSSJ.

The promotion will run for several months, supported by an extensive direct marketing campaign and heavy on-air exposure via sweepers, promos, and plenty of live mentions. In addition we recently did an auditorium test to make sure that our music is on-target in time for the rush of new listeners expected as a result of the increased promotion and marketing. In the world of non-commercial radio, the fall

fund-raiser is the focus but, as WEMU-Ypsilanti, Mich. PD Linda Yohn puts it, "You have to have great programming in the late summer to make sure that old and new listeners will have reason to support the station during the fall fund-raiser. The fund-raiser is the test of how well you've done."

The bait for listener support in the case of WEMU comes in the form of several live broadcasts from jazz festivals—something the station has been doing for 20 years. I worked on several broadcasts during the time I spent as a staff member of WDET, the public station just down the road in Detroit. Once again, 'DET and 'EMU will broadcast much of the legendary Ford/Detroit International Jazz Festival over the Labor Day weekend, inviting several program hosts from other public stations around the country to act as commentators during the broadcasts.

"We're bringing them in a couple days early, sending them around Detroit to get a feel for the city in order to enhance their perspective and commentary," says Yohn. WCPN's Bobby Jackson, Evelyn Hawkins from WDUQ-Pittsburgh, and Alfredo Cruz from KLON-L.A. will join Yohn and longtime local jazz purveyors W. Kim Heron, John Perry, Michael G. Nastos, Jim Dulzo, and Ed Love, who is also the festival's talent coordinator.

Love did his job very well. Barry Harris and Steve Turre are among the event's numerous performers. In San Diego, KIFM's Mike Vasquez is ready for the fall challenge, he fill us in: "As the old saying goes, 'If it ain't broke, don't fix it'. However, I'm also aware of the fact that 'A rolling stone gathers no moss.' So, in a nutshell, we'll utilize some of our existing elements that have proven to be successful and we'll unveil some new items to keep things fresh and exciting! We'll con-

tinue to use our popular 'Trip-A-Day' giveaway as the anchor promotion which allows us to stretch out the TSL and attract as many realistic cumers possible. We'll supplement that with billboards and various other marketing methods to maximize our recall and visibility in this 'busy' marketplace to create 'top-of-mind awareness' with our audience.

"In addition to some of the so-called 'high-tech marketing schemes,' KIFM will continue to incorporate good old-fashioned grass roots marketing as well. We pride ourselves on being involved in the community and we'll continue to have a street presence at several major San Diego events this coming fall including AIDS Walk 2000, tailgate parties at Chargers' games, major concerts, shopping mall concerts, and others. Lastly, the most important element is the product! In order to survive, it's imperative that you're creating entertaining radio for your audience...period! We've taken all of the necessary steps to ensure that the music, the strategic messages

and the presentation of KIFM are all right on target. The rest is up to the Arbitron gods...excuse me, it's time for my hourly prayer!"

In Seattle, Joey Cohn has just completed his plans for the fall. He offers: "Our fall on-air fund drive is October 18-22. On the 18th we'll ask listeners to pledge online (we call it, "Web Wednesday"). We tried this for the first time last spring and received about \$93,000 in one day at kplu.org."

KPLU has also completed the most recent of his oft-discussed research projects specifically designed for public stations like his. The method has been used by several stations including KXJZ in my town, Sacramento, where Music Director Gary Vercelli testifies to the positive results. In the final analysis, it doesn't matter if your station is commercial or non-commercial, large or small market, big bucks or no bucks at all, as long as you're prepared to execute a well-devised plan of action in this all-important time, you'll be setting the tone for your fortunes (or lack thereof) for the year. ■

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Jazz						
LW	TW		Stations	Adds	SPINS	TREND
2	1	RENE MARIE - How Can I Keep From Singing (Maxjazz)	77	1	741	+67
g <i>Congrats to Rene Marie, Maxjazz, Groov, and everyone else involved with the success of this record. It's been a favorite around GAVIN from the first listen.</i>						
4	2	STEVE TURRE - In The Spur Of The Moment (Telarc Jazz)	74	0	701	+69
1	3	CHARLIE HUNTER - Charlie Hunter (Blue Note)	71	0	641	-72
7	4	DIANNE REEVES - In The Moment (Blue Note)	71	2	595	+50
8	5	JULIAN PRESSLEY - Steppin' (JJP)	70	0	564	+36
9	6	IRENE REID - The Uptown Lowdown (Savant)	70	1	551	+56
3	7	FREDDY COLE - Merry Go Round (Telarc Jazz)	59	0	551	-84
10	8	ARKADIA JAZZ PRESENTS - Thank You, Joel! (Arkadia Jazz)	71	2	533	+41
6	9	DENISE JANNAH - The Madness Of Our Love (Blue Note)	56	0	523	-34
11	10	NORMAN SIMMONS - The Art of Norman Simmons (Savant)	72	1	511	+53
5	11	JIMMY McGRUFF - McGriff's House Party (Milestone)	58	0	479	-133
16	12	JOEY DeFRANCESCO w/ Jimmy Smith - Incredible (Concord Jazz)	57	0	450	+40
18	13	KEVIN MAHOGANY - Pussy Cat Dues (Enja)	66	1	448	+64
17	14	CLAYTON/HAMILTON JAZZ ORCHESTRA - Shout Me Out (Fable)	62	2	443	+44
21	15	BRUCE WILLIAMS - Altoicity (Savant)	63	1	436	+73
14	16	JOAO DONATO - Amazonas (Elephant)	66	1	433	+16
37	17	HANK CRAWFORD - The World Of Hank Crawford (Milestone)	63	6	383	+118
20	18	TOOTS THIELEMANS - The Live Takes (Narada)	51	0	382	+14
13	19	JIMMY SCOTT - Mood Indigo (Milestone)	44	0	359	-75
23	20	VOODOO DOGS - Voodoo Dogs (Palmetto)	54	4	352	+22
24	21	ERIK TRUFFAZ - Erik Truffaz (Blue Note)	53	2	334	+20
29	22	JAMES CARTER - Chasin' The Gypsy (Atlantic)	50	0	333	+32
28	23	HELEN MERRILL - Jelena Ana Milcetic (Verve Music Group)	53	1	331	+30
12	24	JANE MONHEIT - Never, Never Land (N-Coded Music)	38	0	330	-114
19	25	RAVI COLTRANE - From The Round Box (RCA)	46	0	315	-58
38	26	PETE ESCOVEDO - E Music (Concord Jazz)	50	2	306	+57
36	27	KURT WEIL & VIBES REVISITED - Moving Forward... (TCB)	52	4	305	+37
15	28	ROY HARGROVE - Moment To Moment (Verve Music Group)	40	0	305	-111
27	29	JASON MORAN - Facing Lift (Blue Note)	49	0	302	0
33	30	MARK GROSS - Riddle of the Sphinx (J Curve)	49	1	283	+6
D	31	ARTURO O'FARRILL - A Night In Tunisia (32 Records)	54	4	281	new
g <i>This compilation of jazz giants makes its debut fueled by the week's biggest Spincrease (191) after and amazing 46 adds last week. Space Cowboys will shoot the moon.</i>						
34	32	MICHAEL KAESHAMMER - Tell You How I Feel (ALMA)	45	0	279	+3
26	33	PUCHO & HIS LATIN SOUL BROTHERS - How'm I Doin? (Cannonball)	37	0	278	-25
31	34	B.B. KING & ERIC CLAPTON - Riding With The King (Reprise)	33	0	274	-17
D	35	SPACE COWBOY - Music From The Motion Picture (Warner Bros.)	64	10	272	new
D	36	DAVID SANCHEZ - Melaza (Columbia/CRG)	62	5	272	new
30	37	CHICK COREA - Standards (Stretch/Concord)	42	0	268	-31
41	38	LEW DEL GATTO - Katewalk (Naxos)	56	5	263	+37
40	39	WILLIE AKINS - Alima (Catalyst)	45	2	260	+26
25	40	THE JAZZTIMES SUPERBAND - BERG... (Concord Jazz)	36	0	251	-60
32	41	DEXTER GORDON - Daddy Play The Horn (Avenue/Bethlehem)	34	0	237	-44
D	42	JOANNE BRACKEEN - Popsicle Illusion (Arkadia Jazz)	49	4	236	new
D	43	KEN & HARRY WATTERS - Brothers (Summit)	41	2	229	new
44	44	DAVE BERKMAN - Communication Theory (Palmetto)	40	1	226	+2
50	45	KAI WINDING & JJ JOHNSON - Nuf Said (Avenue/Bethlehem)	34	2	215	+8
39	46	STEVE WILSON - Passages (Stretch/Concord)	34	0	214	-33
42	47	TOMMY SMITH - Bluesmith (Linn)	41	1	211	-14
22	48	LARRY CORYELL - New High (HighNote)	29	0	210	-129
D	49	JORIS TEEPE - For Adults Only (Arkadia Jazz)	34	3	202	new
D	50	JASON LINDNER - Premonition (Stretch/Concord)	39	1	196	new

GAVIN JAZZ

jazz
most
added

- CHARLES LLOYD (31)** The Water Is Wide (ECM)
- RUSSELL GUNN (30)** Smokin'Gunn (Highnote)
- BENNY GREEN (30)** Naturally (Telarc)
- RANEE LEE (27)** Dark Divas (JustinTime)
- THE DRUMMONDS (22)** When You Wish Upon A Star (32 Records)

SpinCREASE

- SPACE COWBOY** +191
- BRANFORD MARSALIS** +151
- HANK CRAWFORD** +118
- DAVID SANCHEZ** +113
- ARTURO O'FARRILL** +90

ChartBOUND

- BRANFORD MARSALIS** (Columbia)
- TOM BRIGANDI** (Bass On Top)
- ROSEMARY CLOONEY** (Concord)
- BOBBY RAMIREZ** (Breezewave)
- REESE PROJECT** (Wyndfall)
- TEDDY CHARLES** (Avenue / Beth.)
- JOEY BARON** (Intuition)

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Review

Christian McBride
Sci-Fi (Verve)



This bassist with extra-terrestrial talents travels through many musical worlds at warp speed with what he calls his electric band, covering classics from the books of Steely Dan, Sting, Jaco Pastorius, and Stanley Clarke. Special guests include Diane Reeves, Toots Thielmans, James Carter, and Herbie Hancock, who plays on two tracks, although not the one that was written as a tribute to him. With this new collection, McBride is definitely making an attempt to go where no jazz bassist of his distinction has gone before. —Steve Williams

ARTIST PROFILE Dave Brubeck

Release: *One Alone*
Label: Telarc Jazz

You don't get to be an artist of Dave Brubeck's stature without knowing a few things about yourself, the art of song, and the profound connection that can be made between the two. In the mind of Brubeck, success has always been about making connections. Connections between rhythm and tonality, between music with seemingly disparate qualities and origins, between creative music and popular success, between human beings regardless of their cultural or racial heritage.

Although critics who had championed him when he was unknown seemed full of scorn when the Dave Brubeck Quartet became a surprise success, in reality, Brubeck never watered down or altered his music in order to gain his mass audience. Creative booking (being one of the first groups to play regularly on college campuses) and a bit of luck resulted in great popularity. His story is now a part of jazz folklore.

Classically trained by his mother and legendary composer Darius Milhaud, Brubeck later lead a service band in General Patton's army during World War II. He was one of the few and first jazz musicians to be featured on the cover of *Time* magazine.

Over the years, Brubeck's music has been presented in amazingly diverse settings, most of these focus on the inherent interactivity of a group of musicians. Solo performance has always been last on the list for Brubeck, for as he puts it, "Jazz is



a big sponge." With this in mind, listening to Brubeck's new CD, *One Alone*, becomes a unique experience because of the close proximity to the artist and because of the fact that you are hearing only the fourth solo recording from a man who has been making records for more than 50 years.

Before the end of this year, he will be 80 years-old, which makes this an auspicious occasion to celebrate the singular genius of Dave Brubeck, one alone.

—Steve Williams

EMAIL COMMENTS TO STEVE@GAVIN.COM

Smooth Jazz & Vocals		Stations	Ads	SPINS	TREND	
LW	TW					
1	1	BRIAN CULBERTSON - Somethin' Bout Love (Atlantic)	38	0	724	+16
2	2	JEFF GOLUB - Dangerous Curves (GRP)	44	0	686	+9
4	3	DAVE KOZ - The Dance (Capitol)	40	1	671	+51
5	4	DOWN TO THE BONE - Urban Grooves: Album II (Internal Bass)	32	0	614	+9
6	5	BONEY JAMES / RICK BRAUN - Shake it Up (Warner Bros.)	42	0	609	+7
3	6	GEORGE BENSON - Absolute Benson (GRP)	42	0	603	-50
8	7	RICHARD ELLIOT - Chill Factor (Blue Note)	31	0	589	+13
7	8	CHRIS STANDRING - Hipsway (Instinct)	34	0	568	-15
9	9	EUGE GROOVE - Euge Groove (Warner Bros.)	39	1	508	-2
10	10	BRENDA RUSSELL - Paris Rain (Hidden Beach/Epic)	41	0	497	+2
12	11	STEVE COLE - Between Us (Atlantic)	43	0	493	+38
13	12	ACOUSTIC ALCHEMY - The Beautiful Game (Higher Octave)	38	1	455	+5
14	13	CRAIG CHAQUICO - Panorama (Higher Octave)	37	0	451	+17
11	14	JOYCE COOLING - Keeping Cool (Heads Up)	31	0	418	-66
15	15	JAY BECKENSTEIN - Eye Contact (Windham Hill Jazz)	30	0	414	-16
18	16	MICHAEL LINGTON - Vivid (Samson)	38	0	379	+20
16	17	AL JARREAU - Tomorrow Today (GRP)	32	2	369	-7
17	18	MICHAEL McDONALD - Blue Obsession (Ramp)	28	3	355	-5
21	19	DAVID BENOIT - Here's To You Charlie Brown (Verve Music Group)	34	2	348	+16
20	20	WALTER BEASLEY - Won't You Let Me Love You (Shanachie)	34	0	348	+13
25	21	VARIOUS - Smooth Africa (Heads Up)	28	0	321	+34
26	22	URBAN KNIGHTS - Urban Knights III (Narada)	32	0	298	+21
23	23	TONI BRAXTON - The Heat (LaFace/Arista)	23	0	298	-6
22	24	BRIAN MCKNIGHT - Back At One (Motown)	20	0	279	-26
24	25	STEELY DAN - Two Against Nature (Giant)	26	1	275	-24
27	26	BONEY JAMES - Body Language (Warner Bros.)	22	0	269	+4
28	27	RONNY JORDAN - A Brighter Day (Blue Note)	23	1	264	+30
19	28	CLUB 1600 - "Stay" (N-Coded Music)	24	0	254	-87
30	29	LARRY CARLTON - Fingerprints (Warner Bros.)	25	0	240	+20
39	30	JEFF KASHIWA - Another Door Opens (Native Language)	34	4	236	+80
31	31	MARC ANTOINE - Universal language (GRP)	23	0	224	+19
29	32	THE JAZZMASTERS - Jazzmasters III "London Chimes" (Hardcastle Records)	22	1	221	-9
33	33	CHIELI MINUCCI - Sweet on You (Shanachie)	23	4	192	+7
34	34	PAUL TAYLOR - Undercover (N-Coded Music)	20	1	190	+8
32	35	SAM CARDON - Digability (Treble V)	20	0	184	-3
35	36	YOLANDA ADAMS - Mountain High Valley Low (Elektra/EEG)	14	0	169	0
36	37	MAYSA - All My Life (N-Coded Music)	16	1	162	0
43	38	SAMMY PERALTA - On The One (N-Coded Music)	17	0	159	+7
38	39	KEN NAVARRO - Island Life (Positive Music)	15	0	157	0
40	40	ROGER SMITH - Consider This (Miramar)	18	1	154	+1
37	41	BOB JAMES - Joyride (Warner Bros.)	18	2	152	-6
45	42	SOUL CONVERSATION - Soul Conversation (Transparent Music)	13	0	143	+5
41	43	BEBEL GILBERTO - Tanto Tempo (Six Degrees)	13	0	139	-14
D	44	FOURPLAY - Yes, Please! (Warner Bros.)	19	3	137	new
9	<i>This Smooth supergroup nabbed the week's biggest Spincrease and highest chart debut. With a name like Fourplay and an album called Yes, Please!, it has to be good.</i>					
D	45	NORMAN BROWN - Celebration (Warner Bros.)	11	0	137	new
48	46	JEFF JARVIS - Morning Drive (Amherst)	15	0	132	+4
42	47	KIM WATERS - One Special Moment (Shanachie)	16	0	130	-23
46	48	JANGO - Closer To Home (Samson Music)	14	0	124	-14
47	49	TOM GRANT - Tune It In (Windham Hill Jazz)	11	0	115	-16
D	50	B.B. KING & ERIC CLAPTON - Riding With The King (Reprise)	12	3	108	new
9	<i>This record is breaking down format barriers in a Supernatural kind of way. Eric makes his second appearance on the Smooth chart this year.</i>					

smooth jazz
most
added

- DOTSERO (6) West of Westchester (Peak/Concord)
- CHEILI MINUCCI (4) Sweet On You
- JEFF KASHIWA (4) Another Door Opens (Native Language)
- STUART HAMM (4) Outbound (Favored Nations)

SpinCREASE

JEFF KASHIWA	+80
FOURPLAY	+69
DAVE KOZ	+51
STEVE COLE	+38
NORMAN BROWN	+34

ChartBOUND

- JOE MCBRIDE (Heads Up)
- ROBERTS BROTHERS (BDM)
- SHAKATAK (Instinct)
- BLUE KNIGHTS (1201 Music)
- SOUNDSCAPE UK (instinct)
- WARREN HILL (Narada)

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ARTIST PROFILE Fourplay

Album: *Yes, Please*
Label: Warner Bros.
There's much that can be said about this once in a lifetime collection of artists, but in the ten years since its formation, it's been virtually impossible to say "no" to Fourplay. With a string of best-selling titles and enough awards to fill an entire recording studio, the critical, commercial, and creative achievement that has eluded most of their contemporaries is becoming routine for this group. As with their previous sets, the unmistakably jazz way of expressing the word "group" is the prevailing impression within Fourplay's latest gesture, *Yes, Please*.

This seventh installment in the tome finds the band comfortable but confidently discarding any notion of resting on laurels. If you've followed their story, you can clearly hear them getting to know each other better after each record, taking a broader scope, showing how far they've come as a unit. No moss on these guys.

The mere idea of Fourplay also commands star power to the seventh degree: Phil Collins, Chaka Khan, and El DeBarge have made appearances on Fourplay sessions because of their connection to members of the group, gifted diva Chanté Moore can be heard presently.

This supergroup is surprisingly democratic

Review

Stuart Hamm
Outbound
(Favored Nations)

He has 13 basses, each with a name like Ralph or Fred or Bonehead, and each one has a starring role in the new Stuart Hamm release, *Outbound*. If you happen to know Hamm's locomotive-like approach to his instrument with metal rock guitar gods Joe Satriani and Steve Vai, here's the rest of the story, neatly wrapped in 10 parts. Everything's here, from the "Star Spangled Banner" to points well within the jazz realm.

—Steve Williams



tral, as evidenced by the difference in the band's sound since the arrival of Larry Carlton three years ago.

Overall, *Yes, Please* exhibits what we'll call the Fourplay pleasure principle in vivid form. During the next few months, the whole world can say yes to Bob, Harvey, Larry, and Nathan. The *Yes Please* tour starts in San Francisco Bay Area September 10 and is coming to a venue near you. —Steve Williams

A perfect song doesn't come from just anywhere.

The Jayhawks SOMEWHERE IN OHIO

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9/23 - Troy, NY
9/24 - University Park, PA
9/26 - Columbus, OH
9/27 - Oxford, OH
9/28 - Ypsilanti, MI
9/30 - Toronto, ON
10/1 - Grand Rapids, MI
10/2 - South Bend, IN

"The Jayhawks' *Smile* really is one of the most beautifully ambitious rock records of the year, an exquisitely melodic and literate concept album... *Smile* aspires to be nothing less than a classic, the kind of album teenagers stumble upon and hold dear for the rest of their lives."

- The New York Times

Single Produced by Bob Ezrin

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