Country Spotlight: Ready, Set, Summer 2000!

MUSIC

TOP 40
matchbox twenty @ nine

URBAN
Destiny's Child Is Jumpin'

MAINSTREAM A/C
Schultz's "Son" Rises

ALTERNATIVE
Everclear Is Wondrous

COUNTRY
"Brock At #1? Yes!"

NEWS
Arista/Nashville Consolidates With RCA
Sirius Lands $150 Mil in New Funding
MP3Radio.com Is Re-Launched

Let's Make Love
The new single
AIRPLAY JUNE 19

From the Publishers of Music Week, MBI and fono
A Miller Freeman Publication
NOW PLAYING...

CHAD BROCK
"Yes!
The SMASH single

GEORGE JONES
"Sinners & Saints"
from his GOLD album

ANITA COCHRAN
"Good Times"
IMPACTING NOW
As seen in GM® television commercials and on the CBS movie "Hazard in Hollywood"

COMING SOON...

CHALEE TENNISON

New music from

CHALEE TENNISON
Arista/Nashville Consolidates with RCA

Arista/Nashville will become a unit of the RCA Label Group-Nashville/RLG effective July 1, RLG chairman Joe Galante announced last week. The reorganization gives RLG a combined market share of Country radio airplay of 29 percent.

"Clive Davis had a vision for a country label that was flawlessly executed by Tim DuBois (former Arista/Nashville president)," said Galante. "Tim assembled a roster of artists and a team of executives who led the industry for years.

Sirius Announces $150M in Financing

Sirius Satellite Radio is set to receive a stellar injection of funds. Lehman Commercial Paper Inc., a subsidiary of Lehman Brothers Inc., is pitching in with a rocket-boosting $150 million committed credit facility. The loans from the credit facility will bring the total boot that Sirius has raised to approximately $1.45 billion.

Sirius plans to offer 50 channels of commercial-free music created at the company's national broadcast studio in New York City, and up to 50 channels of news, sports and entertainment programming.

They're doing things big in outer space these days.

Hard Knock Life

A lot of you know that the political situation in my professional career is not stellar. It's really, really hard. I don't know if they want you to hear this. But it's a lot of drama. And I'm getting a lot of negative feedback from certain corporate people. But I'm not willing to give up on "Can't Take That Away." I had to fight to get it released as a single." —Sony recording artist Mariah Carey harpooning her label with a posting on her personal (Sony-run) website

Carlos on Tito

"I feel very honored and grateful to have been touched by Tito Puente's spirit and his monumental talent. He helped open doors for me as well as many other musicians. I especially feel happy that I had the chance to tell him personally how deeply I appreciated, honored, and respected his contribution to the arts. My love goes out to his family." —Grammy winner Carlos Santana commenting on the passing of jazz musician Tito Puente

Horseplay?

"It was meant to be a totally innocent and fun gesture. Tim McGraw and I have been friends for a very long time. When he saw me in danger of being harmed, he simply came over to help out his friend. After seeing Tim's loyalty to me we have become even closer." — Country artist Kenny Chesney.

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Miller Freeman
A Clarion News & Media company
MP3Radio.com is Reborn

MP3.com has announced the re-launch of MP3Radio.com as part of its new Syndicated Radio Services Division. The digital music giant is hoping to work with both sides of the street, boosting the exposure of radio stations and emerging artists at the same time—not to mention leveraging MP3Radio.com programming into a solid roster of stations. Radio stations participating in the new Syndicated Radio Services Program can select, manage, and update format-specific content to be streamed from station websites. “We believe MP3Radio.com is a service that will attract, build, and retain listeners to any radio station’s website, thereby making that site a more valuable sales commodity,” said president of MP3Radio.com Steve Shein. “At the same time, we are empowering digital artists by providing them with access to an on-air broadcast medium that further markets their music.”

Madonna Burning Up Over Napster Leak

The broiling furor over Napster just went up several degrees. Now the fledgling purveyor of free Internet music has incurred the wrath of one of pop’s biggest heavyweights: Madonna. The maternal girl was shocked last week to find that her next single, “Music,” is already doing the rounds on fan sites, months before its official release. Needless to say, hackles have been raised.

“This music was stolen and was not intended for release for several months,” said Madonna’s agent Caresse Norman, in a statement issued in the wake of the mother-of-all-musical leaks. “It is still a work in progress. Ultimately, those sites are violating her rights as an artist.”

The singer’s label, Warner Bros. Records, weighed in with a none-too-subtle statement of its own, saying: “Any site that does not remove our copyrighted material runs the risk of civil and criminal prosecution.”

This is just the latest episode in the diluting music-download deluge which already has artists such as Metallica and Dr. Dre sounding off and litigation. Seems like eons ago when Sting sang, “I want my MTV.” Oh for simpler times.

Latin Music Great Tito Puente Dead at 77

Tito Puente, by far the most decorated and documented Hispanic musician in history, died May 31 in New York City during an operation to repair his ailing heart. He was 77.

Puente was a Juilliard alum, prolific composer/arranger and a master timbalero who also played piano, sax, clarinet and vibes. Always busy, Puente suffered cardiac arrest April 27 after his last public appearance, performing with the Puerto Rico Symphonic Orchestra in the birthplace of his parents. He had also just completed his 120th recording, Por Fin, with Eddie Palmieri, and was working on a symphonic version of his most lasting composition, “Oye Como Va,” recorded by Carlos Santana years after its original release. Gavin extends heartfelt condolences to his widow, daughter, and two sons.

MusicMetrix

- Yahoo! Inc. is in talks to buy Internet music service company Myplay Inc. Although Myplay and Yahoo officials declined to comment, the potential deal is rumored to be worth about $200 million. Myplay is currently in a relationship with America Online, Inc., to provide AOL listeners with virtual music lockers. But hold the phone: AOL is a direct rival of Yahoo, which complicates the latest talks between Myplay and Yahoo.

- Radio Free Virgin, an online entertainment system created to provide the world’s largest listening post, has been launched by Virgin Group founder and chairman Richard Branson. This is the first of several online ventures for Branson, who is planning $247 million in Internet enterprises.

- BroadcastAMERICA.com has formed an alliance with Microsoft to offer Windows Media Technology to listeners, and vice versa. BroadcastAMERICA.com will be available on the WindowsMedia.com site allowing visitors to log directly on to various channels such as music, sports, and TV news.

- Ticketmaster Online-City Search, Inc. has bought privately owned TicketWeb Inc. for $35.2 million dollars. TicketWeb will become a completely-owned subsidiary of Ticketmaster, but will remain a separate brand that specializes in local ticket sales.

- MP3.com has formed a retail music licensing division to provide music to businesses such as grocery stores, shopping malls, and restaurants. Vice President of Retail Services Bob Simril stated that the goal is to provide a shopping environment, rather than playing songs from major labels.

- Napster may be getting a taste if its own medicine. Pop-punk band Offspring, one of the first bands to defend the company, is offering Napster merchandise for sale on their website, without Napster’s permission. The Napster folks risk losing rights to their trademark if they don’t take action, and risk being hypocrites if they do.

- Epiphenic.com has officially launched their video section, which documents the underground music scene as it unfolds, with live broadcasts, interviews and music videos.

- Sound Dogs Inc. is offering upgrades on sounddogs.com, an Internet online sound effects library, which will allow content creators to preview and download sound effects and music production files using Windows Media Audio and Advanced Streaming Format.

- Emusic.com, a site for downloading music in the MP3 format, has announced an exclusive partnership with Koch Entertainment, whose catalog includes the Kinks, Pokémon, and a definitive classical music collection.

- Live365.com surpassed the 10,000 simultaneous broadcasts mark recently.

- Burst.com unveiled its innovative Internet video broadband delivery technology with a performance by Irish rock stars U2. The exclusive global webcast of the band’s PopMart Concert can be viewed temporarily free-of-charge at http://U2.burst.com

- EMI Recorded Music has selected Liquid Audio, which provides software and services for Internet music downloading, as a service provider for its digital download trial.

JANET "DOESN'T REALLY MATTER"

Rhythm Monitor: DEBUT 32* (+217x1)
Crossover Monitor: DEBUT 33* (+332x1)
R&B Mainstream Monitor: DEBUT 32* (+427x1)

#1 Greatest Gainer at All 3 Formats!!
Top 40 Mainstream Monitor: 430x/wk. (+208!!)

MOVIE OPENS JULY 28th

IN STORES JULY 11th

IMPACTING EVERYWHERE JUNE 19!!!
NOW APPEARING:

"Hit Behind The Music" on SUNDAY, 6/13!!
"Late Show w/ David Letterman" TUESDAY, 6/13!!
"The Today Show-Summer Concert Series" TODAY, 6/13!!

THE NEW ALBUM "Crush" IN STORES JUNE 15th!!

NOW APPEARING:

IT'S MY LIFE

MAINSTREAM TOP 40 ALREADY 750 SPINS (+112x)!!
R&R CHR/POP CHART: 46*-42*!! (1064 SPINS/+159x)!!
GAVIN TOP 40: 38* (+101x)!!
Z100/New York: Top 15 phones AGAIN! (15x)
WXKS/Boston: Still Top 10 phones!! (32x)
KZHT/Salt Lake City: Top 10 phones!! (33x)
WZPL/Indianapolis: Top 5 phones!! (32x)
WPRO/Providencia: Top 5 phones!! (34x)
WABB/Mobile: Top 10 Phones!! (32x)

INTERNATIONAL RADIO CHARTS:

JAPAN #1 ITALY #1
HOLLAND #1 AUSTRIA #1
SWITZERLAND #2 GERMANY #2

#1 DEBUT ALBUM SALES IN UK, AUSTRALIA, HOLLAND & JAPAN!!!!

"It's My Life" is HUGE on 'ZPL! We blow up the phones with adult females every time it plays...It's definitely a fan, summer record!" —SCOTT SANDS/WZPL

"After 43 spins, #1 most requested BY A MILE!" —JOHN O'CONNELL/WMBX

MAINSTREAM VERSION MIXED BY DAVE BASCOMBE • ALBUM VERSION MIXED BY BOB CLEARMOUNTAIN
PRODUCED BY LUKE EBBIN, JON BON JOVI AND RICHIE SAMBORA
MANAGEMENT: DAVID MUNS, PAUL KORZILIUS AND ILENE SCHREIBMAN FOR BJM
THE ISLAND DEF JAM MUSIC GROUP
A UNIVERSAL MUSIC COMPANY

www.americanradiohistory.com
Arbitron Schedules U.S. Tests of Portable People Meter (PPM)

By Jhan Hiber

Arbitron has announced that its Portable People Meter (PPM), potential successor to the seven-day diary, will begin testing in the U.S. in November. Wilmington, Delaware will be the first test metro, with the Philadelphia metro being folded into the test in late 2001. The PPM device, which is pager-sized and automatically passively detects station-specific inaudible codes embedded in radio signals, has been tested in Manchester, England since 1998. Three hundred meters will comprise the sample in each respective test metro.

Steve Morris, President of Arbitron, said “After eight years of development and testing it’s time to bring the system to the U.S. media environment.

That media environment will include more than radio. To help offset development costs, Arbitron has agreed to allow Nielsen Media Research the option to also commercially use PPM for the TV and cable industries. By designating the initial test markets of Wilmington and Philadelphia, the geography of Nielsen’s Philadelphia DMA (TV market) is covered. “We’re committed to exploring all avenues to improve the measurement of audience, and we see promise in the Arbitron Portable People Meter,” said Nielsen President John Dimling.

More details/perspective on PPM in Jhan Hiber’s “Ratings and Research” column next week.

Songwriter/Publisher/Producer

Stephony Smith

Hometown: Memphis

Recent credits: Co-writer of Chad Brock’s “Yes” (co-writer of Trisha Yearwood’s “Perfect Love,” “Perfect Day” and “I’m Your Love.”)

What radio station did you grow up listening to? FM 100 in Memphis

What radio stations do you listen to now? Country WSKY 96 and Triple A 93 The Phoenix

If you owned a radio station, you would...? Pattern it after 93 The Phoenix, playing a great mix of great songs.

The first record you remember buying? Different Drum by Linda Ronstadt, ABC by the Jacksons.

The last record you went out of your way to listen to? Keith Urban

If you could write a song with anyone (living or not), who would it be? John Lennon

Your proudest career achievement so far: “It’s Your Love” being named the 1997 ACM Song of the Year, and in 1998 being named BMI Songwriter of the Year and having the Song of the Year.

Smiles all around at BMI's 48th Annual Pop Awards, held in Los Angeles in May. L to r: Songwriter/artist Tal Bachman, Vice President and General Manager, Writer/Publisher Relations, BMI Los Angeles, Barbara Cane; songwriter Itaal Shur; BMI President and CEO Frances W. Preston; and Senior Vice President, Performing Rights and Writer/Publisher Relations Del Bryant.
“Training And Caring For Your New AE”

BY PAIGE NIENABER
mgn@earthlink.net

In what could become a series of pet care articles, today we’re going to address how to work with your account executives. Because having a sales person is a big responsibility, Bobby, and your mom and I aren’t going to go to meetings with just because you’re too tired or the other kids asked you to do something after school.

It doesn’t take a MENSA candidate to recognize that radio stations are divided into not just different departments but different mindsets.

All with the same goal: winning. But each’s goal of winning is different. A PD’s idea of winning is to have higher ratings. A GSM’s is to corner a larger share of market dollars. They’re both examples of “winning,” and for a station to truly succeed, they need to accomplish both. Which requires (Anyone? Bueller?) “cooperation.”

I had a general manager who had an interesting view of the dichotomy that can exist in a station. She referred to everyone on the programming and promotions end of the corridor as “artists” and she respected us for our dedication to the craft. Everyone at the other end of the building were, in her words, in the business of radio. They were “realists” who were slightly bemused by our hedonistic, bohemian lifestyle.

I was glad to be grouped with the artists. It suited me fine. But to do my job as marketing director, I needed to develop business skills and savvy and work with my brethren in suits. Like learning how to handle a morning show, it’s a great talent. And everyone has their own style. I know a PD and marketing director who have the “Good Cop, Bad Cop” routine down to a “t.” And it works for them.

I was always more of a facilitator. I knew that I was the First Line Of Defense (FLOD) for the programmer but I also knew that I had to help the AE achieve his goal: inkling the deal. So I massaged and worked with them to take a few steps towards “our” way of thinking, while at least appearing to be in their camp.

AEs are a nervous and skittish breed. prone to fright-flight defenses. If they come to you with an absurd request or outlandish idea from a client, the worst possible thing you can do is to tell them the truth. You can almost hear the defenses slamming shut. Suddenly you’ve become the asshole who’s standing in the way of them doing their job.

Being positive and taking the time to sit down with them to rethink this idea so that it might be “even better than it already is” at least gets your foot in the door. Their guard is down and they’re inevitably more open to taking this “straight from the agency” bonehead idea and re-molding it.

“When you hit them with something new or different you can almost see that look of fear in their eyes. They’ll shut down and go with what they know. And that is not a good thing,” says Jason Gani, director of promotions and marketing at 106 Jamz in Greenville. “You can’t ram a lot of new rules of ideas at them at once. You have to have patience. Sit down with them in individual meetings and attend their sales meetings. Give them different ways to look at things. Always remember that you’re all on the same team. You have to be a psychologist, counselor, mediator, and sociologist, not just for your promo stuff, but for the programming department and especially for sales. They need our guidance and knowledge to break away from the humdrum and create exciting and inventive ways to sell the monster that is your radio station,” adds Gani.

Working with the AE and being a facilitator is one way to make progress. Refusing to go to meetings with clients, shooting down ideas before you’ve heard them, and generally mocking the whole concept of sales are all grievous errors that keep stations divided.

Often you sense a “you guys get to have all the fun while we bust our butts trying to sell” attitude from the AEs (which is true, by the way). Some of the most successful stations I encounter do fun, outside-the-building activities together as a group. Not just by department. At W1OL in the ‘80s we used to do a giant all-day boat party out on Lake Minnetonka with massive amounts of overindulgence. It was great. We bonded, and the ratings and revenue reflected that. It’s at least a gesture to keep the AEs in the loop on “fun opportunities.”

Taking 200 listeners inner tubing on a river? Let the sales people know that it doesn’t have to be their client for them to be invited. It’s also extremely beneficial to have them spend as much time as possible with the listeners.

Brainstorming is the same way. Some of the best ideas I’ve ever heard when hosting creative meetings have come from the AEs. There’s always one or two who are smack dab in the middle of the demo and live the lifestyle...but no one has ever asked for their input. Nothing gives a person a greater sense of being a part of the whole than being listened to.

Account executives are in radio, but in a realm with which most of us are unfamiliar. Knowing, understanding, and working with your new AEs can help introduce them to “your world” and, in the end, make them tremendously more effective at what they were hired to do.

Next week: Neuterin rabid badgers organically and without anesthetic!!

PAIGE NIENABER, WHO SIDELINES AS A MOTIVATIONAL SPEAKER, LIVES IN A VAN DOWN BY THE RIVER AND IS VP/FUN ‘N GAMES FOR CLIFTON RADIO AND CPR. YOU CAN REACH HIM AT (651) 433-4554 OR EMAIL AT NWCPROMO@EARTHLINK.NET
Spotlight On Nashville’s Close Country Contest

In Music City there are 160 very desirable women. Who are these ladies, and why are they so sought after? Well, that’s how many women were returned in the Winter 2000 Arbitron survey from Nashville Metro ladies ages 35-44. How these women filled out their diaries had a lot to do with one of the most exciting three-way Country contests in the nation. WSIX, WSM/FM, and newcomer WKDF are all wooing these gals.

The station that does the best job will likely emerge on top of what promises to be a long and strenuous struggle for superiority in the nerve center of the country music industry.

GAVIN has delved into the recent Nashville Arbitrons to find out what’s happening.

NEW PLAYER: WKDF
Country radio, for many people and for many years in Nashville, was associated with the WSM stations. WSM was the magic carpet on which rode the Grand Ol’ Opry broadcasts. Later their FM became dominant. In the mid-’80s WSIX grew stronger and, until last fall, the two FM’s battled among themselves for Country ratings supremacy. However, now there’s a third FM in the mix, WKDF.

What impact would you expect a new entrant to have upon Country listeners who had two solid FM choices already? Well, two things happened. As you might expect, both WSIX and WSM/FM lost cume—about 25 percent each (as of the Winter 2000 results when compared to their high water Fall ’98 tally). However, a wave of new Country listeners also emerged, enlarging the pool of listeners in Music City by about one third. This phenomenon often happens—a new format competitor may actually enlarge the size of the pool of listeners to a format. Seems to have happened here.

The 12+ metro cume totals for each of the three garnered the same TSL: eight and one-half hours weekly per person on average. That’s why the future victories or growth will depend on marketing and promotion aimed at cume growth. All three stations are pleasing their 25-54s equally well, so whoever grabs more cume wins.

IT’E LADIES, STUPID
So how would each try to build cume (and TSL)? Focus on the women! Among all three stations the ladies 35-44 were either tops or #2 in cume and AQH contributions. These 160 female diary-keepers 35-44 were in demand. There are three attractive suitors for those gals. It should be fun to watch and see what efforts are made to win the loyalties (and diaries) of this tantalizing target demo.

FINAL WORDS OF ADVICE
Since I used to consult one of the veteran FMs in Nashville, it’s fun to watch these goings on. Here’s some free advice to each station:

WSIX: Focus on returning Gerry House’s strong morning drive numbers back to double-digit shares, and on stopping the overall cume slippage.

WSM/FM: Whatever you did to rebound so nicely in the Winter, keep it up!

WKDF: In order to grow your cume and shares, look at workplace opportunities—you saw some TSL slippage there, Fall ’99 to Winter 00.

Finally, isn’t it great that Country is such a solid a format that it can field three viable contenders in the Music City battle? Says a lot for the music, and the talented radio and record folks who love country music. Let’s stay tuned for more episodes of what promises to be a most entertaining race.
Get The Puck Outta Here!

The defending Stanley Cup champs Dallas Stars are taking on the upset New Jersey Devils in the Stanley Cup finals, going on as we speak. From the "seemed like a good idea at the time" dept, we thought, what the hell...in a completely unscientific (and quite possibly unnecessary) survey, we decided to match up the dominant Top 40 radio stations in each of the team's respective markets: for Dallas, it's KHKS; for New Jersey, WPST-Trenton. Remember kids, just like in radio, or any other contact sport, if you play hard, you wear a cup.
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matchbox twenty, as expected, invades the Top 10 this week, powered by 95+ spins at KXXK-San Antonio, and over 80 spins at both KHQO-Abilene and KZTP-Phoenix.

8 | CHRISTINA AGUILERA - I Turn To You (Jive) | 4112 | 4238 -106 113 |
9 | BACKSTREET BOYS - The One (Jive) | 3846 | 3633 +213 117 |
10 | AALIYAH - Try Again (Background/Virgin) | 3615 | 2988 +677 91 |
11 | VINNIE C - Graduation (Elektra/EG) | 3518 | 3617 -99 107 |
12 | JOE - I Wanna Know (Jive) | 3398 | 3054 +344 98 |
13 | EMERSON - The Real Slim Shady (Interscope) | 3375 | 2883 +492 97 |
14 | GOD GOD DOLLS - Broadway (Warner Bros.) | 3279 | 3201 +78 102 |
15 | SONGUE - It Feels So Good (Repub/Lib/Universal) | 3170 | 3485 -315 95 |
16 | NINE DAYS - Absolutely (The Story Of A Girl) (Epic/55 Music) | 3101 | 2603 +498 101 |

Immediately stimulates that "crank it up" instinct. Jumps 26-67 spins this week at WKFE-Chicago, up 30-55 spins at KXXK-Bakersfield, 14-44 spins at WKYS-Cincinnati.

19 | BB MAK - Back Here (Hollywood) | 2822 | 2661 +361 105 |
20 | MANDY MOORE - I Wanna Be With You (Epic55 Music) | 2578 | 2363 +215 102 |
21 | ALICE DEJAY - Better Off Alone (Republic/Universal) | 2552 | 2870 -318 87 |
22 | WESTLIFE - Swear It Again (Jive) | 2210 | 2110 +11 86 |
23 | SPLINTER - I Think God Can Explain (C2/CRG) | 1953 | 1818 +135 75 |
24 | RED HOT CHILI PEPPERS - Otherside (Warner Bros.) | 1609 | 2032 -343 68 |
25 | JESSICA SIMPSON - I Think I’m In Love With You (Columbia/CRG) | 1512 | 1019 +493 72 |
26 | TONI BRAXTON - He Wasn’t Man Enough For Me (LaFace/Arista) | 1335 | 1059 +276 50 |
27 | W. HOUSTON & E. IGLESIAS - Could I Have This Kiss... (Arista) | 1118 | 902 +216 69 |
28 | DMC - Party Up (IDMG) | 1050 | 861 +189 49 |
29 | EN VOUGE - Right Here (EastWest/EG) | 1046 | 1068 -22 53 |
30 | SISTER HAZEL - Change Your Mind (Universal) | 1011 | 746 +265 52 |
31 | DESTINY'S CHILD - Jumpin', Jumpin' (Columbia/CRG) | 892 | 661 +321 35 |
32 | STING - Desert Rose (A&M/Interscope) | 659 | 677 +281 59 |
33 | LARA FABIAN - I Will Love Again (Columbia/CRG) | 594 | 613 +181 44 |
34 | M2M - Miracle Mirror (Atlantic) | 635 | 596 +40 43 |
35 | BON JOVI - It's My Life (IDMG) | 630 | 529 +101 33 |
36 | MORT - Body Rock (Jive) | 588 | 594 -6 41 |
37 | JANET JACKSON - Doesn’t Really Matter (Def Soul/IDMG) | 564 | RWH 25 |
38 | BRIAN McKNIGHT - G.O. (Motown) | 556 | RNW 35 |
39 | JAY-Z - Big Pimpin’ (Roc-A-Fella/Priority) | 523 | RNW 26 |
40 | MARY MARY - Shackles (C2/CRG) | 466 | 501 -35 28 |
Gavin
Rhythm Crossover

Rhythm CROSSOVER

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One of the biggest no-brainers of the year, next leaps 40-73 spins at KJLZ-Albuquerque, 63-78 spins at KSEQ-Fresno, and 97-66 spins at WJFX-Florida.

Success Stories

"We like the new Janet Jackson...our biggest records are just the ones you’d expect: JT-2, DMX, Big Pun, Eminem, etc."

- Tracy Cloherty, PD, Hot 97-New York

"Pink is a full-blown power, tons of calls for the new Janet Jackson...her fans are coming out of the woodwork."

- Paul "Cubby" Bryant, MD, 2100-New York

Passion Pit

"The new Cult record, ‘Painted On My Heart’ is a smash...this will do for The Cult what ‘Don’t Wanna Miss A Thing’ did for Aerosmith."

- John Ivey, PD, WWKS-Boston

"Sting’s ‘Desert Rose,’ amazingly, is #2 phones behind Eminem. It’s also researching Top 10 with 25-30 year-olds...sales have also increased dramatically since we started playing it."

- Jay Michaels, PD, KRBE-Houston

"I believe there’s something to this Nina Gordon record...with most of our artists coming from a younger demo, it’s a nice change to hear an adult female artist."

- Rich Davis, PD, WZEE-Madison

MediaBase Update

WNOU (RadioNow) Indianapolis is added to the Mainstream Hit Panel WOST-Ft. Myers segues from G2 Top 40 to Mediabase Mainstream Hit Panel.
SEAN PAUL, BACKSTREET BOYS.
JON B. MONTELL JORDAN, Tonight
BIG TCAERS, SISQO, TRICK DADDY.
SHUT UP CUBAN LINK.
FLOWERS FOR THE DEAD.
BIG DA BRAT, EMILNEM.
THE REEL SLIM SHADY.
702, WHERE MY GIRLS AT.
SYNC.
BYE BYE BYE.
LA SOUL, -Z.
KIM.
TREAT.
I THOMAS, WANNA KNOW.
Wiley.
WANN soll n.
BIG PIMPIN'.
THONG SONG.
DOH ME.
I W wanna.
Willy.
WANT.
I Be Me.
IT'S I BE ME.
IT'S I BE ME.
IT'S I BE ME.
I TOLD.
Wanna Me.
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clear Channel

RD: John Henley, PD, WXXS-Boston

KQMB-NewYork
PD: Tracy Clnthery
APD/MC: Stan Taylor
(212) 226-7977

WKU-T NewYork
PD: Frankie Blue
MC: Genero
(212) 400-7977

KWPR-Los Angeles
VP/Prog: Jimmy Steel
APD: Denion Younig/MC: E. Min
(818) 776-0261

WBMM-FM-Chicago
PD: Todd Cavanaugh
MC: Eddie Bradley
(312) 944-6000

WKQJ-NewYork
PD: James Skovis
MC: Koshall Powell
(713) 633-2168

WERQ-Baltimore
PD: Don Summer
MC: Butuhman
(410) 333-2020

KMBX-Houston
PD: Robert Scorpio
MC: Koshall Powell
(713) 633-2168

KELM-San Francisco
PD: Joe Ariunaga
MC: Glenn Aure
(415) 333-109

KXHT-Memphis
PD: Chris Taylor
PD/MC: Caje
(901) 367-9324

www.americanradiohistory.com
gavin June 9, 2001 • 13
Putting a new stamp on hip-hop with creative styles and innovative production is the blazing hot rap crew outta Boston by the name of Compound. Hip-hop heads coast to coast are already familiar with this incredible team of lyrically gifted emcees backed by ill production, and now Compound's back on the scene with the incredible one-two lineup of spicy singles from crew members Iyadonna, Clinton Sparks, and Crispus Attucks.

For those unfamiliar with these kids, let me break it down right quick: Compound is a crew of seven including Clinton Sparks, Iyadonna, Crispus Attucks, Ibnotic, Bringittome, Mr. Wiggins, and Problmatic. The label and production company is collectively known as Compound Entertainment, and "The Compound" is the production studio where all the phat tracks are laid down and mastered. Guess to The Compound

include household hip-hop names like Common, Eminem, and Xzibit.

Last year Compound dropped the smash single "Whatever You Like" b/w "What You Think About That?" which proved to be a winner with college radio heads everywhere. The production featured on the lead single won audiences over immediately, while the rhyme assault from mem-

bers Clinton Sparks, Crispus Attucks, and Ibnotic offered a glimpse of hot shit to come on future projects.

The production team for Compound Entertainment draws from the creative powers of both Clinton Sparks and Crispus Attucks, who continuously come clean with an inventive style that is genuinely unique. To date, Compound has had three top five added singles on the college rap charts (thanks in part to hard working efforts of DJ Additlon), and is currently making

With a style that's surely winning over the masses, Clinton Sparks is making a name for himself from his off the hook mixtapes and CDs, to the mixed-sets he arranges for Superradio, to the broadcasts of Live@The Compound on the official Compound Entertainment site, to the ill remixes he provides the vocals of rap sensations like Jay-Z, Nas, and Mase.

Let me break from the action to ask a simple question: Have you heard the production skills of Clinton Sparks and Crispus Attucks? If you answered no to that question, here's what you need to do: Reach out to

Clinton at clinton@compoundentertainment.com and ask how you can get your hands on copies of his recent Mixed-CDs, as well as a copy of the new Compound sampler cassette. Both provide listening pleasure which will surely keep your fingers on the rewind feature of your favorite audio source. The sampler features hot new tracks from Compound members and hangin' production from Clinton and Attucks on blazers like "Real Hot!" and my personal favorite, "Motivate."

The Clinton Sparks Mixed-CDs always serve as a platform and showcase for the ridiculous behind-the-boards skills of Clinton. Numerous tracks there will have you saying, "Yo, is this remix available on the single?" Many of them are exclusive Clinton Sparks remixes which can only be found here. And don't take it lightly, I'm not talkin' bout your ol' run of the mill remixes where the DJ takes one a cappella, and mixes the heat from another hot single behind it. I'm talkin' about the raw and uncut remix version made exclusively for these artists. Clinton has already turned the heads of numerous big name artists in the industry and also caught the attention of major labels with his remix and production skills. Companies like Bad Boy Entertainment and Columbia Records have both expressed interests in his work.

Labels, don't sleep on these cats. Compound is makin' moves in a major way and shortly you'll be wishing you would have heeded the word on the street. In the meantime, the best way to get a feel for these pioneers is to hit up the official website at www.compoundentertainment.com. It features news, info, and of course, the dope broadcasts of Clinton's Live@The Compound which show cases not only the skills of this extraordinary DJ, but his production, reinventing songs from artists like Jay-Z, Memphis Bleek, and Eric Sermon.

Be sure to peep the website and get your hands on the sampler cassette 'cause it's guaranteed the knock-knock, and surely a prime example of why Compound will soon be impacting worldwide.

SONNY D: What's going on currently and in the near future for you guys?

CLINTON SPARKS: Massasa (Crispus Attucks, Bringittome, and Ibnotic) will be droppin' a new single this summer called "Motivate," and Iyadonna will be droppin' a new single this summer too. Right now though, we're finishing up both the albums simultaneously.

SONNY D: So what's up with the site?

CLINTON SPARKS: We get Live@The Compound, which is our online mixshow. You can hear Compound music and Compound news, and you can hear other artists I'm droppin' tracks for as well. Also, I just did the affiliation with akua.com, so they're gonna be promotin' the show too. It's like a hip-hop Howard Stern kinda thing, but definitely more mixin' than talkin'. Right now we're really tryin' to just get a huge buzz goin' on and create an interest. We're really hoping to get a label or production deal.

SONNY D: Production-wise, you guys have got your own feel. It's like being able to recognize a Primo track immediately. With you it's like, "Oh, that's a Clinton Sparks cut for sure."

CLINTON SPARKS: That's funny you say that. I've heard a lot of people say that too. But they're all from Boston. It's funny to hear someone from outside of Boston be able to say that they can recognize our music instantly.

College radio has both their singles in heavy rotation, and influential DJs in respected markets have been bumping the new singles as well. You've got Funkmaster Flex for Hot 97 in N.Y, Icey Ice for 92.3 The Beat in L.A, Roy Barbota for Jammin' 94.5 in Boston, DJ Buck for Hot 106 in Rhode Island, and Mark X for Power 102 in El Paso. The momentum is definitely building for Compound and we can be assured that more good music is on its way from this ill crew representing Boston. Peace.
THE HIGH YOU’VE BEEN LOOKING FOR

THE ULTIMATE HIGH

FEATURING NAS

PRODUCED BY SKI FOR ROC-A-BLOCK PRODUCTIONS

NATURE

THE HIGHLY-ANTICIPATED DEBUT SINGLE FROM HIS FORTHCOMING SOLO ALBUM "FOR ALL SEASONS"

OFFICIAL IMPACT DATE: JUNE 13
Gavin RAP/HIP-HOP

Continuing its steady ascent towards the top of the charts is Interscope Records' recent addition to the gold and platinum hip-hop lineup. Number One next week?

This cut from Nature made a tremendous splash on college radio with its debut on our rap charts. Destined to be a top five record, nature takes its course.

 ARTIST PROFILE: Beanie Sigel

Album: The Truth
Label: Roc-A-Fella
The latest buzz has to do with a new face on the scene, a new face, though, that harbors the wear and tear of having been in the game for years. Jay-Z protégé and Roc-A-Fella's latest rising star, Beanie Sigel, is putting Philly back on the map, offering a fresh approach to rap.

I don't rap, I talk shit, it just so happens that it rhymes," he explains. It all started in south Philly in grade school, when Sigel (Mac to his friends) started a rap group with fellow MC Tang Trotter. Trotter went on to gain recognition as Black Thought with the Roots, while Mac never thought of rap as a priority, and the street game took over his life. When he found himself in front of Too $hort and Jay-Z at a studio session in New York, though, he rhymed for seven minutes straight for them, using things he'd written over the years. Jay-Z recognized Mac's talent and asked him to be on his album Hard Knock Life Vol. 2. That album was the first taste of Beanie Sigel that hip-hop got. His song "A Thousand Bars" on a DJ Cue mixtape was what really ushered him into the scene. From there, Mac made his presence known in '99 on "Crew Love" with Memphis Bleek and the Roots.

ARTIST PROFILE

Gavin RAP

Gavin Station Reporting
Phone: (415) 495-1990, Ext. 606
Fax: (415) 495-2580

SPINCREASE

ILACOIN -84
THE DWELLAS -84
BAHAMADIA -79
COPYWRITE + 71
STRANGE SANITY -68
JURASSIC 5 +64
RASCALZ -50

Gavin RAP

CASH BROWN (46) - "Clubber Lang" (Major League)
CAM'RON (44) - "That's Me" (Epic)
RACK LO (43) - "Spit in Your Face" (Fat Beats)
SPONTANEOUS (41) - "SRV 1" (GoodVibe)
MISSIN' LINX (39) - "Family Tree Remix" (Stimulated/Loud)
MR. SUPREME (39) - "Run The Show" (Epic)

SPINCREASE

ILACOIN +84
THE DWELLAS +84
BAHAMADIA +79
COPYWRITE + 71
STRANGE SANITY +68
JURASSIC 5 +64
RASCALZ +50

CASH BROWN (Major League)
CAM'RON (Epic)
RACK LO (Fat Beats)
SPONTANEOUS (GoodVibe)
MISSIN' LINX (Stimulated/Loud)
MR. SUPREME (Concentration)

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Complacency is the Enemy

I had mixed feelings about leaving New York in 1992 and moving to Houston. My wife Carla and I were expecting our first child, and the idea of heading to unknown territory wasn’t sitting with me very well. But my time at KBXX/FM (The Box) turned out to be a great experience. Former GM Carl Hamilton and OM Robert Scorpio were very inspirational. Hamilton preached family values and introduced me to motivational methods and books. He taught me how to create a value system within the staff that increased loyalty and teamwork. Hamilton also encouraged me to write.

Scorpio was the best example I’ve known of a programmer absorbing his marketplace. His knowledge of Houston and its people, customs, musical tastes, and trends was uncanny. He worked hard and stayed in the streets. I never worked with a more in-touch contemporary programmer. We divided responsibilities and I like to think we were teachers to each other.

Scorpio’s motto was, “complacency is the enemy of creativity.” For his part he encouraged my storytelling. And I would use some of his suggestions at jock meetings where we shared the responsibility of dealing with the talent.

I asked Scorpio to participate in last week’s special issue on Black Music Month, but because of a scheduling conflict he couldn’t get his answers in until this week. They’re certainly worth reading.

Q: How does your station celebrate Black Music Month?

RS: We don’t do a lot for the actual. We focus on our Juneteenth promotion, giving away special shirts during the month.

In what direction do you see black music heading?

Black music has never been hotter. Our station has benefited over the last few years from the music becoming more mainstream. When I hear pop stations playing DMX, Jay Z, or Dre Dre it reinforces that this music will be heard for a long time. R&B has suffered a bit. But artists like R. Kelley, Joe, Carl Thomas, and Avant, will revitalize it.

Give your station a mid-year grade.

B. I’m a very hard grader. We’re a good station. Promotionally we can be a little more creative and make a bigger presence in the streets. We’ve had some good promotions in the first half of the year—lots of trips, cash, and concerts.

With half the year over, has your station reached its goals for 2000?

The sales goals of the station have been met. In the Winter book our ratings slipped to number two 12-plus, but we remain number one with our 18-34-core.

In the first six months of the year what has been the key element to your station’s success or failure?

Overcoming complacency is the biggest enemy of a radio station. You have to be more creative with your motivation techniques to keep jocks and promotion people excited about their work and the product.

Have you met your personal goals for this year?

My personal goals run parallel with the station’s goals. The morning show [Scorpio is the host] is still number two overall, so I guess you could say there room for improvement. I’ve improved the promotions department, which has become a really bright spot for us. I’m still behind in my sleep and household errands. I don’t have a social life, but everything is fine.

What grade would you give yourself?

B. I need to continue to push myself to be more creative and fight complacency.

What challenges lie ahead for radio?

I’m still not sure where this consolidation thing is headed. There are talented folks out there, but we need to devise different ways to train them. As managers we need to recognize their individual needs and work within that context.

If there was one thing you could change about radio, what would that be?

Politics. The games we have to play with the record industry need to stop.

EPIC SHOWCASES AMEL LAURRIEUX IN NYC

18  •  Gavin  June 9, 2000

GavinUrban

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GavinUrban

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HyperACTIVE

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<td>Incomplete (Def Soul/IDJMG)</td>
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HyperRECURRENTS

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<td>That's What I'm Looking For (So So Def/Columbia/CRG)</td>
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<td>MARY J. BLIGE</td>
<td>Give Me You (MCA)</td>
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<tr>
<td>MONTELL JORDAN</td>
<td>Once Upon A Time (Def Jam/Mercury)</td>
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<tr>
<td>MISSY ELLIOTT</td>
<td>Hot Boyz (The Gold Mind/East/West/EGG)</td>
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“Wifey” by Next is a perfect summer song that’s heating things up here in Boston and blowing up our phones.” —Cherry Martinez, MD, WBOT-Boston
One of your responsibilities as a broadcaster is serving your community. A prime example of this service is Becky’s House, a 10-unit transitional shelter for victims of domestic abuse that Tracy Johnson and her staff at Star 100.7 (KYMB/TM-San Diego) are constructing with help from their listeners and some wonderful guardian angels. I recently visited with Johnson and learned how one emotionally charged phone call on Jeff and Jer’s Stormcast last year blossomed into a labor of love for the Hot A/C station.

**Annette M. Lai: Where did the idea for Becky’s House come from?**

**Tracy Johnson:** It started in January ’99 when Jeff and Jer were doing a segment on the morning show with relationship expert Barbara DeAngelis and were taking calls about relationships and problems that people have. One call was from a woman named “Becky,” who had been in an abusive situation with her boyfriend for about four years. She had a small son, whom she was very concerned about. The boyfriend was away for about a week and she called in crying and describing her situation. Instead of just saying, “Here’s a number to get help,” Jeff and Jer kept her on the air and over the course of about an hour and a half, they got her to make a commitment that if we could help her start a new life and get out of her current situation before her boyfriend got back from his business trip, that she would do it. Within three days, Star listeners had contributed nearly $50,000 in cash. We found her a new place to live, a new job, a moving company to come pick up her stuff, and a new daycare center for her child and she started a new life within a week.

Over the several days that this took place, we found out how widespread a problem this is and that most of our listeners had either been in a situation like that, had a relative who’d been in a difficult situation, or knew someone who was. So we didn’t let the Becky story drop, but instead we started a concerted effort to help other victims of domestic abuse.

We came up with the idea to build Becky’s House, a transitional shelter for victims that we’re planning to open in November or December. The city has helped out. City Councilwoman Barbara Warden contributed over $1 million in federal funds from her district. Becky’s House has been the focus of everything we’ve done from a charity standpoint on Star now for about a year and a half.

**What’s the status report?**

Becky’s House is under construction, purchasing the land was a very time consuming process, but it’s currently being built in a nice area of San Diego. It’s a ten-unit complex that will be a transitional shelter, not an emergency shelter. One of the things we learned in doing our research is that there are plenty of shelters for people in emergency situations, but they can only stay there for about 30 days and then they get kicked out. Most victims of domestic abuse end up going back into the same or worse situation because they have nowhere else to go. What’s really needed is a transitional shelter to help them put their lives back together and start over. Becky’s House will be for those who have come out of the emergency situation and need a place to get their life back together again.

The units will be very similar to townhouses with their own private bathrooms and kitchens. If you were to walk past it, it would look like any other townhouse or condominium building—you wouldn’t know it was a shelter.

**Who determines who gets to stay there?**

We’ve turned the whole project over to the YWCA for operation since we’re not experts in that area. They do a lot of work with domestic abuse victims and run some other shelters in San Diego County. We also learned that many times women go back into an abusive situation because there’s nothing for their children or believe it or not—their pets. A lot of women stay in abusive situations because the husband or boyfriend has threatened to kill their pet if they leave, and none of the shelters allow pets. Becky’s House will allow pets, so they’ll be able to take their dogs or cats with them. We’re also building a mini-park around it that will be shared with the entire community.

**What’s been the biggest challenge to this whole project?**

Probably finding the land to build it on—we didn’t really do that, but we helped coordinate it. Barbara Warden and her City Council office fronted the effort and cut through all the red tape and got the permits and everything to make that happen for us. They spent at least six to eight months just finding a place to build it, so we really appreciate their help.

**Next week: More with Johnson about Becky’s House and how Star 100.7’s image has benefitted from it. To find out more about Becky’s House, visit Star 100.7’s website at www.histar.com.**

**Mediabase Updates:**

Effective immediately, these changes impact Gavin/Mediabase’s Hot A/C chart:

- KBBT-Portland changes format to KWMX and is dropped from the panel.
- KCDA-Spokane moves from G2 Hot A/C status to Mediabase-monitored status.

**Impact Dates**

(subject to change)

**JUNE 12 & 13**

- The Quilt “Painted on My Heart” (IDUNQ), Hot/Modern
- Will Downing “When You Need Me” (Jotown/Universal), Hot
- Joe “I Wanna Know” (Jive), Mainstream
- The Drowners “Is There Something on Your Mind?” (Wind-up), Modern
- Mytown “Lifetime Affair” (Cherry/Universal), Hot
- Carly Simon “So Many Stars” (Arista), Mainstream
- Settie “I Know a Girl” (ARQ), Hot

**JUNE 19 & 20**

- Bottle Fly “Luminary” (Universal), Modern
- Janet Jackson “Don’t Really Matter” (from the Nutty Professor 2 soundtrack) (Def Soul/IDUNQ), Hot/Modern
- Tara MacLean “Divided” (Capitol), Hot/Modern
- Ray Paul with Emitt Rhodes “Some Sing, Some Dance” (Permanent Press), Mainstream
- Jon Secada “Stop!” (Epic/550 Music), Hot & Mainstream
- Sonique “Sky” (Republic/Universal), Hot

**Regurgitator “Happiness” (Arista), Hot**

**Trans-Siberian Orchestra “Requiem” (The Fifth) (Atlantic), Mainstream**

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**Star 100.7-San Diego’s Labor of Love: Becky’s House, Part 1**

**BY AC/HOT AC EDITOR ANNETTE M. LAI annette@gavin.com**

**Artist’s renderings of Becky’s House**
**A/C CHARTBOUND**

<table>
<thead>
<tr>
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<td>Maria Maria (Arista)</td>
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<td>BB MAK</td>
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<td>TIM JAMES</td>
<td>I'll Be Your Secret (C2/CRG)</td>
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<td>JESSICA SIMPSON</td>
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<td>BRITNEY SPEARS</td>
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<td>MANDY MOORE</td>
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<td>BEN HARPER</td>
<td>Steal My Kisses (Virgin)</td>
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<td>THIRD EYE BLIND</td>
<td>Never Let You Go (Elektra/Epic)</td>
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<td>98°</td>
<td>The Hardest Thing (Universal)</td>
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<td>*NSYNC feat. GOD MUST HAVE SPENT A LITTLE (RCA)</td>
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<td>CHER</td>
<td>Believe (Warner Bros.)</td>
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<td>*NSYNC feat. GLORIA ESTEFAN</td>
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<td>PHIL COLLINS</td>
<td>True Colors (Atlantic)</td>
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<td>Kiss Me (Sire/Columbia)</td>
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<tr>
<td>FAITH HILL</td>
<td>This Kiss (Warner Bros.)</td>
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<tr>
<td>MARC ANTHONY</td>
<td>I Need To Know (Columbia/CRG)</td>
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**G2 Most Added**

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<td>&quot;Now I Know&quot; (Vellum Entertainment)</td>
<td>90</td>
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<td>BACK STREET BOYS</td>
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<td>WHITNEY HOUSTON &amp; ENRIQUE IGLESIAS</td>
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<td>MARY CLAY</td>
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<td><strong>BETH NIELSEN CHAPMAN</strong></td>
<td>&quot;Shake My Soul&quot; (RCA)</td>
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<td><strong>BRITNEY SPEARS</strong></td>
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<td>FAITH HILL</td>
<td>&quot;Breathe&quot; (Warner Bros.)</td>
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<tr>
<td>DON HENLEY</td>
<td>&quot;Taking You Home&quot; (Warner Bros.)</td>
<td>+95</td>
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<tr>
<td>CELINE DION</td>
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<td>CELINE DION</td>
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**HyperACTIVE**

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<td>SAVAGE GARDEN</td>
<td>Crash And Burn (Columbia/CRG)</td>
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<td>MARC ANTHONY</td>
<td>You Sang To Me (Columbia/CRG)</td>
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<td>CHRISTINA AGUILERA</td>
<td>I Turn To You (RCA)</td>
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<td>LeANN Rimes</td>
<td>I Need You (Capitol/Curb/Sparrow)</td>
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<td>&quot;I Could Have...&quot; (Arista)</td>
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<td>MARK SCHULTZ</td>
<td>He's My Son (Myth/Epic)</td>
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<td>LARA FABIAN</td>
<td>I Will Love Again (Columbia/CRG)</td>
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<td>LONESTAR</td>
<td>Amazed (BNA)</td>
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<td>PHIL COLLINS</td>
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<td>EDWIN MCCAIN</td>
<td>I Could Not Ask For More (Lava/Atlantic)</td>
<td>633</td>
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**www.americanradiohistory.com**
"NOW I KNOW"

The debut release from new artist Suzy

featuring Donny Osmond

"The Suzy K song "Now I Know" is a "goose bump" song. The harmonies with Donny Osmond and the instrumentation from Dave Koz are heaven! A great A/C song!"

- Joe Hann - WRCH/Hartford

"Wow, what a dynamic performance from a fresh and exciting new talent! This tune packs a powerful punch...melodically and lyrically! What a package!"

- Steve Kelly - KGBY/Sacramento

from the full length CD "As I Am"

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#1 Most Added at Gavin G2
WLTE WGBY KUDL WLTQ
KQXT WWLI WTP1 WRCH
and many, many more

Executive Producer: Tom Callahan

Contact: Claire Parr at The Navigator Company - (203)226-9959 or navigatorcompany@aol.com

Produced by Skip Drinkwater

Manufactured and Distributed by WAR
### GavinHotAC

**SPINS**

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<td>MACY GRAY - Try (Epic) 2804 2715 +99 84</td>
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<td>matchbox twenty - bent (Lava/Atlantic) 2659 2374 +285 80</td>
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<td>FAITH HILL - Breathe (Warner Bros.) 2573 2496 +77 73</td>
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<td>THIRD EYE BLIND - Never Let You Go (ELEKTRA/EEG) 2507 2279 +228 76</td>
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<td>SANTANA feat. ROB THOMAS - Smooth (Arista) 2272 1997 +275 87</td>
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<td>STING - Desert Rose (A&amp;M/Wintercape) 2097 1724 +373 76</td>
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**STING continues to wow radio with his latest hit. He tops this week's HyperActive chart and is up 373 spins. Adds include: KMKX-Phoenix, WMTX-Tampa, and WQAL-Cleveland.**

### HyperACTIVE

**SPINS**

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<td>NINE DAYS - Absolutely (The Story Of A Girl (Epic/550 Music) 1701 +353</td>
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<td>VERTICAL HORIZON - Everything You Want (A&amp;M) 3447 +353</td>
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<td>SISTER HAZEL - Change Your Mind (Universal) 893 +350</td>
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<td>CREED - Higher (Wind-Up) 2064 +287</td>
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<td>matchbox twenty - bent (Lava/Atlantic) 2659 +285</td>
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### GavinHotAC CHARTBOUND

**SPINS**

| ANGIE APARO - Spaceflight (Valencia/Arista) 214 |
| NEVE - It's Over Now (Portrait/2/Columbia) 210 |
| MICHELLE TUMES - Do Ya? (Sparrer) 195 |
| VITAMIN C - Graduation (Elektra/EEG) 190 |
| CHANTAL KREVIAZUK - Before You (C2/CRG) 177 |
| BACKSTREET BOYS - The One (Jive) 171 |
| CELINE DION - I Want You To Need Me (Epic/550 Music) 163 |
| THISWAY - Nice (Reprise) 156 |
| DEATHRAY - Now That I Am Blind (Capricorn) 155 |
| SONIQUE - I Feel So Good (Republic/Universal) 152 |
| WHITNEY HOUSTON & ENRIQUE IGLESIAS - Can I Have... (Arista) 117 |
| MATTHEW SWEET - Trade Places (Vulcano Recordings) 116 |
| *NSYNC - It's Gonna Be Me (Jive) 108 |
| EVCLEAR - Wonderful (Capitol) 106 |
| BILLIE MYERS - Am I Here Yet? (Rtn to Sender) (Universal) 106 |

### GavinHotAC RECURRENTS

**SPINS**

| GOGO GOS DOLLS - Black Balloon (Warner Bros.) 1203 |
| MERCY ANTHOLOGY - I Need To Know (Columbia/CRG) 1180 |
| CREED - Higher (Wind-Up) 1168 |
| SUGAR RAY - Someday (Lava/Atlantic) 1130 |
| TAL BACHMAN - She's So High (Columbia/CRG) 1119 |
| SMASH MOUTH - All Star (Interscope) 945 |
| CELINE DION - That's The Way It Is (Epic/550 Music) 920 |
| GOGO GOS DOLLS - Slice (Warner Bros.) 888 |
| FASTBALL - Out Of My Head (Hollywood) 882 |
| SIXPENCE NONE THE RICHER - Kiss Me (Scout/Columbia) 828 |
| BACKSTREET BOYS - Show Me The Meaning Of Being Lonely (Jive) 803 |

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### GavinHotAC

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<td>matchbox twenty - lifest (Loud/Anti/Atlantic)</td>
<td>1780</td>
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<td>SAVAGE GARDEN - Crash and Burn (Columbia/CBS)</td>
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<td>NADY (I Try) (Epic)</td>
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<td>SANTANA - Yana Maria (Arista)</td>
<td>1201</td>
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<td>STING - Desert Rose (A&amp;M/Interscope)</td>
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<td>CHRISTINA AGUILERA - I Turn To You (Epic)</td>
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<td>RED HOT CHILI PEPPERS - Otherside (Warner Bros.)</td>
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<td>NINE DAYS - Absolutely (Story Of A Girl) (Epic/550 Music)</td>
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<td>CREED - Higher (Mind Up)</td>
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<td>BEN HARPER - Steal My Kisses (Virgin)</td>
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<td>MARC ANTHONY - You Sang To Me (Columbia/CBS)</td>
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<td>NSYNC - Bye Bye Bye (Jive)</td>
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<td>BRITNEY SPEARS - Oops!...I Did It Again (Epic)</td>
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<td>SMASH MOUTH - Then The Morning Comes (Interscope)</td>
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<td>DON HENLEY - Taking You Home (Warner Bros.)</td>
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<td>LONESOME - Amazed (BV/Live)</td>
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<td>SPLIT EnD - Think I Can Explain (C2/Interscope)</td>
<td>790</td>
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<td>BB MAn - Back Here (Hollywood)</td>
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<td>ENRIQUE IGLESIAS - Be With You (Interscope)</td>
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<td>TRACY CHAPMAN - Telling Stories (Elektra/Epic)</td>
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<td>D</td>
<td>25</td>
<td>SISTER HAZEL - Change Your Mind (Universal)</td>
<td>685</td>
<td>n/a</td>
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**Off to a great start with their sophomore effort, Sister Hazel nabs high debut honors of the week. Added at WQLJ, WLS, KACW, and more.**

### G2HotAC CHARTBOUND

- **NO DOUBT** - Simple Kind Of Life (Interscope) | 20 | 9 | 366 | +130
- **NSYNC - It's Gonna Be Me (Jive)** | 16 | 6 | 363 | +201
- **TRINKE** - Boom (RCA) | 19 | 2 | 339 | +55
- **LeAnn Rimes** - I Need You (Capitol/Curb/Sparrow) | 16 | 1 | 333 | +33
- **BON JOVI** - It's My Life (IDJMG) | 12 | 1 | 229 | +21

### G2MostADDED

- **SISTER HAZEL** - Change Your Mind (Universal) | 9
- **NO DOUBT** - Simple Kind Of Life (Interscope) | 9
- **BACKSTREET BOYS** - The One (Jive) | 6
- **NSYNC - It's Gonna Be Me (Jive)** | 6
- **NINE DAYS - Absolutely (The Story Of A Girl) (Epic/550 Music)** | 5

### G2SpinCREASE

- **STING - Desert Rose (A&M/Interscope)** | +253
- **SISTER HAZEL** - Change Your Mind (Universal) | +229
- **DON HENLEY** - Taking You Home (Warner Bros.) | +212
- **NSYNC - It's Gonna Be Me (Jive)** | +201
- **NINE DAYS - Absolutely (The Story Of A Girl) (Epic/550 Music)** | +161

---

**Dan Fogelberg**

*LIVE - Something Old, Something New, Something Borrowed... and some Blues*

Produced by Dan Fogelberg
© 2000 Morning Sky Productions
Manufactured & distributed by Chicago Records, Inc.
Gavin Alternative

**Alternative Chart**

<table>
<thead>
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<th>Position</th>
<th>Artist</th>
<th>Song</th>
<th>SPINS</th>
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<tbody>
<tr>
<td>1</td>
<td>3DOORS DOWN</td>
<td>Kryptonite (Republic/Universal)</td>
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<tr>
<td>2</td>
<td>CREED</td>
<td>With Arms Wide Open (Wind-Up)</td>
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<td>3</td>
<td>STONE TEMPLE PILOTS</td>
<td>Souled Out (Atlantic)</td>
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<td>4</td>
<td>BLINK 182</td>
<td>Adam's Song (Carnage/MCA)</td>
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<td>EVERCLEAR</td>
<td>Wonderful (Capitol)</td>
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<td>6</td>
<td>A PERFECT CIRCLE</td>
<td>Judith (Virgin)</td>
<td>1351</td>
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<td>7</td>
<td>NO JUICES</td>
<td>Pardon Me (Immortal/Epic)</td>
<td>1322</td>
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<td>8</td>
<td>PAPA ROACH</td>
<td>Last Resort (DreamWorks)</td>
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**HyperACTIVE**

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<th>Artist</th>
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<td>LIT</td>
<td>- Over My Head (Capitol)</td>
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<td>PAPA ROACH</td>
<td>- Last Resort (DreamWorks)</td>
<td>1155</td>
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<td>ERINNEM</td>
<td>- The Real Slim Shady (Interscope)</td>
<td>649</td>
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<td>A PERFECT CIRCLE</td>
<td>- Judith (Virgin)</td>
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<tr>
<td>LIMP BIZKIT</td>
<td>- Theme From Mission Impossible 2 (Hollywood)</td>
<td>1080</td>
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<td>NO DOUBT</td>
<td>- Simple Kind Of Life (Interscope)</td>
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<td>FENIX TX</td>
<td>- All My Fault (MCA)</td>
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**Alternative Chart**

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<td>SMASHING PUMPKINS</td>
<td>- I Of The Mournino (Virgin)</td>
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<td>MXPX</td>
<td>- Responsibility (Interscope)</td>
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<td>BOWLING FOR SOUP</td>
<td>- The Bitch Song (Alive/Silverstone)</td>
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<td>SISTER HAZEL</td>
<td>- Change Your Mind (Universal)</td>
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<td>BEN HARPER</td>
<td>- Steal My Kisses (Virgin)</td>
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<td>ROCK KID</td>
<td>- Wasting Time (Lava/Atlantic)</td>
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<td>P.O.D.</td>
<td>- Rock The Party Off! (The Hook) (Atlantic)</td>
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<td>INCUBUS</td>
<td>- Stellar (Immortal/Epic)</td>
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<td>PEARL JAM</td>
<td>- Light Years (Epic)</td>
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<td>ON</td>
<td>- Silent Shot (Epic)</td>
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**Alternative Recurrents**

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<td>BUSH</td>
<td>- The Chemicals Between Us (Trauma)</td>
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<td>LIMP BIZKIT</td>
<td>- Rearranged (Interscope)</td>
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<td>BLINK 182</td>
<td>- All The Small Things (Carnage/MCA)</td>
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<td>LIT</td>
<td>- My Own Worst Enemy (RCA)</td>
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<td>FOO FIGHTERS</td>
<td>- Learn To Fly (RCA)</td>
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<td>BLINK 182</td>
<td>- What's My Age Again (Carnage/MCA)</td>
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<tr>
<td>RED HOT CHILI PEPPERS</td>
<td>- Scar Tissue (Warner Bros.)</td>
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<td>FILTER</td>
<td>- Take A Picture (Reprise)</td>
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<td>BLOODHOUND GANG</td>
<td>- The Bad Touch (Republic/Geffen/Interscope)</td>
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<td>STAND</td>
<td>- Maddie (Elektra/EEG)</td>
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<td>LO-FIDELITY ALLSTARS</td>
<td>- Battle Flag/Flying Head (Skrillex)</td>
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<td>FUEL</td>
<td>- Shimmer (Columbia/EMI)</td>
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<td>STROKES</td>
<td>- Little Black Backpack (Universal)</td>
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<td>LIVE</td>
<td>- Dolphin's Cry (Radio/ve/EMI)</td>
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<td>RAGE AGAINST THE MACHINE</td>
<td>- Guerrilla Radio (Epic)</td>
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<td>CREED</td>
<td>- Take It! (Wind-Up)</td>
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<td>COLLECTIVE SOUL</td>
<td>- Heavy (Atlantic)</td>
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<td>NO DOUBT</td>
<td>- Ex-Girlfriend (Interscope)</td>
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<tr>
<td>KORN</td>
<td>- Falling Away From Me (Immortal/Epic)</td>
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ALL NON-MEDIABASE CHARTS ARE COMPILED BY GAVIN. THE G2 DESIGNATION REFERS TO "GAVIN SECONDARY CHARTS," COMPILED FROM PROJECTED PLAYLIST DATA SUBMITTED BY SELECT NON-MONITORED STATIONS.

ONLINE TRACKING SERVICES NOW ARE AVAILABLE UNTIL 12 NOON WESTERN PACIFIC DAYLIGHT TIME.
"On is huge. People have been asking about 'Soluble Words' since we put it on the air months ago, and now 'Slingshot' has been getting an enormous response." —Chris Mckey, 91X-San Diego
Riding Their White Pony up the chart, the Deftones climb three spots with plus 95 spins.

**ActiveRock CHARTBOUND**

**SPINS**

- QUEENS OF THE STONE AGE - The Lost (Interscope) 394 +143
- PAPA ROACH - Last Resort (DreamWorks) 763 115
- GODSMACK - Bad Religion (Republic/Universal) 491 112
- 3 DOORS DOWN - Loser (Republic/Universal) 354 96
- DEFTONES - Change (Maverick) 727 95
- EVERCLEAR - Wonderful (Capitol) 329 77
- DISTURBED - Stupify (Interscope) 487 76
- UP - Goddess (Epic) 816 74
- LIMP BIZKIT - Theme From Mission Impossible2 (Hollywood) 521 67
- KORN - Make Me Bad (Immortal) 988 65
- 3 DOORS DOWN - Kryptonite (Republic/Universal) 1520 61
- BUSCH - Warm Machine (Trauma) 630 59
- RED HOT CHILI PEPPERS - Californication (Warner Bros.) 121 56
- P.O.D. - Rock The Party (Elektra) (Atlantic) 134 53
- MOTLEY CRUE - Hell On High Heels (Beyond Real) 140 52
- IRON MAIDEN - The Wicker Man (Columbia/ITLP) 328 49
- Apartment 26 - Basic Breakdown (Hollywood) 334 48
- CREED - With Arms Wide Open (Wind-Up) 1407 45
- Union Underground - Turn Me On Mr. Desidman (Columbia) 86 45
- EYE 6 - Promise (RCA) 59 42
- FOO FIGHTERS - Breakout (RCA) 592 40
- LIT - Over My Head (Capitol) 60 38
- KITTE - Charlotte (Artemis) 44 34

**TREND**

- QUEENS OF THE STONE AGE - The Lost (Interscope) 294 143
- PAPA ROACH - Last Resort (DreamWorks) 763 115
- GODSMACK - Bad Religion (Republic/Universal) 491 112
- 3 DOORS DOWN - Loser (Republic/Universal) 354 96
- DEFTONES - Change (Maverick) 727 95
- EVERCLEAR - Wonderful (Capitol) 329 77
- DISTURBED - Stupify (Interscope) 487 76
- UP - Goddess (Epic) 816 74
- LIMP BIZKIT - Theme From Mission Impossible2 (Hollywood) 521 67
- KORN - Make Me Bad (Immortal) 988 65
- 3 DOORS DOWN - Kryptonite (Republic/Universal) 1520 61
- BUSCH - Warm Machine (Trauma) 630 59
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- IRON MAIDEN - The Wicker Man (Columbia/ITLP) 328 49
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- Union Underground - Turn Me On Mr. Desidman (Columbia) 86 45
- EYE 6 - Promise (RCA) 59 42
- FOO FIGHTERS - Breakout (RCA) 592 40
- LIT - Over My Head (Capitol) 60 38
- KITTE - Charlotte (Artemis) 44 34

**ActiveRock RECURRENTS**

**SPINS**

- GODSMACK - Keep Away (Republic/Universal) 495
- CREED - What If (Wind-Up) 468
- GODSMACK - Whatever (Republic/Universal) 402
- STAIN - Murderful (Elektra/EGG) 398
- BUSH - The Chemicals Between Us (Trauma) 296
- ROB ZOMBIE - Dragula (Epic/Interscope) 297
- LIMP BIZKIT - Stupify (Interscope) 277
- RAGE AGAINST THE MACHINE - Guerilla Radio (Epic) 265
- RED HOT CHILI PEPPERS - Scar Tissue (Warner Bros.) 257
- SEVENDUST - Waffle (TVT) 255
- KORN - Falling Away From Me (Immortal) (Interscope) 242
- FOO FIGHTERS - Learn To Fly (RCA) 240
- KORN - Freak On A Leash (Immortal) (Interscope) 226
- BUCKCHERRY - Lit Up (DreamWorks) 224
- Lenny Kravitz - Fly Away (Virgin) 223
- COLLECTIVE SOUL - Heaven (Atlantic) 219
- KID ROCK - Only God Knows Why (Southwest) 216
- KID ROCK - Beautiful (Southwest) 215
- ROB ZOMBIE - Living Dead Girl (Epic/Interscope) 208
- EVERLAST - What It's Like (Tommy Boy) 183

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

Gavin Active Rock
24-7 jobs — the ultimate talent resource

Some there are a lot of opportunities out there, but you either have to rely on the notorious grapevine to hear about them or play a game of phone tag with a not-so-available PD. And for managers seeking out fresh talent, the experience can be just as frustrating and time-consuming. Now at last, there is a new online service that matches job seekers and hiring managers to create a career center for radio—24-7jobs at www.gavin.com. For job seekers, 24-7jobs is the source for finding your dream job. We get word of job openings and opportunities before any industry resource because we get it right from the source—the PDs, GMs, and group heads across the country. And if you’re at the other end of the hiring connection—looking for the right talent to complete your team—you can hear airchecks and look over résumés with just a click. Take a minute to read over the answers to your questions here. It’s all at 24-7jobs. But don’t take our word for it...just go to www.gavin.com and look for the 24-7jobs logo.

What is 24-7jobs?
24-7jobs is a new part of the Gavin Website (www.gavin.com) dedicated to the radio hiring process. It’s a site designed to make the job hunt and the talent hunt easier.

Why 24-7jobs?
Each week at Gavin we talk to hundreds of radio stations. We hear constantly about talent switches, people moving cross-town, cross-country, etc. With our network of stations and the convenience the Internet brings to all of us, we see this as a natural progression for the radio industry and Gavin magazine.

What does this site offer station managers?
We’ve got talent, and they are online for your convenience. PDs can point and click to listen to hundreds of tapes or narrow down the field based on their specific needs. 24-7jobs is proud to have this current library of radio talent online, all the time. Stations can also post their jobs online at no charge. Any on-air or programming-related jobs are listed for a three-week run. We get the word out to the Gavin faithful 24-7.

What does this site offer talent?
Where do we begin?? You can place your tape and résumé online at no charge. We create a résumé page devoted to you, and it includes your résumé, aircheck, and photo (if you dare). For the cost of one mailing, your tape is available to stations all over the map, all the time! You can also check out our job listings. At Gavin, we’re talking to station decision makers every day and we know where the hot jobs are. Now you can find radio’s hot jobs at one place, 24-7jobs.

Do I have to submit my picture onto my online page?
You don’t have to use a picture, but think of how proud your mother would be.

So if I get a job through Gavin, do I have to pay you?
Absolutely not. If you reply to a job listing and you get it, congratulations! If you’re listed in our talent library, your contact information is available on your page so stations can get in touch with you directly. And if we don’t hear from you, your page is automatically removed.

Is there anyone I can actually talk to about 24-7jobs?
We have several people here who can give you more information. As a matter of fact, we have a toll-free number devoted to 24-7jobs: (800) 838-1700. All other Gavin-related calls can still go to (415) 495-1990.

So many radio job sites have old jobs on them. Are your jobs current?
24-7jobs gets the job listings right from the source: the PDs. We list the jobs as we get them and they stay on the site for three weeks. Period. Leaving jobs online may make a site look important, but it’s a big waste of time for the talent and the stations.

Where do I find you guys?
Look for the 24-7jobs link on our website (www.gavin.com). From there you can check out the job listings, post a job, submit your résumé or check out talent.

How do I submit my tape?
Send a recent aircheck (on a standard audio cassette or CD) and résumé to: 24-7jobs, P.O. Box 51909, Pacific Grove, CA 93950.

How do I submit jobs?
In a variety of ways: Tell your Gavin format editor about it. You can also visit the site and submit them online, email them to us (info@gavin.com) or fax them to our offices at (831) 648-5204. If you’re the social type, give us a call! We’ll take them over the phone, (800) 838-1700.

How can I view all of the super cool talent you have online?
Just call the 24-7jobs office using our super cool toll-free number: (800) 838-1700

What if I see my current job listed on your service?
Better send us a tape.

How long will my tape and résumé stay active?
Your talent page will be active as long as you want. When you get a job, just let us know and we’ll deactivate your page. Each month, we check in with each member of the talent library, and if we don’t hear from you, your page is automatically removed.

Can I submit all of my talent material online?
At this time, no. To maintain the format of each talent page, we need your material sent to our offices at: 24-7jobs, P.O. Box 51909, Pacific Grove, CA 93950. Thanks!

www.gavin.com
ARTIST PROFILE Danni Leigh

Any thoughts about your new home at Monument Records? I'm a perfect match for Sony Monument. They, as well as I, are passionate people with positive attitudes about the future of country music. What songs are you listening to right now? "Twist & Shout," English Beat, "Ex-Girlfriend," No Doubt, "Listen," Dwight Yoakam, and "Poncho & Lefty," Merle & Willie. Where do your songwriting inspirations come from? Life; as it happens to twist around me—memories, love (both good & bad), as well as all the other life experiences that I have been through. Do you have any pre-performance rituals? A shot of whiskey and a prayer (alone). Half an hour before every show, my band (The Dem R All Kowboys) and I get together and put on "It Just Don't Get Any Better Than This" and proceed to get completely energized for the show! What are your musical influences? I listened to all kinds of music and every bit of it became part of my music—country, rock, blues, bluegrass, ska, jazz, folk, classical, and rockabilly. Artists who have influenced me include Buck Owens, Merle Haggard, Dwight Yoakam, Kitty Wells, Patsy Cline, Lefty Frizzell, Marty Robbins, Joe Ely, Ray Charles, and Jim Lauderdale.

What are your hobbies/pastimes other than music? Motorcycles, rollerblading, running, Tai Bo, hiking, volley ball, old cars (classics), adrenaline, adrenaline, adrenaline! What's different both musically and emotionally on the new project? With this project, I've stayed musically true to me, but I grew (as music should) in all the right places. The overall feel is exciting and raw; it's rough around all the edges—almost as if you were there! My producers Richard Bennett and Emory Gordy, Jr. are two of the most creative, musically intelligent, wonderful people I have ever met. The whole experience was phenomenal.

Hometown Heroes! The entire airstaff of Lexington's WVLK presented Columbia's Montgomery Gentry with a token of congratulations from WVLK listeners during a recent party celebrating the hometown duo's ACM award for New Vocal Duo of the Year. (L-R): Eddie Montgomery, WVLK's Karl Shannon & Missy Ward, Troy Gentry, WVLK's John Swan, Bill Clary & Andrea Sayre.

Leadership Music 2000! Along with 40+ classmates (which included WQKY's Eric Logan and KILT's Debbie Brazier) Sony's Dale Libby and GAVIN's Jamie Matteson survive, thrive, and graduate in the 2000 class of Leadership Music. The organization promotes leadership networking and better understanding of various aspects of the music industry.

Good Things Come In 3s! WB's Chad Brock (seated) along with the mighty Warner/Reprise promotion & marketing team stopped by the GAVIN Nashville office to celebrate Chad's "YES!" three-week run at #1!!

Rascal Flatts
Lyric Street Records
Rascal Flatts weaves quite a tale of harmonies with their debut album. With songs like "Prayin' For Daylight," "One Good Love," and "From Time To Time" there is plenty of quality material that radio will find friendly to their airwaves. My personal favorite would have to be "One Good Love." "From Time To Time" would have to be my choice for the next single. It's incredible! I must say that there's more to these Rascals than just smooth harmonies. Songs like "'Im Movin' On" add some writing depth that you do not find with most freshman projects. Rascal Flatts' debut CD is more than just radio fodder; it is good country music.

GAVIN EXCLUSIVE
The Songwriter Says...

Robin Lee Bruce & Roxie Dean
Co-writers of "Lonely" (Tracy Lawrence)

Robin Lee Bruce: "At least six months before we wrote this song, Roxie and I had gotten together to write and, like most songwriters, we have to sit and whine for a while about not getting cuts—who is and who isn't—and why we're so ticked off about it. Roxie had just come from a meeting where she had been told, 'We like you Roxie, you're so different,' but they hadn't taken any of her songs. She was saying, 'What's so great about being different,' and I said, 'But, Roxie, you're wonderful and your lyrics are so cool and different.' She blurted out, 'I'm like a red brick in the middle of a white wall!' At this point I'm being the good friend and a shoulder for her, but I'm really wanting to get out my pen and write the line down. I didn't want to be insincere, so I held onto it and wrote it down later. Months later, we weren't even going to write, we had just gotten together for lunch at Rotier's—cheeseburgers and chocolate malts—and I said, 'Months ago you said something and I don't know what it's about, but I thought it would be a great line in a song.' So that's where the original idea came from, the brilliant mind of Roxie Dean."

Roxie Dean: "The funny thing is that Robin has a way of remembering everything everyone says, but she's the kind of person that if you say something, she has that look that makes you keep talking and when you've hit it with her, you know you've hit it. It was truly one of those situations where we wrote the song in an hour and a half. That day, it really just flowed; we don't know how or why. Then, you get kind of scared, like maybe it's not right because it came together so quick-ly, so we played it for a friend of ours—not even our publishers—and he loved it. Clay Davidson sang the demo and he really sold it. It's probably the last demo he'll ever be doing for us. Of course Robin had the part about the 'hopeful sinner,' but I won't even tell the story about that!!

Robin Lee Bruce's songwriting credits include Lila McCann's "With You" and Roxie Dean's credits include "Why They Call It Falling" from Lee Ann Womack's I Hope You Dance album.
Chad conquers the Gavin Country chart while enjoying a 3rd week atop the G2 Country chart!

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**Country Chart Bound**

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**Country Recurrents**

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**2020 Top 20 Hits in the Top 20 Markets**

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**Spin Grease**

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**Top 40 Spins**

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**Annual Sales**

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**2020 Chart**

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ALL 24/7 CHART RESEARCH IS CONDUCTED AND SUPPLIED BY MEDIABASE RESEARCH, A DIVISION OF PREMIERE RADIO NETWORKS, INC.
Eric Heatherly
“Flowers On The Wall”...

AIRPLAY...

BDS Ranks:
#1 KPLX Dallas
#1 WHSL Greensboro
#2 KILT Houston
#2 KSCS Dallas
#2 KWJJ Portland
#2 K102 Minneapolis
#3 KCCY Colo. Springs
#4 KRST Albuquerque
#6 WNMC Buffalo
#7 WXTU Philadelphia
#8 KBEQ Kansas City
#9 WKLB Boston
#9 WSIX Nashville

#11* in GAVIN
#13* in R&R
#15* in BILLBOARD (+300 spins)

RESEARCH...

Huge Research at:
#6 Overall Rusty Walker
#5 Overall Joel Rabb
#5 Overall Bullseye
Top 5 at K102, KBEQ, KRTY, KNIX, WHSL, KPLX, KILT, KSON, KIIM

SALES = HIT!

Sales:
“Swimming In Champagne”
Already over 50,000 units Soundscanned
Top 10 Single Sales!!!

Produced by Keith Siegall
Managed by The Dickie Roberts Company

www.americanradiohistory.com
JON ANTHONY, APD/MD, WMZQ-Washington
"We just finished another George Strait festival here last weekend! It was an amazing show that, along with our WMZQ-Fest in May, helped get our summer concert lineup well under way!...Lee Ann Womack's 'I Hope You Dance' is burning up the phone lines! It's graduation time, and mothers and students alike are calling for it..."Toby Keith's 'Country Comes To Town' has a great summertime, windows-down, top-down sound! We've got a custom version for our market and our listeners are dying to hear it!...Clay Walker's 'The Chain Of Love' continues to generate a lot of passion from our listeners!...Since the announcement of Tim and Faith's upcoming tour, the calls are beginning to pour in for 'Let's Make Love'! I'm really excited about Billy Gilman's 'One Voice'! He floored everyone at the Strait Festival, and we had him on the air! He's amazingly well spoken for being just 12 years old! I'm curious to see the reaction to this single's message, considering recent news events in this area..."Phil Vassar's 'Just Another Day In Paradise' is going to be a smash!...We're not on the new Chey Wolfe Wright yet, but I think 'She Went Out For Cigarettes' will be huge!...Vince Gill's 'Feels Like Love' feels so good, and sounds like early Vince!"

JIM MICKELSON, MD, KKAT-Salt Lake City
"Of course, Lee Ann Womack's 'I Hope You Dance' is our most-requested song by far!...Another song that's doing well is 'The Warren Brothers' 'That's The Beat Of A Heart' with Sara Evans!...It's simply a great power ballad!...I just love Ronnie Milsap's new song 'Time, Love & Money'! If anyone else could make a Kenny Rogers-like comeback, it's Ronnie! He's one of those artists who transcend generations!...Jo Dee Messina's 'That's The Way' is doing very, very well! Great phones and it sounds good on the radio!...Blackhawk's 'I Need You All The Time' continues to do great for us! Their Greatest Hits album is #1 in sales in our market!...I really like Sawyer Brown's newest, 'Perfect World'! It sounds like the perfect summertime hit!"

DARLENE EVANS, MD, WKIS-Miami
"We're being bombarded with requests for Lee Ann Womack's 'I Hope You Dance.' I just absolutely love this song, as well as Garth Brooks' 'When You Come Back To Me Again.' These songs are both amazing 'Country radio!...Clay Walker's 'The Chain Of Love' is still going strong here! We get tons of calls from people wanting to know about the song about 'Joe'...I really like Vince Gill's 'Feels Like Love.' It's got a great up-tempo feel for summer!...Another song I absolutely love is Tammy Cochran's 'If You Can.' I remember hearing her sing at CRS. By the time she got to the song's hook, the room had become completely silent...I'm crazy about Rascal Flatts! The whole album is so good that I put it on a cassette and keep playing it over and over!"

RJ CURTIS, PD, KGLA-Los Angeles
"One very, very hot song for us is Billy Gilman's 'One Voice.' It's got a powerful message that we think people should hear. Our listeners are responding in a strong way! Every time it's played callers want to know when we'll be playing it again and when the album will be out!...Just like everywhere else, the Chickens continue to be huge here! We're gearing up for their shows here June 17-19. 'Cold Day in July' is getting a great response, but we've still got 'Cowboy Take Me Away' in heavy play!...In fact, both Clint Black's 'When I Said I Do' and Kenny Rogers' 'Buy Me A Rose' are still two of our top testing songs! We've spun Clint over 100 times in heavy and there's still no burn!...Jo Dee Messina's 'That's The Way' is already a great record for us!...It's looking like an exciting summer for us—we've got a great lineup of concert this summer including the Dixie Chicks, Brooks & Dunn, Tim and Faith's Soul 2 Soul tour, and Garth's upcoming induction into the Hollywood Bowl Hall of Fame!"

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

BILLY GILMAN
"One Voice" (Epic)
Billy is already making a name for himself, wowing everyone as part of the George Strait festival! His pure talent is eloquently displayed in this powerful message song which earns 13 early adds this week, including KJUA 16X, KHAK 15X, and KSJX 15X!
WELCOME TO FAN FAIR 2000

JOANIE KELLER

SPARKS ARE GONNA FLY

DATE July 14th

Committed To Nashville, Keepin' It Country

1-877-2GO-LIVE
(615) 297-0148
### NORTHEAST

**MOST SPINS:**
- Chad Brock (1166)
- Faith Hill (1077)
- Andy Griggs (996)

**SPINCREASE:**
- Lee Ann Womack +133
- Chad Brock +131
- Jo Dee Messina +130

**Comments:**
- "Eric Heatherly's 'Flowers On The Wall' is unlike anything else out right now!" —Amanda Clark, MD, WMJC-Long Island, NY

### SOUTH EAST

**MOST SPINS:**
- Chad Brock (1830)
- Clay Walker (1546)
- Lee Ann Womack (1501)

**SPINCREASE:**
- Jo Dee Messina +205
- Lee Ann Womack +195
- Dixie Chicks +143

**Comments:**
- "I believe country needs more attitude songs, and that's why I added John Anderson's 'You Ain't Hurt Nothin' Yet!'" —Mike James, PD/MD, WOIK-Jacksonville, Fl.

### MIDWEST

**MOST SPINS:**
- Chad Brock (816)
- Clay Walker (710)
- Collin Raye (697)

**SPINCREASE:**
- Jo Dee Messina +101
- Lee Ann Womack +66
- Clay Davidson +65

**Comments:**

### SOUTHWEST

**MOST SPINS:**
- Chad Brock (825)
- Clay Walker (802)
- Andy Griggs (776)

**SPINCREASE:**
- Garth Brooks +113
- Jo Dee Messina +103
- Sheryl Crow +66

**Comments:**
- "Wolf fans' 'rosy red lips' have made Aaron Tippin's 'Kiss This' our #1 phone requested song." —Cody Allen, MD, KPLX -Dallas

### WEST

**MOST SPINS:**
- Chad Brock (1167)
- Clay Walker (1082)
- Andy Griggs (1013)

**SPINCREASE:**
- Jo Dee Messina +121
- LoneStar +79
- Lee Ann Womack +73

**Comments:**
- "With her new album, I Hope You Dance, Lee Ann Womack takes her career to the next level. The entire album will reach in and grab your soul!" —Lola Montgomery, MD, KWWJ-Portland

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**Top Artists:**
- Tim McGraw.
- Faith Hill.
- Martina McBride.

**Other Notes:**
- "Amazed" goes to #1.
- "Better Dig Two" goes to #1.
- "The Girl For You" goes to #1.
- "Made Man, The" goes to #1.

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**Radio broadcasters:**
- Clear Channel Broadcasting
- Barnstable Broadcasting
- Armed Forces Radio

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**联系方式:**
- (631) 759-8811
- (631) 759-8811
- (513) 437-8473

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**网站:**
- [www.americanradiohistory.com](http://www.americanradiohistory.com)
Together, Let’s Build A Star...

She was named as one of the “Notable Newcomers for 2000” by USA Today.

Her music is featured in ABC’s Dharma & Greg and Once And Again and in the FOX drama Get Real.

She was the featured artist in a nationwide promotion for Sunglass Hut and Watch Station.

Her music is featured in the movies For Love Of The Game and Where The Heart Is.

She wrote and recorded 3 jingles for Coca-Cola campaigns.

Jennifer Day

“What If It’s Me”

IMPACT DATE JUNE 12

www.americanradiohistory.com
Here's a Sneak Preview of This Year's Warm Weather Hits

Crank up the barbecue because, in country music, Fan Fair signals the start of summer and—musically speaking—this summer looks like it's going to be hot! To whet everyone's appetite for some summer smashers, we asked those at the promotion helm at the Nashville labels what you can expect to see on your desks this summer. Enjoy! —JAMIE MATTESON

MCA RECORDS'

David Haley:

Most people may not know this, but Lee Ann Womack is one of only eight female artists in the history of SoundScan to debut at Number One on the country album sales chart! "I Hope You Dance" has really become an anthem for graduations and weddings—please listen to all of this fantastic album, as we've got several follow-up singles. Obviously we are thinking CMA nominations, not only for Song and Single of the Year, but for Lee Ann as well.

We are really just getting into some heavy rotation with Reba's "I'll Be." An interesting note is that the album was just about done when this song was brought in—I'm so glad it made the album. In its 11 weeks of airplay, we've seen consistent sales on Reba's album, and in some markets we're up 300-400%!

The feedback from radio is that Vince's new single, "Feels Like Love," feels like vintage Vince and really reflects how he's feeling these days. Look for two very special women in his life to make guest appearances in his upcoming video, and look for Vince this fall as he hosts the CMA Awards for a ninth consecutive year.

Gary Allan's "Lovin' You Against My Will" is steadily moving up the charts, and will be followed up by the equally stellar "Right Where I Want To Be." There's also going to be an international release on "Runaway." Watch for Gary this summer, as his live shows are getting quite a reputation for pretty much throwing out the set list and can run from two to three hours!

Chely Wright's "She Went Out For Cigarettes" has been a radio favorite from the beginning. I'm glad it's out now, when the album has gone gold, to give it another run in its life. Chely and her producer Tony Brown will spend a lot of the summer working on her new project.

Trisha Yearwood has a great new single, "Where Are You Now?" co-written by Kim Richey, who is opening this leg of her tour. This is only the second single from Trisha's new album, and she'll spend most of the summer touring, mostly playing smaller venues—a really comfortable, good environment for Trisha.

Alecia Elliott's got some dates opening for Christina Aguilera. Tony Brown will co-produce her forthcoming album with several of Nashville's other top producers. Rebecca Lynn Howard's next single will be "I Don't Paint Myself Into Corners," another of radio's favorites, which is set for mid-summer release.

By the time you're reading this, George Strait will have played in front of nearly half a million people during his ten tour dates so far this summer. George has finished a new album that will be released in the fall, and we expect to have a lead single in mid-summer.

We're preparing to release "Everybody Has To Grow Up Sometime" from Sons of the Desert. The album hits stores this week [6/13]. These guys are so talented, we're just waiting for the right single that can break them through to the next level. Allison Moorer's new single, "Send Down An Angel," is going for airplay now, and watch for a fabulous video! Her new album, The Hardest Part, is a love story in CD form and is set for a September release. Mark Chesnutt will have a single in mid-summer and an album this fall.

COLUMBIA'S

Ted Wagner:

We're very excited to welcome Travis Tritt to the Columbia family. He has completed a new album and we'll be shipping his first single, "Best of Intentions," in July. Travis is very committed to Country radio and we're planning an extensive promotional tour.

We'll also be introducing new artist Bobbie Eakes. Bobbie has recorded an incredible duet with Collin Raye titled, "Tired Of Loving This Way," which was written by Collin's keyboard player Gene LeSage, and Allison Moeller. The song will be released by Epic on June 19, but both Epic and Columbia's promotion teams will

www.americanradiohistory.com
ALLISON MOORER IN

SEND DOWN AN ANGEL

THE HARDEST PART

MCA NASHVILLE PRESENTS THE FIRST SINGLE "SEND DOWN AN ANGEL"

STARRING ALLISON MOORER / MUSIC PRODUCED BY KENNY GREENBERG, DOYLE PRIMM & ALLISON MOORER / EXECUTIVE PRODUCER TONY BROWN / MUSIC WRITTEN BY DOYLE PRIMM & ALLISON MOORER

AIRPLAY NOW

See Allison at the Exit/In, Monday June 12th at 10:30pm.

www.allisonmoorer.com / www.mca-nashville.com

© 2000 MCA Nashville, a division of UMG Recordings, Inc.
work the single. Bobbie is currently on the soap opera The Bold & The Beautiful, where she plays Macy Alexander, a role she's had since 1989. Also look for Bobbie on the cover of Woman's World magazine, which hits newsstands on June 13.

LYRIC STREET'S

Dale Turner:

We're getting great early response on Aaron Tippin's new single, "Kiss This." The single precedes his album People Like Us, which will be rush-released on July 25. The concept video for "Kiss This" was recently filmed in Los Angeles. In addition to performing during our Fan Fair showcase, Aaron will stay busy this summer touring America.

Rascal Flatts' first single, "Prayin For Daylight," enters the Top 10 on the Country radio charts and singles sales are over 25,000. The group's self-titled debut CD hit over 25,000. The group's self-titled debut Country radio charts July 5th. Aaron Tippin's planned several shows in the Midwest in addition to their performance during Fan Fair.

We're also debuting our newest group, Chuck Wagon & the Wheels. Their first single, "Beauty's In the Eye of the Beerholder," is accompanied by a hilarious video. The album Off The Top Rope hits stores June 13. Fans can also catch these guys during our Fan Fair show. They have sold a reported 30 million T-shirts worldwide.

Fans' response to the dance moves in SheDAISY's video for "I Will" has spawned a new dance that's currently hitting country dance clubs. The trio is celebrating Christmas in June as they record a Christmas album with producer Dann Huff. The holiday project is scheduled for release in October and will include four classic standards as well as several originals. SheDAISY will also spend part of the summer visiting Country radio stations with specific event tie-ins.

MERCURY RECORDS'

Michael Powers & Chris Stacey:

All of us at Mercury Nashville are completely thrilled at the way Eric Heatherly has taken off "Flowers on the Wall" theme. Eric has taken this song and punched up the Top 40 radio rotation. Country music's newest independent artist has a fresh sound, look, attitude, and style that listeners react to in a big way—Our single "All the Ingredients of a Love Song" is currently in the Top 10 with a major label. Eric Heatherly is already a force to be reckoned with in the industry. "Almost Doesn't Count" is really starting to take off at radio. Spins, airplay, phone, and sales...all of the ingredients of another Wills smash!! And Wynonna's new song "(Without Your Love...)" is Going Nowhere" is about to explode.

WARNER BROS. RECORDS, INC.'s

Ken Tucker:

The Warner Bros. promotion team is looking forward to a long, hot summer. Country's hottest couple, Faith Hill and Tim McGraw, have now released "Let's Make Love," a timely ballad that ties into the summer's biggest concert tour, "Soul 2 Soul," which kicks off in a few weeks. In addition to this mega-tour, Faith will also continue to be highly visible through her television campaigns with Cover Girl, Pepsi, and Alltel Communications. Faith's album Breathe is rapidly approaching four million in sales.

Asylum's Chalee Tennison will heat up the charts at the end of July with "What I Tell Myself." It's the debut single from her forthcoming album This Woman's Heart, which Chalee is currently putting the finishing touches on. Chalee has just embarked on a nationwide promotion tour as she continues to capture the hearts of Country programmers.

Chad Brock, who's still enjoying the success of his multi-week Number One "Yes!," will release the poignant "The Visit" in July. The buzz on this cut has been non-stop since programmers first heard it at CRS 2000. Along with a video shoot for the song, Chad will be very busy this summer performing dates which include opening for Jo Dee Messina, Hank Williams, Jr., and Diamond Rio, as well as doing his own shows.

Anita Cochran's "GM Good Times" tour continues to burn up the road through July.
"After playing Hank III's "You're The Reason", the phones lit up as if the "Godfather of Country Music" himself had returned. Hank III is exactly what our industry needs."

- Bill Mack / WBAP

""We tested Hank III Saturday at 8am and we were still getting calls at 12:30!"

- KC Todd - WDQ

"Hank Sr. fans love it, college crowd loves it and even our younger audience loves it...moving to Heavy rotation!"

- Shane Hollinger - KSTV
Bryan White is currently in the studio recording three new scorchers for his forthcoming Asylum Greatest Hits CD. The project is being produced by Kyle Lehning and Billy Joe Walker, Jr.

**DREAMWORKS RECORDS'**

**Scott Borchetta:**

Heading into just our third summer as a label, we have the strongest lineup of music that we’ve had yet! The new Toby Keith single, “Country Comes To Town,” is a contender for the best top-down summer-sing-along of the year. It’s a great positioning statement for every Country station in America from one of the few established artists who is definitely on the rise.

Jessica Andrews, the ACM’s reigning Top New Female Vocalist of the Year, is now out with what is arguably her strongest single yet, “I Do Now.” This song has an incredible melody and a couple of real ‘goose-bump’ moments—be sure to check out the bridge section: it’s incredible. Fresh off the road from the Trisha Yearwood tour, Jessica will continue with live dates and then start work on her follow-up to Heart Shaped World.

We’re off to a great start with the first Darryl Worley single, “When You Need My Love.” Darryl has been working the radio circuit non-stop, winning over PD/MDs and country fans alike. Darryl is an artist who can back up the hype. His debut album Hard Rain Don’t Last delivers from start to finish. Be prepared to make a permanent slot for Darryl! “The Real Deal” Worley on your playlist!

We will have the second single release from Lisa Angelle, “A Woman Gets Lonely,” this summer. Lisa’s a very special artist who deserves your consideration. She wrote the song, which was produced by Paul Worley.

We will also be releasing the first single from our new group Jolie & the Wanted. The single is “I Would.” Jolie literally jumps through the speakers with her energy and charisma. Wait until you see the photo shoot and video! Think Highway 101 for the year 2000. Produced by the ultra-hot Dann Huff, Jolie & the Wanted are a big pick to click.

**CAPITOL'S**

**Bill Catino:**

Steve Wariner’s latest album Faith In You was released last month and the current single and title track is enjoying Top 20 success. As Trace Adkins’ “More” hits Top 10, we’ll be planning to release a new single later in the summer. We’re still deciding which song will be the next single, so stay in close touch with your Capitol rep.

Keith Urban continues to build his U.S. fan base as his current single “Your Everything” nears Top 10. Keith will spend the summer performing various dates. We’ve just launched the first single from newcomer Allison Paige and you’ll be hearing a lot more from this talented singer.

Later this summer, we’ll have new music from Mindy McCready and Tyler England.

**MONUMENTS**

**Larry Pareigis:**

We’re proud to be the home of the multi-platinum, multi-award-winning Dixie Chicks, who’ll kick off the hottest tour of the year. “The Fly Tour,” opens this week in Southern California. Couple that with a butt-kicker like the trio’s current single “Cold Day In July” and you have the cure/TSL one-two punch for your Summer (and Fall) book.

Yankee Grey will be riding the charts with their new hot-tempo single “I Should’ve Listened To Me.” Danni Leigh is surely hitting with a Charlie Robison–penned tune called “I Don’t Feel That Way Anymore.”

Wade Hayes’ CD Highways and Heartaches hits stores this summer too! And don’t forget about Billy Ray Cyrus! His Monument debut, which is produced by Dann Huff and Blake Chancey, yields the summertime smash “You Won’t Be Lonely Now.” It lands in your hands this month for official airplay July 10, since you know I shot straight, here it comes—this project is a hip-deep, pop hit! Go have a Monumental summer!

**BNA'S**

**Tom Baldrige:**

LoneStar continues to move towards sales of four million of their brilliant Lonely Grill CD. The band is currently on the road with Brooks & Dunn.

The Warren Brothers will be playing all across America in support of their hit single “That’s The Beat Of A Heart,” which includes labelmate Sara Evans. Jennifer Day will make spines tingle with her spectacular new song “What If It’s Me.” Jennifer is gaining some national exposure as the spokesperson for Sunglass Hut, and her songs have also been used in two major films: For Love of the Game and Where The Heart Is.

Country radio listeners will be introduced to John Rich and his gothic country sound on his first single “I Pray For You.” Rich’s debut album Underneath the Same Moon is scheduled for release this October. Late summer will bring the launch of Kenny Chesney’s Greatest Hits.

It’s going to be a red hot summer at BNA Records!
From the GOLD+ album PERMANENTLY

"Almost Doesn't Count"

#8 Best Selling Artist of 2000

"Almost Doesn't Count"

GAVIN #20*
BILLBOARD #30*
R&R #25*

"Without Your Love...
I'm Going Nowhere"

Impacting Radio NOW

Early Action:
WMZQ/Washington-BDS Rank #9 37X
KIKK/Houston-BDS Rank #16 31X
KBEQ 17X, KSOP 15X, WGNE 17X,
WBBS 20X
Over 15 Early Adds!!!
EPIC'S
Rob Dalton:

There are singers and there are vocalists and, every once in a while, an artist comes along who is so gifted that their talent defies definition. That’s the case with Tammy Cochran. Her first single is “If You Can.” After high school graduation, Tammy’s parents gave her the choice to go to college or to pursue her musical dreams. She chose Nashville and her entire family packed up and moved with her. Tammy was signed after brilliantly singing a demo of “If You Can” in one take that caught the attention of producer Blake Chancey.

Billy Gilman’s “One Voice” is quickly capturing the hearts of country fans. It’s a song of hope sung through the perspective of a child. The emotional chord it strikes resonates with all demographics. Billy’s from Providence, Rhode Island and he opened shows for Alabama, Martina McBride, Jo Dee Messina, and many others. After catching the attention of Asleep At The Wheel’s Ray Benson, Billy’s career kicked into high gear, and his recent appearance on the ACM Awards earned him a standing ovation. After just one week, Billy’s video was a Top 5 request on CMT. Look for Billy to guest on The Rosie O’Donnell Show on June 23, and also appear on Access Hollywood. The commercial single was #4 on the SoundScan singles chart the week it arrived at radio.

Collin Raye’s “Couldn’t Last A Moment” is Top 5 and we’ll be following this up with “Tired Of Loving This Way,” a beautifully sung power ballad that pairs Collin with Columbia’s newcomer Bobbie Eakes. Collin’s album Tracks debuted in the Top 10 on the country album sales chart. Radio has told us they’re thrilled to have new music from Patty Loveless and we’re getting great feedback on “That’s The Kind Of Mood I’m In.” Strong Heart, which will be released on August 29, is Patty’s first studio album in three years.

We’ve already got some great markets playing The Kinleys “She Ain’t The Girl For You,” from their new album Kinleys II, produced by Radney Foster. Look for it in stores July 18. We’ve just shipped Ty Herndon’s new single, “Love Like That,” for airplay on June 26. Steam is Ty’s best-selling album to date!

All these artists will be part of the Epic Records Extravaganza show in Las Vegas August 19.

CURB RECORDS’
Rick Rockhill:

Look for Tim McGraw and Faith Hill to give country fans a huge thrill this summer as they launch their highly anticipated “Soul 2 Soul” tour. Tim’s current single “Some Things Never Change” hit Top 10 in just eight weeks. Jo Dee Messina’s new single “That’s The Way” continues to blaze up the charts and her new album Burn will be released August 1. The album is full of incredible music and I think it will propel Jo Dee to the next level of her career.

Steve Holy’s new single, “Blue Moon,” is doing incredibly well at radio. He’s currently performing both radio and club dates as well as working in the studio to finish up his debut album.

The newest member of the Atlantic Records roster. Craig certainly caught people’s attention with his debut single “Something To Write Home About.” His self-titled debut album is full of songs about life, which Craig definitely experienced as an Army paratrooper for more than ten years. The latter is reflected in his new single, “Paradise,” which hits radio in July. Some stations have already begun spinning it! Craig’s been visiting radio and performing live dates. His current tour is sponsored by General Motors and is generating a lot of excitement with Country fans.

Tracy Lawrence has made an incredible comeback this year with “Lessons Learned” hitting Top 5 and his new single “Lonely” receiving phenomenal feedback from radio and listeners. Response to “Lonely” is already spiking CD sales in several markets. Tracy continues to tour extensively throughout the summer.

John Michael Montgomery is currently in the studio recording an album for fall release. Look for a single later this summer.

Later this year, we’ll also be bringing you great new music from Confederate Railroad, SouthSixtyFive, and former Little Texas lead singer Tim Rushlow.

VIRGIN RECORDS’
Larry Hughes:

We’re thrilled to have Ronnie Milsap be a large part of our promotional focus this summer. Ronnie’s new album 40 #1 Hits features two new songs, including the single “Time, Love and Money” which is building a story at radio right now. Ronnie will perform at the House of Blues in Los Angeles on June 27 and labelmate Clay
Davidson will be opening the show. Ronnie is also scheduled to perform more than 25 dates this summer.

Radio has truly embraced Clay Davidson’s debut single, “Unconditional” which is nearing the top of the charts. We’re planning to release his second single, “I Can’t Lie To Me,” later this summer.

We will be releasing Jerry KIigore’s “Cactus In A Coffee Can” in July. KKC-Dallas recently tested the record and received 60+ phone calls in just one day. It’s also the second record the station has ever had with 100 percent positive feedback. The song is written by Allen Shamblin and Steve Seskin and is based on a true story of a woman, abandoned at birth by her mother, who ultimately finds her mother on her deathbed. She then proceeds to carry her mother’s ashes around in a coffee can. We are putting together a CD ROM that includes the writers’ perspective on the song. It will also include listener comments from various stations. It is slated for a mid-June release.

River Road’s “Breathless” is another priority for the label. The band is scheduled for several listener appreciation shows as well as several tour dates throughout the summer.

RCA’S Mike Wilson:

Sara Evans just finished recording her new album which is due this fall. This project is the follow-up to her gold album No Place That Far, with the Number One hit title track. The first single from her new album will be “Born To Fly,” which impacts radio June 26. For this project Sara worked with super producer Paul Worley (Martina McBride, Dixie Chicks). Sara has been spending the last few weeks on a promotional tour visiting radio and setting up the album. Sara also sings with The Warren Brothers on their current single “That’s The Beat Of A Heart,” the theme song for the film Where The Heart Is, which stars Natalie Portman and Ashley Judd. Sara has recently taken a little time out to enjoy her first child, eight-month-old son Avery Jack Schelske, and write songs for her new project.

BROKEN BOW’S Mike Chapman:

As Broken Bow continues to build our promotion team, we are very excited about new summer releases from Joanie Keller and Damon Gray. Joanie’s new single “Grinding Wheel” ships to radio July 3, with a July 14 impact date. It’s a fun up-tempo song about a girl who’s trying to catch the love of her life by wearing down his “steel heart” like a grinding wheel. We’ll be announcing a new single from Damon Gray shortly.

Finally, later this summer, be on the lookout for Clay Walker’s follow-up to his Number One smash hit single “The Chain of Love.”

ARISTA’S Bobby Kraig:

The members of super group Diamond Rio easily identify with the title track from their new album Stuff. With their own garages and closets stacked up and packed up the kind of “stuff” that everyone accumulates through the years, the guys developed a clever promotional idea to launch the first single “Stuff.” They ransacked their homes in search of their very own treasures to offer up for radio contest giveaways. Golf clubs, lawn mowers, and even a piano were among the goodies donated courtesy of the band. Stuff hits stores on August 22.

With his first gold album, Who Needs Pictures, and the Number One single “He Didn’t Have To Be,” under his belt, Brad Paisley is poised to be the torchbearer for traditional country music in the new millennium. Brad vows to always make music for Country radio as is evident with his newest single “We Danced.” As the ACM’s reigning “Top New Male Vocalist” kicks off his first worldwide tour, Brad is also writing and recording material for his sophomore Arista project.

As a follow-up to his Top 5 debut hit, “Carlene,” Phil Vassar returns to radio with the perfect summer smash, “Just Another Day In Paradise.” Arista is also excited to introduce Carolyn Dawn Johnson to Country radio this summer. One of country music’s most talented and successful young writers, Carolyn Dawn has penned songs for artists including Patty Loveless and Jo Dee Messina, but the success of Chely Wright’s Number One hit, “Single White Female,” finds her the recipient of Music Row magazine’s Breakthrough Songwriter of the Year. Carolyn Dawn traveled briefly as part of Martina McBride’s band, and that provided her with a taste of what’s to come as she prepares for what promises to be a busy career! Look for her first single to hit radio airwaves later this summer and her debut album to be released in early 2001.
**West To Memphis**

The stretch of I-40 from Nashville to Memphis is called Music Highway, and travelling on it to make the W.C. Handy festivity last week, I was armed with a satchel full of CDs for the in-cab. The six-hour round trip provided some quality listening time, and I was knocked out by the quality of the music I was listening to. Since I was going to do a blues thing in Memphis, I brought plenty to get me in the mood, and I wanted to share all the flavors with you.

Chris Thomas King has put out a tasty album called Me, My Guitar, and the Blues on Blind Pig. I especially liked ‘Why Blues’ and ‘Cain’. Bruce Warren of WXPN-Philadelphia turned me on to Alice Peacock a few months back. She’s got the goods: great songs and wonderful vocal presence. The album is called Real Day (Peacock Music) and I especially liked ‘I Hear You Say,’ ‘Cracks and Daggers,’ ‘My Love I Will,’ and ‘I Do’...

...John Mooney’s new one, Gone To Hell (Blind Pig), is gruff and sweet. Check out ‘Gone To Hell,’ ‘That’s What Lovers Do,’ and ‘Down South Blues’...

...I’m digging ‘Moonlight Kiss,’ ‘Lonely Street,’ and ‘Drunk on the Blood of Christ’ from Jup Kennedy’s Lonely Street (Dressed2Kill)...Then of course there’s the well produced new offering from the Jayhawks, Smile (Columbia) and the cuts ‘I’m Gonna Make You Love Me,’ ‘A Break in the Clouds,’ and ‘Mr. Wilson’...Tony Joe White has a new album out on Hi-O/Mercury called One Hot July, and two hot songs are “I Want My Fleetwood Back” and “Don’t Over Do It”...There’s a killer track, “The Bad Old Days,” on the new Kevin Johnson Sunday Driver CD (SAV Records). While you’re there, listen to “Memphis USA” and “Rocks For Dinner”...On the Judith Edelman Drama Queen record on Compass, “Good Day There It Goes,” “A Lot of Blues,” and “Blood Reunion” were my faves...Amazing how many Memphis references there were in these albums. I felt right on track.

After pulling into town I attended the Blues Music Association meeting. The organization has been making things happen for the blues genre for a year and a half now. Through working with the RIAA, they now have a blues designation in stores where before the music could have been found under R&B, rock, or miscellaneous!

And they’ve helped May become Blues Month at Borders, in honor of the Handy Awards. The BMA is proactive in acquiring demographic information on their audience, and they have plans to do other projects and events that will put blues music in the spotlight even more. I was impressed with their passion, tenacity, and willingness to work toward a common goal. Check out their website at www.bluesmusicassociation.com.

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**STATION NEWS**

- Leslie T. Travis hosts the Texas Music Revolution show on KILT-Houston, from 9-12 every weekday. Some of their biggest “new stars” are Pat Green, The Hollisters, Jack Ingram, and Jimmie Dale Gilmore. Email her at lesliet@kiltmail.com.
- Unfortunately, TwangCast got computer hacked on May 11. Fortunately, Mike Hays’ IT guy had a free day, and BSIUSA shipped in upgraded replacement software, so they were back on line right away. The silver lining: with a new higher quality sound card pushing the audio, they sound better than ever!
- Rick Star is the new program director/operations manager of both KBAE-Marble Falls, Tex. and Americana reporting KBLK-Burnet, Tex, where he remains as music director. His new address is: PO Box 8715, Horseshoe Bay, TX 78657 or HWY 2147 #112, Horseshoe Bay, TX 78657 Direct line is: (830) 598-9479, and (830) 598-6534, fax. Email remains the same: Rick@kbay.net.
- NetRadio has new digs: 10025 Valley View Road, Eden Prairie, MN 55414.
- Contact Jim Devine at (503) 268-6700; fax (952) 269-6785.
- WMMT-Whitesburg, Ky, just broadcast the Seedtime on the Cumberland Festival, and is getting ready for their 10th Annual Hillbilly Nation Celebration fund-raiser, where Bonepony, Rosie Flores, The Billygoats, and Hayesy will perform. Catch them on the web at www.appalshop.org/WMMT.

**MUSIC NOTES**

- The 34th Annual Bill Monroe Bean Blossom Bluegrass Festival runs June 13-17 in Bean Blossom, Indiana. This year’s artists include Ralph Stanley & the Clinch Mountain Boys, Jimmy Martin & the Sunny Mountain Boys, Jim & Jesse & the Virginia Boys, James Monroe (Bill’s son), Tom T. Hall, Doyle Lawson & Quicksilver, Charlie Waller & the Country Gentlemen, The Osborne Brothers, Freight Hoppers, The James King Band, Ill Tyme Out, Lonesome River Band, and Mountain Heart.
- Eminent Records’ Aimee Roberts has moved on to new Nashville label Spark Entertainment as product manager.
- Congratulations to Steve Wilkison who is the new president of Eminent Records.
- Todd Sterling is a freelance writer penning CD reviews for music.com. Americana artists should get in touch with him at tssterlin@onink.net.
- Ted Smouse adds another hat, as he will be webcasting a country-based Americana program on www.radiodelray.com. Currently, the average stream gets 5,000 hits a day.
- Bill Cason of Artemis is now at Shanachie Records.
- Arista Austin will be closing on June 15. Artists remaining on the Arista Nashville label include Alan Jackson and Brad Paisley. Look for Lee Roy Parnell, BR5-49, and Robert Earl Keen to find new homes. Promote clay Neuman will be doing indie promotion between jobs at (615) 385-3192.
- Arista Austin’s Scott Robinson is the proud papa of twins, a boy and a girl, born May 30 at 1:05 p.m. Lane Scott and Holly Elizabeth are doing fine, as is wife Kristi.

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**REPORTER CHANGES**

- As of June 13, please welcome the new Americana album reporter MD Chad Yost of WELY-Ely, Minn. Their address is: 904 South Central Ave, Ely, MN 55731. Phone: (218) 365-4444, and (218) 365-3657, fax. Email: wely@spacestar.net.
- WLNR-Kinston, N.C., and KSYM-San Antonio have left the panel.

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”Go back and listen to this gem of a record from right here in Louisville. Tim Krekel has written hit songs, performed on hit albums, and toured the world. He’s a real heartland poet, that rare “everyman” songwriter who’s able to excite both shades of collar, both sides of the tracks. Underground is the proof. Pull the CD out right now and listen to the title track, “Everything’s Gonna Be Alright,” or ‘Gone To Stay.’ Give this guy the shot he deserves.”

— Dan Reed, WFPK-Louisville
Woody Guthrie Still Relevant in 2000

Two very impressive Woody Guthrie releases have hit the market in recent days. The first is the collaboration of Guthrie (lyrics) and Billy Bragg & Wilco (music & performances) called Mermaid Avenue Volume 2 (Elektra). The other is 'Til We Outnumber 'Em (Righteous Babe), a compilation of various artists performing their favorite Guthrie songs live.

Guthrie's music comes out of the '30s and '40s, a time when America was on the edge of discovering itself. He injected humor and social commentary into songs, creating classics like "This Land Is Your Land," "The Grande Coulee Dam," and "Deportee."

Many of his songs speak up for the little people. Those who came out of the dust bowl and headed west because of the depression, to work in the orchards and factories of California and Oregon. Woody stood up for them. He was for the underdog, the downtrodden, and the exploited; themes that are universal and timeless. He was also against songs that would make someone feel negative about themselves.

Guthrie was a folk hero, a ramblin', gamblin', and hard travelin' man, and he lived a life that many coming after him like Dylan and Springsteen would emulate.

These two new releases are both tributes to Woody Guthrie but are very different in their approach and content. 'Til We Outnumber 'Em is a live collection that honors Guthrie as a songwriter. The title of the album is taken from one of Guthrie's fables about two rabbits' solution to combating insurmountable odds; a play on the underdog theme that runs through all of his work.

One of the unique qualities of this album is the mixture of truly inspired interpretations of Woody's songs and spoken word versions of his fables. When listening to it you can feel the performers trying to capture the essence of the man and his love of humanity. High-profile artists like Springsteen draw immediate attention and deservedly so, but don't miss the Indigo Girls and Ani DiFranco doing "Ramblin' Round," or DiFranco's staccato rendition of "Do, Re, Me."

"Part of what I intended to do with the album was to provide a little overview of Woody's life, a little introduction to his music," says Di Franco. "One of the many things that I appreciate about Nora Guthrie (Woody's daughter and the director of the Guthrie Archives) is her tendency to want to keep Woody's legacy living and breathing and changing. Nora has been allowing more sides of Woody, not only with this project but the Billy Bragg Mermaid Avenue projects as well."

The second of those releases is Mermaid Avenue, Volume 2, a follow up to 1998's acclaimed Mermaid Avenue. Both volumes are collaborations of Billy Bragg and Wilco, and never before recorded lyrics by Guthrie. Bragg, cut from the same politically aware singer-songwriter cloth as Guthrie, and Wilco, often referred to as the quintessential American rock band, assure that Volume 2 is not just a tribute to Guthrie, but a fuller realization of the creative triumvirate that infuses the songs with meaning.

"It's different from the first album," says Bragg. "These songs are more challenging musically, but in an unconscious way. You could also say that this album has a harder edge."

Even though as Wilco's lead singer/songwriter Jeff Tweedy points out the majority of the songs are culled from the original '98 Dublin sessions where Mermaid Avenue was recorded. "We didn't have as much stuff left over from those sessions as Billy did because he had been working on the project long before we joined him. We brought some demos that we did in Chicago and things really clicked once we got there. We did a tremendous amount of work. Then, much later, we went back and recorded a few more songs in our Chicago studio." Bragg seconded the notion that the collaborative juices between artists overflowed during the Dublin sessions, creating the possibility for this new disc. "We thought that we might have more material than for just one album because we had more lyrics and songs worth writing," he says.

Nora Guthrie participated in the process by traveling to Dublin to deliver more lyrics. "She really wanted us to bring this alive, but also bring our own influences on board," says Bragg. "I think that one of the reasons for the success of the project is that we could be who we wanted to be, Billy Brag, and Wilco. It's not Woody's recording, and it's not our recording."

Mermaid Avenue, Volume 2, which came out four weeks earlier than 'Til We Outnumber 'Em is enjoying early success at radio. The first single, "Secrets of the Sea," is already in the top live on the Gavin A3 Non-Commercial Chart with triple-digit Spinretrees for two weeks in a row. The album's predecessor, Mermaid Avenue, sold 250,000 copies, and was nominated for a Grammy. Bragg and Wilco will tour in the fall in support of this project.

Righteous Babe is working 'Til We Outnumber 'Em as an album at this point, and with so many wonderful and unique live performances of Guthrie's best-known material, we're grateful to have it that way.

That Guthrie's ideals continue to resonate with people in this and other countries is testimony to how in-touch his music was with the human condition in general, and not just the American experience, in particular.
Sherri Jackson
“Simple Pleasure” (Hybrid)

“Maple Tree” from Jackson’s 1997 self-titled Hybrid released was very well received. She went on to perform on ‘98’s Lillith Fair, and was the only woman featured on the Further tour. Now she’s back with a new single, “Simple Pleasure” from the upcoming album Catalyst. Jackson is an accomplished vocalist, songwriter, and violinist, and because of that, this album feels like Dave Matthews meets Macy Gray. “Simple Pleasure” speaks to the conflicted emotions of casual sex, and the way a one-night stand, intended for a good feeling, can leave confusion and doubt. Great production by Ed Stulon (Eagles Eye Cherry & Alanis Morissette) brings focus to Jackson’s multiple talents.

—Dave Eisenstein

Deborah Coleman
“Confused” (Blind Pig)

Deborah Coleman is a rare find: a combination of vocal talent with a master of the command of the electric guitar. “Confused” is the first single from her second Blind Pig album, Soft Place to Fall. There will surely be Stevie Ray Vaughan and Hendrix comparisons because of the exceptional technical and tone that Coleman displays seemingly with little or no effort. The title track, “Soft Place to Fall” and “Don’t Lie to Me” offer other examples of Coleman’s mastery of the blues and rock guitar idiom. Legendary Jim Gaines (Santana, Stevie Ray Vaughan, Luther Allison) produced it.

—Dave Eisenstein

Los Lobos
“Cumbia Raza” (Hollywood)

This song from the album This Time features the songwriting of Cesar Rosas. The song also includes a Spanish language version that could get some very heavy play in the border states. David Hidalgo offers an immediately likeable Santana-esque guitar accompaniment that could fit right in the wave of Latin-influenced hits that have topped the charts in the past weeks. You can hear the soul of Lobos’ Mexican roots in this track.

—Dave Eisenstein

What is 24-7-jobs.com?
24-7 Jobs is a new part of the Gavin Website (www.gavin.com) dedicated to the radio hiring process. It’s a site designed to make the job hunt and the talent hunt easier.

Why 24-7-jobs.com?
Each week at Gavin we talk to hundreds of radio stations. We hear constantly about talent switches, people moving cross-town, cross-country, etc. With our network of stations and the convenience the Internet brings to all of us, we see this as a natural progression for the radio industry and Gavin magazine.

What does this site offer station managers?
We’ve got talent, and they are online for your convenience. PDs can point and click to listen to hundreds of tapes or narrow down the field based on their specific needs. 24-7 jobs is proud to have this current library of radio talent online, all the time. Stations can also post their jobs online at no charge. Any on-air or programming-related jobs are listed for a three-week run. We get the word out to the Gavin faithful 24-7.

What does this site offer talent?
Where do we begin?! You can place your tape and resume online at no charge. We create a resume page devoted to you, and it includes your resume, aircast, and photo (if you dare). For the cost of one mailing your tape is available to stations all over the map throughout the entire time! You can also check out our job listings. At Gavin, we’re talking to station decision makers every day and we know where the hot jobs are. You can find radio’s hot jobs at one place, 24-7 jobs.

Do I have to submit my picture onto my online page?
You don’t have to use a picture, but think of how proud your mother would be.

So if I get a job through Gavin, do I have to pay you?
Absolutely not. If you reply to a job listing and you get it, congratulations! If you’re listed in our talent library, your contact information is available on your page so stations can get in touch with you directly (don’t worry, the talent library is a password protected part of the site). We don’t try to get in the middle of your deal and we don’t take a cut.

Is there anyone I can actually talk to about 24-7jobs.com?
We have several people here who can give you more information. As a matter of fact, we have a toll-free number devoted to 24-7 Jobs: (800) 838-1700. All other Gavin-related calls can still go to (415) 495-1990.

So many radio job sites have old jobs on them. Are your jobs current?
24-7 Jobs gets the job listings right from the source: the PDs. We list the jobs as we get them and they stay on the site for three weeks. Period. Leaving jobs online may make a site look important, but it’s a big waste of time for the talent and the stations.

Where do I find you guys?
Look for the 24-7 jobs link on our website (www.gavin.com). From there you can check out the job listings, post a job, submit your resume or check out talent.

How do I submit my tape?
Send a recent aircast (on a standard audio cassette or CD) and resume to: 24-7 Jobs, P.O. Box 51909, Pacific Grove, CA 93950. Make sure you stop by the 24-7 jobs site first to complete and print out the submission form. Please include this form with your material.

How do I submit jobs?
In a variety of ways. Tell your Gavin format editor about it. You can also visit the site and submit them online, email them to us (info@gavin.com) or fax them to our offices at (815) 648-5204. If you’re the social type, give us a call! We’ll take you over the phone, (800) 838-1700.

How can I view all of the super cool talent you have online?
Just call the 24-7 jobs offices using our super cool toll-free number: (800) 838-1700.

What if I see my current job listed on your service?
Better send us a tape.

How long will my tape and resume stay active?
Your talent page will be active as long as you want. When you get a job, just let us know and we’ll deactivate your page. Each month, we check in with each member of the talent library and if we don’t hear from you, your page is automatically removed.

Can I submit all of my talent material online?
At this time, no. To maintain the format of each talent page, we need your material sent to our offices at 24-7 Jobs, P.O. Box 51909, Pacific Grove, CA 93950. Thanks!
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**Gavin Triple A**

**LITTLE FEAT** (22) Chinese Work Songs (C&MC International)

**KOKO TAYLOR** (19) Royal Blue (Alligator)

**AIMEE MANN** (13) Bachelor Number Two (SuperEgo)

**LOS LOBOS** (10) This Time (hollwood)

**EVERCLEAR** (8) Wonderful (Capitol)

**Spins**

| **1** | **1** |
| **2** | **2** |
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| **18** | **18** |
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| **22** | **22** |
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| **26** | **26** |
| **27** | **27** |
| **28** | **28** |
| **29** | **29** |
| **30** | **30** |

**Guster** makes a nice move into the Top 15 with +25 Spincrease “Fa Fa” is a great song from a fun band. Perfect for summer. The Top 20.

**18** | **NEIL YOUNG** - Razor Love (Reprise) 152 146 +6 10
**19** | **DADO GRAY** - Babylon (ATO) 135 98 +37 6
**20** | **TRACY CHAPMAN** - Wedding Song (Elektra/EGG) 128 101 +27 11
**21** | **XTC** - I’m The Man Who Murdered Love ( MTV) 126 101 +25 11

**XTC is back with more power pop; what they do best. “I’m the Man Who Murdered Love” goes Top 20 this week with a +20 Spincrease.

**30** | **EVERCLEAR** - Wonderful (Capitol) 119 76 +43 10
**31** | **SHEILA ONI'CON** - No Man’s Woman (Atlantic) 116 116 +0 13
**32** | **SHARROVE** - Goodnight Moon (Capitol) 107 67 +40 10
**33** | **CREEED** - With Arms Wide Open (Wind-Up) 99 85 +14 3
**34** | **DON HENLEY** - Wishing (W Bass) 91 113 -22 10
**35** | **MOBY** - Porcelain (R) 87 81 +6 7
**36** | **EUPHORIA** - Delirium (Six Degrees) 87 90 -3 8
**37** | **STEVE EARLE** - Transcendental (E-Squared/Aramis) 84 68 +16 9
**38** | **SHINNEN CURRAME** - I Don’t Make Promises (Arstis) 82 99 -17 7
**39** | **3 DOORS DOWN** - Kryptonite (Republic/Universal) 77 86 -9 3
**40** | **SANTANA** - I Want It (Arstis) 76 76 +0 5
**41** | **SHEILA ONI’ CON** - I’ll Be Back (Island Def Jam) 74 95 -21 9
**42** | **NO DOUBT** - Simple Kind Of Life (Interscope) 72 60 +12 4
**43** | **TRAVIS** - Why Does It Always Rain On Me? (Epic) 69 47 +22 7
**44** | **DON HENLEY** - Tearing You Apart (Warner Bros) 68 69 -1 -4
**45** | **BILLY BRAGG & WILCO** - Secret Sea (Elektra/EGG) 67 61 +6 8
**46** | **JOHN HATT** - Let It Slip Away (RCA) 66 52 +14 5
**47** | **PEARL JAM** - Nothing As It Seems (E) 61 58 +3 5
**48** | **VERTICAL HORIZON** - You’ve A God (RCA) 55 - -4
**49** | **PAT MCGEE** - Runaway (Garr) 55 45 +10 6
**50** | **SISTER HAZEL** - Change Your Mind (Universal) 52 45 +7 4

**Kenny Wayne Shepherd** - Last Goodbye (Garr/Reprise)

**CREED** - Higher (Wind-Up) 49 54 -5 -4
**PEARL JAM** - Thin Air (Epic) 46 49 -3 -4
**COUNTING CROWS** - All My Friends (EGG/Interscope) 45 36 +9 4
**Elliott Smith** - So Far So Good (DreamWorks) 37 35 +2 4
**INDIEGOUS** - Little Thing (Intermedia) 37 40 -3 -4
**WEN** - Even If You Don’t (Elektra/EGG) 30 39 -9 -3
**SANTANA** - El Farol (Arstis) 29 - -2 2
“Just the beginning for this stirring presence...the chops and artistry to fuel a bonfire.”

—Billboard Magazine

“Subtle folk, delicate soul from forceful Tara MacLean.”

—LA Times

Tara MacLean

“Divided”
The new single from PASSENGER

Already on:
WXRT, WBOS, WYEP

Going for Adds Now!

LOOK FOR TARA ON
THE GIRLS ROOM TOUR
THIS SUMMER!

Produced by Malcolm Bam & Bill Bell
Mixed by Joe Pug

Management: Netwerk Management

www.taramclean.com
www.netwerk.com
hollywoodandvine.com
### Aimee Mann

**Spins in BLUE are ADDS**

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<thead>
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<th>Title (Label)</th>
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<td><em><strong>TRAVIS</strong></em> (Capitol)</td>
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<td><em><strong>WHERE THE HEART IS</strong></em> (V2)</td>
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<td>Nine Days</td>
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<td>Red Hot Chili Peppers (Warner Bros.)</td>
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<td>Cозвон</td>
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<td>Juliana Hatfield (M)</td>
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**Spins in BLUE are ADDS**

Mike Viola and the Candy Butchers

"Falling Into Place"

Already In Place:
- KTAD, KTHX, WHFC, WERU, KUWR, WMFO, WBJB, WKZE, WYXU, KRVW, KCTV

Newly fallen:
- KPFK, KBNA, KBAC, WNKU, KSPN, WAPS, WAER, WHRV, KBUT

Witness the spellbinding performance of Mike Viola at the R&R Awards lunch Saturday, June 17th at 1pm.
The Psychology of Music Selection, Pt. II

BY STEVE WILLIAMS

In his book, What To Listen For In Music, Aaron Copland writes, “Everything in music may be said, in the final analysis, to be directed at the listener.”

As music director of KJZZ, Sacramento’s straight ahead jazz station, Gary Vercelli relates well to this concept and takes every opportunity to stay in touch with listeners, recognizing the importance of having more than one viewpoint to consider.

“As the station evolved, we felt we were losing listeners to the Smooth Jazz station across town,” says Vercelli. “We wanted them back, and started doing research. That’s where KPLU-Seattle Program Director Joe Cohn came into the picture. KPLU has been one of the premiere stations to invest in research, making it a part of their budget. Joe needs to be commended for having the mindset that used to only be found in the realm of commercial radio.”

Being a native of Southern California, Vercelli is accustomed to spending time in the car. Instinctively, he puts himself in the place of his listeners by listening to music behind the wheel. “My car is the best environment for listening. I don’t have the cellular phone, fax machine, or anything in there.

“I’ve logged a lot of miles between Sacramento and the Bay Area to get to yoga classes and to catch up on my listening. I look for those magical elements where the artist says ‘I love you’ musically. A sound of surprise is what you look for, something compelling.”

To use a phrase from one of Vercelli’s yoga class, the mantra here is, “Take everything into account.”

If that really is the case, then Grammy award-winning N-Coded Music President Carl Griffin has the best seat in the house. One meeting with this gentleman either through listening to records he produced or chatting with him over dinner, and you know he’s got all the bases covered. He can claim experience in every aspect of the music business, from the bottom up.

“I started as a singer, dancer, and disc jockey in the club scene—five years in New York, and three years in L.A. One of the clubs was called the Ginza and we had dancing girls in cages, and laughter I will go on record to say that I was one of the first go-go boys in New York City. And there’s my career being ruined right there [laughs].”

But as he was to find out, his career was very secure. One night at the Ginza, Griffin’s eclectic mix of jazz, rock, soul, pop, and Brazilian music caught the attention of Motown records founder Berry Gordy. Griffin remembers, “He was so impressed by my knowledge of music that he called me a week later and asked me to work in his New York office. They put me in charge of Stevie Wonder in publishing. I was working at Motown during the day and the clubs during the night. I was also moonlighting as a production stage manager for rock & roll shows. That I enjoyed more than anything else.”

After that, he produced huge concert tours, working with Ben Vereen, and 10 years as ASR chief for GRPL records.

It’s clear that Griffin’s psychology of selection has to do with more than just listening. “The first thing is song structure. I tell all the young kids I work with, check out the classics in an attempt to get some grounding—the history—to get a grasp of the basics. You gotta know where it all came from. Then it all (the music) makes sense. We have the new stars, but Santana walked away with eight Grammies!”

“‘It is insufficient to merely hear music in terms of the separate moment at which it exists. You must be able to relate what you hear at any given moment to what has just happened before and what is about to come afterward.’

Aaron Copland

Although most of us, like Carl Griffin, had to work the ranks to gain perspective, there are some who seem to be born with all the tools for listening to and evaluating music effectively.

I was lucky enough to work with someone like this during my time at WQCD in New York. He’s Rick Laboy, music director at CD 101.9.

“As far back as I can remember I was always moved by music. My mother tells me that when I was born there was a radio in the room. She tells me from the minute I could walk, I was constantly wanting to listen to music. I guess I can say that having listened to music since early childhood, and being surrounded by different musical tastes, I’m one of six children and the youngest so I was turned on to various types of music. It really expanded my musical tastes and allowed me to be able to listen to music for QCD and not be prejudiced by one sound,” he says.

I asked Laboy if he considered his tastes to be comparable to the listeners. “I think so,” he says. “I get it when I meet people at concert events. Lots of times they throw names of bands or artists that happened to be those that I’ve already selected. I look at the reaction that other types of music get, pop, hip-hop, R&B...because I want to be able to create a similar level of excitement with our music. In the music meeting, it’s always about what I think the listeners would react to. Good melodies...I want the music to sound like a well-composed piece of music. I’m also concerned about how the music will blend in with the rest of the music on the station. I also bring in music (to the meeting) that I think will do very well in our music tests.

So what’s the moral of this story? I turn once again to the wisdom of Aaron Copland:

“In a sense, the ideal listener is both inside and outside the music at the same moment, judging it and enjoying it, wishing it would go one way and watching it go another...Whether you listen to Mozart or Duke Ellington, you can only deepen your understanding of music only by being a more conscious and aware listener—not someone who is just listening, but someone who is listening for something.”

## GavinJazz/SmoothJazz

### Jazz

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**The First Milestone bound into the top ten this week.**

**Can Eric ring the bell again so quickly?**

**JIMMY MCGRiff**

### Review

#### Mandolin Project

**Xenoblast** (Blue Note)

**Xenoblast** is the third release for the Jazz Mandolin Project and their Blue Note debut. The band has toured heavily in recent years, earning them a large and devoted following.

Their music is a brand of modern jazz that is in the same vein as, well, nothing; it's just stuff. JIMP is Jamie Masefield (mandolin, mandola, and the band's brainchild), Chris Dahlgren (guitar), and Ari Hoenig (drums). Previous drummers for JIMP include Keith Jarrett's son Gabe, and Phish's Jon Fishman. Trey Anastasio (also of Phish) makes a guest appearance on "Hang Ten." —**Jimmy Leslie**

### ARTIST PROFILE: Medeski, Martin & Wood

**Album:** Tonic  
**Label:** Blue Note

Wizard keyboardist John Medeski, percussion god Billy Martin, and wonder bassist Chris Wood began performing together in the early '90s. In the beginning they were a piano-led trio on the Knitting Factory downtown scene, but they soon morphed into a hard-grooving organ combo. The band's uncanny ability to make jazz danceable almost instantly won them a devoted live following and a recording contract.

M&M toured the college circuit relentlessly in the fashion of neo-Hippie bands Phish and Blues Traveler, and much of their popularity can be attributed to the jam band crossover audience. The combo's three mid-'90s albums, It's a Jungle in There, Friday Afternoon In the Universe, and Shack-Man earned them the reputation as the world's foremost instrumental groove band.

Medeski, Martin & Wood signed with Blue Note in 1997 and released the phenomenal *Combustication*. The record took their fusion of funky jazz a step further by incorporating elements of hip-hop and bringing in turntablister DJ Logic for several cuts. *Combustication* was popular with critics, consumers, and Jazz programmers.

Since that success, the members of M&M have been in demand. Chris Wood appeared on John Scofield's latest recording, *Jump* (M&M added as Sco's band for his Verve release, *A Go Go*). John Medeski fulfilled a dream by performing with and producing the Dirty Ocean Brass Band, and Billy Martin recorded with Chris Layton.

Percussionist Jon Fishman guest appears on *Hang Ten*. And now the band has taken a 180-degree turn with its latest release, *Tonic*. Recorded live in New York at the club bearing the same name, *Tonic* is risky, experimental, avant acoustic jazz. The fact that this album is charting at Jazz radio is a testament to the ensemble's sound.

Word is that M&M have already completed a new studio recording that will be released as early as this fall. The folks at Blue Note are already beaming. —**Jimmy Leslie**
### Smooth Jazz & Vocals

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**The former Doobie is getting a warm welcome back. One of the world’s best singers is now a label partner as well.**

---

### Gavin Smooth Jazz & Vocals

**JAZMasters III** (London Chimes (Hardcastle))

**JEFF GOLUB** (Dangerous Curves (GRP))

**MICHAEL LINTON** (Vivid (Samarson))

**ACOUSTIC ALCHEMY** (The Beautiful Game (Higher Octave))

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### SpinCREASE

**B. James/R. Braun** +132

**Brenda Russell** +109

**George Benson** +88

**Brian McKnight** +74

**Jay Beckenstein** +71

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### Review

**Soundscape**

**UPTOWN GROOVE** (Instinct)

Thriving Smooth Jazz into the pulsing and not so smooth life of New York and London is Soundscape UK. Uptown Groove, their third release, is a sonic stew of dance beats, jazz fusion, and Smooth Jazz. With the vision of keyboardist Mick Talbot and arranger producer Chris Bangs, the album also features guitarist Nigel Price, saxophonist Lisa Graham, trumpeter Dave Prezman, Cyril McMannon on Fender Rhodes, Martin Pyne on vibes, and the sweet stylings of vocalist Opari.

—Kathleen Richards

---

### Artist Profile

**Sherry Winston**

**Album:** Life is Love & Love is You

**Label:** Flying Flute/Orpheus

Sherry Winston is many things: Grammy-nominated musician, former record company executive, author, and accomplished athlete. She's played Carnegie Hall and The Today Show, and performed with Quincy Jones and Roberta Flack. Her new disc, Life is Love and Love is You, is one of the hottest records to hit this year, and features one of the last performances of the late Grover Washington, Jr.

Winston's career began in earnest after she earned a music degree from Howard University and toured the country with her own band which included a then-unknown pianist named Roberta Flack. Winston's debut, Do it for Love soared to Number One on the Black Radio Exclusive Jazz chart. She followed up with Love Madness, which was a Gavin top five hit. Her third CD, Love Is, was nominated for two Grammys and won the WBLS Quiet Storm Award.

If you haven't heard of Sherry Winston it's because she left life at the major labels behind for a career on her own terms. Winston performed mainly at corporate events for clients like The Wall Street Journal, Adolph Coors Company, and Coca Cola. In short, the lady gets paid. Winston also runs her own record label and publishes her own newsletter, Lovenotes. A former director of jazz promotion for CBS, Arista, GPR, and Elektra, she knows what she's doing.

**Life is Love and Love is You features Winston's elegant flute melodies over funky R&B and hip-hop grooves. The record is a mixture of originals and covers, three of them being Stevie Wonder compositions. Najee, Jon Lucien, and Curtis Haron of Pieces of a Dream make stellar guest appearances as does the legendary Grover Washington, Jr. His creamy horn fits with Winston's electric flute on the melody of the record's opening track “Love and Marriage." They hook the listener straight away and the grooves just keep on flowing from there.

—Jimmie Leake
WHIPS. CHICKS. CHIPS. THAT’S ME.

Cam'Ron

THAT’S ME

THE NEW SINGLE FROM HIS CONTROVERSIAL NEW ALBUM, S.D.E. ALBUM IN STORES AUGUST 22. IMPACTING NOW!

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THE CULT

"PAINTED ON MY HEART"

WRITTEN BY DIANE WARREN

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GONE IN 60 SECONDS

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NEW THIS WEEK:

KDGE  KWOD  KBER  WCCC  KCAL  WXSR
WKRL  WZZO  WTKX  KZRR  WNCD  KFRQ
KEZO  KOMP  KLAQ  WBUZ and many more!!

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