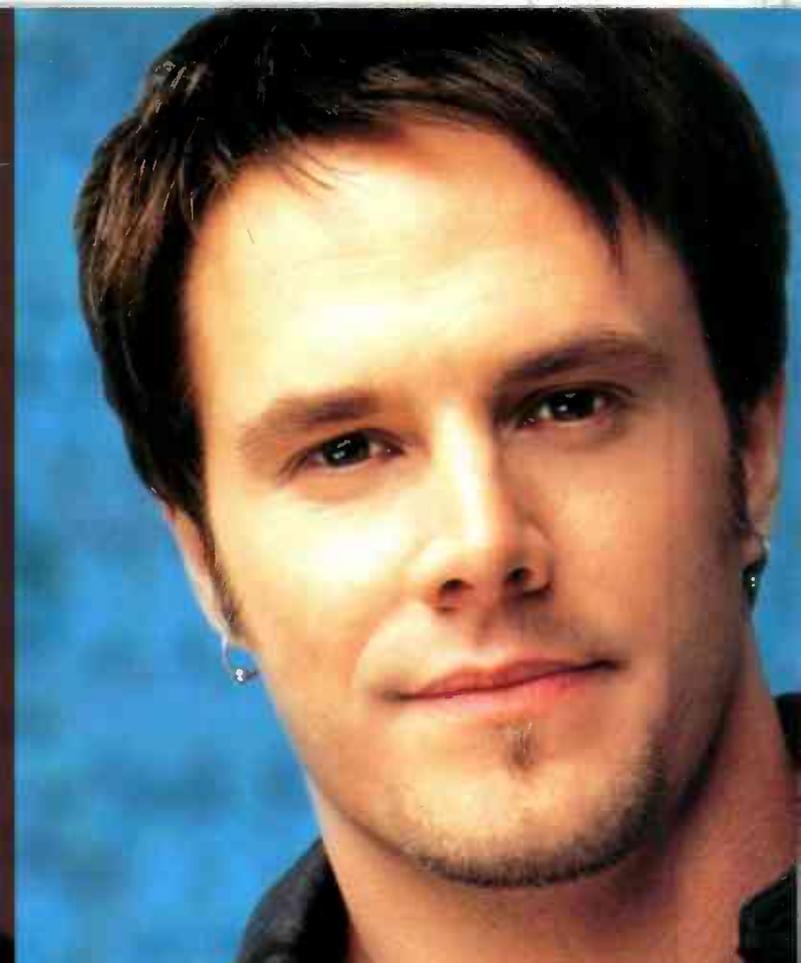


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DECEMBER 17, 2001 • ISSUE 2357

**HERE AT
THE CLOSE
OF 2001
MONUMENT RECORDS
WOULD LIKE
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THE BRIGHTEST
NEW STARS
OF 2002...**



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SOON.


monument
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DECEMBER 17, 2001 • ISSUE 2357

FEATURING

GUY ZAPOLEON:

On The Monster We've Created

TRACY JOHNSON:

Morning Show Guru's New Book

IN THIS ISSUE:

2002 GAVIN Award Nominees
Paige Nienaber "Own New Year's Eve"
Favorite Urban Christmas Songs
WWW.2001.COM: Tech's Tumultuous Twelve

ON THE COVER: GAVIN Annual Year-End Special

Home of the **#1** Seminar in Radio

music week

From the Publishers of Music Week, MBI, and fono
A CMP Information Publication

SPECIALS INSIDE:
• Annual Year-End Special:
• 2001 Tough Year
• Country:
Annual Best & Worst



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FEATURES

6 2001 TOUGH YEAR. September 11 overshadowed the year like a specter, but there was so much more: the economy tanking, the dot-coms busting (complete with Napster's "demising"), the tightest presidential election in history... and radio consolidation marching on and on toward towering, streamlined, monolithic oneness. Here, GAVIN editors have collected thoughts on 2001 radio, music, and culture, along with some great one-liners (if ya don't laugh ya cry, right?).

13 COUNTRY'S ANNUAL BEST & WORST. They say opinions are like...well the point is everyone's got one. For our 2001 Year-End Country special Country Editor Jamie Matteson asked radio and record friends what music worked, what didn't, and what we need to be talking about in 2002.

20 WISE GUY: MR. ZAPOLEON, ON THE MONSTER WE'VE CREATED. As 2001—with all of its perils and pitfalls—winds to a blessed close, Top 40 & Rhythm Crossover Editor Kevin Carter figured it was the perfect time to look to a higher power for knowledge and guidance—so naturally, he called Guy Zapoleon, programming guru and consistently astute industry observer.



Guy Zapoleon

24 YOU SAID IT, 2001. Whew. What a year. 2001 was more than a "space odyssy," it was an adventure. It was a year of competition, consolidation, death, war and, of course, the usual squabbling about "what is Alternative?" GAVIN Alternative Editor Richard Sands pores over his

desktop to deliver your most notable quotage over the past 12 months.

27 TRACY JOHNSON STRIKES AGAIN. Two years ago Star 100.7-San Diego VP/GM/PD Tracy Johnson published *Morning Radio: A Guide To Developing On-Air Superstars*, with successful consultant Alan Burns. The book received rave reviews and endorsements from high-profile programmers and morning talent such as WPLJ-New York's Scott Shannon, WBMX-Boston's Greg Strassell, and new Q101 (WKQX)-Chicago PD Tim Richards. This month Johnson brings us the sequel, *Morning Radio II: Turning the Science Into Art*, and GAVIN A/C & Hot A/C Editor Annette M. Lai has some early excerpts.

30 URBAN'S FAVORITE CHRISTMAS SONGS: ARE YOU SPINNING THE BEST OF THE BEST? After such a crazy year the holidays take on a special significance, so GAVIN Urban & Urban A/C Editor Kevin Fleming went looking for the best of the best Urban holiday music, by asking you for your picks.

35 A YEAR OF GREAT CHANGE IN TRIPLE A. There's a lot that happened in the past year, and Editor Dave Einstein and Sr. Research Editor Jimmy Leslie offer up a month-by-month accounting of some of the releases, events, and job changes that shaped 2001 for Triple A.

39 WWW.2001.COM. From Napster to satellite radio; from MusicNet to Grokster; from privacy to piracy; from ad insertion to song recognition; GAVIN Business and Media Editor Doug Wyllie takes a look back at the events of 2001's tumultuous twelve.

EDITOR'S NOTE

IT'S A WEIRD LIFE

Good tidings to you, happy holidays, and welcome to GAVIN's 2001 kiss-off. Just like you, we're glad to see it end. We're also pleased as plum fairies (hey, this *is* San Francisco) that December brings a badly needed break.



If they haven't already, right about now music directors are going through the basement throwing boxes around looking for those holiday albums to get on the air. Program directors are scheduling eager swing jocks for all the least desirable shifts—"Sandy, we're gonna need you 6-noon on the 25th, OK?"—while they lovingly caress their e-ticket to mom's house. And the station personnel who drew the short straw are planning the downsized year-end party at Bennigan's, a bowling alley that owes in trade, or the local Chi-Chi's (Margaritaville, baby!).

Yes, everything is as it should.

And as such, it only makes sense to dedicate the pages of GAVIN's Year-End issue between remembering the year gone by, and musing on the new one on the way...

Of course, 2001 will always be remembered, just as 1941 was most remembered, for its single day of infamy. How could it not be? But in this issue we take a moment to cut through the fog of our shock to recall what transpired in our professional lives—the incredible music, the continued consolidation, and painful contraction. We remember the births, the deaths, and sea changes, the dot-com bust, the notable quotage—and, in the form of 2002 GAVIN Award nominees, we recognize the past year's best as voted by their peers in the industry.

Beyond the Gavin Year-End Special (which starts on page six), we continue to look at the year gone by in Country's "Annual Best & Worst," Alternative's "You Said It," Triple A's "A Year of Great Change," and Dot-Com's "Tech Execs Say the Darndest Things."

We address the present with excerpts from Tracy Johnson's new morning show book (p. 27), and "Urban's Favorite Christmas Songs: Are You Spinning the Best of the Best?" (p. 30).

And we contemplate the future with both Paige Nienaber's inside advice on making an impact on New Year's Eve (p. 12), and consultant Guy Zapoleon's analysis (p. 20) of radio's current business climate and how he thinks things should shake out in 2002.

Enjoy the holiday break, but before you catch that cab to the airport, don't forget the Kentucky Fried Chicken leg for the station hamster. she deserves to have Christmas too. After all, she's a *good* hamster.

Todd Spencer
todd@gavin.com

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2001 Tough Year

Compiled by GAVIN Format Editors

September 11 overshadowed the year like a specter, but there was so much more: the economy tanking, the dot-coms busting (complete with Napster's "demising"); Chandra Levy and the tightest presidential election in history; reality TV; the Baltimore Ravens [who?] winning the Super Bowl; losing another of the Beatles, this time to cancer; and radio consolidation marching on and on toward towering, streamlined, monolithic oneness.

Below are collected thoughts on 2001 radio, music, and culture, along with some great one-liners (if ya don't laugh ya cry, right?) from some of our friends in the radio and records biz. 2001: we won't miss it, but we won't forget it, either.

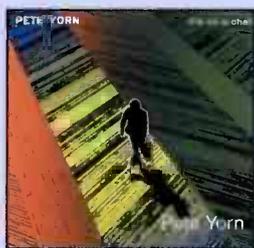
—Todd Spencer

Keith Coes

WRLT-NASHVILLE

TOP 10 SONGS OF 2001:

- Pete Yorn "Life On a Chain" (Columbia/CRG)
- Afro Celt Sound System "When You're Falling" (Real World/Virgin)



- Ben Folds "Rockin' the Suburbs" (Epic)
- Cake "Short Skirt, Long Jacket" (Columbia/CRG)
- Train "Drops of Jupiter" (Columbia/CRG)
- John Mayer "No Such Thing" (Aware/Columbia/CRG)

- Incubus "Drive" (Epic)
- Jason White "Average Joe" (Virgin)
- Ryan Adams "New York, New York" (Lost Highway/IDJMG)
- David Byrne "Like Humans Do" (Virgin)

WORST FILMS OF 2001: Anything with Mariah Carey in it.

FAVORITE TV PROGRAMS: *Monday Night Football*, *Sunday Night Football*, *Nightline*, and *The Howard Stern Show*.

MEMORABLE NEWS STORY:

September 11 twin tower/pentagon disaster.

ENTERTAINER OF THE YEAR:

Jay-Z

TOP FIVE ARTISTS OF THE

YEAR: Train, Pete Yorn, Sting,

John Hiatt, U2

MOST OVER-HYPED PERSON/EVENT OF THE YEAR: Michael Jackson's anniversary show.

FAVORITE WEBSITES OF 2001: drudgereport.com, koam.com, thesmokinggun.com, espn.com.

BEST "GUILTY PLEASURE" WEBSITE: mulletsgalore.com and cameltoe.org

MY BIGGEST MISTAKE OF 2001: Quitting the accordion lessons.

I'VE NEVER TOLD ANYONE THIS, BUT: I love listening to NPR.

ONE PREDICTION FOR 2002 YOU CAN TAKE TO THE BANK:

Pete Yorn will blow up.



Dana Marshall

WXRV THE RIVER-BOSTON



Kiefer Sutherland

FAVORITE TV SHOW:

24 (w/Kiefer Sutherland—very cool "real time" show)

MOST MEMORABLE

NEWS STORY:

Sadly, September 11th.

ENTERTAINER OF

THE YEAR: Kevin

Spacey—always the brilliant actor/and blew me away at the

John Lennon tribute show, singing "Mind Games"!

BIGGEST MISTAKE (TO DATE): Introducing Boston Mayor Menino at our Riverfest as *Governor* Menino!!! (I think he should have thanked me!)

FAVORITE ARTISTS THIS YEAR: Coldplay, Ryan Adams, Cousteau, Catie Curtiss, and Pete Yorn.

Scott Jameson

WRZX-INDIANAPOLIS

FAVE CD OF 2001: Stereo MCs *Deep Down and Dirty*



Nickelback

FAVE SONG OF 2001: Nickelback "How You Remind Me"

2001 MVP FOR X-103: Anything from Staind or Creed

BEST MOVIE OF 2001: *Haven's Magic Touch 2*

WORST MOVIE OF 2001: *Along Came a Spider*

WATCH OUT FOR IN 2002: Ill Nino

Dylan

KMXV-KANSAS CITY/WWWQ-ATLANTA

FAVORITE SONG OF THE YEAR: "Ride Wit' Me" by Nelly

FAVORITE ALBUM OF THE YEAR: *Celebrity* by

'NSync (adventurous, fun, etc.)

SONG I WISHED I'D JUMPED ON SOONER: "I'm Like a Bird" by Nelly Furtado

2001 SONG WE'LL STILL BE HEARING TEN YEARS

FROM NOW: "Hanging By a Moment" by Lifehouse

Jamie Hyatt

KUCD-HONOLULU

FAVORITE SONG OF THE YEAR: Staind, "It's Been Awhile"



Staind

FAVORITE ALBUM OF THE

YEAR: *Gorillaz* by Gorillaz

SHOULD HAVE BEEN A BIGGER HIT THAT IT WAS:

"Clint Eastwood" by Gorillaz

SONG I WISHED I'D JUMPED ON SOONER: "Get Ur Freak On," by Missy Elliott

SONG TITLE THAT BEST DESCRIBES MY LOVE LIFE: "Brown Eyes" by Destiny's Child

THE ALBUM CUT THAT SHOULD HAVE BEEN A

SINGLE: Nelly, "Luven Me"

2001 SONG WE'LL STILL BE HEARING TEN YEARS

FROM NOW: "Fallin'" by Alicia Keys

ONE GOAL I'D LIKE TO ACCOMPLISH NEXT YEAR:

Get married to the love of my life, Rae Ann Chow

ARTIST MOST LIKELY TO SHOW EVEN MORE IN

2002: Britney Spears

ARTIST I WOULDN'T MIND A ONE-NIGHT STAND

WITH: Beyoncé

ARTIST MY SIGNIFICANT OTHER WOULDN'T MIND A

ONE-NIGHT STAND WITH: Mark McGrath of

Sugar Ray

ARTIST I'LL MISS THE MOST: Aaliyah

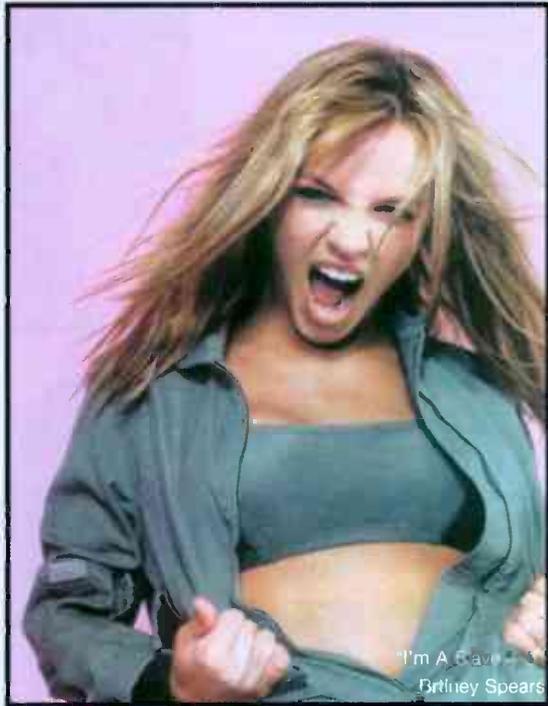
2001 Song Title That Best Describes My Love Life:

BY TOP 40 & RHYTHM CROSSOVER PROS

- "Whenever, Wherever" —Ken Lucek
- "The Space Between" (Since I travel a lot, there's definitely too much space between) —Don Parker
- "Start The Commotion" —Scott Sands



- "I'm A Slave 4 U"... just kidding! "Bad Boy For Life"...kidding again! —Erik Bradley



- "I Just Wanna Love You" —Bruce St. James
- "Almost Doesn't Count" —Orlando
- [dead air] —Rob Roberts
- "It's Been Awhile" —Eric Murphy
- I'd love to say "It's Been Awhile," but it's not true...I'll say "Hero" —Jon Zellner
- "Crazy" —Motti Shulman
- "7 Days" (yeah, right?) —Mark Reid
- No comment —Mark Adams
- "Jaded" —Andy Shane
- "I Like Them Girls" —Margaret Ann Ronayne

Jimmy Steal

KPWR-LOS ANGELES

FAVORITE SONG OF THE YEAR: Ryan Adams, "New York, New York"

FAVORITE ALBUM OF THE YEAR: Ryan Adams, *Gold*
SHOULD HAVE BEEN A BIGGER HIT THAN IT WAS: Shelby Lynne's "Killin' Kind"

ONE GOAL I'D LIKE TO ACCOMPLISH NEXT YEAR: To

answer fewer silly year-end GAVIN surveys.

THE PROMO REP WHO COULD SELL ICE CUBES TO ESKIMOS: Scot Finck. He understands that being a resource to a radio station is the only way to truly promote, so few understand this.



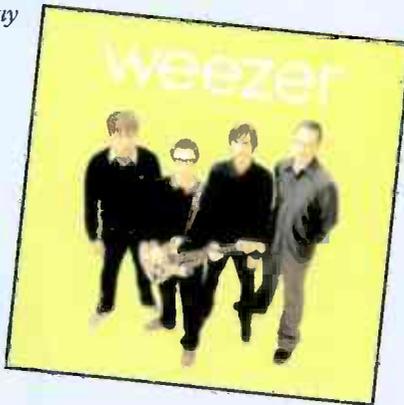
Larry Pareigis

MONUMENT RECORDS

TOP 5, UH...6 FAVORITE WEBSITES: newsmax.com, businessplanforthebody.com, jarjarbinksmustdie.com, sony-nashville.com, and whyarewebsitenamessolreakin-long.com. Oh yeah...gavin.com!

FAVORITE BOOK OF THE YEAR: *The Amazing Adventures of Kavalier and Klay* by Michael Chabon

FAVORITE ALBUM OF 2001: Weezer's latest.

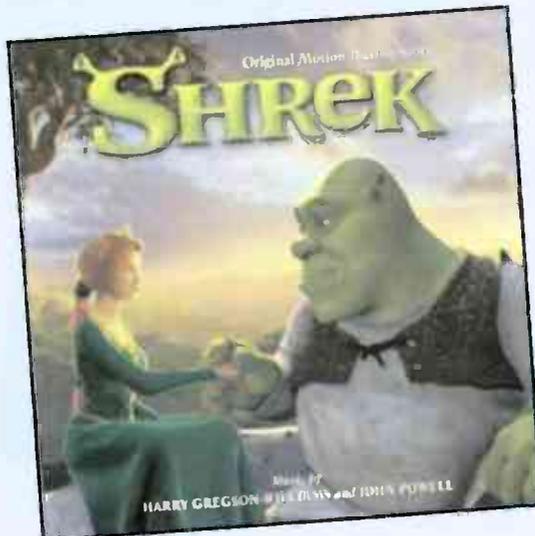


George Briner

DREAMWORKS RECORDS

ONE THING I NEVER HEARD A CONSULTANT SAY IN 2001: "I was talkin' to the record company and they told me this record was going to be a SMASH!!!!"

FAVORITE MOVIE OF 2001: *Shrek*



Lifehouse's (Jason, Rich & Sergio) (DreamWorks)

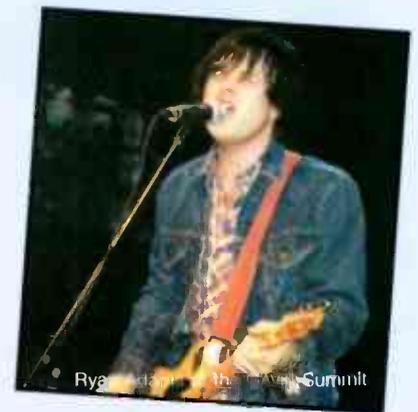
TOP TEN SONGS OF 2001
 (in no particular order):

- Coldplay "Trouble"



- Pete Dinklage "Life On A Chain"
- U2 "Beautiful Day"
- STP "Days of the Week"
- Train "Drops of Jupiter"
- Nelly "Ride Wit Me"
- U2 "Elevation"
- Coldplay "Yellow"
- Pete Dinklage "For Nancy"
- Linkin Park "Crawling"

Ryan Adams' (Lost Highway/IDJMG recording artist) 2001 TOP TEN



1. Jay-Z *Blueprint*
2. White Stripes "Hotel Yorba"
3. DMX *The Great Depression*
4. White Stripes *White Blood Cells*
5. Bob Dylan *Love & Theft*
6. Ryan Adams *Gold*
7. TSOL *Disappear*
8. The Von Bondis *The Peel Sessions*
9. Meg White
10. Absolute & Sodas [a band, or a drink—only Ryan knows for sure-ed]

Jerry Smokin' B

WHAT-ATLANTA

THREE THINGS YOU'LL NEVER HEAR A RECORD REP SAY:

"I like the other station better than yours."

THE WORST CONCERT OF 2001: Blue Print Lounge Tour

Tony Gray's

GRAY COMMUNICATIONS

TOP 10 SONGS OF 2001:

- "I Just Wanna Love You" Jay-Z
- "Get Ur Freak On" Missy



- "Fallin'" Alicia Keys
- "Southern Hospitality" Ludacris
- "Girls, Girls, Girls" Jay-Z
- "I'm a Thug" Trick Daddy
- "Danger" Mystikal



- "You can't Deny It" Fabolous
- "Peaches & Cream" 112
- "Who We Be" DMX

Chris Williams

WNNX-ATLANTA

FAVE CD OF 2001: Jimmy Eat World *Bleed American*



FAVE SONG OF 2001: Boy Hits Car "I'm a Cloud"
2001 MVP FOR 99X: Tool "Schism"
BEST MOVIE OF 2001: I'm holding out an answer until after *Lord of*

the Rings

WORST MOVIE OF 2001: *AI*

WATCH OUT FOR IN 2002: Dashboard Confessional

Derrick Brown

WHQT-MIAMI

TOP 5 TV SHOWS OF 2001: *Boston Public*, *24*, *Soul Food*, *The Weakest Link*, and *Law & Order*

TOP ROOKIE ACT OF 2001: Musiq Soulchild



THE BIGGEST RECORD COMPANY "BALLER" IN 2001:

Clive Davis

THE RECORD THAT SHOULD HAVE NEVER BEEN PLAYED IN 2001: Mr. C's "Cha Cha Slide"

Robert Scorpio

KKBT-LOS ANGELES

BEST LIL' OF THE YEAR: Lil'

Bow Wow and Lil' Romeo (tie)

BEST LIL' *not* A BOY: Lil'

Kim

THREE THINGS YOUR CONSULTANT WILL NEVER SAY:

1. Play what you want.
2. Your station sounds great, no problems.
3. You're paying me way too much, can you cut back my budget.



Terri Thomas

WIZF-CINCINNATI

BEST HAIR WEAVE OF 2001:

Janet Jackson

BIGGEST RECORD COMPANY

"BALLER" IN 2001: Russell

Simmons

BIGGEST BOOTY OF 2001:

Jennifer Lopez

RECORD THAT SHOULD

HAVE NEVER BEEN PLAYED IN 2001:

"Bootylicious"



Jerry Lembo's

PRESIDENT, JERRY LEMBO ENTERTAINMENT

TOP TEN SONGS OF 2001:

(IN ALPHABETICAL ORDER):



- The Calling "Wherever You Will Go"
- Coldplay "Trouble"
- Elton John "I Want Love"



- Five For Fighting "Superman (It's Not Easy)"
- Lifehouse "Hanging By a Moment"
- LoneStar "I'm Already There"
- Melissa Etheridge "I Want to Be In Love"
- Mick Jagger "Visions of Paradise"
- Ryan Adams "New York, New York"
- Train "Drops of Jupiter"

Michelle Matthews'

KALC-DENVER

TOP TEN FAVORITE ALBUMS OF 2001

(IN NO PARTICULAR ORDER):

- Coldplay *Parachutes*
- New Order *Get Ready*
- Garbage *Beautiful Garbage*
- Five for Fighting *America Town*
- U2 *All That You Can't Leave Behind*
- Enya *A Day Without Rain*
- Crystal Method *Tweekend*
- David Gray *White Ladder*
- Stevie Nicks *Trouble in Shangri-La*
- Weezer *Weezer*



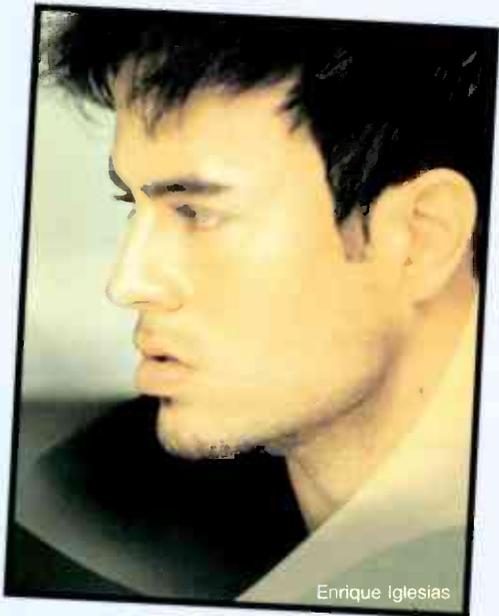
Gary Nolan's
WLTE-MINNEAPOLIS
TOP TEN SONGS OF 2001:



- **LoneStar** "I'm Already There"
- **matchbox twenty** "If You're Gone"
- **Enya** "Only Time"
- **Faith Hill** "There You'll Be"
- **S Club 7** "Never Had a Dream Come True"
- **Jim Brickman with Rebecca Lynn Howard** "Simple Things"



- **Dido** "Thank You"
- **Diamond Rio** "One More Day"
- **Enrique Iglesias** "Hero"



- **Tamara Walker** "Didn't We Love"

Tony Coles'
KRWM-SEATTLE
FAVORITE MUSICAL
MOMENT OF 2001:

"It had to be the Friday after September 11th when we did an hour-long musical tribute. We played a combination of patriot-



ic songs such as Lee Greenwood's 'God Bless the U.S.A.' and Whitney Houston's 'Star-Spangled Banner,' but we also



included songs of remembrance, love, and caring such as Jewel's 'Hands' and Sarah McLachlan's 'I Will Remember You.' It ran the emotional gamut and I think Warm 106.9 made a powerful statement by just letting the music speak for itself for that hour. It was one solid hour of the hairs on the back of your neck standing straight up. There wasn't a dry eye in the station."

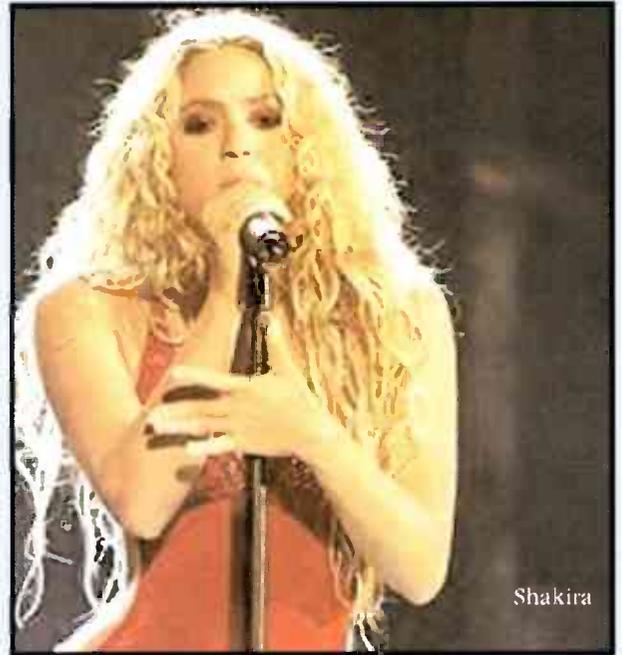
Charese Frugé's
KMXB-LAS VEGAS
BEST CONCERT OF 2001:



"Melissa Etheridge live in the Mix Underground Lounge at 'Bite of Las Vegas' in October. It was one of the highlights of my career; not only was she a great interview, but she rocked on stage for 15,000 people—just she and her guitar."

Artist Who Should
Break Out Big in 2002:
BY TOP 40 & RHYTHM CROSSOVER PROS

- Shakira —**Dave Reynolds**



- Nelly Furtado —**Fisher**
- Craig David —**Alex Tear**
- Alicia Keys —**Jon Zellner**
- Tantric —**Ken Lucek**
- Remy and Shakira —**Valerie Delong**
- Kylie Minogue —**Ed Green**
- Hoobastank —**Mike Easterlin**
- Cher —**John Boulos**
- Craig David —**Dylan**
- You guessed it... Shakira —**Rob Roberts**
- Coldplay —**Don Parker**
- Nelly Furtado —**Margaret Ann Ronayne**
- Pink —**Stan Priest**
- Ryan Adams —**Wayne Coy**
- King Konga —**Scott Sands**
- Fabolous —**Bruce St. James**
- Benzino —**Eric Powers**
- The Strokes —**Eric Murphy**
- Nikka Costa —**JJ Rice**
- Christina Milian and Track 10 —**Mark Reid**
- Craig David and A Simple Plan —**Andy Shane**



- "Craig David, who should be bigger than he already is, Alicia Keys will win Grammys for sure, and I must mention my boys, V I 3 on MCA Records—watch out for 'em in '02!" —**Erik Bradley**
- "Who knows? And isn't that truly one of the cool aspects of contemporary radio?" —**Cat Collins** ■

GONE TOO SOON

GAVIN takes a moment to remember all the talent and friends we lost this past year.

- **DINO BARBIS**, former label promotion executive, brother of DreamWorks' Johnny Barbis, December 16, 2000
- **ROB BUCK**, lead guitarist for 10,000 Maniacs, December 19, 2000
- **KIRSTY MacCOLL**, singer/songwriter and daughter of folk singer Ewan MacColl, December 19, 2000
- **ROEBUCK "POPS" STAPLES**, patriarch of the Staple Singers, December 19, 2000
- **VICTOR BORGE**, comic piano virtuoso and musical humorist, December 23, 2000
- **RUDI GASSNER**, heir apparent to become President/CEO of BMG's music division, December 23, 2000
- **NICK MASSI**, bass vocalist/vocal arranger for the Four Seasons, December 24, 2000
- **CHARLIE LOURIE**, music exec, co-founded jazz-reissue label Mosaic Records, December 31
- **GENE TAYLOR**, writer & executive producer of Dick Purtan's morning show on WOMC-Detroit, early January
- **LOUIL SILAS, JR.**, West Coast VP, LaFace Records/owner and founder of MCA subsidiary Silas Records, January 6
- **THOM O'HAIR**, San Francisco radio legend, January 6
- **JAMES CARR** blues/R&B singer who had a hit with "At the Dark End of the Street," January 7
- **MICHAEL CUCCIONE**, "Jason 'QT' McKnight" of MTV's mock boy band 2GETHER, January 13
- **BOBBY DALE**, legendary DJ...KFWB-Los Angeles, KSAN & KSFO-San Francisco, KEWB-Redding, January 17
- **EMMA KELLY**, "Lady of 6,000 Songs" made famous in book/film *Midnight In the Garden of Good and Evil*, January 17
- **RON REDMAN**, former WCNN/AM-Atlanta producer, Master Control operator at WSB-TV, January 18
- **JOEL PERLMUTTER**, former WBNW/AM-Boston PD and later, voice of Boston Bruins hockey, January 20
- **DEIRDRE O'DONOGHUE**, Southern California air personality—KMET, KCRW, KNX/FM, MARS/FM, KLSX, etc., January 21
- **ANDY MOES**, WRKO/AM morning show host, January 26
- **BOB FORWARD**, L.A. broadcaster was a PD at KMPC and GM at KLAC, KRLA, January 30
- **DICK WHITTINGHILL**, '50s & '60s morning host at KMPC/AM, end of January
- **BOB ELLIOTT**, executive with Federated Media, February 2
- **DALE EVANS**, singer/actress wife of Roy Rogers, February 7
- **GEORGE SIMON** jazz critic/author/former executive director of NARAS, February 13
- **RONNIE HILTON**, 1950s crooner "No Other Love" and "A Windmill in Old Amsterdam," February 21
- **ANN COLBERT**, musicians' manager, February 25
- **GLENN HUGHES**, leather clad-biker in the original Village People, March 5
- **PORTIA NELSON**, singer/songwriter/actress, March 6
- **SCOTT YATES**, former Cox Radio production director and longtime Tulsa, Okla. radio personality, March 6
- **WILLIAM HAMMERSTEIN**, director & producer, son of Oscar Hammerstein II, March 9
- **BENNY MARTIN**, country fiddler, inventor of the eight-string fiddle, March 13
- **BERT McARTHUR**, Citadel-Little Rock account executive, March 16
- **JOHN PHILLIPS**, of the Mamas and the Papas, March 18
- **FRANCIS GRASSO**, pioneering club disc jockey, March 23
- **GENE "BY GOLLY" BARRY** (real name: **SELWYN ATCHISON**), Dayton, Ohio radio legend...was on the air there 45 years, April 2
- **CHARLES PETTIGREW**, one half of Capitol Records duo Charles & Eddie, April 6
- **VAN STEPHENSON**, Blackhawk co-founding member and songwriter, April 8
- **HONDO (AKA MIKE WALKER)**, KDDJ & KEDJ-Phoenix nighttimer, week of April 9
- **JOEY RAMONE**, punk rock icon/pioneer/lead singer of The Ramones, April 15
- **KEVIN "OCEAN" EVANS**, WLVW & WLBW-Ocean City, morning host and market veteran, April 18
- **J. PAUL EMERSON**, veteran broadcaster, April 19
- **FRED JORDAN**, MTV Director/Music & Talent Programming, April 19
- **CHUCK HOLLOWAY (CHARLES RAYMOND HOLLAND)**, former PD of WKZL-Greensboro, April 20
- **MABEL SKEIE**, mother of GAVIN alum Sandy Skeie, April 21
- **RICK SQUILLANTE**, former Virgin Records Head of Dance Promotion, weekend of April 21-22
- **DAVE VINCENT (AKA VINCE SPIELMAN, "SPACEY DAVE" AND "COUNTRY DAVE")**, longtime Portland, Ore. radio personality in the '70s and '80s, end of April
- **BOOZOO CHAVIS**, accordionist/singer/handleader and patriarch of the Zydeco sound, May 5
- **MICHAEL HAZLEWOOD**, songwriter who wrote "The Air That I Breathe" for the Hollies and "It Never Rains In Southern California" for Albert Hammond, May 6
- **STAN MONTIERO**, former Columbia VP, Promotion, reported on May 7
- **PERRY COMO**, pop crooner, May 12
- **JASON "DJ THREAT" CAMPBELL**, of Hot 97 (WQHT)-New York fame, May 12
- **LYNNE MURRAY**, WBBM/AM-Chicago account executive, formerly APD/MD/air talent at crosstown WPNT, May 15
- **TOUFIE KASSAB**, account executive for Kindred Communications, killed with wife Linda in a car accident, May 16
- **WILLIE FOSTER**, blues harmonica player, May 20
- **ANDREW HOWARD**, co-host of the *Karel and Andrew* show on KFI-Los Angeles, May 21
- **JUDD OTIS**, veteran radio personality worked at WUSA-Tampa, May 21
- **JACK "THE SWINGER" SPRINGER**, jazz DJ worked at WCHB/AM and WCHD-Detroit and KJAZ-San Francisco. He also produced jazz shows for WXYZ/AM-Detroit, May 30
- **JOHN HARTFORD**, banjo/fiddle master and songwriter "Gentle On My Mind," June 4
- **KEVIN COX, SR.**, Media Services Group founder, June 5
- **JOHN LEE HOOKER**, legendary bluesman, June 21
- **PAXTON MILLS**, veteran Denver radio personality, worked most recently at KXKL [Kool 105], but also worked at KIMN, KOSI, and KMJI, late June
- **JOE HENDERSON**, four-time winning tenor saxophonist, recorded on Verve, June 30
- **CHET ATKINS**, "Mr. Guitar" and credited with creating the Nashville sound, award-winning guitarist, June 30
- **ROY NICHOLS**, legendary guitarist, known for his work with Merle Haggard, July 3
- **JOHNNY RUSSELL**, Grand Ole Opry great, songwriting credits include The Beatles' "Act Naturally," July 3
- **ERNIE K-DOE**, R&B legend, #1 hit with "Mother-in-Law," July 5
- **JOHN WEBER**, former President/GM of WLYV-Ft. Wayne, Ind., July 8
- **D.C. JAMES**, WAOA-Melbourne acct. executive, July 16
- **VINCE FARACI**, former Senior VP, Promotion at Atlantic Records, July 20
- **DON EVANS AKA "DEACON EVANS,"** morning show host for KPBC/AM-Dallas/Ft. Worth, July 20
- **LEON WILKESON**, original member/bass player of Lynyrd Skynyrd, July 27
- **DAVE NUTTALL**, Northwest LPM for Elektra Entertainment, August 2
- **RON TOWNSON**, founder of the Fifth Dimension, August 2
- **LEE GILLETTE**, former programmer/voiceover talent, August 13
- **RAYMOND E. JOHNSON**, radio host hosted *Inner Sanctum*, August 15
- **BETTY EVERETT**, singer, "Shoop Shoop Song (It's In His Kiss)," August 19
- **AALIYAH**, Blackground/Virgin recording artist, August 25
- **DOUGLAS KRATZ**, Virgin Records' Director of Video, August 25
- **GINA SMITH**, Blackground Records' staffer, August 25
- **KEITH WALLACE**, Blackground Records' staffer, August 25
- **DALE VAN HORN**, longtime Raleigh-Durham radio personality and songwriter. Wrote songs for Charley Pride, Lee Greenwood, Ronnie Milsap, August 30
- **HANK NASIFF, JR.**, aka "Hank the Angry Drunken Dwarf" from *Howard Stern Show*, September 4
- **JOHN R. McADAM**, retired broadcaster, September 5
- **DANNY LEE**, Backstreet Boys' set carpenter, casualty of WTC tragedy, September 11
- **ROBERT SPEISMAN**, former sales rep for Polygram Distribution, casualty of Pentagon tragedy, September 11
- **CHARLES GIDDENS**, longtime broker and station owner, September 12
- **NEIL SULLIVAN**, WMEK/WLAM-Portland OM, September 13
- **MICHAEL S. LIBRETTI**, Nassau Broadcasting Partners, L.P. Exec. VP of Operations and CFO, September 17
- **DAVE HICKS**, former NAB Radio Board Chairman and owner of WRBR-South Bend, Ind., September 18
- **JACK LUNDY (AKA MICHAEL HEMMER)**, KFXS-Rapid City PD; KOUT-Rapid City morning host/PD, Sept. 22
- **MICHAEL CONWAY**, promotion veteran worked for Epic and Capitol, September 24
- **AL HAM**, founder of "Music Of Your Life" format, October 4
- **JAY STONE**, former Cox Radio/KGMZ-Honolulu Station Mgr./PD/morning man, October 15
- **JEDAN (AKA JEROME DANIELS)**, WEMX-Baton Rouge morning show member, November 3
- **LARRY GROVES**, former KROQ-Los Angeles MD, November 4
- **DAVID FERRARO**, president & CEO of Micropower Corp., makers of Powergold Music Scheduling Software, November 4
- **GLENN "DONOVAN" WILKS**, part-time jock at KAMX-Austin, November 10
- **STANLEY MOUSE**, former Cox Broadcasting president, November 18
- **DONNELL BOYD**, senior account executive for KFWB/AM-Los Angeles, November 21
- **O.C. SMITH**, Grammy Award-winning artist; "Little Green Apples," November 23
- **MELANIE THORNTON**, lead singer of LaBouche, in plane crash, November 24
- **FRANK LEFFEL**, veteran promotion executive for Mercury Records, November 28
- **GEORGE HARRISON**, Fab Four guitarist/songwriter, November 29
- **STEVE FARGNOLI**, artist manager/producer; discovered Prince
- **STAN KAPLAN**, radio management legend, early December
- **SCOTT SHIVELY**, former WKRQ-Cincinnati morning co-host, mid-December
- **NEIL SULLIVAN**, program director at WLAM-Portland who also once programmed WKDD-Akron (see P. 21), mid-September
- **DAVID ROTHSTEIN**, former Capitol promotion exec and GAVIN alum (see next page), December 6
- **SANDRA BRYANT NOONAN**, former Motown promotion executive and wife of former Columbia and Motown VP Tom Noonan, December 10

IN MEMORIAM: DAVE ROTHSTEIN; MUSICIAN, INDUSTRY VET, GAVINITE, PERPETUAL JOKER



Back in the day, circa 1985, Dave Rothstein on promo tour with Ashford & Simpson. (L-r:) Dave Rothstein, Valerie Simpson, then-KYUU-San Francisco p.m. driver Jeff McNeal, Nick Ashford, and then-KYUU MD Annette M. Lai.

The last time I spoke with Dave, it was the day before Thanksgiving and he was thanking me for being a good friend...because when all is said and done, this business really is all about the relationships—the friendships. David Rothstein left us Thursday, December 6th, succumbing to cancer. He was 55 and is survived by his much-cherished daughter Shay of Gunnison, Colorado, as well as his mother, brother, and sister, who still reside in New York.

A native New Yorker, Rothstein made his way into the music business when he was hired as the first Denver local for Warner/Elektra/Atlantic (yes, *all* three labels!) in the early '70s. He joined Capitol Records in 1975, and he spent the bulk of his career there, working with artists like Tina Turner, Heart, and Bob Seger. Among the posts he held at the label during his tenure were Denver local, West Coast Album-Rock promotion director, and Northern California local. He left the label in 1993 and in later years, served as GAVIN'S Manager of Radio Services, until last year when he returned to Colorado and moved to Gunnison, to be closer to his daughter.

"Dave was also a fine guitar player," former Capitol co-hort Stan Foreman said. "He played in bands in the late '60s and early '70s before moving to Denver. He was truly a unique individual, always quick with a joke or a one-liner—not always politically correct—but always funny. I will miss him." Another former colleague, Kevin Knee, who worked with Rothstein in both Denver and San Francisco added, "Dave was the guitar player in our promo guys band...we may have destroyed everything we tried to play, but we sure had fun."

Good friend and former boss, GAVIN'S Lou Galliani, remembers Rothstein: "The great thing about Dave was that he treated everyone the same, whether you were a prince or a pauper (just ask Donny Osmond)...you got the same handshake, smile, and sarcasm from him. You could never accuse him of being a fake friend. And in the world of the music business...there was no funnier story than the incident between Dave Rothstein and Donny Osmond [when Osmond's comeback hit "Soldier of Love" was released in 1989]. If you don't know *that* story, you missed classic Rothstein."

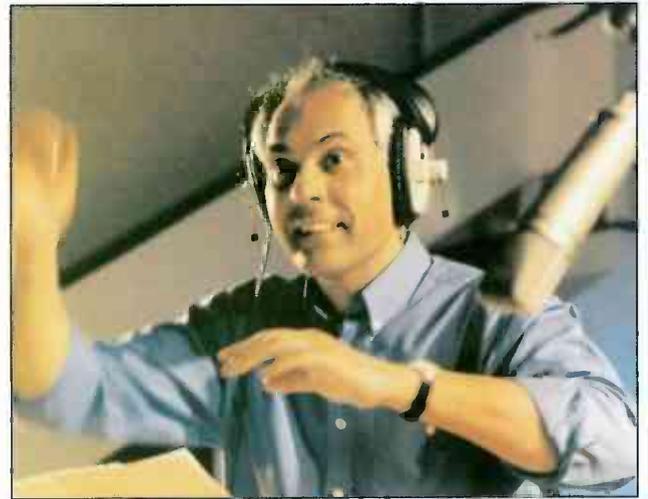
Entertainer Donny Osmond, a great friend of Rothstein's said, "Dave Rothstein touched so many lives, including mine. Hey, I can barely still live in Utah because of the jokes he told me!" M.I.S. Senior VP/Director of Sales John Fagot, who served as Dave's Senior VP, Promotion at Capitol says, "I fired Dave when we worked together at Capitol Records, but we managed to maintain respect for each other and eventually got back to liking each other. Recently, I called him to express my sorrow and regret for having done something negative to him in his life; of course, Dave had to tell a joke.

"He said: 'The doctor tells a man that he only has eight hours to live. He immediately goes home and tells his wife to dress up. They go to his favorite restaurant, order all his favorite food and he tastes some of each—the champagne and drinks are constant. He takes his wife home and they make love three or four times. His wife says, 'Well honey, you only have one more hour, what do you want to do?' He says, 'Let's make love one last time.' She says, 'That's just like you. I have to get up in the morning...you don't.'" I'm glad I had the chance to know him."

This business is filled with all sorts of colorful characters and Dave Rothstein was certainly one of them. If there is a rock & roll heaven, we know that's where he's hanging out now. Godspeed "Dangerous Dave." —ANNETTE M. LAI

THE FAMILY REQUESTS THAT MEMORIAL DONATIONS BE SENT IN DAVE'S NAME TO HOSPICE OF THE GUNNISON VALLEY, 1500 W. TOMICHI AVENUE, GUNNISON, COLORADO 81230.

FRIENDS OF RADIO



BY ANNETTE M. LAI

Trevor Jones COMPOSER

Hometown: London

Recent/upcoming credits: Jones, a Golden Globe and Emmy nominee, has scored more than 60 motion pictures. His most recent film score is *From Hell*, which starred Johnny Depp and Heather Graham. Up next will be the Britney Spears' feature film *Crossroads*. He's also working on the ABC project, *Dinotopia*, and the HBO show *A Lonely War*, which will star Vanessa Redgrave.

What radio stations did you grow up listening to? SABC (South African Broadcasting), the BBC, and Radio Caroline.

What stations do you listen to now? BBC Radio 3 (Classical), Classic FM (Classical), Jazz FM, and Capital Radio.

Since you've done both, do you prefer scoring feature films or TV shows? I love scoring both films and TV. I relish feature films as they offer a bigger sound canvas. The challenge of TV is to engage the viewers so much that commercial breaks, the family, telephone calls, etc. do not distract them from the show.

What was your favorite scene to score in Britney Spears' upcoming film, *Crossroads*? The scene called "Telling Secrets"—where the three girls [in the film] exchange poignant revelations—great acting.

What film and/or TV show would you have liked to score? *Citizen Kane*. I would have loved to have worked with Orson Wells.

Who is someone you'd still like to work with? The Coen brothers; I think they're geniuses.

Future ambitions: To write the perfect score.

#359

“3, 2...1!”

By Paige Nienaber

Some people see the glass as half full. Others see it as half empty. I'm more of 5/8 full kind of guy. But no matter what the topic or challenge is, everyone always brings a different perspective to the table. Rarely is that more evident than in radio, where sales and programming can have two *completely* different takes on such a seemingly obvious subject as, say, the 4th of July.

Sales usually believes that our listeners are all out buying cars and shopping for shoes. Consequently, that's where they think we should be. Programming thinks the audience is at pools, parks, festivals, and fireworks, and these places are where we should concentrate our efforts. Ditto for New Year's Eve, though there *is* some overlap of opinion.

There is a certain mind-set that every single breathing human organism out there is going to be at a club on New Year's Eve. That prevailing theory is played out in our promotional attack; rare is it to find a radio station that is not present at a minimum of one club on the 31st. Which is fine. That's *part* of the whole New Year's vibe. But to lock yourself into the club scene is to cover only a small portion of one of the busiest promotional nights of the year.

I'll throw out a figure that is based on pure conjecture and gut instinct: maybe 10-15 percent of your listeners are going to be at clubs on the 31st. So, to focus entirely on clubs is to commit yourself to some very, very focused niche marketing.

Not only is New Year's a vibe, it's also one of the more listened-to nights of the year for radio. Your station is going to be the background party music (hopefully) to thousands and thousands of get-togethers. My opinion of club broadcasts has always been that a.) they're part of the puzzle and that *absolutely* we should be at one, five

or ten, because, b.) they'll help improve our on-air sound. They should *enhance* the party atmosphere that needs to pour from the speakers. But, sadly, most club broadcasts, whether in May or on New Year's Eve, suck. They're distorted live spots for clients. WHYT in Detroit used to go down and do a series of pre-broadcast mic checks at their New Year's venues to ensure that they sounded *great*. They didn't



"The people listening and partying at home felt like they were right in the middle of a big freakin' bash."

just mic the DJ booth—they mic-ed all the various corners and nooks of the club so the people listening and partying at home felt like they were right in the middle of a big freakin' bash. Would you rather have that or "Hi, this is [static and loud music] and we're at [overpowering bass in the background] until 3 a.m. and there are [static] drink specials all night?"

I've always tried to have a balanced attack on the 31st. In addition to the clubs, where else are people going to be? Surprisingly (or not) it's a huge night for movie-going. And don't forget the house parties. I've always reserved the station fleet to be out where the people are, and not parked on the sidewalk in front of a club. "Invasion of the Party Crashers" allows you to round out your sound. Break from the club and then send it to the streets where we've stopped at so-and-so's house



PAIGE NIENABER
nwcprmo@earthlink.net

and they're having a hot tub party and cooking ribs. Then back to another club and then to music.

I did this when I was marketing director at Wild in San Francisco. We had something like eight clubs (like everyone else in town), but unlike the competition, we weren't ignoring that massive segment that had no interest in going to a crowded club, but were instead having 10, 20, 100 of their best friends over for food and drink. We solicited faxes from listeners inviting us to come by and raid their fridges, and mapped out a plan that would have us never more than 15 minutes away from the next hit. And let me tell you, I've never eaten so well in my life. Every party I hit seemed to have a different theme and the people were *jazzed* that we'd stopped by. Probably the most fun New Year's I've ever had.

But there's even more than house parties and clubs. There are community events. There are family events. To touch on each of these elements in your on-air presentation will complete your sound.

New Year's has often been one of those throw-away nights. Stick a part-timer on the air, run some syndicated countdown, and give out some shirts at a club. Seems kind of a weak way to wind up a year and kick off the new one, doesn't it? Like running the New York marathon and then slowing down to a crawl for the last couple of blocks.

PAIGE NIENABER, IS VP/FUN 'N GAMES FOR CLIFTON RADIO/CPR AND HAS BEEN VOTED "MOST LIKELY TO WEAR A LAMP SHADE ON HIS HEAD ON NEW YEAR'S" BY THE LOCAL LIONS CLUB. YOU CAN REACH HIM AT NWCPRMO@EARTH-LINK.NET

Founded by Bill Gavin in 1958



CMP

United Business Media

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

Chief Executive Officer PAUL GALLO
Executive Director, Sales & Mktg. VANESSA THOMAS

EDITORIAL/ART

Managing Editor TODD SPENCER
Business and Media Editor DOUG WYLLIE

Art Director GABRIELLA NEAL

Graphic Designer BEN LEON

Top 40, Rhythm Crossover

KEVIN CARTER (Editor)

A/C, Hot A/C

ANNETTE M. LAI (Editor)

Urban

KEVIN FLEMING (Editor)

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RICHARD SANDS (Editor)

Senior Music Research Editors

JIMMY LESLIE

MARCUS ROWE

Music Research Editors

DELPHINE HWANG

KATHLEEN RICHARDS

SALES & MARKETING

A3, A/C, Alternative Marketing - RICK GALLIANI

(415) 495-1990 ext. 637. Fax: (415) 485-1799

Top 40/Rhythm Crossover Marketing - STEVE RESNIK

(818) 951-6700, Fax: (818) 951-6800

Urban Marketing - KEVIN FLEMING

(323) 258-9377, Fax: (323) 258-9758

Country Marketing - PAULA ERICKSON

(615) 255-5010, Fax: (615) 255-5020

Director, Gavin Radio Services LOU GALLIANI

(805) 542-9999 Fax: (805) 542-9997

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Business Manager

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Office Manager

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NASHVILLE OFFICE

209 10th Avenue South, Suite 516, Nashville, TN 37203

(615) 255-5010, Fax: (615) 255-5020

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Country's Annual BEST & WORST

Compiled by Jamie Matteson, Marcus Rowe, and Barbara Behler

They say opinions are like...well the point is everyone's got one. For our 2001 year-end Country special we asked our radio and record friends for their opinions on what music worked, what didn't, and what we need to be talking about in 2002! For this very un-scientific survey, we tabulated the top answers to each question to form Top 5 lists, and we threw in a few notable quotes for fun! Enjoy! —Jamie Matteson

FAVORITE SONG OF THE YEAR:

1. "Where Were You (When The World Stopped Turning)" Alan Jackson
2. "Angry All the Time" Tim McGraw
3. "Austin" Blake Shelton
4. "One More Day" Diamond Rio
5. "I Wanna Talk About Me" Toby Keith

- "Nickel Creek's 'When You Come Back Down' was a huge song for us! I think of my daughter every time I hear it." —Mark Grantin, PD, WWQM-Madison, Wis.
- "I vote for Alan Jackson's 'Where I Come From' because you've got to like any country song that refers to transvestites." —Keith Thompson, APD, WXCW-Wilmington, Del.
- "My fave is Diamond Rio's 'One More Day.' We played a special version of the song with news clips right after Dale Earnhardt died in February. Plus, with what happened September 11th, you have to be thankful for what you have now." —Patrick Clark, MD, KGNC-Amarillo



Alan Jackson

THE NEW ARTIST WHO SHOULD BREAK OUT BIG IN 2002:



Blake Shelton

1. Blake Shelton
 2. Kevin Denney
 3. Cyndi Thomson
 4. Carolyn Dawn Johnson
 5. Steve Holy
- "How 'bout a guy, like Kevin Denney, Tommy Shane Steiner, or Shannon Lawson?" —Gregg Swedberg, OM, KEEY-Minneapolis
 - "I would love to see Phil Vassar or Mark McGuinn break out. I'm a big fan of both." —John Paul, PD, WYRK-Buffalo
 - "Carolyn Dawn Johnson. She's a fantastic songwriter/storyteller! Her vocal performances are passionate and relatable to everyone in our audience." —Mark Grantin, PD, WWQM-Madison, Wis.
 - "Cyndi Thomson. I'm hoping for a 2002 calendar from Cyndi." —Keith Thompson, APD, WXCW-Wilmington, Del.
 - "Isn't it time for one of Tim & Faith's kids to have a record deal?" —Buzz Jackson, PD,

THE 2001 SONG THAT SHOULD HAVE BEEN A HIT, BUT WASN'T:

1. "I Am a Man of Constant Sorrow" The Soggy Bottom Boys
 2. "What I Did Right" Sons of the Desert
 3. "Sideways" Darryl Worley
 4. "Thunder & Roses" Pam Tillis
 5. "Tell Me How" Chad Brock
- "Alabama's 'Will You Marry Me' is Randy & the boys doing what they do best. We got a tremendous response from our listeners. Country radio really missed the boat on this one." —Keith Thompson, APD, WXCW-Wilmington, Del.
 - "For us locally, Sons of the Desert's 'What I Did Right' was a huge song. It researched tremendously for us. I'm surprised it was not a bigger national hit." —Mark Grantin, PD, WWQM-Madison, Wis.



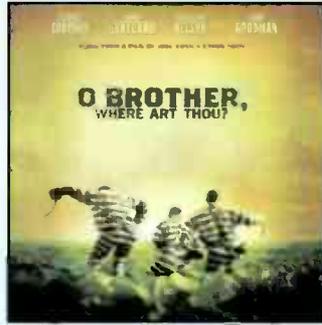
Sons of the Desert

LEAST FAVORITE SONG OF THE YEAR:

1. "She's My Girl" Billy Gilman
 2. "Oklahoma" Billy Gilman
 3. "When We Touch The Heart" Don Sepulveda
 4. "When God-Fearin' Women Get The Blues" Martina McBride
 5. "The Most Beautiful Girl" South 65
- "I love Dwight Yoakam, but him covering a Cheap Trick song ['I Want You to Want Me'] made me want to pull out my toenails with a garbage truck." —J.B. Cloud, MD, KBCY-Abilene, Tex.
 - "K. T. Oslin's 'Live Close By, Visit Often.' Reason? Any artist who's made a career in the Country format, then states in a trade that she's never considered herself a country singer ('...no, I'm not country—never tried to be, never said I was, I just sort of got accepted there, and it always kind of dumbfounded me.') wins my vote in this category hands down!" —Larry Daniels, Consultant, DCRR
 - "John Anderson's 'The Big Revival'—what the hell was that all about?" —Brian Jennings, PD, KZKX-Lincoln, Nebr.

THE 2001 SONG I WISH I HAD JUMPED ON EARLIER (BECAUSE IT TURNED OUT TO BE A HIT):

1. "I Am A Man of Constant Sorrow" The Soggy Bottom Boys
 2. "What I Really Meant To Say" Cyndi Thomson
 3. "Angels In Waiting" Tammy Cochran
 4. "Mrs. Steven Rudy" Mark McGuinn
 5. "Right Where I Need To Be" Gary Allan
- "We're normally pretty early on music, but we didn't get on Blake Shelton's 'Austin' right away. We didn't make the same mistake with his next single." —Mark Grantin, PD, WWQM-Madison, Wis.
 - "I hate to say this, but I don't think I have an answer for this category because between myself and my MD Sammy Cruise, we've consulted Cleo the TV Psychic and always picked out hits." —Tommy Carrera, PD, KBQI-Albuquerque



THE SONG FROM 2001 THAT WE'LL LIKELY NEVER PLAY AGAIN:

1. "www.memory" Alan Jackson
 2. "I Am A Man Of Constant Sorrow" The Soggy Bottom Boys
 3. "She's My Girl" Billy Gilman
 4. "Mrs. Steven Rudy" Mark McGuinn
 5. "Oklahoma" Billy Gilman
- "Dixie Chicks' 'Heartbreak Town.' This was the biggest mistake single release of the year." —Keith Thompson, MD/APD, WXYC-Wilmington, Del.

THE COUNTRY SONG THAT BEST DESCRIBES YOUR LOVE LIFE:

- "Diddley" —John Landrum, APD, WESC-Greenville
- "'Just Another Day In Paradise'—kids in the bed and all!" —Gwen Foster, APD, KNIX-Phoenix
- "Wrapped Around" —Gregg Swedberg, OM, KEEY-Minneapolis
- "Cold One Comin' On" —Mike Kennedy, PD, KBEQ-Kansas City
- "'Complicated'—enough said, I hope she doesn't see this!" —Chris O'Kelley, PD, WYYD-Roanoke, Va.
- "'All Over Me'—I'm so against public displays of affection that my girlfriend goes nuts. That song is us." —John Paul, PD, WYRK-Buffalo
- "The 'dozen roses and a pickup truck' song by Rodney Carrington. OK, maybe not true to life, but I know where I can get roses cheap, and I do have a pickup truck." —Tommy Carrera, PD, KBQI-Albuquerque



THE BEST PROMOTION LINE I HEARD FROM A LABEL REP THIS YEAR:

- "Jones doesn't need Garth to sell records, play 'Beer Run' over 'Wrapped Up in You!'" —Chris O'Kelley, PD, WYYD-Roanoke, Va.
- "If you don't add it, I'll give the artist your home phone number." —Kelly Edwards, former MD, *After MidNite*
- "It's almost in Up & Coming." —Paul Hurt, PD/MD, KNOT-Prescott, Ariz.
- "This is the sound country needs." —Tommy Carrera, PD, KBQI-Albuquerque
- "Have you heard about CDX?" —Bill Young, PD, WVVR-Clarksville, Tenn.
- "You're right, this song *does* suck, I'm just doing my job...don't tell anyone I admitted that!" —Jimmy Lehn, PD, WTCY-Norwich, Conn.
- "If you don't add this one you can't get the commemorative t-shirt." —Brian Jennings, PD, KZKX-Lincoln, Nebr.
- "If you add this record I can afford a new car!" —Scott Winston, MD, KVOX-Fargo, N.Dak.
- "Don't make me come down there and hit you!" —Randy Pinksten, PD, WDMS-Greenville, Miss.
- "I know you're not going to play any of these so I won't waste your time talking about them." —Keith Thompson, APD, WXYC-Wilmington, Del.
- "Playing this record will get you laid!" —Cadillac Jack, MD, WYZB-Ft. Walton Beach, Fla.
- "Your playlist is in shambles and I'm here to help!" —John Landrum, APD, WESC-Greenville
- "I want you to play this record because it will help you, not me." —Greg Frey, APD, KSON-San Diego
- "If you give me an add this week, I promise not to send your daughter a copy of Billy Gilman's CD." (It worked!) —Party Marty, MD, WTHI-Terre Haute, Ind.
- "Who would you rather have at #1...a country rap or George Strait?" —J.B. Cloud, MD, KBCY-Abilene, Tex.

THE WORST PROMOTION LINE I HEARD FROM A RECORD REP THIS YEAR:

- "What if it had some free DVDs in the box?" —Tim Jones, PD, KEZS-Cape Girardeau, Mo.
- "____ (artist) keeps calling us and asking why your station isn't playing his new single. His feelings are really hurt." (I've met this artist and I'd bet a paycheck that they have no freakin' clue who I am or where our station is!) —Mike Kennedy, PD, KBEQ-Kansas City
- "If you don't add this record I will come up there and give you a 'pants-down open-handed bare-butt spankin'." —John Paul, PD, WYRK-Buffalo
- "You'll cry every time this record plays." (I did, but for other reasons!) —Scott Lindy, PD, WPOC-Baltimore
- "Garth left all of that instrumental music at the end of his new song so you can talk over it with breaking news, in case more developments about the September 11 attacks come out." —Lance Houston, PD/MD, WYGC-Gainesville, Fla.
- "Your daughter likes the song; you should like it!" —Larry Daniels, Consultant, DCRR
- "Your dad likes my record so you should play it!" —Kris Daniels, MD, KUZZ-Bakersfield

WHAT a DREAM year!

FOUR #1 SINGLES!!!

TWO OF THE MOST PLAYED SINGLES IN THE TOP 10

#3 JESSICA ANDREWS "WHO I AM" (ONLY FEMALE IN THE TOP 10)

#5 TOBY KEITH "YOU SHOULDN'T KISS ME LIKE THIS"

THREE OF MOST PLAYED SINGLES IN THE TOP 20
(tied for 1st)

7 NOMINATIONS
FOR THE 2002
GAVIN COUNTRY
AWARDS

TOBY KEITH

Gavin Country Artist of the Year

SCOTT BORCHETTA

Gavin Country Sr VP / VP of the Year

BRUCE SHINDLER

Gavin Country National Promotion Director of the Year

GEORGE BRINER

Gavin Country Regional Promotion Director of the Year

JIMMY HARNEN

Gavin Country Regional Promotion Director of the Year

KATHARINE CHAPPELL

Gavin Country Promoter of the Year

DREAMWORKS NASHVILLE

Gavin Country Label of the Year



From all
of us at
DreamWorks
Nashville...

THANK YOU FOR BELIEVING!

www.dreamworksnashville.com



WE BELIEVE!

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THE MOST UNDER-RECOGNIZED PD OR MD IN COUNTRY RADIO:

- “Mike Moore at WSIX continues to program great radio with a heritage set of calls and everyone nipping at his heels. Everyone in the industry is offering up opinions on how to make his station better, and all he does is win.” —Gregg Swedberg, OM, KEEY-Minneapolis



- “Duke Hamilton at WUBE has a great attitude and is nice to everyone. If everyone was like him, the world would be a great place to live!”—Jimmy Lehn, PD, WCTY-Norwich, Conn.

- “Mark Grantin, PD at WWQM in Madison rocks! The staff is great and they’re really into the music and their community!”—Bill Macky, VP of Promotion, MCA Records

- “Bruce Logan has the best sounding Country radio station in America. That’s why when I go home to Greenville, I roll tape on WSSL for hours to steal great ideas...Hey Bruce, the check’s in the mail, brother!” —Chris O’Kelley, PD, WYYD-Roanoke, Va.

- “Although I don’t know Kevin O’Neal very well, every time I’ve talked to or e-mailed him, I find out how smart he is. He’s one of the best in our business. I can’t wait to see him turn it up in Nashville.” —John Paul, PD, WYRK-Buffalo

- “Bill Thomas’s WCYK in Charlottesville, Va. is a consistent ratings leader and musically competitive in any market. Bill does mornings and weekly appearances, but above all he’s a teacher and motivator of his staff in the increasingly stressed out world of radio. He sees the big picture in a small market.” —Scott Lindy, PD, WPOC-Baltimore



- “T. Gentry—he’s got a great track record, an incredible passion for the music, and he takes my calls.” —Bill Young, PD, WVVR-Clarksville, Tenn.

- “R. J. Bones of WIHR—Chambersburg-Hagerstown. This is his first PD gig and I predict that his new radio station I-94, which signed on in June, is going to grow handsomely over the next couple years. He has a great owner, our client Dame Media, and a great attitude!” —Jaye Albright, Consultant, McVay Media

- “Lance Houston in Gainesville, Fla. He’s the youngest PD in country and he actually listens to the music.” —Brian Jennings, PD, KZKX-Lincoln, Nebr.

- “KUBB’s Stefan Carpenter. If he was in a larger market, his incredible passion would be noticed!” —Marita O’Donnell, Independent Promoter

- “Jay Phillips at WYGY in Cincinnati. Though he’s been an award-winning PD in the past, many people haven’t noticed what he’s accomplished in just one year in Cincinnati against longtime Country leader WUBE.” —Larry Daniels, Consultant, DCRR

- “Clay Hunnicutt kicks ass everywhere he goes and you still hear very little about him. Besides, he’s a nice guy!” —Mike Kennedy, PD, KBEQ-Kansas City

- “Sky Phillips at WBKR in Owensboro. The station has great numbers book after book. They always seem to do what’s best for the market and in my opinion Sky is not only a PD, he’s a great coach to his airstaff.” —Party Marty, MD, WTHI-Terre Haute, Ind.



THE PROMO REP WHO COULD SELL ICE TO ESKIMOS:

- “It’s a toss up between Tom Baldrice and Bobby Kraig. Make ‘em go into a room at RLG and figure it out.” —Gregg Swedberg, OM, KEEY-Minneapolis

- “MCA’s Kimberly Dunn because she’s too sweet to say no to.” —Cadillac Jack, MD, WYZZ-Ft. Walton Beach, Fla.



- “Diane Richey. Elvis is alive and living in her guest house, right?” —Paul Hurt, PD/MD, KNOT-Prescott, Ariz.

- “Jack Christopher at Columbia. He’d get the eskimos drunk first.” —Scott Lindy, PD, WPOC-Baltimore

- “Jimmy Rector. If he can convince anyone in Nashville that Georgia might beat Tennessee, he can sell ice to the eskimos.” —Bill Young, PD, WVVR-Clarksville, Tenn.

- “Jimmy Harnen. He makes me feel guilty for not adding a record. He also uses plain logic to get a record on. He’s hard to say no to.” —John Paul, PD, WYRK-Buffalo

- “Pam Newman has an uncanny understanding of how radio and record promotion should work. She works almost as hard for her stations as the PDs and MDs do.” —Greg Frey, APD/MD, KSON-San Diego

- “Rocco Cosco. Actually, he would buy the ice for them and convince them they needed it.” —Bruce Logan, OM, WSSL/WESC-Greenville

- “Renee Leymon from Lyric Street is so sweet and with that southern accent, I cannot possibly tell her no.” —Party Marty, MD, WTHI-Terre Haute, Ind.

- “Rick Young because he’s the most persistent human that ever lived. I mean besides Colonel Sanders.” —Ray Edwards, OM, KDRK-Spokane

- “Jeff Solima. He can make you see the positive side and there’s no B.S.—just a lot of cussing!” —Kris Daniels, MD, KUZZ-Bakersfield

- “Mike Borchetta at Broken Bow. He’s a great guy to chat with to hear all the great stories of the artists that’s he’s worked with like Tim McGraw, the Beach Boys, and especially the Ventures.” —Keith Thompson, MD, WXCW-Wilmington, Del.

- “Ettinger. No explanation necessary.” —Mike Kennedy, PD, KBEQ-Kansas City

- “Louie Newman, MCA Southeast. Love ya, Louie!” —Buzz Jackson, PD, KIIM-Tucson

- “Darlene Starr at Warner Bros., because she’s too dang sweet and she lives and breathes music, period.” —Tommy Carrera, PD, KBQI-Albuquerque

- “Without a doubt, Joe Putnam at Mercury. He’d have them believing they need the ice!” —Ryan McCall, WGLR-Lancaster, Wis.

★ WILLIE ★ NELSON

THE GREAT DIVIDE

NEW STUDIO ALBUM FEATURING TRACKS WITH:

SHERYL CROW ★ KID ROCK

ALISON KRAUSS ★ BRIAN MCKNIGHT

BONNIE RAITT ★ ROB THOMAS

LEE ANN WOMACK

IN STORES 1/15/2002

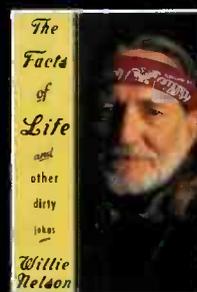
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"THE GREAT DIVIDE"



FROM RANDOM HOUSE WHEREVER BOOKS ARE SOLD.

OLD WHISKEY RIVER
Kentucky Straight Bourbon Whiskey

ONE BUSINESS-RELATED CHALLENGE I'D LIKE TO SEE ADDRESSED DURING SEMINARS AND GATHERINGS IN THE COMING YEAR:

- "The money spent for adds which never garners real airplay, and why we are so reluctant to let go of the mediocre in favor of better new music." —Gregg Swedberg, OM, KEEY-Minneapolis
- "Why are we putting bad records on the air earlier than good records just because there's a promotion attached." —Bill Macky, VP of Promotion, MCA Records
- "How to destroy music consultants." —Randy Pinksten, PD, WDMS-Greenville, Miss.
- "How over-consulted 15-song playlists are killing this format." —Brian Jennings, PD, KZKX-Lincoln, Nebr.



Ray Edwards



Ray Edwards

- "How I can get my hair to look like RJ Curtis!" —Ray Edwards, OM, KDRK-Spokane
- "The need for Country radio to focus on what the listeners in our markets actually want, and not what the consultants and others tell us the listeners in our market want." —Mike Thomas, PD, KFAV-Warrenton, Mo.
- "How small radio owners and companies are not necessarily better than large corporations." —Lance Houston, PD, WYGC-Gainesville, Fla.
- "Country music sales—we need another 'Class of '89'" —Jason Walker, MD, KMON-Great Falls, Mont.
- "Breaking artists from the street up. How can we get the listeners and buyers involved from day one." —Jimmy Harnen, Co-National East, DreamWorks Records
- "Moving on from the old way of thinking. This is a whole new world and technology has changed our lives. Once people realize that the old way will never return, maybe they can start brainstorming ways to really maximize their potential in this industry." —Tommy Carrera, PD, KBQI-Albuquerque

- "Realize that this is not another A/C format. Our biggest and best tool in this format is the new-artist ifeblood. We're getting ready for another huge run. If you don't see that coming, open your eyes." —Scott Borchetta, Sr. Exec., DreamWorks Records
- "I used to think satellite radio would be an issue, but I don't think it's a big deal anymore. If we come the competition, I don't think they will make a dent in radio listening for a long time, if ever. Our biggest challenge now is doing more jobs with less staff." —John Paul, PD, WYRK-Buffalo
- "Joint marketing ventures between the CMA, radio, and record labels." —Scott Lindy, PD, WPOC-Baltimore
- "Since the sales department matters more and more, and jocks matter less and less, what are the things jocks can do to aid in generating revenue?" —Party Marty, MD, WTHI-Terre Haute, Ind.
- "A congressional mandate forcing Brad Paisley to put his cowboy hat back on." —J.B. Cloud, MD, KBCY-Abilene, Tex.
- "Everybody played nice at the 'Too Pop, Too Country' session, saying if our artists cross over it's good for our format. If the listener doesn't listen to Country radio, he or she will never know that it's a country artist they're listening to. The other formats don't say, 'This is country star _____.'" —Patrick Clark, MD, KGNC-Amarillo, Tex.
- "Time management. Wait, I have no time to go to a seminar." —Bruce Logan, OM, WSSL/WESC-Greenville
- "Emerging contractual relationships between radio group owners and major labels through independent promoters. This is the format's dirty little secret. Don't try to read a weekly chart without understanding it." —Jaye Albright, McVay Media
- "Budgets that are so tight, they're not kept under wraps, they're kept in shrink wrap." —Bill Young, PD, WVVR-Clarksville, Tenn.

PERSONALLY, ONE THING I'D LIKE TO ACCOMPLISH NEXT YEAR:

- "Relax! Chill out! Take it easy! Enjoy each day and enjoy time spent with my family!" —Gwen Foster, APD, KNIX-Phoenix
- "To destroy all music consultants—unless I become one." —Randy Pinksten, PD, WDMS-Greenville, Miss.
- "Spend more time with my wife and daughter." —Gregg Swedberg, OM, KEEY-Minneapolis
- "Attend one of Jamie's ass-kickin' parties." —Party Marty, MD, WTHI-Terre Haute, Ind.
- "Actually take my golf clubs out of the garage and onto a golf course." —Ray Edwards, OM, KDRK-Spokane
- "I'd like to meet Cyndi Thomson, and give her a "P" to add to her last name, so I can officially claim her as my baby sister." —Keith Thompson, MD, WXYC-Wilmington, Del.
- "I would dearly love to achieve financial security. Any rich old ladies who want to adopt me?" —Cadillac Jack, MD, WYZB-Ft. Walton Beach, Fla.
- "Go three straight days wearing clothes that don't have a logo on them." —John Landrum, APD, WESC-Greenville
- "See more of my extended family and travel outside the US." —Scott Lindy, PD, WPOC-Baltimore
- "I want to spend more time getting away with my family so my kids don't think all daddy does is live inside the radio." —Tommy Carrera, PD, KBQI-Albuquerque
- "Be a good dad. I have five months to figure out how to change a diaper!" —Buzz Jackson, PD, KIIIM-Tucson
- "Continue to improve at what I do and strive to be the best that I can be, return more phone calls, and find the right woman who can deal with this business." —Patrick Clark, MD, KGNC-Amarillo, Tex.
- "Become a house dad and take my daughter to school every day." —Mike Kennedy, PD, KBEQ-Kansas City
- "Enjoy more tequila!" —Scott Winston, MD, KVOX-Fargo
- "Have dinner with Mindy McCready" —Jason Walker, MD, KMON-Great Falls, Mont.
- Get Nashville to stop giving up on projects just as they start to gain traction with listeners. They're distracted right now by larger concerns than the latest new thing by unknown artists and thus listening less to music radio. This means that it's taking longer than ever for familiarity to build on things. They should save money by putting out less second-rate material and marketing only the greatest songs by truly viable potential superstars." —Jaye Albright, McVay Media ■

THE TOP RECORDS 2001

COUNTRY

247

RANK	ARTIST	TITLE	LABEL	TOTAL PLAYS
1	DIAMOND RIO	One More Day	Arista/RLG	146915
2	BROOKS & DUNN	Ain't Nothing 'Bout You	Arista/RLG	145242
3	JESSICA ANDREWS	Who I Am	DreamWorks	142550
4	TRAVIS TRITT	It's A Great Day To Be Alive	Columbia	141229
5	TOBY KEITH	You Shouldn't Kiss Me...	DreamWorks	140233
6	KENNY CHESNEY	Don't Happen Twice	BNA/RLG	139675
7	KEITH URBAN	But For The Grace Of God	Capitol	129043
8	LONESTAR	I'm Already There	BNA/RLG	125082
9	MONTGOMERY GENTRY	She Couldn't Change Me	Columbia	122309
10	TIM MCGRAW	Grown Men Don't Cry	Curb	119639
11	TIM MCGRAW	My Next Thirty Years	Curb	113481
12	SARA EVANS	I Could Not Ask For More	RCA/RLG	111961
13	JAMIE O'NEAL	When I Think About Angels	Mercury	111035
14	BLAKE SHELTON	Austin	Warner Bros.	110166
15	TOBY KEITH	I'm Just Talkin' About Tonight	DreamWorks	102439
16	DIXIE CHICKS	Without You	Monument	100976
17	KEITH URBAN	Where The Blacktop Ends	Capitol	99729
18	CYNDI THOMSON	What I Really Meant To Say	Capitol	99291
19	JAMIE O'NEAL	There Is No Arizona	Mercury	99080
20	BROOKS & DUNN	Only In America	Arista/RLG	96942
21	PHIL VASSAR	Just Another Day In Paradise	Arista/RLG	96804
22	SARA EVANS	Born To Fly	RCA/RLG	96682
23	TRISHA YEARWOOD	I Would've Loved You Anyway	MCA	93616
24	GARY ALLAN	Right Where I Need To Be	MCA	92147
25	DIXIE CHICKS	If I Fall You're Going Down ...	Monument	92018
26	JO DEE MESSINA	Burn	Curb	89646
27	FAITH HILL	If My Heart Had Wings	Warner Bros.	87139
28	LONESTAR	Tell Her	BNA/RLG	84974
29	BRAD PAISLEY	Two People Fell In Love	Arista/RLG	84384
30	ALAN JACKSON	When Somebody Loves You	Arista/RLG	84292
31	GEORGE STRAIT	If You Can Do Anything Else	MCA	83604
32	TIM MCGRAW	Angry All The Time	Curb	82001
33	LEE ANN WOMACK	Ashes By Now	MCA	81564
34	JO DEE MESSINA	Downtime	Curb	81349
35	ALAN JACKSON	Where I Come From	Arista/RLG	80240
36	BRAD PAISLEY	We Danced	Arista/RLG	80112
37	TRICK PONY	On A Night Like This	Warner Bros.	78717
38	CHRIS CAGLE	Laredo	Capitol	76364
39	RASCAL FLATTS	This Everyday Love	Lyric Street	76313
40	TRAVIS TRITT	Love Of A Woman	Columbia	75878
41	CAROLYN DAWN JOHNSON	Complicated	Arista/RLG	75416
42	TIM RUSHLOW	She Misses Him	Atlantic	75285
43	TRAVIS TRITT	Best Of Intentions	Columbia	74988
44	GARTH BROOKS	Wild Horses	Capitol	74103
45	RASCAL FLATTS	While You Loved Me	Lyric Street	68975
46	TAMMY COCHRAN	Angels In Waiting	Epic	68921
47	KENNY CHESNEY	I Lost It	BNA/RLG	68232
48	MARK MCGUINN	Mrs. Steven Rudy	VFR	68126
49	J. MICHAEL MONTGOMERY	The Little Girl	Atlantic	66016
50	LONESTAR	What About Now	BNA/RLG	64335

Most Plays of the Year

Diamond Rio "One More Day" (Arista)

Most Spins By A Label

Arista (890,347)

Most Spins By A New Act (2001)

Blake Shelton (110,166)

The above data is based on Mediabase monitored airplay for the period 12/1/00-12/1/01.

Dear Country Radio & Records Friends,

In a year that has seen much tragedy, turmoil, economic uncertainty, and continued mass consolidation in our related businesses, we now turn towards 2002 with a hopeful outlook that the new year will bring about some much needed good news for the country.

Many of our co-workers and colleagues—passionate, smart, and committed professionals who care deeply about the continued success of the format—have been personally affected by these consolidations and company restructurings. We sincerely hope that the new year brings about new opportunities for those who truly love what they do.

Looking back on the past year, everything we've accomplished, seen, felt, or heard pales in comparison to the tragic events of September 11 when the landscape of our country and our lives changed forever. Hopefully, those directly affected have begun receiving the help and support that people throughout the world rallied to provide. Holidays are a time for family, but because of the attacks, over four thousand families will celebrate these holidays missing loved ones.

President Bush asked us to go on with our lives, and we have. Radio stations, who when called upon, became a catalyst for unity, have now pretty much returned to normal programming, giving their listeners a humorous break in the mornings, and some great music throughout the day. The record labels and their artists have provided this quality music, and from the advances and buzz we're hearing from our friends at radio, there's a lot more headed our way for 2002.

Here at GAVIN, we too have felt the sign of the times, undergoing a management restructure earlier this year, and having to say goodbye to several colleagues. On the positive side, we recently launched our new **Promorama** fax, which has been receiving very favorable response from promotion & marketing directors of all formats. To kick off 2002, our annual GAVIN Seminar will bring together some of the industry's brightest and best in the beautiful city of San Francisco.

We hope to see you there!

Until then, it's a time for holiday cheer, getting together with family and friends, and taking a moment to reflect on the blessings in our lives.

A sincere "thank you" to all of you for your support of GAVIN throughout the year. Without you, we couldn't do what we do!

Have a safe and happy holiday! We'll see you next year!



Wise Guy

Mr. Zapoleon, On The Monster We Have Created

By Kevin Carter

As 2001—with all of its perils and pitfalls—winds to a blessed close, I figured it was the perfect time to look to a higher power for knowledge and guidance—so naturally, I called Guy Zapoleon, programming guru and consistently astute industry observer. Given all of this 3rd and 4th Quarter upheaval we're experiencing, I submitted a series of topics for Guy to weigh in on. As usual, he completed them on his laptop, on a plane, flying to yet another market visit. Here now, his thoughts...worth saving.

KEVIN CARTER: We're now past the consolidation phase and have entered this uneasy new "contraction phase," with mass layoffs on both the radio and label side. Will this trend continue, and does this threaten the viability of this industry?

GUY ZAPOLEON: Yes! Unfortunately this begins the year where all the mistakes we've made as an industry really come home to roost. It's like there's always been a secret about how to

make a lot of money with radio, but no one wanted to use it because it's the proverbial "killing the goose that lays the golden egg."

That "dirty little secret"? Run the station with a skeleton crew, put the same playlist on all similarly formatted stations, spend nothing on marketing, and sell airtime at the lowest rates in the market to grab the lion's share of the revenue. This kills radio in favor of short-term gain—but a few desperate over-leveraged radio company leaders decided to go for broke. How can any smaller company compete with that?

The answer is they can't. They can't sell time for what it's worth when the ratings leader is low-balling. Ad agencies get their cost-per-point quotas at the cheapest price possible to satisfy their clients. When the big guys set those standards, the rest take the revenue leftovers.

It's really hard to blame anybody. This all happened when lobbyists for the big radio companies got a radio ownership addendum added onto the 1996 Telecom bill at the last minute. It allowed virtually unlimited station ownership and huge percentages of a market's stations to be gobbled up by one company. You can't blame smart business owners who went after radio stations like it was the California Gold Rush! The game became about buying up sta-

tions as quickly as possible before they were all gone. They would worry about the operation of them later—they had to *make the deal*. Big-time radio fan President Clinton addressed this at an industry convention in June, and was very sad to see the lack of what was promised: radio diversity. Instead he sees radio as being less and less compelling.

We can all laugh, but the only way to make this work was to deal with the devil himself...in other words, Wall Street. When your boss is Wall Street, you have to remember that stockholders have no soul. All anyone wants from their investment is a good rate of return. In the greedy dot-com boom years, the standard was to make double digit percentages each year and double digit cash flow growth. This had become the norm until recently. When revenues start sliding, the only way to make the cash flow numbers is to cut costs. The trend has forced cuts that were inconceivable a few years ago—cuts that are taking a patient already in critical off of life-support.

And the cuts come from the most precious resource any company has: it's people. Sadly, the most talented people with big price tags are the first to go. It's an age-old game—hire experts first to start your company: market managers, veteran programmers and outside trainers, then replace them with young, lower priced PDs and managers.

My take on all this: fewer people, fewer ideas, less good radio!

The big loser is the public who listens to radio: no research = poorly targeted programming unable to please the local market, less programming staff and fewer outside ideas = less programming creativity, fewer local air staff = generic programming that has no emotional bond with the local audience, less local contesting money = fewer fun and entertaining contests, and less marketing money = less top-of-mind awareness for radio in general.

Next year there will be a downgrading of expectations for revenue growth in radio, but I see this as a silver lining because it gets Wall Street to accept a more realistic projection of cash flow from radio. Hopefully, radio can then convince Wall Street that it needs to go into a rebuilding phase (with an

extremely modest cash flow) for the survival of their investments. This could mean putting money back in the 2002 budget for re-hiring people and funding research, marketing, and promotions.

Voice tracking: useful device in the smaller markets? or overused tool of Satan?

We're treating radio as if it's a fire sale and we need to cut costs like there is no tomorrow. Voice tracking can improve radio stations in smaller markets immediately—there are some excellent voice track talents available. This may be a good stopgap measure, but for now it has to be weekend and non-prime time talent, and I hate saying that! My prayer is for our business to get to the place where we have live talent even on the weekends in order to re-create entry level positions for programming and talent. I shudder to think where half of the people who run our business would be if they hadn't been able to find a door in as a promotion assistant, research department minion, or weekend on-air talent running *American Top 40*. It's like that *Twilight Zone* episode about the time machine, where you go back and change one little thing and the entire world changes. I shudder to think about what's to become of our industry without a next generation.

According to your famous cycle of music theory, what cycle are we in now? Where are we headed next? How did the events of 9/11 affect these cycles, if at all?

The recession, the September 11th tragedy, and the subsequent war has moved us into a very musically conservative era—this is the *doldrums* part of the music cycle. We are now finishing the fifth music cycle, and for an idea of what to expect, look at 1991 which was very similar to today. Teen Pop like New Kids on the Block and Tiffany was fading, just like Teen Pop by NSync and Britney Spears is fading now. Rhythmic Pop by Paula Abdul and Pebbles was replacing it, just like Rhythmic Pop by Pink, Jennifer

When your boss is Wall Street, you have to remember that stockholders have no soul.

Lopez, and Destiny's Child is replacing it now. The extremes of Rock were getting even more extreme in 1991—Megadeth replacing Guns-N-Roses, just like edgier bands Creed, Three Doors Down, and Nickelback are replacing matchbox twenty and Third Eye Blind. Urban stayed more extreme in 1991 with

rap artists MC Hammer, Public Enemy, and Bel Biv DeVoe, just as Jay-Z, Ja Rule, and Missy Elliott continue to be the hottest music in our culture now.

There's no doubt that the listeners are telling us to be more conservative. I'm only seeing 12-14 legitimate titles per week testing at any one time since September 11 (and beginning even months before this). You'll see a lot fewer hits for the next two years.

Satellite radio is literally hanging over our heads—how do we foresee its impact? Should terrestrial radio, in its current state of flux, be nervous?

Yes! Radio should be very nervous about all the new entertainment sources coming on the scene. All the consolidation and subsequent cuts in programming essentials are hitting at the worst possible time. There are more entertainment sources available now than ever.

XM is launching with formats offering more variety than radio can offer, with no or few commercials. I don't think anyone realizes the impact that XM is going to have on radio. All of us think that the primary audience for XM will be audiophiles who are not being satisfied by radio's tight playlists. *Not true.* There are many people who live in remote areas who cannot get radio. People who travel by car or truck will listen to dependable radio brands on satellite.

The big record labels are creating their own versions of Napster to download music. What listener will continue to choose over-commercialized and less-compelling radio as their means for getting music? Unfortunately, it's a reality we all have to deal with, and a snowball effect. Owners need to be taking steps right now to create compelling and well-targeted radio stations or they will find that radio will become forgotten much like the great AM music stations where 30 years ago when FM came on the scene.

What does all this mean for Top 40?

What I don't want to see is a mass exodus from the format like in the early '90s where a full 45 percent of all Top 40s changed format, leaving many markets without a Top 40 for several years. Remember—not just radio, but every product has a lifecycle, which includes highs and lows. *Even during the doldrums, every market can support one good Mainstream Top 40.*

It's better to take out "insurance" on your property by supporting the station now with talented people, research, and marketing than to change format. It's better to own a station that you have to prop up for a while than to relaunch with a secondary niche format and invest millions in building and creating awareness. *Sooner or later that niche will go through its own low.* Top 40 is a dependable format that the public always comes back to, and when it's on its high cycle, is a ratings and revenue monster! ■

MR. ZAPOLEON IS THE GUY @ ZAPOLEON MEDIA STRATEGIES. HE CAN BE REACHED @ (281) 980-3665 OR GZAPOLEON@AOL.COM.

To An Absent Companion: Remembering WLAM PD Neil Sullivan

I first met Neil Sullivan when he programmed WKDD-Akron. We hit it off immediately; mostly because we were both from Massachusetts, knew a lot of the same radio people, and were both long-suffering Red Sox fans. No one was more shocked and saddened than I was when Neil passed away, all too quickly, in September. In the spirit of remembrance, I'm proud to share this following tribute, written by one of Neil's colleagues, Tim Moore. —Kevin Carter

By Tim Moore

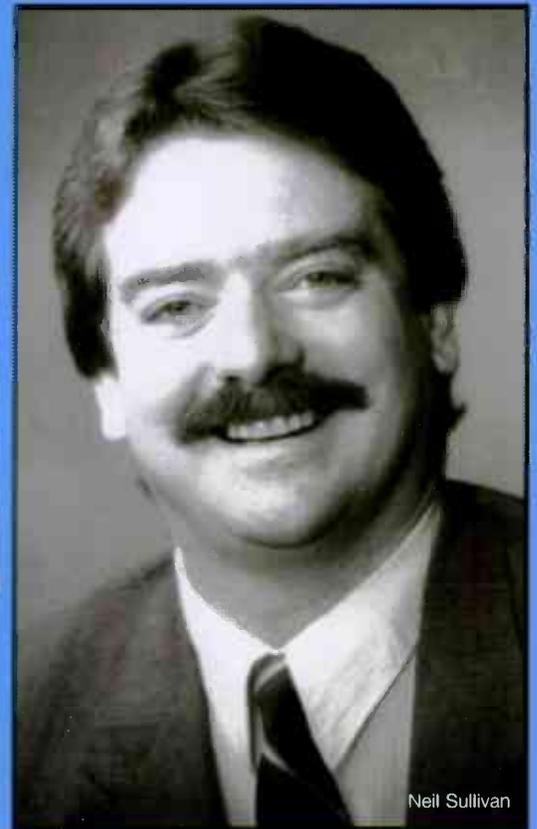
In the summer of 2000 Neil Sullivan joined one of my client stations, Top 40 WLAM-Portland, Maine. Neil was a bright, consistent strategist who defined himself through his work; and his record spoke to those qualities. He'd spent time with several regional and national groups, and the station was getting just the blue-chip program director it needed at a crucial time.

I came to know Neil as he waded into a turn-around challenge and a new format: each of us looking ahead to the spring sweep—his first real book for the station—which Neil regarded as a key benchmark. Program directors come in many styles and Neil's was that of a measured, caring yet intense staff patriarch. I came to admire his iron-steady hand, which called for a balance of velvet-hammer toughness and genuine regard for his staff and peers. I had a feeling that Neil Sullivan would help the station a lot.

Neil called me with good news when the advances were released in August. It was a solid breakout. Neil's turn-around project—by now an extension of Neil himself—was a success. The excitement of advances never gets routine when you consult, as we do; but we were all especially pleased for Neil.

Almost lost in the excitement of that call was Neil's closing reference to his fatigue, and like a runner near the end of a marathon, he mentioned the need to take a few days off and "maybe get a physical."

Late August was a blur. I'll always remember the call from Neil's friends in Portland who told me that Neil had admitted himself to a Boston hospital, and that the immediate diagnosis was the worst it could be. Neil had terminal late-



Neil Sullivan

stage lung cancer. He ended up with four more weeks.

All of us in Neil's circle played the game of "how and why?" How does life's randomness reward some and seemingly cheat others? What a terrible break for one of radio's good people. This simply wasn't right.

As improbable as this sounds, Neil set up a command center in his hospital quarters. His single interest apart from his mother and sister who remained on constant watch, was his radio station. Over a series of calls as Neil moved in and out of the effects of medication, we talked about keeping promos consistent, keeping our music ads carefully filtered, and a dozen other things. He insisted, as would a captain of a foundering vessel, to stay on the bridge. I remember thinking that bravery comes in many forms. That we can never really know the heart of a warrior, or even what one looks like from the outside. I'll always remember Neil's resolve, his sense of purpose, and his devotion to his call letters and his organization. In the remaining days of grace, Neil's caring colleagues from his Portland stations showed him all of the kindness and consideration he could have imagined. He passed quietly in the haze of mid-September.

He was a fine guy. Join me in a toast to an absent companion.

TIM MOORE IS MANAGING PARTNER FOR THE PROGRAMMING AND RESEARCH FIRM AUDIENCE DEVELOPMENT GROUP.

2002 GAVIN SEMINAR AWARDS NOMINEES Top 40

Congratulations to all of our GAVIN Seminar 2002 Award Nominees. Winners will be announced at our Seminar in San Francisco, February 20-24, 2002.

TOP 10 MARKET (Arbitron Markets #1-10)

STATION OF THE YEAR

KHKS-Dallas
KJIS-FM-Los Angeles
KRBE-Houston
WHYZ-New York
WIOQ-Philadelphia
WXKS-Boston

OM/PD

Erian Bridgman, WIOQ-Philly
John Ivey, WXKS-Boston/KJIS-LA
Tom Poleman, WHYZ-New York
Todd Shannon, KHKS-Dallas
Dom Theodore, KRBE-Houston
Jeff Wyatt, WHYZ-Washington, DC

ASST. PD/MUSIC DIRECTOR

Paul "Cubby" Bryant, WHYZ-New York
David Corey, WXKS-Boston
Dave Morales, KHKS-Dallas
Marion Newsome, WIOQ-Philly
Michael Steele, KJIS-Los Angeles

MARKETING/PROMOTIONS DIRECTOR

Lisa Acchione, WIOQ-Philly
Von Freeman, KJIS-Los Angeles
Julie Garcia, KHKS-Dallas
Joe Mazzei, WXKS-Boston
Mike Paterson, KRBE-Houston
Sammy Stimpson, WHYZ-New York

Major Market (#11-25)

STATION OF THE YEAR

KDWB-Minneapolis
KHTS-San Diego
WBLI-Long Island
WFLZ-Tampa
WHYI-Miami
WSTR-Atlanta

OM/PD

Dan Bowen, WSTR-Atlanta
Jeff Kapugi, WFLZ-Tampa
Diana Laird, KHTS-San Diego
Rob Morris, KDWB-Minneapolis
J.J. Rice, WBLI-Long Island
Rob Roberts, WHYI-Miami

ASST. PD/MUSIC DIRECTOR

Jammons, WSTR-Atlanta
Tony Banks, WHYI-Miami
Al Levine, WBLI-Long Island
Derek Moran, KDWB-Minneapolis
Stan Priest, WFLZ-Tampa
Rick Vaughn/Hitman Haze, KHTS-San Diego

MARKETING/PROMOTIONS DIRECTOR

Nancy Gambino, WBLI-Long Island
Alan Hennes, WSTR-Atlanta
Camie Dunbar, WHYI-Miami
Claudine Lewis, KHTS-San Diego
John O'Connell, KDWB-Minneapolis
Shannon Wray, WFLZ-Tampa

Large Market (#26-50)

STATION OF THE YEAR

KMXV-Kansas City
WKSE-Buffalo
WNCL-Columbus
WNKS-Charlotte
WRRV-Nashville
WXSS-Milwaukee

OM/PD OF THE YEAR

Rich Davis, WRRV-Nashville
Brian Kelly, WXSS-Milwaukee
John Reynolds, WNKS-Charlotte
Jimmy Steele, WNCL-Columbus
Dave Universal, WKSE-Buffalo
Jon Zellner, KMXV-Kansas City

ASST. PD/MUSIC DIRECTOR

Dylan, KMXV-Kansas City (now WWWQ-Atlanta)
Joe Kelly, WNCL-Columbus
JoJo Martinez, WXSS-Milwaukee
Jason McCormick, WNKS-Charlotte
Tom Peace, WRRV-Nashville

MARKETING/PROMOTIONS DIRECTOR

Diana Ades, WNKS-Charlotte
Sabrina Ary, WNCL-Columbus
Rachel Frydman, WXSS-Milwaukee
Keith Kaufman, WRRV-Nashville
Chad Mammoth, KMXV-Kansas City
Stephanie Ringer, WKSE-Buffalo

Medium Market (#51-100)

STATION OF THE YEAR

KBFM-McAllen-Brownsville
KQKQ-Omaha
KRQQ-Tucson
WAPE-Jacksonville
WXPY-Rochester
WZEE-Madison

OM/PD

Timmy So Dean, WZEE-Madison
Wayne Coy/Darrin Stone (formerly KQKQ-Omaha)
Mike Denger, WXPY-Rochester
Mark Medina, KRQQ/KOHT-Tucson
Eilly Santiago, KBFM-McAllen-Brownsville
Cat Thomas, WAPE-Jacksonville

ASST. PD/MUSIC DIRECTOR

Jeff "Heman" DeWitt, KBFM-McAllen-Brownsville
Norm On The Barstool, WXPY-Rochester
Tony Mann, WAPE-Jacksonville
F-Dub, KRQQ/KOHT-Tucson
Jonathan Reed, WZEE-Madison

MARKETING/PROMOTIONS DIRECTOR

Kate Burns, KRQQ-Tucson
Julia Esparza, KBFM-McAllen-Brownsville
Crest Hrynak, WXPY-Rochester
Bonnie Oleson, WZEE-Madison
Angie Pinto, WAPE-Jacksonville

Small Market (#101-plus)

STATION OF THE YEAR

WHYS-Quad Cities
WJOG-Saginaw
WKCH-New Haven
WPST-Trenton
WSTQ-Evansville, Ind.
WZYP-Huntsville

OM/PD

Mark Anderson, WJOG-Saginaw
Dave McKay, WPST-Trenton
Dr. Dave Michaels, WSTQ-Evansville, Ind.
Danny Ocean, WKCH-New Haven
Tony Waitekus, WHYS-Quad Cities
Elli West, WZYP-Huntsville

ASST. PD/MUSIC DIRECTOR

Ally, WZYP-Huntsville
Brandon Edwards, WJOG-Saginaw
Chris Purro, WPST-Trenton
Mark Reid, KQKY-Kearney, Neb.
Kevin Walker, WHYS-Quad Cities

MAJOR LABEL OF THE YEAR

Arista
Atlantic
Columbia
Epic
Interscope
J Records
Jive
Universal

INDEPENDENT LABEL

Curb
DreamWorks
Edel America
Hollywood
Wind-up

EXEC/SR. VP/PROMOTION, MAJOR LABEL

Steve Bartels, Arista
Charlie Foster, Universal
Andrea Janis, Atlantic
Craig Lambert, MCA
Ken Lane, Island Def Jam
Richard Palmese, J Records
Joe Riccitelli, Jive
Erenda Romano, Interscope
Charlie Walk, Columbia

VP/PROMOTION, MAJOR LABEL

Jeff Bardin, Elektra
Mike Easterlin, Island Def Jam
Lee Leipsner, Columbia
Chris Lopez, Interscope
David Nathan, Universal
Felicia Swerling, Warner Bros.

VP/NATIONAL PROMO EXEC

Greg Marella, MCA
Jason McFadden, Virgin
Mark Neiter, Interscope
Dave Reynolds, Universal
Margaret Ann Ronayne, Arista

VP/PROMOTION, INDEPENDENT LABEL

Lori Anderson, Wind-up
Bob Catania, Curb
Scott Firck, Hollywood
Vicki Leoen, DreamWorks
Frank Murray, Robbins
Barry Pinlac, Edel America

2002 GAVIN SEMINAR AWARDS NOMINEES Rhythm Crossover

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TOP 10 MARKET (Arbitron Markets #1-10)

STATION OF THE YEAR

KPWR-Los Angeles
KYLD-San Francisco
WBBM/FM-Chicago
WKTU-New York
WPGC-Washington
WQHT-New York

OM/PD

Frankie Blue, WKTU-New York
Todd Cavanah, WBBM/FM-Chicago
Tracy Cloherty, WQHT-New York
Michael Martin, KYLD-San Francisco
Jimmy Steal, KPWR-Los Angeles
Jay Stevens, WPGC-Washington

ASST. PD/MUSIC DIRECTOR

Jazzy Jim Archer, KYLD/KMEL-San Francisco
Damion Young/E-Man, KPWR-Los Angeles
Erik Bradley, WBBM/FM-Chicago
Thea Mitchem, (formerly) WPGC-Washington
Geronimo, WKTU-New York

MARKETING/PROMOTIONS DIRECTOR

Michael Biemolt, WBBM/FM-Chicago
Katie Eyerly, KMEL-San Francisco
Don Macleod, WKTU-New York
Rocco Macri, WQHT-New York
Dianna Obermeyer, KPWR-Los Angeles
Carlos Pedraza, KYLD-San Francisco

Major Market (#11-25)

STATION OF THE YEAR

KKFR-Phoenix
KQKS-Denver
KUBE-Seattle
KXJM-Portland
WLLD-Tampa
WPOW-Miami

OM/PD

Mark Adams, KXJM-Portland
Cat Collins, KQKS-Denver
Kid Curry, WPOW-Miami
Shellie Hart/Eric Powers, KUBE-Seattle
Orlando, WLLD-Tampa
Bruce St. James, KKFR-Phoenix

ASST. PD/MUSIC DIRECTOR

Beata, WLLD-Tampa
Pretty Boy Dontay, KXJM-Portland
Charlie Huero, KKFR-Phoenix
John E. Kage, KQKS-Denver
Julie Pilat, KUBE-Seattle
Tony The Tiger/Eddie Mix, WPOW-Miami

MARKETING/PROMOTIONS DIRECTOR

Aldo, KQKS-Denver
Kenny Bernstein, WPOW-Miami
Drew Fleming, WLLD-Tampa
Woody Justik, KUBE-Seattle
Monchai Pungaew, KKFR-Phoenix
Rene Rank, KXJM-Portland

Large Market (#26-50)

STATION OF THE YEAR

KBBT-San Antonio
KLUC-Las Vegas
KQBT-Austin
KSPM-Sacramento
WJHM-Orlando
WZMX-Hartford

OM/PD OF THE YEAR

JD Gonzalez, KBBT-San Antonio
Byron Kennedy, KSPM-Sacramento
Jerry McKenna, WVKX-Providence
Victo Starr, WZMX-Hartford
Scooter Stevens, KQBT-Austin
Cat Thomas, KLUC-Las Vegas

ASST. PD/MUSIC DIRECTOR

Danny B/Romeo, KBBT-San Antonio
J.B. King, KLUC-Las Vegas
Jay Love, WJHM-Orlando
Mark McCray, (formerly) KQBT-Austin
Bradley Ryan, WVKX-Providence

MARKETING/PROMOTIONS DIRECTOR

Tim Black, KSPM-Sacramento
Tristano Krolou, WZMX-Hartford
Keith Memoly, WJHM-Orlando
Jill Strada, WPKY-Orlando
Vanessa Thill, KLUC-Las Vegas

Medium Market (#51-100)

STATION OF THE YEAR

KDGS-Wichita
KISV-Bakersfield
KPRR-El Paso
KQCH-Omaha
WBHJ-Birmingham
WHZT-Greenville, SC

OM/PD

John Candelaria, KPRR-El Paso
Fisher, WHZT-Greenville, SC
Erik Johnson, KQCH-Omaha
Mickey Johnson, WBHJ-Birmingham
Bob Lewis, KISV-Bakersfield
Greg Williams, KDGS-Wichita

ASST. PD/MUSIC DIRECTOR

Jojo Collins, KDGS-Wichita
Murph Dawg, WHZT-Greenville
Gina Lee Fuentez, KPRR-El Paso
Mary K, WBHJ-Birmingham
Picazzo, KISV-Bakersfield

MARKETING/PROMOTIONS DIRECTOR

Larkin Cavanaugh, KQCH-Omaha
Maria Ciski, KDGS-Wichita
Chris Lucy, KPRR-El Paso
B-Money, WBHJ-Birmingham
Tracy Peoples, KISV-Bakersfield

Small Market (#101-plus)

STATION OF THE YEAR

KHTN-Merced/Modesto
KWIN-Stockton
KWNZ-Reno
WJFX-Ft. Wayne
WOCQ-Salisbury-Ocean City
WXIS-Johnson City

OM/PD

Phil Baker, WJFX-Ft. Wayne
John Christian, KWIN-Stockton
Blade Michaels, WXIS-Johnson City
Rene Roberts, KHTN-Merced/Modesto
Bill Schulz, KWNZ-Reno
Wookie, WOCQ-Salisbury-Ocean City

ASST. PD/MUSIC DIRECTOR

Todd Ambrose, WXIS-Johnson City
Big Bear, KCAO-Oxnard
Deelite, WOCQ-Salisbury-Ocean City
Diane Fox, KWIN-Stockton
Scott Hecathorn, WJFX-Ft. Wayne

LABEL OF THE YEAR

Arista
Columbia
Epic
Interscope
Island Def Jam
Jive
MCA

SR. PROMO EXEC

Nino Cuccinello, Interscope
Valerie DeLong, Universal/Motown
Lisa Ellis, Columbia
Tom Maffei, Priority
John McMann, Atlantic
Liz Pokora, Epic Records
Marthe Reynolds, Island Def Jam
Cary Vance, Virgin

NATIONAL PROMO EXEC

Lucy Barragan, Elektra
Danny Coniglio, Priority
Andrea Foreman, Columbia
Mike Lieberman, Epic
Gary Marella, Universal/Motown
Enrique Ongtin, Virgin
Rick Sackheim, Arista
Motti Shulman, Island Def Jam

INDEPENDENT LABEL

Artemis
DreamWorks
Edel America
Robbins
Strictly Rhythm
Tommy Boy
TVT

PROMO EXEC, INDEPENDENT LABEL

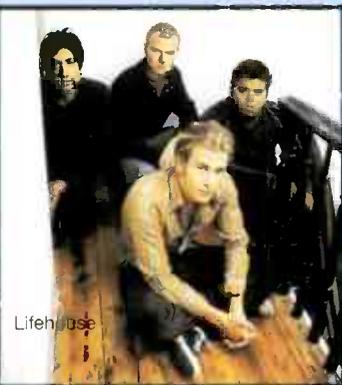
Phil Mataragas, TVT
Bari G., Strictly Rhythm
Frank Murray, Robbins Entertainment
Barry Pinlac, Edel America
Hazel Zoleta, Tommy Boy

THE TOP RECORDS 2001

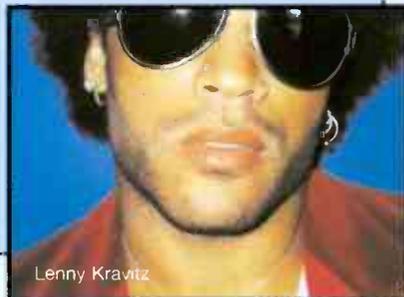
TOP 40



RANK	ARTIST	TITLE	LABEL	TOTAL PLAYS
1	LIFEHOUSE	Hanging By A Moment	DreamWorks	220,794
2	LENNY KRAVITZ	Again	Virgin	181,569
3	SHAGGY	Angel	MCA	175,719
4	UNCLE KRACKER	Follow Me	Lava/Atlantic	169,889
5	NELLY	Ride Wit Me	Universal	168,344
6	JANET	All For You	Virgin	154,364
7	CHRISTINA/LIL' KIM/MYA/PINK	Lady Marmalade	Interscope	153,714
8	CRAZY TOWN	Butterfly	Columbia	147,794
9	TRAIN	Drops Of Jupiter	Columbia	147,002
10	EVE/GWEN	Let Me Blow Ya Mind	Interscope	137,474
11	DIDO	Thank You	Arista	136,272
12	JENNIFER LOPEZ	Love Don't Cost A Thing	Epic	135,203
13	BLU CANTRELL	Hit 'Em Up Style (Oops!)	Arista	134,579
14	DREAM	He Loves U Not	Bad Boy/Arista	131,833
15	K-CI & JOJO	Crazy	MCA	128,136
16	JENNIFER LOPEZ	I'm Real	Epic	127,638
17	DESTINY'S CHILD	Independent Women	Columbia	126,096
18	O-TOWN	All Or Nothing	J Records	124,740
19	NELLY FURTADO	I'm Like A Bird	DreamWorks	122,070
20	STAINED	It's Been Awhile	Flip/Elektra	121,323
21	MATCHBOX TWENTY	If You're Gone	Lava/Atlantic	120,102
22	SHAGGY	It Wasn't Me	MCA	119,682
23	JANET	Someone To Call My Lover	Virgin	114,772
24	ALICIA KEYS	Fallin'	J Records	111,510
25	MYA	Case Of the Ex	Interscope	111,405
26	CITY HIGH	What Would You Do?	Interscope	111,148
27	MADONNA	Don't Tell Me	Maverick	110,711
28	CREED	With Arms Wide Open	Wind-up	106,072
29	AEROSMITH	Jaded	Columbia	105,229
30	JESSICA SIMPSON	Irresistible	Columbia	104,446
31	DESTINY'S CHILD	Survivor	Columbia	102,510
32	INCUBUS	Drive	Immortal/Epic	100,488
33	3 DOORS DOWN	Kryptonite	Republic/Universal	94,342
34	SUGAR RAY	When It's Over	Lava/Atlantic	93,773
35	JENNIFER LOPEZ	Play	Epic	93,727
36	S CLUB 7	Never Had A Dream Come True	Interscope	87,886
37	PINK	Most Girls	LaFace/Arista	83,861
38	USHER	U Remind Me	Arista	79,688
39	JOE	Stutter	Jive	78,489
40	MOBY/GWEN	South Side	V2	77,808
41	DESTINY'S CHILD	Bootylicious	Columbia	75,597
42	NELLY FURTADO	Turn Off The Light	DreamWorks	75,347
43	MADONNA	Music	Maverick/Warner Bros.	74,518
44	SOULDECISION	Faded	MCA	74,270
45	EVAN & JARON	Crazy For This Girl	Columbia	73,671
46	CRAIG DAVID	Fill Me In	WildStar/Atlantic	73,003
47	SAMANTHA MUMBA	Gotta Tell You	Interscope	70,490
48	OUTKAST	Ms. Jackson	LaFace/Arista	69,656
49	LFO	Every Other Time	J Records	67,443
50	ATC	Around The World	Republic/Universal	66,747



Lifehouse



Lenny Kravitz

THE TOP RECORDS 2001

RHYTHM CROSSOVER



RANK	ARTIST	TITLE	LABEL	TOTAL PLAYS
1	JA RULE	Put It On Me	Island Def Jam	84,937
2	112	Peaches and Cream	Bad Boy/Arista	80,369
3	NELLY	Ride Wit Me	Universal	77,097
4	EVE/GWEN	Let Me Blow Ya Mind	Interscope	74,557
5	JENNIFER LOPEZ	I'm Real	Epic	73,010
6	MISSY ELLIOTT	Get Ur Freak On	Elektra	68,258
7	JAGGED EDGE/NELLY	Where The Party At?	Columbia	66,980
8	JOE	Stutter	Jive	66,949
9	OUTKAST	Ms. Jackson	LaFace/Arista	61,178
10	K-CI & JOJO	Crazy	MCA	59,086
11	ALICIA KEYS	Fallin'	J Records	58,617
12	SHAGGY	Angel	MCA	56,221
13	USHER	U Remind Me	Arista	54,913
14	CITY HIGH	What Would You Do?	Interscope	51,887
15	MARY J. BLIGE	Family Affair	MCA	51,352
16	MYSTIKAL	Danger (Been So Long)	Jive	50,826
17	JAY-Z	I Just Wanna Love U	Roc-A-Fella/IDJMG	49,568
18	LUDACRIS	What's Your Fantasy	Island Def Jam	47,756
19	JAGGED EDGE	Promise	So So Def/Columbia	47,006
20	LUDACRIS	Southern Hospitality	Island Def Jam	46,154
21	MISSY ELLIOTT	One Minute Man	Elektra	44,954
22	SHAGGY	It Wasn't Me	MCA	44,639
23	BLU CANTRELL	Hit 'Em Up Style (Oops!)	Arista	43,036
24	DESTINY'S CHILD	Survivor	Columbia	42,752
25	OB'S FINEST	Oochie Wally	Columbia	42,356
26	JANET	All For You	Virgin	41,979
27	GINUWINE	Differences	Epic	41,241
28	LIL' MO	Superwoman	Elektra	40,902
29	CHRISTINA/LIL' KIM/MYA/PINK	Lady Marmalade	Interscope	40,153
30	JAY-Z	Izzo (H.O.V.A.)	Roc-A-Fella/IDJMG	39,145
31	JENNIFER LOPEZ	Love Don't Cost A Thing	Epic	38,612
32	DESTINY'S CHILD	Independent Women	Columbia	38,436
33	R. KELLY	Fiesta	Jive	38,011
34	FABOLOUS/NATE DOGG	Can't Deny It	Elektra	37,443
35	OUTKAST	So Fresh, So Clean	LaFace/Arista	37,272
36	JA RULE	Between Me & You	Island Def Jam	37,031
37	TOYA	I Do	Arista	35,779
38	TRICK DADDY	I'm A Thug	Slip-N-Slide/Atlantic	33,760
39	NELLY	E.I.	Universal	33,618
40	JA RULE	Livin' It Up	IDJMG	32,782
41	SNOOP DOGG	Lay Low	No Limit	32,585
42	3LW	No More (Baby I'ma Do Right)	Epic	31,572
43	LUDACRIS	Area Codes	Island Def Jam	29,736
44	TYRESE	I Like Them Girls	RCA	29,414
45	DR. DRE	The Next Episode	Aftermath/Interscope	28,376
46	D12	Purple Hills	Uni/Interscope	28,346
47	BUBBA SPARXXX	Ugly	Interscope	27,926
48	MYA	Case Of the Ex	Interscope	27,886
49	TRICK DADDY	Take It To Da House	Slip-N-Slide/Atlantic	27,533
50	CRAIG DAVID	Fill Me In	WildStar/Atlantic	27,498



112



Ja Rule



You Said It, 2001

Compiled by Richard Sands

Whew. What a year. It was more than a "space odyssey," it was an adventure. It was a year of competition, consolidation, death, war and, of course, the usual squabbling about "what is Alternative?" Let's take one last long look back by remembering some of your most notable quotage:

"I was shitting pickles last week during my first shift. But I didn't stumble, knock the station off the air, or blow anything up, so it worked out pretty well." —**Duane Doherty**, KDGE-Dallas, after returning to the airwaves.



"Big hits that are exclusive to the format will cure everything. I'm looking for records that *frighten* other formats. Give me the 'Nookie's,' and 'Last Resort's' any day. When stations like KIIS and Star start looking at our playlist and seeing what they can steal, that's when I get worried." —**Kevin Weatherly**, KROQ-Los Angeles



"We paid very close attention to call-out, and it showed we had more room for stuff like Moby and Coldplay. There is an appetite in this market for more than just hard rock—I think the kids are a lot smarter than the format gives them credit for." —**Melody Lee**, KROX-Austin



"Based on the stations that I listen to online, the format really seems to be at a creative high. I think that's based on the fact that radio is back to the competitive spirit—lots of choices out there, so you need to be louder. We (Alternative radio) probably got a bit complacent when there was no sharing of the music, and we had our own private beach front." —**Tom Calderone**, MTV

"Instinct at Alternative is gone, diversity is gone, and sharing so many records and bands with Active and Mainstream Rock is at an all-time pathetic high. Many in radio will claim that what they are playing *is* Alternative, but in reality, the

true philosophies, the building, and the direction of the format are long gone. Back in the day, sharing records with Active Rock was the number-one crime for our format." —**Jerry Rubino**, Sirius Satellite Radio

"WEDJ was totally consumed by our radio station. I know that sounds like we're full of ourselves, but it really was true. I've never encountered a station whose prime focus was more to try and mimic what we were doing, rather than focusing on their own product and trying to make it better. They were constantly taking their eye off the ball and missing some obvious opportunities. When the attack 'tactics' didn't work and the ratings never got out of the ones, it went downhill relatively fast from there." —**Scott Jameson**, WRZX-Indianapolis

"I saw the band at least ten times over the years. One of the things I'll remember about Joey Ramone was that the last time I saw them on the final leg of the farewell tour—he was still excited and passionate about music. That show was just as great as the other nine or ten times I'd seen them—a whole lot of 1-2-3-4's and a glorious wall of passion." —**Jim McGuinn**, WPLY-Philadelphia.



"I'm not interested in 'Malternative' which is essentially what you hear on the radio today. I'm looking for the undiscovered million sellers—those bands with a huge following that aren't getting massive radio exposure—someone like Ani DiFranco and Fugazi. Once upon a time no one at radio knew about a Blink 182 or even U2 and The Ramones, but they sold boatloads of records and toured constantly—I'll be on the lookout for those kind of acts." —**Mike Halloran**, KFSD-San Diego.

"Many times we tend to forget about the importance of the college or specialty show. We write them off as just another way of filling up non-essential time periods. But if not for the college or specialty shows over the years, many bands that have become important in our format would not have been heard." —**Danny Villalobos**, WAVF-Charleston

"Leslie [Fram] and I feel we are a strong 5.0+ radio station 12-plus, and we'll continue to strive to achieve that mark or higher each book. Hey, you

can't hate Arbitron's methodology when you look bad and then praise it when you look good." —**Chris Williams**, 99X-Atlanta

"Today we have a stronger musical generation gap since any time since rock's first flowering in the 1950s and 1960s. If you want your station to have any appeal to most people over the age of 25, you are compelled to shy away from most hip-hop flavored material. This, of course, just makes your station even more irrelevant to today's hip-hop generation." —**Jayne Charneski**, Edison Media Research



"The format has become more and more modal, with a younger and younger audience. We're going to take the 25-34 position, and our research shows that, to them, Alternative means variety and a diversity of sounds—they're not content with the sameness that you hear on the radio today. Did I miss the memo that says you couldn't play female artists? And why does radio have to play the same six bands over and over. We're not just competing against other radio stations—listeners have a lot of places to go now." —**Bill Gamble**, WZZN-Chicago.

"Let's face it, when there are major new developments (of the war on terrorism), television news and radio stations that specialize in news are going to have a short-term advantage. Nevertheless, music stations are going to have to come up with more of a news and information presence to avoid a need for tune-out during the more routine days. Our leaders are saying that this is a war unlike any we've ever waged and that it won't be quick and easy, so this isn't a need that's going away in six months, sadly." —**Dave Beasing**, Jacobs Media



"If you're going to run news outside of mornings on a music station, it better be more important to the audience than their favorite songs. Furthermore, I feel Alternative stations need to be able to put the news in their own 'language' so that it resonates with the audience. Running CNN probably doesn't get it done." —**Steve Rivers**, POWER Media. ■

The Business of Jimmy Eat World

By Kathleen Richards

This year, Jimmy Eat World succeeded on several fronts: being a model for indie bands trying to make good, putting the word "emo" on the mainstream map, and surviving being dropped by a major label and emerging bigger and better on the other end, all without intention. Chock it up to their DIY tactics, their conviction, or luck. Or rather more accurately, because Jimmy Eat World has a solid understanding of the symbiotic relationship between the business and artistic side of their music, seemingly without having to compromise either side. With their new single, the infectious "The Middle," and a similarly enticing video to accompany it, Jimmy Eat World are finding themselves better off than ever, as their self-proclaimed businessman, drummer Zach Lind recently disclosed:

How closely do you guys follow your sales figures and adds at radio?

We're pretty involved. When you're out on the road and you're working really hard, you wanna see if it's working. And sales and radio is a result of your hard work, and it's good to keep up on how well you're doing in different markets. Then you're informed as far as where you wanna go play.

Where are you most popular?

We've always been most popular in New York, LA, and Phoenix. Those are three markets that we've done really well in. And since the success of this new single, it's spreading out all over. You can look at a SoundScan sheet and see some small town that we've never even played at and we've sold like 200 copies of our record there. That is pretty surprising.

How do you negotiate between the business side of the industry and the artistic side and still be considered an "indie" band?

We've never been indie rock. We've been on a major label for most of our career, but by being neglected by the major label, we've had to adjust

and take matters into our own hands. We were forced to learn how to do that and that's just the way we've worked for so long, and now that we actually have a label that's involved and doing a great job, we can't turn the switch off and not worry about things. We have to stay involved, to know what's going on. And I think that it's better. Some bands don't like to deal with it, and that's fine, but for us, we really wanna know what's going on and to know what we're being told makes sense. And in order to do that you have to be involved in the business side of the band.

Before the release of the album, was there a difference between where you guys were mentally and where you are now?

We're still very involved in what goes on with everything regarding this band. The fact that the record's had a success, we're happy about that, but ultimately, so much of this is really out of our hands. So we're just encouraged that we're work-



ing with people who know what they're doing and I think that's the main thing. That's the biggest difference from the experience of this record as opposed to the other records—we actually have confidence in our label and management company.

Do you think that actually helps your music?

It doesn't have anything to do with it. As far as just operating as a band, it helps, because you know that when you do things that they're for a reason and that it's not just political, it's not just to go out there and make money. It's about making good decisions as far as your career. This music industry is all just a big game and sometimes it's fun to play it and sometimes it's not. But really, the music is just us and our practice space and coming up with songs, and whether we were on a small indie label or a big record label, it really doesn't affect it.

So you're able to separate the two.

Yeah, definitely. There's a huge wall in between the two because if you don't have that, I think it's really bad. We just do what we wanna do creatively and however it falls into place, that's fine with us. ■

**ENTERING THE SPOTLIGHT
SONGS TO PICK UP BEFORE THEY TAKE OFF**

Bad Religion



SINGLE: "Sorrow"

LABEL: Epitaph

STATS: Their 12th album in almost 20 years, *The Process Of Belief* marks a homecoming of sorts for these LA-punk veterans. Original members Greg Graffin and Brett Gurewitz reunite after six years apart and return to the label Gurewitz founded after a disappointing stint with a major label.

CLAIM TO FAME: Being one of the most vital and important bands from the '80s LA punk scene isn't bad for starters.

EARLY BELIEVERS: KNDD, WBTZ, KMBY, KPXX, WROX

CONTACT: Christina Whitetrash, (213) 413-7353

Unwritten Law



SINGLE: "Seein' Red"

LABEL: Interscope

STATS: Five guys from San Diego who've got their own spin on good-time California-tinged punk-pop-rock. Their fourth album, *Elva*, is the follow-up to their self-titled release which featured the successful single, "Cailin."

CLAIM TO FAME: Having romped around the SoCal scene since the early '90s, the band has rubbed shoulders with other high-profilin' San Diego bands like Blink 182 and Sprung Monkey. Did I mention their single was added at KROQ?

EARLY BELIEVERS: KROQ, WBER

CONTACT: Robbie Lloyd, (310) 865-1000

TO GET YOUR SONG IN THE "SPOTLIGHT," SEND NEW RELEASES TO KATHLEEN RICHARDS, GAVIN, 140 SECOND STREET, 5TH FLOOR, SAN FRANCISCO, CA 94105.

2002 GAVIN SEMINAR AWARDS NOMINEES

Alternative

Congratulations to all of our GAVIN Seminar 2002 Award Nominees. Winners will be announced at our Seminar in San Francisco, February 20-24, 2002. Hope to see you there!

DOUBLE PLATINUM

Label of the Year

Epic
IDJMG
Interscope
RCA
Universal
Warner Bros.

Executive of the Year

Stu Bergen, IDJMG
Tom Biery, Warner Bros.
Phil Costello, Reprise
Andrea Ganis, Atlantic
Steve Leeds, Universal
Brenda Romano, Interscope

Promotion Person of the Year

Bob Divney, Reprise
Rob Goldklang, Warner Bros.
Howard Leon, Universal
Robbie Lloyd, Interscope
Jacqueline Saturn, Epic
Gary Spivack, Capitol

PLATINUM

Label of the Year

Arista
DreamWorks
Maverick
Roadrunner
Virgin
Wind-up

Promotion Person of the Year

Shanna Fischer, Wind-up
Geordie Gillespie, Virgin
Dave Loncao, Roadrunner
Gaby Skolnek, Maverick
Matt Smith, DreamWorks
Jeff Sodikoff, Arista

GOLD

Label of the Year

Astralwerks
Epitaph
Nettwerk
TVT
Volcano
V2

Promotion Person of the Year

Eric Baker, Extasy
Bill Carroll, Vagrant
Lorraine Caruso, Jive/Volcano
Gary Jay, TVT
Jenni Sperandeo, Astralwerks
Christina Whitetrash, Epitaph

Indie of the Year

Scott Burton, JMA
Mark Fischer, McGathy
Michael Idlis, Idlis Communications
Mark Kordelos, UNCLE
Jack Springer, Teknikolor
Del Williams, ARMS

Market 1 to 15

Station of the Year

WNNX-Atlanta
WBCN-Boston
KTBB-Houston
KROQ-Los Angeles
WXRK-New York
KNDD-Seattle

VP/Programming/Program Director

Leslie Fram, WNNX-Atlanta
Steve Kingston, WXRK-New York
Phil Manning, KNDD-Seattle
Jim McGuinn, WPLY-Philadelphia
Oedipus, WBCN-Boston
Kevin Weatherly, KROQ-Los Angeles

APD/Music Director

Aaron Axelsen, KITS-San Francisco
Alan Ayo, KDGE-Dallas
Pat Ferrise, WHFS-Washington
Mike Peer, WXRK-New York
Chris Williams, WNNX-Atlanta
Lisa Worden, KROQ-Los Angeles

Markets 16-50

Station of the Year

KXTE-Las Vegas
WXDX-Pittsburgh
KNRK-Portland
KPNT-St. Louis
KXRR-Salt Lake City
XTRA-San Diego

PD

Mark Hamilton, KNRK-Portland
Scott Jameson, WRZX-Indianapolis
Kim Monroe, WXTM-Cleveland
John Moschitta, WXDX-Pittsburgh
Tim Schiavelli, WBRU-Providence
Bryan Schock, XTRA-San Diego

MD

Jack DeVoss, WWCD-Columbus
Chris Muckley, XTRA-San Diego
Todd Noker, KXRR-SLC
Chris Ripley, KXTE-Las Vegas
Toby Ryan, KROX-Austin
Bobby Smith, WOCL-Orlando

Markets 51+

Station of the Year

WRAX-Birmingham
WAVF-Charleston
KJEE-Santa Barbara
KFMA-Tucson
KMYZ-Tulsa
WPBZ-West Palm Beach

PD

Nikki Basque, KPOI-Honolulu
Mimi Griswold, WKRL-Syracuse
Susan Groves, WHRL-Albany
John Michael, KFMA-Tucson
John O'Connell, WPBZ-West Palm Beach
Scott Petibone, WPLA-Jacksonville

MD

Tim Bronson, WGRD-Grand Rapids
Chumley, WPLA-Jacksonville
Peter Gunn, KLEC-Little Rock
Amy Hudson, WMAD-Madison
Picard, WTBZ-Burlington
Danny Villalobos, WAVF-Charleston

Promotion/Marketing Director (all markets)

Donna Jean, WHFS-Washington
Voula Kolios, KNDD-Seattle
Michael Kranias, WWDC-Washington
Jennifer Nech, WNNX-Atlanta
Robin Rockwell, KITS-San Francisco
Amy Stevens, KROQ-Los Angeles

THE TOP RECORDS 2001

ALTERNATIVE

RANK	ARTIST	TITLE	LABEL	TOTAL PLAYS
1.	INCUBUS	Drive	(Epic)	85,023
2.	STAINED	It's Been Awhile	(Elektra/EEG)	76,006
3.	LIFEHOUSE	Hanging By A Moment	(DreamWorks)	67,261
4.	FUEL	Hemorrhage (In My Hands)	(Epic)	64,768
5.	LINKIN PARK	One Step Closer	(Warner Bros.)	61,454
6.	TOOL	Schism	(Volcano)	59,651
7.	WEEZER	Hash Pipe	(Interscope)	59,094
8.	LINKIN PARK	Crawling	(Warner Bros.)	58,632
9.	MOBY	South Side	(V2)	58,066
10.	SUM 41	Fat Lip	(Island/IDJMG)	55,436
11.	CRAZY TOWN	Butterfly	(Columbia/CRG)	55,367
12.	ALIEN ANT FARM	Smooth Criminal	(DreamWorks)	54,093
13.	NICKELBACK	How You Remind Me	(Roadrunner/IDJMG)	53,108
14.	AARON LEWIS & F. DURST	Outside	(Interscope)	47,284
15.	GODSMACK	Awake	(Republic/Universal)	47,275
16.	TANTRIC	Breakdown	(Maverick)	47,085
17.	LIMP BIZKIT	My Way	(Flip/Interscope)	46,327
18.	BLINK 182	The Rock Show	(MCA)	46,088
19.	PUDDLE OF MUDD	Control	(Interscope)	44,448
20.	COLDPLAY	Yellow	(Nettwerk/Capitol)	43,407
21.	SALIVA	Your Disease	(Island/IDJMG)	42,893
22.	INCUBUS	I Wish You Were Here	(Epic)	42,682
23.	PAPA ROACH	Last Resort	(DreamWorks)	42,500
24.	RAGE AGAINST THE MACHINE	Renegades Of Funk	(Epic)	42,161
25.	AMERICAN HI-FI	Flavor Of The Weak	(Island/IDJMG)	40,826
26.	3 DOORS DOWN	Loser	(Republic/Universal)	40,639
27.	DISTURBED	Down With The Sickness	(Reprise)	39,381
28.	LINKIN PARK	In The End	(Warner Bros.)	38,110
29.	3 DOORS DOWN	Duck And Run	(Republic/Universal)	37,467
30.	GORILLAZ	Clint Eastwood	(Virgin)	36,276
31.	DISTURBED	Stupify	(Reprise)	34,706
32.	STAINED	Fade	(Elektra/EEG)	34,041
33.	P.O.D.	Alive	(Atlantic)	33,354
34.	INCUBUS	Pardon Me	(Epic)	33,254
35.	LIMP BIZKIT	Rollin'	(Interscope)	32,262
36.	U2	Beautiful Day	(Interscope)	31,434
37.	GREEN DAY	Warning	(Reprise)	30,377
38.	TRAIN	Drops Of Jupiter	(Columbia/CRG)	29,576
39.	3 DOORS DOWN	Kryptonite	(Republic/Universal)	29,280
40.	FUEL	Innocent	(Epic)	29,074
41.	DAVE MATTHEWS BAND	The Space Between	(RCA)	28,811
42.	A PERFECT CIRCLE	Judith	(Virgin)	28,664
43.	DISTURBED	Voices	(Reprise)	28,353
44.	CAKE	Short Skirt/Long Jacket	(Columbia/CRG)	28,223
45.	SYSTEM OF A DOWN	Chop Suey!	(Columbia/CRG)	28,026
46.	STAINED	Outside	(Elektra/EEG)	26,771
47.	INCUBUS	Stellar	(Immortal/Epic)	26,748
48.	311	You Wouldn't Believe	(Volcano)	26,325
49.	ADEMA	Giving In	(Arista)	26,103
50.	DAVE MATTHEWS BAND	I Did It	(RCA)	25,210



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

Johnson Strikes Again

And offers a great gift idea for that morning man on your Christmas list

By Annette M. Lai

Two years ago Star 100.7-San Diego VP/GM/PD Tracy Johnson published *Morning Radio: A Guide To Developing On-Air Superstars*, with successful consultant Alan Burns. The book received raves and endorsements from programmers and morning talent such as WPLJ-New York's Scott Shannon, WBMX-Boston's Greg Strassell, and new Q101 (WKQX)-Chicago PD Tim Richards.

Now, at the end of this month Johnson brings us the sequel, *Morning Radio II: Turning the Science Into Art*.

While the first book focused on understanding the audience and what it takes to manage a personality or to make your morning show great, this latest book picks up where the first left off, going in-depth on how to apply the principles and concepts detailed in the first book on air.

Subjects in *Morning Radio II* include stunts, features, ideas for promoting the show...and much, much more.

By the way, for those of you procrastinating on your Christmas shopping, Johnson reports that the book will be ready to ship by December 20th.

The following are a few excerpts from *Morning Radio II: Turning the Science Into Art*:

•From the "Contests" section...

Learning From Millionaire

...Regis Philbin understands the appeal of the game, and realizes his role in making the show a success. He explains the rules clearly,

simply, and logically (and repeatedly). He asks the questions with enthusiasm, drama, clarity, and consistency.

Furthermore, Regis cheers for the contestants. You get the feeling that Regis really wants the contestant to win \$1 million. He never puts them down, no matter how poorly they perform. Regis has mastered the art of shining the spotlight on his subjects! In doing so, he receives all the credit for being a star!

Watching *Who Wants To Be a Millionaire*, you wonder why Regis makes so much money doing it. His job is simple. Anyone could do it. But therein lies the secret. It's his simplicity, his character, his consistency, his delivery, and his professionalism in not upstaging his contestants. Regis is sincere.

Regis is so likable: everybody loves him; from college girls to 70-year-old women. It's not because of his big voice (and his accent is annoying!) He's friendly, doesn't try to be something he's not, and doesn't take himself too seriously. He's down-to-earth, never coming off as being overly cool or above the audience!

•From "features..."

Hollywood Gossip

...Most every show talks about entertainment news in some fashion. The most common way is in a standardized feature at the same time each morning. The most effective way is to use a character even if it's just a listener that you set up with your information, and position them as a Hollywood insider. It's also effective to have one of your lesser-used role players on the morning show present the material. Whichever method

you use, it's important to personalize it. Make it uniquely yours rather than a regurgitation of last night's *ET*.

Of course, there are many ways to identify with movies and pop culture. One station I know sends listeners to the new movies that open every Friday. The listeners call back on Monday morning and review the new stuff. It works because you can pick people in your demo, and have them tailor the review to our audience—like adding a parents' guide to sex, violence, and the like...

•From the "Miscellaneous" section...

Capturing The Moment/Dealing With Tragedy

...One of the most important things a morning show can do is to find a way to become the show to tune to when something major happens. Weather emergencies, local tragedies, and city-wide celebrations create opportunities for your show to increase your value to your audience.

The ability to "capture the moment" can be the difference between success and failure. If you are able to identify those moments when they occur, react quickly and tap into your audience's reaction with an emotional sincerity, you can make giant strides in attaining local celebrity status.

Whether it's a natural event (a disaster) or an event you create, your ability to turn a topic into an experience for your audience can raise your profile to the next level.

One of the most difficult shows you will ever perform is the day of, or day after, a tragedy strikes



your community. I've heard dozens (hundreds?) of shows simply "give up" and avoid addressing the very topic that literally everyone in town is talking about. While it's true that most shows are not equipped to cover major events as well as television and news radio, shows that don't deal with these emergencies are not only letting their listeners down, they're missing an opportunity.

...Great shows and shows that *become* great are so in touch with the lives of their listener that it's almost a natural response to do "the right thing" in difficult times and connect with an audience. You don't have to be an authority on the topic in order to deal with it—you just have to be alert and to understand your audience well enough to connect...

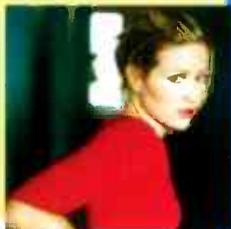
JOHNSON'S *MORNING RADIO II: TURNING THE SCIENCE INTO ART* SELLS FOR \$49.95 AND WILL BE READY BY DECEMBER 20TH. YOU CAN LEARN MORE AND/OR ORDER YOUR COPY TODAY BY VISITING WWW.TJOHNSONMEDIA.COM OR BY CALLING TRACY AT (858) 232-2897.

THE TOP RECORDS 2001



HOT A/C

RANK	ARTIST	TITLE	LABEL	TOTAL PLAYS
1	matchbox twenty	If You're Gone	(Lava/Atlantic)	123,437
2	LIFEHOUSE	Hanging By A Moment	(DreamWorks)	121,204
3	TRAIN	Drops of Jupiter	((Columbia/CRG)	118,166
4	DIDO	Thank You	(Arista)	117,833
5	LENNY KRAVITZ	Again	(Virgin)	110,041
6	UNCLE KRACKER	Follow Me	(Lava/Atlantic)	102,849
7	CREED	With Arms Wide Open	(Wind-Up)	86,688
8	INCUBUS	Drive	(Immortal/Epic)	83,304
9	NELLY FURTADO	I'm Like A Bird	(DreamWorks)	79,256
10	SUGAR RAY	When It's Over	(Lava/Atlantic)	78,400
11	U2	Beautiful Day	(Interscope)	75,923
12	D. MATTHEWS BAND	The Space Between	(RCA)	73,837
13	EVAN & JARON	Crazy For This Girl	(Columbia/CRG)	72,779
14	BARENAKED LADIES	Pinch Me	(Reprise)	70,102
15	MADONNA	Don't Tell Me	(Maverick/Warner Bros.)	68,392
16	MOBY w/ G. STEFANI	South Side	(V2)	66,982
17	FIVE FOR FIGHTING	Superman (It's Not Easy)	(Columbia/CRG)	60,180
18	3 DOORS DOWN	Kryptonite	(Republic/Universal)	59,789
19	THE CORRS	Breathless	(143/Lava/Atlantic)	58,406
20	matchbox twenty	Bent	(Lava/Atlantic)	55,545
21	EVE 6	Here's To The Night	(RCA)	55,057
22	AEROSMITH	Jaded	(Columbia/CRG)	54,520
23	VERTICAL HORIZON	Best I Ever Had	(RCA)	53,489
24	VERTICAL HORIZON	Everything You Want	(RCA)	52,348
25	STAIN'D	It's Been Awhile	(Elektra/EEG)	51,452
26	SMASH MOUTH	I'm A Believer	(Interscope)	49,977
27	EVERCLEAR	Wonderful	(Capitol)	48,513
28	matchbox twenty	Mad Season	(Lava/Atlantic)	47,867
29	3 DOORS DOWN	Be Like That	(Republic/Universal)	47,425
30	ENYA	Only Time	(Reprise)	47,054
31	SANTANA	Smooth (w/ Rob Thomas)	(Arista)	46,291
32	LEE ANN WOMACK	I Hope You Dance	(MCA Nash /Universal)	45,949
33	CREED	Higher	(Wind-Up)	45,116
34	VERTICAL HORIZON	You're A God	(RCA)	44,080
35	FAITH HILL	The Way You Love Me	(Warner Bros.)	43,513
36	MICHELLE BRANCH	Everywhere	(Maverick)	42,562
37	NINE DAYS	Absolutely	(550 Music/Epic)	41,455
38	STING	Desert Rose	(A&M/Interscope)	41,446
39	DAVID GRAY	Babylon	(RCA/ATO)	40,846
40	COLDPLAY	Yellow	(Nettwerk/Capitol)	40,027
41	FUEL	Hemorrhage	(Epic)	38,691
42	MACY GRAY	I Try	(Epic)	32,826
43	SMASH MOUTH	All Star	(Interscope)	31,329
44	THIRD EYE BLIND	Never Let You Go	(Elektra/EEG)	28,748
45	NELLY FURTADO	Turn Off The Light	(DreamWorks)	27,919
46	SMASH MOUTH	Then The Morning Comes	(Interscope)	27,811
47	SUGAR RAY	Every Morning	(Lava/Atlantic)	26,845
48	TRAIN	Meet Virginia	(Columbia/CRG)	25,094
49	BETTER THAN EZRA	Extra Ordinary	(Beyond)	24,747
50	GOO GOO DOLLS	Black Balloon	(Warner Bros.)	24,383



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2002
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2002 GAVIN SEMINAR AWARDS NOMINEES

HOT A/C

Congratulations to this year's GAVIN Award Nominees. Winners will be announced at our Seminar in San Francisco, February 20-24, 2002. See you there!

Hot A/C Label of the Year

Atlantic Records
Columbia Records
DreamWorks Records
Interscope/Geffen/A&M Records
RCA Records
Reprise Records

Hot A/C Label Promotion Executive of the Year

Mary Conroy, Atlantic Records
Alex Coronfly, Reprise Records
Pete Cosenza, Columbia Records
Scott Emerson, Interscope/Geffen/A&M
Cheryl Khaner, RCA Records
Mark Rizzo, Capitol

Hot A/C Label Promotion Person of the Year

Anne Marie Foley, Reprise Records
Dara Kravitz, MCA Records
Adrian Moreira, RCA Records
Patty Morris, Island Def Jam Music Group
David Nathan, Universal Records
Marc Ratner, DreamWorks

*A/C & Hot A/C Independent Promotion Company

Donna Brake Promotions
Jerry Lembo Entertainment
Sandi Lifson Entertainment
Jeff McClusky & Associates
R.J. Promotions
Tri-State Promotions

Hot A/C Major Market (#1-20) Station of the Year

KFMB-San Diego
KLLC-San Francisco
KYSR-Los Angeles
WBMX-Boston
WPLJ-New York City
WTMX-Chicago

Hot A/C Major Market Operations

Manager/Program Director of the Year

Barry James, WTMX-Chicago
Tracy Johnson, KFMB-San Diego
Angela Perelli, KYSR-Los Angeles
Scott Shannon, WPLJ-New York City
Greg Strassell, WBMX-Boston

Hot A/C Assistant Program Director/Music Director of the Year

James Baker, KBIG-Los Angeles
Mary Ellen Kachinske, WTMX-Chicago
Tony Mascaro, WPLJ-New York City
Mike Mullaney, WBMX-Boston
Julie Nakahara, KLLC-San Francisco
Chris Patyk, KYSR-Los Angeles

Hot A/C Large Market (#21-50) Station of the Year

KAMX-Austin
KIMN-Denver
KMXB-Las Vegas
KRBZ-Kansas City
WMTX-Tampa
WOMX-Orlando

Hot A/C Large Market Operations

Manager/Program Director of the Year

Tony Florentino, WMTX-Tampa
Ron Harrell, KIMN-Denver
Brian Kelly, WMYX-Milwaukee
Duncan Payton, KMXB-Las Vegas
John Roberts, WOMX-Orlando
Jim Robinson, KAMX-Austin

Hot A/C Large Market Assistant Program Director/Music Director of the Year

Charese Frugé, KMXB-Las Vegas
Jeannine Jersey, WTIC/FM-Hartford
Kozman, KALC-Denver
Michelle Matthews, KALC-Denver
Rebecca Wilde, WOAL-Cleveland

Hot A/C Medium Market (#51-100) Station of the Year

KLLY-Bakersfield
KOSO-Modesto/Stockton
KPEK-Albuquerque
KSTZ-Des Moines
KVUU-Colorado Springs

Hot A/C Medium Market Operations

Manager/Program Director of the Year

Tim Baidwin, WMBX-Richmond, Va.
Kevin Callahan, KVUU-Colorado Springs
J. Davis, WCPT-Albany
Max Miller, KOSO-Modesto/Stockton
Mike Skot, KCDU-Monterey
E.J. Tyler, KLLY-Bakersfield

Hot A/C Medium Market Assistant Program Director/Music Director of the Year

A.J. Carlisle, KVUU-Colorado Springs
Leslie Lois, KZPT-Tucson
Donna Miller, KOSO-Modesto/Stockton
Becky Rogers, KURB-Little Rock
Dave Swan, KSRZ-Omaha

Hot A/C Small Market (100+) Station of the Year

KBBY-Oxnard/Ventura, Calif.
KLCA-Reno, Nev.
WDAQ-Danbury, Conn.
WMXL-Lexington, Ky.
WXLO-Worcester, Mass.

Hot A/C Small Market Operations

Manager/Program Director of the Year

Carlos Campos, KLCA-Reno, Nev.
Mark Elliott, KBBY-Oxnard/Ventura, Calif.
Al Haynes, WCGQ-Columbus, Ga.
Jill Meyer, WMXL-Lexington, Ky.
Chase Murphy, WXLO-Worcester, Mass.
Bill Trotta, WDAQ-Danbury, Conn.

Hot A/C Small Market Assistant Program Director/Music Director of the Year

Kid Carter, WQSM-Fayetteville, N.C.
Sharon Kelly, WDAQ-Danbury, Conn.
Darren McPeake, KBBY-Oxnard/Ventura, Calif.
Ethan Minton, WMGX-Portland, Me.
Shannon, WXLO-Worcester, Mass.

*The nominees for "A/C & Hot A/C Independent Promotion Company" are the same for both formats.



2002 GAVIN SEMINAR AWARDS
NOMINEES

MAINSTREAM A/C

Congratulations to this year's GAVIN Award Nominees. Winners will be announced at our Seminar in San Francisco, February 20-24, 2002. See you there!

A/C Label of the Year

- Atlantic Records
- Columbia Records
- Jive Records
- Reprise Records
- Universal Records
- Warner Bros. Records

A/C Label Promotion Executive of the Year

- Nick Bedding, Hollywood Records
- Debbie Cerchione, Warner Bros. Records
- Mary Conroy, Atlantic Records
- Elaine Locatelli, Columbia Records
- Mark Rizzo, Capitol Records
- Etoile Zisselman, Arista Records

A/C Label Promotion Person of the Year

- Tom Cunningham, Jive Records
- Cheri Lynn Martin, RCA Label Group
- Scotty Meyers, TeshMedia
- Dave Reynolds, Universal Records
- Katie Seidel, Reprise Records
- Linde Thurman, Curb Records

***A/C & Hot A/C Independent Promotion Company**

- Donna Brake Promotions
- Jerry Lembo Entertainment
- Sandi Lifson Entertainment
- Jeff McClusky & Associates
- R.J. Promotions
- Tri-State Promotions

A/C Major Market (#1-20) Station of the Year

- KOST-Los Angeles
- KVIL-Dallas
- WBEB-Philadelphia
- WLTE-Minneapolis
- WLTW-New York City
- WMJX-Boston

A/C Major Market Operations

Manager/Program Director of the Year

- Tony Coles, KRWM-Seattle
- Kurt Johnson, KVIL-Dallas
- Jhani Kaye, KOST-Los Angeles
- Don Kelley, WMJX-Boston
- Gary Nolan, WLTE-Minneapolis
- Jim Ryan, WLTW-New York

A/C Major Market Assistant Program

Director/Music Director of the Year

- Haynes Johns, WNND-Chicago
- Mark Laurence, WMJX-Boston
- Candy O'Terry, WMJX-Boston
- Stella Schwartz, KOST-Los Angeles
- Darla Thomas, KLSY-Seattle

A/C Large Market (#21-50) Station of the Year

- KOSI-Denver
- WDOK-Cleveland
- WRCH-Hartford
- WRRM-Cincinnati
- WSNY-Columbus
- WWLI-Providence

A/C Large Market Operations

Manager/Program Director of the Year

- Stan Atkinson, WLTQ-Milwaukee
- Allan Camp, WRCH-Hartford
- Tom Holt, WWLI-Providence
- Chuck Knight, WSNY-Columbus
- Scott Miller, WDOK-Cleveland

A/C Large Market Assistant Program

Director/Music Director of the Year

- Jeanne Ashley, KSRC-Kansas City
- Steve Hamilton, KOSI-Denver
- Joe Hann, WRCH-Hartford
- Mel McKay, KMZQ-Las Vegas
- Mike Ohiing, KBAY-San Jose

A/C Medium Market (#51-100) Station of the Year

- KMXZ-Tucson
- WHUD-Westchester
- WJXB-Knoxville
- WLHT-Grand Rapids
- WMGN-Madison
- WTVR-Richmond, Va.

A/C Medium Market Operations

Manager/Program Director of the Year

- Bill Cahill, WTVR-Richmond
- Vance Dillard, WJXB-Knoxville
- Bernie Moody, KWAY-Monterey
- Mike Morgan, WYJB-Albany
- Steve Petrone, WHUD-Westchester
- Bobby Rich, KMXZ-Tucson

A/C Medium Market Assistant Program

Director/Music Director of the Year

- Tom Cook, KRBB-Wichita
- Kim Fischer, WMGN-Madison
- Tom Furci, WHUD-Westchester
- Leslie Lois, KMXZ-Tucson
- Mary Turner, WLHT-Grand Rapids

A/C Small Market (100+) Station of the Year

- WAHR-Huntsville, Ala.
- WAJI-Ft. Wayne, Ind.
- WFMK-Lansing, Mich.
- WMEZ-Pensacola, Fla.
- WSRS-Worcester, Mass.

A/C Small Market Operations

Manager/Program Director of the Year

- Steve Peck, WSRS-Worcester, Mass.
- Kevin Peterson, WMEZ-Pensacola, Fla.
- Chris Reynolds, WFMK-Lansing, Mich.
- Barb Richards, WAJI-Ft. Wayne, Ind.
- Matt Williams, WGFB-Rockford, Ill.
- Brian Wertz, WQLR-Kalamazoo, Mich.

A/C Small Market Assistant Program

Director/Music Director of the Year

- Marlene Aqua, WFPG-Atlantic City, N.J.
- Jim Barron, WAJI-Ft. Wayne, Ind.
- Jackie Brush, WSRS-Worcester, Mass.
- Bonny O'Brien, WAHR-Huntsville, Ala.
- Trudy, WLZW-Utica/Rome, N.Y.

*NOTE: The nominees for "A/C & Hot A/C Independent Promotion Company" are the same for both formats.

**THE TOP RECORDS
2001**



MAINSTREAM A/C

RANK	ARTIST	TITLE	LABEL	TOTAL PLAYS
1	LEE ANN WOMACK	I Hope You Dance	(MCA Nash./Universal)	103,453
2	'N SYNC	This I Promise You	(Jive)	98,472
3	matchbox twenty	If You're Gone	(Lava/Atlantic)	93,929
4	DIDO	Thank You	(Arista)	77,543
5	FAITH HILL	The Way You Love Me	(Warner Bros.)	76,956
6	BACKSTREET BOYS	Shape Of My Heart	(Jive)	76,288
7	LeANN RIMES	I Need You	(Capitol/Curb/Sparrow)	70,953
8	ENYA	Only Time	(Reprise)	70,446
9	HUEY LEWIS w/ G. PALTROW	Cruisin'	(Hollywood)	69,573
10	BB MAK	Back Here	(Hollywood)	68,946
11	SAVAGE GARDEN	I Knew I Loved You	(Columbia/CRG)	63,605
12	DON HENLEY	Taking You Home	(Warner Bros.)	63,077
13	FAITH HILL	There You'll Be	(Warner Bros./Hollywood)	61,651
14	FAITH HILL	Breathe	(Warner Bros.)	59,926
15	LONESTAR	Amazed	(BNA)	57,340
16	MARC ANTHONY	You Sang To Me	(Columbia/CRG)	53,864
17	LIONEL RICHIE	Angel	(Island/IDJMG)	53,181
18	CELINE DION	That's The Way It Is	(Epic)	53,130
19	RICKY MARTIN w/ C. AGUILERA	Nobody Wants To	(Columbia/CRG)	49,284
20	MARC ANTHONY	My Baby You	(Columbia/CRG)	48,630
21	PHIL COLLINS	You'll Be In My Heart	(Walt Disney/Hollywood)	48,081
22	BRIAN McKNIGHT	Back At One	(Motown/Universal)	46,948
23	DIAMOND RIO	One More Day	(Arista/RLG)	45,511
24	THE CORRS	Breathless	(143/Lava/Atlantic)	41,367
25	BACKSTREET BOYS	More Than That	(Jive)	39,686
26	BACKSTREET BOYS	Show Me The	(Jive)	36,912
27	SANTANA	Smooth (w/ Rob. Thomas)	(Arista)	36,499
28	SARAH McLACHLAN	I Will Remember... (Live)	(Arista)	35,395
29	UNCLE KRACKER	Follow Me	(Lava/Atlantic)	35,159
30	BACKSTREET BOYS	I Want It That Way	(Jive)	33,226
31	CHER	Believe	(Warner Bros.)	32,830
32	SHANIA TWAIN	From This Moment On	(Mercury/IDJMG)	32,300
33	CHRISTINA AGUILERA	I Turn To You	(RCA)	31,475
34	O-TOWN	All Or Nothing	(J Records)	27,934
35	PHIL COLLINS	True Colors	(Atlantic)	27,773
36	EDWIN McCAIN	I Could Not Ask	(Lava/Atlantic)	27,762
37	BB MAK	Ghost Of You And Me	(Hollywood)	27,413
38	S CLUB 7	Never Had A Dream	(Interscope)	26,962
39	FAITH HILL	This Kiss	(Warner Bros.)	26,467
40	MARC ANTHONY	I Need To Know	(Columbia/CRG)	26,362
41	ENRIQUE IGLESIAS	Bailamos	(Interscope)	21,241
42	ELTON JOHN	I Want Love	(Rocket/Universal)	19,901
43	98°	My Everything	(Universal)	19,569
44	MACY GRAY	I Try	(Epic)	18,263
45	J. BRICKMAN w/ R. L. HOWARD	Simple Things	(Windham Hill)	17,692
46	LONESTAR	I'm Already There	(BNA)	16,628
47	BON JOVI	Thank You For Loving...	(Island/IDJMG)	15,888
48	ERIC CLAPTON	Believe In Life	(Reprise)	15,480
49	TRAIN	Drops Of Jupiter	(Columbia/CRG)	15,378
50	JO DEE MESSINA	Burn	(Curb)	14,436





URBAN/URBAN AC
EDITOR
KEVIN FLEMING
fleming@gavin.com

Urban's Favorite Christmas Songs

Are you spinning the best of the best?

It's the most wonderful time of the year: the Christmas, Kwanzaa, and New Year's holidays. There's a nip in the air and good will in our hearts, and after such a crazy year, these times take on an even more special significance. In that spirit we asked our record and radio family for their favorite Christmas songs. (For the record, my favorites are "Soul Holidays" by The Sounds of Blackness and everything by Alexander O'Neal.)

—Kevin Fleming

Compiled By Kevin Fleming

"My favorite Christmas songs are Donny Hathaway's 'This Christmas,' Charles Brown's 'Merry Christmas Baby,' and any Christmas song from Alexander O'Neal!"

—Mark Boyd, Virgin Records

"I have five favorites starting with 'This Christmas' from Donny Hathaway: it's a classic and it puts me in the Christmas spirit. 'Silent Night' by The Temptations; The Temps are my favorite group from back in the day! 'Happy Kwanzaa' by Emage and 'Christmas Rappin' from Kurtis Blow are classics! and 'Let It Snow' from Boyz II Men."

—Carla Boatner, WGCI-Chicago

"My favorite Christmas song is Nat

King Cole's 'The Christmas Song.' Every year when I hear that song, I know it's really Christmas!"

—Tony Gray
Gray Communications

"My favorites are 'This Christmas' by Donnie Hathaway because he is the man! and 'Silent Night' by The Temptations because it explains the true meaning of Christmas."

—Jamillah Muhammad
WKKV-Milwaukee

"My favorite Christmas songs are 'The Little Drummer Boy,'—you can't knock the drums and the beat. The kid can play!—'The 12 Days of Christmas' is just a fun song. 'I'll Be Home for Christmas' is a sentimental favorite of my family and loved ones. It's all about coming together for the holidays. 'The Christmas Song,' no

explanation is needed—it's *The Christmas Song!* 'Christmas Rappin' by Kurtis Blow brought some hip-hop flava to the holiday season, and 'White Christmas,' the version by Nat King Cole featuring Natalie Cole. Enough said!"

—Dwight Bibbs, Warner Bros.

"The Temptations' 'Silent Night' is a classic that will never fade in popularity! That one song shows why the Temps were among the best vocal groups in history. Donny Hathaway's 'This Christmas' is another timeless song that puts me in the mood of the season every time I hear it. Take 6's 'God Rest Ye Merry Gentlemen' is a superior rendition of a song by a group who really brings the 'reason for the season' home through this song! Deniece Williams' 'Do U Hear What I Hear' is another 'reason for the season' classic!"

—Skip Dillard, WBLK-Buffalo

"My favorite song is 'Soul Holiday' by Sounds of Blackness. I saw them perform it at a Christmas play with my children; a very memorable experience."

—Steve Harris, XM Satellite

"I have way too many favorites but if I must pick some they would be: The Temptations' 'Silent Night,' Kurtis Blow's 'Christmas Rappin',' and The Emotions' 'What Do The Lonely Do At Christmas.' But wait! What about Run DMC's 'Christmas In Hollis,' and damn near anything



Luther Vandross made for Christmas?!"

—Brian Wallace
WHHH/WTLC-Indianapolis

"My favorite holiday songs tend to be the classics. The Temptations' 'Silent Night,' Nat King Cole's 'Christmas Song,' and Donnie Hathaway's 'This Christmas.' These classics remind me of my childhood; spending Christmas with my family back home in Boston. Christmas Eve my dad would pull out all of his old Christmas albums and he'd play the classics all night long. His family would come by and we would party 'til the wee hours. The next day we would get up early and open gifts and then head to my grandmother's for turkey and ravioli. This Christmas will be the first year since I've been in radio that I will be able to spend with my family. I'm looking forward to playing the classics all over again. Happy Holidays!"

—Terri Thomas
WIZF-Cincinnati

"My favorite are Charles Brown's 'I'll Be Home For Christmas' because it's sentimental and captures the longing for family and home and 'Let It Snow' by Lena Horne because we live in Florida and it reminds us of what we think the holidays are about."

—Alan & Lygia Lott
Coast II Coast Marketing

"My favorite? 'Santa Goes Straight

to the Ghetto' by The Dogg Pound. It's a classic like 'Christmas in Hollis' by Run DMC. The new Christmas songs by Toni Braxton and Kelly Price really sound good too. I'm burned out with the traditional Christmas songs but The Temptations' 'Silent Night' is still the most requested Christmas song at our station."
—Long John, WTLZ-Saginaw

"My favorite Christmas song is 'I Saw Mommy Kissing Santa Claus' by The Jackson 5. The only thing I can really say about this song is that ever since my dad took me to the record shop in Long Beach, California and bought me the *Motown Christmas Album*, I fell in love with that song by J5 at the age of eight. It's still the

bomb and every time I hear it on my station or any other station. I just remember me playing that song over and over back then."
—Jay Stevens
KEDG-Alexandria

"The Christmas Song' and 'Joy To The World' are two of my favorites. 'The Christmas Song' brings back memories of my childhood when my family would spend Christmas at my grandmother's house. My grandmother would sing the song while playing it repeatedly on the hi-fi. I'd sit in the kitchen watching my grandmother all day as she baked her famous cakes and pies, anxiously waiting for the mixing bowl so I could lick the spoon—and bowl. 'Joy To The World' was one of the first songs I recall learn-

ing in Sunday School for our Christmas Eve Concert. Every time I hear it, I reflect to that concert and the meaning of the words we sang. Now more than ever I can relate to that song."
—Robb Ferguson
WERQ-Baltimore

"My favorite song is The Temptations' 'Silent Night' because this is only time of year promotions quiet down and becomes 'silent.' Everyone is on vacation. Record companies stop requesting promotions. Programming does voice tracks and sends all announcers on vacation. The night becomes so wonderfully 'silent.' I look forward to this break every year."
—Bobby Brown
WVDM-Columbia

"My favorite holiday album is *The Best of the Temptations Christmas*. The songs remind me of spending Christmas Eve with my family and staying up all night to bake my famous Chocolate Chip Christmas Cookies!"
—Tobi Davis
WMMJ-Washington

"My favorite holiday songs are 'Santa Baby' from Eartha Kitt because it's so unique and so Eartha! The Drifters' 'White Christmas' because it's a fun Christmas song and it puts Bing's to shame. Plus Charles Brown's 'Merry Christmas Baby,' it's ghetto Christmas and you've got love that."
—Ken Johnson
Cumulus Broadcasting ■



2002 GAVIN SEMINAR AWARDS NOMINEES URBAN

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MAINSTREAM URBAN RADIO MAJOR MARKET 1-25

Mainstream Urban Radio Station of the Year

KKBT-Los Angeles
WGCI-Chicago
WPWX-Chicago
WJLB-Detroit
WVEE-Atlanta
WEDR-Miami

Mainstream Urban Radio OM/PD of the Year

Vinny Brown WBLS-New York
Robert Scorpio KKBT-Los Angeles
Elroy Smith WGCI-Chicago
Jay Alan WPWX-Chicago
Cedric Hollywood WEDR-Miami

Mainstream Urban Radio APD/MD of the Year

Deneen Womack WBLS-New York
Dorsey Fuller KKBT-Los Angeles
Carla Boatner WGCI-Chicago
Raphael George WPHI-Philadelphia
Tosha Love WVEE-Atlanta

Mainstream Urban Radio Marketing/Promotion Person of the Year

Tina Nachman WBLS-New York
Leonard McGee KKBT-Los Angeles
Kymberli Rose WPWX-Chicago
Simone Jones WUSL-Philadelphia
Shelice Smith WVEE-Atlanta

Mainstream Urban Radio Air Personality of the Year

Steve Harvey KKBT-Los Angeles
Skip Murphy KKDA-Dallas
Frank Ski WVEE-Atlanta
Doug Banks ABC Networks Syndication
Russ Parr Radio One Syndication

Mainstream Urban Radio Artist of the Year

Destiny's Child
Dr. Dre
Jay-Z
Mary J. Blige
Michael Jackson

Mainstream Urban Label of the Year

Columbia
Def Jam/Def Soul
Elektra
Interscope
Sony

Mainstream Urban Radio Senior Record Executive of the Year

Cynthia Johnson Columbia
Richard Nash Elektra
Rodney Shealey Sony
Johnnie Walker Island/Def Jam
Ken Wilson J Records

Mainstream Urban Radio Record Executive of the Year

Mark Boyd Virgin
Howard Geiger Interscope
Kathi Moore Epic
Morace Landy Atlantic
C.C. McClendon Arista

Mainstream Urban Radio Affiliated Label of the Year

Aftermath
So So Def
Bad Boy
Roc-A-Fella
Slip-N-Slide

Mainstream Urban Independent Record Executive of the Year

Joey Bonner
Greg Johnson
Alan & Lygia Lott
Ruben Rodriguez
Eddie & Belinda Simms

MAINSTREAM URBAN RADIO MAJOR MARKET 26-50

Mainstream Urban Radio Station of the Year

WENZ-Cleveland
WIZF-Cincinnati
KPRS-Kansas City
WKKV-Milwaukee
WQQK-Nashville

Mainstream Urban Radio OM/PD of the Year

Terry Foxx WQQK
Jamillah Muhammad WKKV
Lance Panton WENZ
"Hurricane Dave" Smith WIZF
Sam Weaver KPRS

Mainstream Urban Radio APD/MD of the Year

Myron Fears KPRS
Doc Love WKKV
Terri Thomas WIZF
Nate Quick WPEG
Michael "Heartattack" Mauzon WOWI

MAINSTREAM URBAN RADIO MAJOR MARKET 50 AND HIGHER

Mainstream Urban Radio Station of the Year

WCDX-Richmond, Va.
WFXA-Augusta, Ga.
WQHH-Lansing, Mich.
WDZZ-Flint, Mich.
WJMI-Jackson, Miss.

Mainstream Urban Radio OM/PD of the Year

Lamonda Williams WCDX
Kevin Foxx WFXA
Brant Johnson WQHH
Chris Reynolds WDZZ
Mike Love WWDM

2002 GAVIN SEMINAR AWARDS NOMINEES URBAN A/C

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URBAN ADULT CONTEMPORARY RADIO MAJOR MARKET 1-25

Urban Adult Contemporary Radio Station of the Year

KMJQ-Houston
WDMK-Detroit
WALR-Atlanta
WHUR-Washington
WMMJ-Washington
WHQT-Miami

Urban Adult Contemporary Radio OM/PD of the Year

Cari Conner KMJQ
Jim Kennedy WALR
Hector Hannibal WHUR
Derrick Brown WHQT
Toya Beasley WRKS

Urban Adult Contemporary Radio APD/MD of the Year

Daisy Davis WDAS
David Dickinson WHUR
Mike Chase WMMJ
Rudy V KRNB
Karen Vaughn WHQT

Urban Adult Contemporary Radio Marketing/Promotion Person of the Year

Tobi Davis WMMJ
Kathy Daniels WALR
Frank Lemmiti WRKS
Bobbie Jefferson KMJQ
Zeke Zanders WHUR

Urban Adult Contemporary Radio Air Personality of the Year

Jeffrey Charles WALR
John Mason WDMK
John Monds WHUR
Tom Joyner ABC Networks Syndication
Frankie Ross KJLH

Urban Adult Contemporary Radio Artist of the Year

Jaheim
Alicia Keys
Maxwell
Musiq Soulchild
Jill Scott

Urban Adult Contemporary Label of the Year

J Records
Columbia
Warner Bros.
DreamWorks
Elektra

Urban Adult Contemporary Radio Senior Record Executive of the Year

Ken Wilson J Records
Cynthia Johnson Columbia
Dwight Bibbs Warner Bros.
Ronnie Johnson Atlantic
Michael Horton Universal

Urban Adult Contemporary Radio Record Executive of the Year

David Lawrence Epic
Rene Burdine Warner Bros.
Sandra Sullivan Priority
Michelle Madison Elektra
Chris Berry DreamWorks

Urban Adult Contemporary Affiliated Label of the Year

Blackground
Hidden Beach
Major Hits
So So Def
Bad Boy

Urban Adult Contemporary Independent Record Executive of the Year

Jesus Garber
Bruce Jones
Eric Talbert
Doug Wilkins

URBAN ADULT CONTEMPORARY RADIO MAJOR MARKET 26-50

Urban Adult Contemporary Radio Station of the Year

WDIA-Memphis
WBAV-Charlotte
KJMS-Memphis
WYLD-New Orleans
WQMQ-Greensboro

Urban Adult Contemporary Radio OM/PD of the Year

Terri Avery WBAA
Nate Bell KJMS
Angela Watson WYLD
Bobby O'Jay WDIA
Brian Wallace WTLC

URBAN ADULT CONTEMPORARY RADIO MAJOR MARKET 50 AND HIGHER

Urban Adult Contemporary Radio Station of the Year

KOKY-Little Rock, Ark.
WKJS-Richmond, Va.
WSOL-Jacksonville, Fla.
WXXI-Jackson, Miss.
KQXL-Baton Rouge, La.

Urban Adult Contemporary Radio OM/PD of the Year

Kevin Kofax WKJS, Ark.
Mark Dylan KOKY, Va.
Stan Branson WXXI, Fla.
Aaron Maxwell WSOL, Miss.
Mya Vernon KQXL, La.

THE TOP RECORDS 2001



URBAN

RANK	ARTIST	TITLE	LABEL	TOTAL PLAYS
1	MISSY ELLIOTT	Get Ur Freak On	Elektra	50841
2	MUSIQ	Love	Def Soul	50724
3	112	Peaches and Cream	Bad Boy/Arista	50264
4	GINUWINE	Differences	Epic	49959
5	SUNSHINE ANDERSON	Heard It All Before	Atlantic	49537
6	ALICIA KEYS	Fallin'	J Records	48014
7	JAGGED EDGE/NELLY	Where The Party At?	Columbia	47883
8	JA RULE	Put It On Me	Def Jam	46986
9	R. KELLY	Fiesta	Jive	46809
10	JAGGED EDGE	Promise	So So Def	46492
11	TANK	Maybe I Deserve	Blackground	44236
12	J. LOPEZ/Ja Rule	I'm Real	Epic	43638
13	MYSTIKAL	Danger (Been So Long)	Jive	42203
14	MARY J. BLIGE	Family Affair	MCA	41369
15	USHER	U Remind Me	Arista	40792
16	R. KELLY	Feelin' On Yo Booty	Jive	40631
17	ISLEY BROS.	Contagious	DreamWorks	40307
18	JOE	Stutter	Jive	39947
19	OUTKAST	So Fresh, So Clean	LaFace	37823
20	LUDACRIS	Southern Hospitality	Def Jam	37713
21	CASE	Missing You	Def Soul	37549
22	JAY-Z	I Just Wanna Love U (Give It...	Roc-25 A-Fella	37145
23	AALIYAH	Rock the Boat	Blackground	36119
24	ERICK SERMON	Music	NYLA	35820
25	EVE	Let Me Blow Ya Mind	Interscope	35687
26	JAY-Z	Izzo (H.O.V.A.)	Roc-A-Fella/IDJMG	34652
27	LIL' MO	Superwoman	Elektra	32548
28	JILL SCOTT	A Long Walk	Epic	32358
29	RAY J	Wait A Minute	Atlantic	32304
30	OUTKAST	Ms. Jackson	LaFace	32149
31	TRICK DADDY	I'm A Thug	Slip-N-Slide/Atlantic	31763
32	MAXWELL	Lifetime	Columbia	30874
33	JAHEIM	Just In Case	Warner Bros.	30824
34	USHER	U Got It Bad	Arista	38105
35	KOFFEE BROWN	After Party	Arista	30103
36	AVANT	My First Love	MCA	29393
37	JA RULE	Livin' It Up	Def Jam	28826
38	JUVENILE	Set It Off	Ca\$h Money/Universal	28578
39	TAMIA	Stranger In My House	Elektra	28019
40	MISSY ELLIOTT	One Minute Man	Elektra	27907
41	INDIA ARIE	Video	Motown	27703
42	JILL SCOTT	The Way	Epic	27354
43	FAITH EVANS	Can't Believe	Bad Boy	27306
44	DESTINY'S CHILD	Survivor	Columbia	27211
45	112	It's Over Now	Bad Boy	26881
46	MUSIQ	Just Friends	Def Soul	26726
47	SHAGGY	It Wasn't Me	MCA	26716
48	GINUWINE	There It Is	Epic	25607
49	PETEY PABLO	Raise Up	Jive	25541
50	AALIYAH	We Need A Resolution	Blackground	25365

#1 Mainstream Urban Label of the Year

Arista & Def Jam
(tie with 8 songs in the Top 50 each)

#1 Mainstream Urban Distributor of the Year

Universal

Top 5 Mainstream Urban Distributors of the Year

1. Universal
2. BMG
3. Sony
4. WEA
5. EMI

Top 10 Mainstream Urban Labels of the Year (based on Top 50 songs)

1. Arista/Bad Boy
2. Def Jam/Def Soul
3. Epic
4. Jive
5. Atlantic/Soulife/Slip-N-Slide
6. Columbia/So So Def
7. Elektra
8. MCA
9. Virgin/Blackground
10. DreamWorks, Interscope, J Records, Motown, Warner Bros., Universal (tied)

THE TOP RECORDS 2001



URBAN A/C

RANK	ARTIST	TITLE	LABEL	TOTAL PLAYS
1	MUSIQ	Love	Def Soul	24643
2	LUTHER VANDROSS	Take You Out	J Records	23833
3	JILL SCOTT	A Long Walk	Epic	21911
4	JILL SCOTT	The Way	Epic	19419
5	ALICIA KEYS	Fallin'	J Records	18938
6	DONNIE McCLURKIN	We Fall Down	Verity	18421
7	MAXWELL	Lifetime	Columbia	17731
8	DAVE HOLLISTER	One Woman Man	DreamWorks	17323
9	ISLEY BROS.	Contagious	DreamWorks	16996
10	TAMIA	Stranger In My House	Elektra	16635
11	BRIAN MCKNIGHT	Love Of My Life	Motown	16171
12	CARL THOMAS	Emotional	Bad Boy	15832
13	AVANT	My First Love	MCA	15811
14	SUNSHINE ANDERSON	Heard It All Before	Atlantic	15550
15	CHARLIE WILSON	Without You	Major Hits	15301
16	YOLANDA ADAMS	Open My Heart	Elektra	15155
17	CASE	Missing You	Def Soul	14534
18	JAHEIM	Just In Case	Warner Bros.	14438
19	GERALD LEVERT	Made To Love Ya	Elektra	13446
20	INDIA ARIE	Video	Motown	13397
21	MAXWELL	Get To Know Ya	Columbia	12489
22	KOFFEE BROWN	After Party	Arista	11883
23	TANK	Maybe I Deserve	Blackground	11865
24	ERICK SERMON	Music	NYLA	11601
25	ERYKAH BADU	Didn't Cha Know	Motown	11356
26	GINUWINE	Differences	Epic	11110
27	MUSIQ	Just Friends	Def Soul	11011
28	BABYFACE	What If	Arista	10684
29	SYLEENA JOHNSON	I Am Your Woman	Jive	10326
30	JANET	All For You	Virgin	10011
31	INDIA ARIE	Brown Skin	Motown	9984
32	DAVE HOLLISTER	Take Care Of Home	DreamWorks	9616
33	R. KELLY	I Wish	Jive	8541
34	ERIC BENET	Love Don't Love Me	Warner Bros.	8084
35	SISQO	Incomplete	Def Soul	7753
36	JAGGED EDGE	Promise	So So Def	7311
37	JILL SCOTT	Getting In The Way	Epic	7159
38	TONI BRAXTON	Just Be A Man About It	LaFace	7152
39	SADE	By Your Side	Epic	7094
40	MICHAEL JACKSON	You Rock My World	Epic	7057
41	ERYKAH BADU	Bag Lady	Motown	6844
42	O'JAYS	Let's Ride	MCA	6684
43	JIMMY COZIER	She's All I Got	J Records	6662
44	JOE	I Wanna Know	Jive	6649
45	MARY MARY	Shackles	Columbia	6645
46	JESSE POWELL	Something In the Past	MCA	6609
47	CARL THOMAS	I Wish	Bad Boy	6570
48	JAHEIM	Could It Be	Warner Bros.	6384
49	LUTHER VANDROSS	Can Heaven Wait	J Records	6330
50	JOE	Stutter	Jive	6188

#1 Urban Adult Contemporary Label of the Year

Epic

#1 Urban Adult Contemporary Distributor of the Year

BMG

Top 5 Urban Adult Contemporary Distributors of the Year

1. BMG
2. Universal
3. Sony
4. WEA
5. EMI

Top Ten Urban Adult Contemporary Labels (based on Top 50 songs)

1. Epic
2. Arista/Bad Boy
3. Motown
4. Def Jam/Def Soul
5. Columbia/So So Def
6. J Records
7. Jive
8. Elektra
9. MCA
10. Warner Bros.

urban/urban a/c

MicPatrol



THE POETESS
poetess92@aol.com

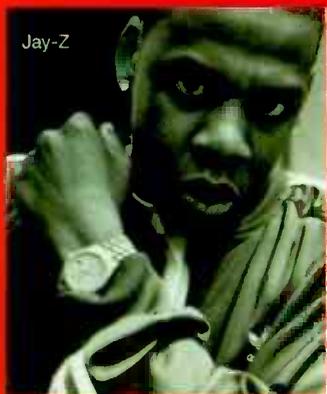
By The Poetess

RUFF RYDERS' ROUGH RIDES

R JadaKiss should be counting his lucky stars. The rapper and 11 people in his entourage were involved in a road accident while the crew was on their way from New York to Chicago. The driver of their tour bus swerved to avoid hitting a deer, and fortunately all escaped serious injury even though the bus flipped over and slid 700 feet on its side and into a water-filled ravine. The group pulled each other to safety as the vehicle became flooded. Jada came out of it with an injured hand. Can't say the same for Ruff Ryder CEO and founder Darin Dean. He was involved in a separate accident and was critically injured when his motorcycle reportedly collided with an 18-wheeler truck. Dean underwent nine hours of surgery and is now listed in stable condition. In brighter Ryder news...the first lady of the Ruff Ryder camp is making her acting debut. Eve will star along side Joe Cube in a flick called *The Barber Shop*. The story centers on a day in a Chicago barbershop. Cedric the Entertainer also stars in the film, which is produced by Cube. You can find Eve and the entire Ruff Ryder camp puttin' it down on their new album *Ryde or Die—Volume III*, which drops December 18.

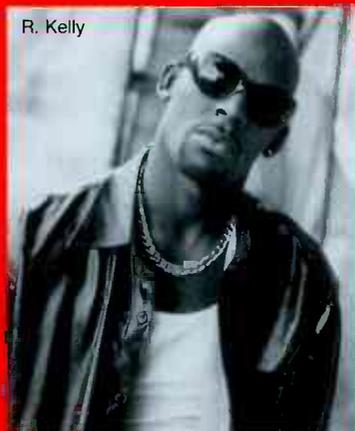
JAY-Z AND R. KELLY GET THE BEST OF BOTH WORLDS

Superstar rapper Jay-Z and multi-platinum producer and singer R. Kelly are nine songs deep into a duet album titled *The Best of Both Worlds*. The mega talents decided to do an LP together after the success of R. Kelly's "Fiesta" remix and Jay Z's "Guilty Until Proven Innocent" on which they both collaborated. Kelly recently picked up six Billboard Music Awards and is currently getting major airplay with "The World's Greatest," the first single to drop from the



Jay-Z

Ali soundtrack. Jay will be releasing a remix version to his smash "Girls, Girls, Girls" that features



R. Kelly

Michael Jackson. Hova and MJ first hooked up publicly when the king of pop joined him on stage this summer at Hor 97's Summer Jam in New York. They hit it off and he ended up spittin' on the remix to Jackson's "You Rock My World." In other news...Shawn Carter (Jay's real name) was sentenced to three years probation for the stabbing of record executive Lance "Un" Riveras at Q-tip's Amplified album release party in 1999. Carter maintained his innocence, until he pled guilty to 3rd degree assault charges in a New York criminal court earlier this month. Had he pled innocent, the case would have gone to trial and he would have been facing 15 years in prison.

NAS SPITS ETHER

Hip-hop heads have been eagerly awaiting a response to Jay-Z's "Takeover" from the *Blueprint* CD where he takes some serious shots at Nas and others. Hova spit so much venom on that track some folks may have doubted Nas Escobar could make a decent comeback. Well the votes are in. Eric Cubechee and La La from the B-Syde on 100.3 The Beat in Los Angeles debuted a cut called "Ether," Nas' response to "Takeover." They played both battle cuts and Nasty Nas made a sweeping win and took home the crown. The Queensbridge rapper also has some not so friendly words towards his former ally, Prodigy of Mobb Deep on a cut called "Destroy and Rebuild" from his new CD *Stillmatic*. The first single "Got Ur Self A..." is burning up the mix shows and the video has folks talkin'. It re-enacts the murders of Tupac and Biggie. Nas has spoken to Suge Knight, P. Diddy, and Biggie's mom to make sure they were cool with it. The video for "Hate Me Now," a cut from his last album, stirred up some controversy with images of Puffy being crucified. Nas says the "Got Ur Self A..." video is his way of

paying respect to two of the greatest rappers of all time. *Stillmatic* is available December 18.

ROLLIN' WIT SNOOP

Big Snoop Dogg has set a new precedent in the endorsement game. While some rap artists represent clothing lines and athletic shoes, Snoop is taking it to new heights. He recently teamed up General Motors to produce his own line of luxury cars. The new ride will be called the Snoop Deville. It's a custom made Cadillac fully equipped with a boomin' sound system and hydraulics. No word on when that ride will roll out but definitely be on the look out.

METHOD MAN AND REDMAN GET HIGH-ER EDUCATION

The high-namic duo, Redman and Method Man are on the road promoting their new movie *"How High"*. Silas, played by Method Man, is a self-taught herbalist who creates a magical bud. He and his pal Jamal, played by Redman, smoke the concoction and pass the entrance exams into Harvard University. Things get crazy when they run out of the sticky green. They end up having to wing their way through college. Hip-hop critics are calling the movie "hilarious." The soundtrack is in stores now and the movie hits theatres everywhere December 21. Red & Meth stopped in Los Angeles on their promotional tour and blessed us with a high-energy performance at the House of Blues. One of the best I've seen, all year. Joining them on stage was Eric Sermon and Wu-Tang members Raekwon, Ghostface Killah, and U-God. The Ticallion, Stallion has also reunited with Wu to drop their 4th album, *Iron Flag* December 18. Earlier this year there were reported rumors that the Clan had broken up and gone their separate ways. Meth said the rumor had some truth to it, yet at the same time Ghostface made an attempt to dispel the news. In fact, when I last spoke to Ghost he told me to wait 'til the album drops and let's see who's missin'. Apparently, GZA, Inspectah Deck, and Ol' Dirty Bastard are absent from the set. ODB is currently incarcerated and was recently sentenced to two more years in jail. This album comes just a year after their "W" CD.

If you're in the Los Angeles area... be sure to check me out Saturday mornings at 8 a.m. for the "All Request Countdown" on 100.3 The Beat.

FOR GAVIN'S MIC PATROL...I'M THE POETESS AND I'M UP OUT THIS PIECE!



2001 A Year of Great Change

By Dave Einstein & Jimmy Leslie

It was a year of great change on many fronts, the greatest of which was on September 11. We all want to give thanks for our blessings, but this year most people I know want to give thanks that the year is about over. Two-thousand-one brought negative changes in our general economy and restructuring in both the radio and music business that left many of us *not* where we thought we would be. As the days shorten, we all look for a brighter day in 2002.

December '00 to January '01

At the end of 2000 David Gray was at the top of the charts along with Five For Fighting, Coldplay, and Josh Groban. The 2001 Grammy nominations came out and included a lot of Triple A artists such as Steely Dan, who hadn't had an album out in 20 years. Andy DiGiovanni left WKZE-Sharon, Conn. for Profit Systems Innovations and Hal Lefferts took over as PD. Also as we entered the new millennium, we lost Kristy MacColl in a motorboat accident in Mexico in mid-December, and Roebuck "Pop" Staples died, as did Rob Buck, lead guitarist for 10,000 Maniacs. Warner Chappell's J.B. Brenner had twins, Nathan and Evan. Lost Highway Records opens for business.

January 2001

"I Did It" by Dave Matthews Band and "Heaven Right Here" by Jeb Loy Nichols came out in January. Jon Peterson returned to WRNR as operations manager/afternoon drive personality PD and morning personality Alex Cortright and MD/evening jock Damian Einstein remained in place. Kevin Sutter acquired the promotional arm of M3 promotion and started up Tazmo Music with Mark Radway. Jennifer Polenzani left Warner Bros. after nine years in the promotion department. Industry legend Tom O'Hare passed away due to complications from a stroke. George Harrison released a digitally remastered

version of *All Things Must Pass* with five previously unreleased tracks. Widespread Panic signed with Sanctuary for a multi-album deal. WFUV changed its lineup to include a new morning show, Delphine Blue in the evenings, and weekly shows from Vin Scelsa (*Idiot's Delight*) and Pete Fornatale (*Mixed Bag*). XM Satellite Radio signed an agreement with Visteon Corporation to design, develop, manufacture, market, and license XM radios.

February

Deirdre O'Donoghue, widely known for transforming KCRW into a cutting-edge music station with her show *Snap*, died of unknown causes in Santa Monica, California. Barry "Doc" Lyons had



a daughter, Barbara. Pam Long, previously with dot-com iCast, joined KRSH as program director. Napster was slapped with copyright infringement and some 50 million users contemplated how to continue to get free music if Napster was shut down. Helen Leicht was upped to APD/MD at WXPB and Ali Castellini was brought on board to assist with *World Café* bookings. Jack Barton leaves WYEP, and Chris Griffin takes over as interim MD. Crystal Anne Lea leaves KCSN and joins Michele Clark Promotion. Liz Opoka takes over as MD at Music Choice's Progressive Channel, and at the **GAVIN Seminar in Miami** (Alex Coronfly, Barbara Dacey, Boni Slifkin, Katrinka Suydam, and Jody Petersen pictured above) Jody Petersen moderates her first Triple A Griddle. "Superman Inside" comes out from Eric Clapton and the Old 97's released "King of All The World."

March

WRLT celebrates its eleventh anniversary as Nashville's Triple A outlet. The *Chris Isaak Show* debuts on Showtime. Michele Clark's *Sunset Sessions* rocked the beach in Cancun. David Byrne releases "Like Humans Do." Austin, Texas plays host to the annual SXSW for the fifteenth time and local Bob Schneider walked away with awards in a record-breaking ten categories, including Artist of the Year. WLPW hires David Bogdan as MD. Tower Records announces the founding of its own label, 33rd Street Records. John Phillips of the Mamas and the Papas dies. Longtime Warner Bros. promo vet Nancy Stein leaves. Curt Mathies became the new MD at WRVG. Jeffrey Gaines releases "In Your Eyes" on Artemis. KFOG gets a signal increase along with a new state of the art transmitter above the Los Altos Hills that clears up signal problems in the South Bay. Ryan Young leaves WVOD for sunny California, Maxx Faulkner leaves WCBE to explore other opportunities, and Bob Dylan wins the Academy Award for best song for "Things Have Changed." U2 begins its Elevation Tour with a non-glitz approach, to the approval of both critics and fans, and Lost Highway releases its first album, *Whiskeytown's Pneumonia*.

April

Rounder and Listen.com partner to create RounderRadio. Stevie Nicks' "Planets of the Universe," Blues Traveler's "Girl Inside My Head," Ani DiFranco's "Heartbreak Even," and Budly Guy's "Baby Please Don't Leave Me" come out in the first two weeks of April. WRLT OM David Hall and his station are voted Nashville's "Best DJ" and "Best Station," respectively. Lucinda Williams releases "Essence" and the Cowboy Junkies come out with "I'm So Open." David Gray begins a 34-city tour, and Frank Black & the Catholics are robbed of \$100,000 in gear after playing a gig in eastern Pennsylvania. Joey Ramone dies of lymphoma on April 15 at age 49. Shelby Lynne's "Killing Kind," Travis's "Sing," Marcia Ball's "Count the Days I'm Gone," and Turin Brakes'

"The Optimist" come out. WBOS draws 100,000 to their Eighth Annual Earthfest.

May

KSPN PD Craig Koehn exits and Dave Scholl at sister station KFMM takes over as PD of both stations. Jerry Gerard resurfaces at WRVG. Robert Cray's "Baby's Arms" and Radiohead's "I Might Be Wrong" came out early in May. On the fifth, KBCO staged its 22nd Annual Kinetic Sculpture Challenge, drawing 60,000. WFPK hosts a Non-Commercial radio weekend on May 11 and 12 in Louisville, and Kirsty MacCall's "In These Shoes" is released posthumously. Randy Wynne reports a strong turnout for the 20th Annual WMNF Tropical Heatwave. Widespread Panic's "This Side of Town" and Afro Celt Sound System's "When You're Falling" are released. PD Shirley Maldonado exits WBOS, promotion person Rebecca Dodd joins Blind Pig Records, and WXRT explodes with the Eleventh Annual "XRT Sky Concert," attracting an estimated 500,000 spectators. XRT also ups James VanOrsdol MD and John Farneda to APD. Dylan celebrates his 60th birthday and Shemekia Copeland wins three W.C. Handy Awards to top of Alligator Records 30th Anniversary Year. Steve Fornatale, son of WFUV radio personality Pete Fornatale, becomes AMD at WFUV, and KFOG's Haley Jones is promoted to APD.

June

John Mayer releases "No Such Thing," Rachael Lewis decides to return to school and leaves Coast to Coast Promotion, and for the fourth year in a row, WYEP hosts the *World Café* at the Andy Warhol Museum in Pittsburgh. Nicole Sandler leaves in the wake of layoffs at Clear Channel's WorldClass-Rock.com, Amy Jones becomes the new marketing director for WNCW, and music business icon Phil Walden starts up Velocette Records with Phillip Jr. and daughter Amantha. John Hartford loses his prolonged battle with cancer, Melissa Etheridge's "I Want To Be Loved" and Nanci Griffith's "Where Would I Be" are released, and John Lee Hooker dies in his sleep at 83.

WRNR has its First Annual Rock 'N' Blues Festival, and Mr. Guitar Chet Atkins dies in Nashville on June 30.

July

Sean O'Connell returns to Rykodisc as head of promotion and Suzy Changar exits RCA. Delbert McClinton's "Squeeze Me In" and Grant Lee Phillips' "Spring Released" come out, and Elektra's Lisa Michelson-Sonkin gives birth to daughter Jessica Leigh. KTAO announces new MD Michael Dean. KFOG goes #1 25-54, and Chris Herrmann is named PD of WBOS.

August

The **Ninth Annual GAVIN Summit in Boulder** (a scene from the Griddle is pictured below) was big



fun. I can't say enough about the quality of this format and the pride that I take in working with both its radio and music communities. I hope it stood out in your mind the same way it has in mine. Buddy Guy's performance at *e•toun* kicked things off with a lot of passion, passion that continued until Lucinda Williams tore the roof off the Fox on Saturday night. Thanks to all the performers and the labels that brought them in. The "One on One with Danny Goldberg and Ben Fong-Torres" was very special, and all the panels were full of information for programmers and labels alike. Special thanks to John Bradley and Dave Rahn of SBR Creative, *World Cafés* David Dye and Bruce Warren, Cities 97's Lauren MacLeash, KINK's Kevin Welch, and KFOG's Dave Benson & Jude Heller, for sharing what they do so well with the Triple A community at large. Thanks to WNCW's Jody Petersen and WXPB's Bruce Warren for the spice they added to the Griddle. Meanwhile back in the world, Ryan Adams' "New York, New York," Boz Scaggs' "Payday," Suzanne Vega's "Widow's Walk,"

John Mellencamp's "Peaceful World," and Cranberries' "Analyse" all came out, and KFOG surprises observers with a full-time add of local San Francisco rising stars Luce.

September

Jody Petersen becomes PD of WNCW as previous PD Greg Hooker stepped out of the job for personal reasons. Lenny Kravitz's "Dig In," North Mississippi Allstars' "Snakes in My Bushes," and Jimmy Vaughan's "The Deep End" come out early in the month. KPIG is sold to Mapleton Communication along with its four Monterey-based sister stations. **The date 9/11 becomes a symbol for the terrorist attack on the World Trade Center and the Pentagon, and marks the beginning of the U.S.'s War on Terrorism.** Oysterhead's "Mr. Oysterhead," Voices on the Verge *Live In Philadelphia*, and Natalie Merchant's "Just Can't Last" are released. September 21, a telethon for the victims of the 9/11 featured an extraordinary lineup of musicians and actors that would set the tone for several more benefit concerts. An estimated 60 million tuned in to watch it. Radio reacts to the events of 9/11 in various ways; beefing up news segments while playlists are scrutinized for songs that would not be considered appropriate to air. We try to get back to work. Farm Aid 2001 rolled into Verizon Wireless Music Center in Indianapolis. Brian Corona exited Capitol.

October

Boston Radio has a 5K walk to raise money for the victims of 9/11 and 22 stations participate, including both WBOS and WXRN. Paul McCartney's "From A Lover To A Friend," The Cure's "Cut Here," and Mick Jagger's "God Gave Me Everything" come out in early October. Jamie Canfield exits Righteous Babe and goes to WNCW to be production director and to do the evening shift. KTBG-The Bridge in Warrensburg/Kansas City becomes a GAVIN reporter. WAPS's Bill Gruber announced that next season they would carry all 142 baseball games by the Akron Aeros, the Double A team for the Cleveland Indians. Kings of Convenience's *Versus* and Shannon McNally's "Down and Dirty" go for

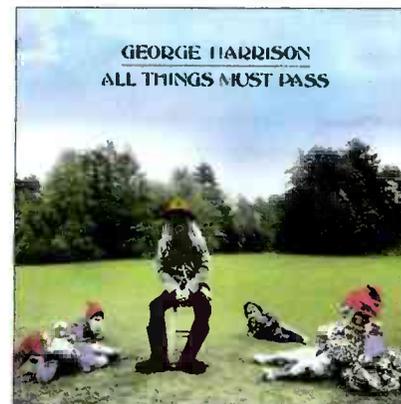
airplay. WXRT MD James VanOrsdol leaves the building and resurfaces at WZZN-The Zone. The elder statesmen of rock held their own at "The Concert In New York" on October 20, including McCartney, Jagger, Richards, Townshend, and Daltry. Brian Corona lands at ArtistDirect. William Topley "Back To Believing" goes to radio and WXRT APD John Farneda takes on the added duties of MD. Tone-Cool signs an exclusive deal with Artemis, Rounder's Katrinka Suydam moves to the West Coast, and Iggy Pop stage dives onto KBBR's Lana Trezise.

November

Maura O'Connell's "Don't Ask Why" and William Topley's "Back to Believing" are released early in the month. Elektra's Lisa Michelson-Sonkin returns from maternity leave and Ken Kesey dies at 66 of liver cancer. WRNR PD Gwen Kern turns over her duties to Anne Williams and Atlantic dissolves Division One—Erica Linderholm exits with the reconstruction. Cracker and Robert Bradley's Blackwater Surprise release seasonal singles, GAVIN Triple A Award nominees go out for final votes, and Louise Goffin releases "Sometimes a Circle" to radio. WTTS shuffles its lineup and brings in market veteran Paul Mendenhall to do mornings. "Life flows on within you and without you": George Harrison passes away on November 30.

December

WBOS announces Michele Williams as the new MD starting in January. Previous MD Amy Brooks remains on air in the middays, and SBR consults. Citizen Cope's "Citizen Cope" and Hank Williams Jr.'s *Alhambra Club* go to radio, and you finish reading this article in GAVIN. ■



2002 GAVIN SEMINAR AWARDS NOMINEES TRIPLE A

Congratulations to all of our GAVIN Seminar 2002 Award Nominees. Winners will be announced at our Seminar in San Francisco, February 20-24, 2002. Hope to see you there!

Major Label Artist and Album of the Year

Coldplay
Shelby Lynne
John Mayer
U2
Pete Dinklage

Independent/Subsidiary Label Artist and Album of the Year

Ryan Adams
Afro Celt Sound System
John Hiatt
Johnny A
Jeb Loy Nichols

Major Label of the Year

Capitol
Columbia
Interscope
MCA
Virgin

Independent/Subsidiary Label of the Year

Artemis
Lost Highway
Real World
Rounder
Vanguard

Major Label Promotion Person of the Year

Alex Coronfly
James Evans
Ray Gmeiner
Dara Kravitz
Steve Nice
John Rosenfelder

Independent/Subsidiary Label Promotion Person of the Year

Ray DiPietro
Michael McDonald
Art Phillips
Jenni Sperandio
Chris Stacey
Katrinka Suydam

Independent Promotion Person of the Year

Michele Clark
Sean Coakley
Michael Ehrenberg
Biff Kennedy
Harry Levy

Radio Station of the Year (Markets 1-25)

KBCO
KFOG
KMTT
KTCZ
WXRT

Station of the Year (Markets 26+)

KBAC
KGSR
KINK
WNCS
WRNR

Station of the Year (Non-Commercial)

KCRW
WDET
WFPK
WFUV
WXPB

Program Director of the Year (Markets 1-25)

Scott Arbough - KBCO
Dave Benson - KFOG
Lauren MacLeash - KTCZ
Chris Mays - KMTT
Norm Winer - WXRT

Program Director of the Year (Markets 26+)

Dennis Constantine - KINK
Alex Cortright - WRNR
Jody Denberg - KGSR
Ira Gordon - KBAC
Laura Hopper - KPIG

Program Director of the Year (Non-Commercial)

Bill Gruber - WAPS
Mark Keefe - WNCW
Dan Reed - WFPK
Bruce Warren - WXPB
Rosemary Welch - WYEP

Music Director of the Year (Markets 1-25)

Amy Brooks - WBOS
John Farneda - WXRT
Haley Jones - KFOG
Keefer - KBCO
Dana Marshall - WXRV

Music Director of the Year (Markets 26+)

Susan Castle - KGSR
Keith Coes - WRLT
Dave Herold - KTHX
Marie McCallister - WTTS
Kevin Welch - KINK

Music Director of the Year (Non-Commercial)

Chris Griffin - WYEP
Nic Harcourt - KCRW
Chuck Horn - WDET
Rita Houston - WFUV
Stacy Owen - WFPK

Promotion Director of the Year (Markets 1-25)

Jude Heller - KFOG
Adam Klein - WBOS
Tom Lisack - WXRT
Jennifer Orr - KMTT
Julie Smith - KBCO

Promotion Director of the Year (Markets 26+)

Frank Caprista - KPIG
Heather Claussen - WTTS
Candice Gonzales - KINK
Eric Thomas - WNCS

Promotion Director of the Year (Non-Commercial)

Ken Munson - WDET
John Platt - WFUV
Paul Rogers - WXPB
Mike Triebisch - WFPK

VISITOR JIM



GAVIN RECORD TO WATCH!

"Visitor Jim's CD is loaded with excellent music and musicianship. It's fresh and innovative. Open your ears—and doors—to this visitor, and you'll be rockin'."

—BEN FONG-TORRES,

FORMER SENIOR EDITOR,
ROLLING STONE

“★★★★”

- All Music Guide

Contact Tazmoe: (425) 739-9644

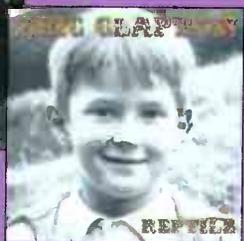


FORTUNE
RECORDS

THE TOP 50 2001

TRIPLE A ALBUMS

RANK	ARTIST	TITLE	LABEL
1	U2	All That You Can't...	(Interscope)
2	DAVE MATTHEWS BAND	Every Day	(RCA)
3	TRAIN	Drops Of Jupiter	(Columbia/CRG)
4	DAVID GRAY	White Ladder	(RCA/ATO)
5	COLDPLAY	Parachutes	(Nettwerk/Capitol)
6	ERIC CLAPTON	Reptile	(Reprise)
7	JOSH JOPLIN GROUP	Useful Music	(Artemis)
8	R.E.M.	Reveal	(Warner Bros.)
9	FIVE FOR FIGHTING	America Town	(Aware/Columbia)
10	LUCINDA WILLIAMS	Essence	(Lost Highway)
11	AFRO CELT SOUND SYST. Volume 3	Further	(Real World/Virgin)
12	BLUES TRAVELER	Bridge	(A&M/Interscope)
13	SHAWN COLVIN	Whole New You	(Columbia/CRG)
14	MARK KNOPFLER	Sailing To Philadelphia	(Warner Bros.)
15	PETE YORN	Music For The Morning...	(Columbia/CRG)
16	JONATHA BROOKE	Steady Pull	(Bad Dog)
17	BARENAKED LADIES	Maroon	(Reprise)
18	THE WALLFLOWERS	Breach	(Interscope)
19	OLD 97'S	Satellite Rides	(Elektra/EEG)
20	RYAN ADAMS	Gold	(Lost Highway)
21	JEB LOY NICHOLS	Just What Time It Is	(Rykodisc)
22	DELBERT McCLINTON	Nothing Personal	(New West)
23	STEVIE NICKS	Trouble In Shangra-La	(Reprise)
24	JOHN HIATT	The Tiki Bar Is Open	(Vanguard)
25	DAVID BYRNE	Look Into The Eyeball	(Luaka Bop/Virgin)
26	WIDESPREAD PANIC	Don't Tell The Band	(Sanctuary)
27	matchbox twenty	mad season	(Lava/Atlantic)
28	DIDO	No Angel	(Arista)
29	MELISSA ETHERIDGE	Skin	(Island/IDJMG)
30	COWBOY JUNKIES	Open	(Zoe/Rounder)
31	BLACK CROWES	Lions	(V2)
32	DOUBLE TROUBLE	Been A Long Time	(Tone Cool)
33	INCUBUS	Make Yourself	(Epic)
34	JOHN MAYER	No Such Thing	(Aware/Columbia)
35	JOHN HIATT	Crossing Muddy Waters	(Vanguard)
36	LIFEHOUSE	No Name Face	(DreamWorks)
37	SEMISONIC	All About Chemistry	(MCA)
38	ROBERT CRAY	Shoulda Been Home	(Rykodisc)
39	TRAVIS	The Invisible Band	(Epic)
40	BOB SCHNEIDER	Lonelyland	(Universal)
41	JOHN MELLENCAMP	Cuttin' Heads	(Columbia/CRG)
42	PAUL SIMON	You're The One	(Warner Bros.)
43	SUZANNE VEGA	Songs In Grey And Red	(A&M/Interscope)
44	JOAN OSBORNE	Righteous Love	(Interscope)
45	DEPECHE MODE	Exciter	(Reprise)
46	ANI DIFRANCO	Revelling/Reckoning	(Righteous Babe)
47	SHAWN MULLINS	Beneath The Velvet Sun	(Columbia/CRG)
48	CAKE	Comfort Eagle	(Columbia/CRG)
49	JIM WHITE	No Such Place	(Luaka Bop/Virgin)
50	COLLECTIVE SOUL	Blender	(Atlantic)



THE TOP 50 2001

TRIPLE A SINGLES

RANK	ARTIST	TITLE	LABEL
1	TRAIN	Drops of Jupiter	(Columbia)
2	JOSH JOPLIN GROUP	Camera One	(Artemis)
3	DAVE MATTHEWS BAND	The Space Between	(RCA)
4	COLDPLAY	Yellow	(Nettwerk/Capitol)
5	INCUBUS	Drive	(Immortal/Epic)
6	U2	Beautiful Day	(Interscope)
7	PETE YORN	Life On A Chain	(Columbia)
8	LIFEHOUSE	Hanging By A Moment	(DreamWorks)
9	DAVID GRAY	Babylon	(ATO/RCA)
10	DIDO	Thank You	(Arista)
11	U2	Walk On	(Interscope)
12	AFRO CELT SOUND SYST	When You're Falling f/P Gabr	(Real World/Virgin)
13	R.E.M.	Imitation Of Life	(Warner Bros.)
14	FIVE FOR FIGHTING	Superman (It's Not Easy)	(Aware/Columbia)
15	LENNY KRAVITZ	Again	(Virgin)
16	DAVID GRAY	Please Forgive Me	(ATO/RCA)
17	matchbox twenty	If You're Gone	(Lava/Atlantic)
18	FIVE FOR FIGHTING	Easy Tonight	(Aware/Columbia)
19	MARK KNOPFLER	What It Is	(Warner Bros.)
20	GREEN DAY	Warning	(Reprise)
21	U2	Stuck In A Moment You Can't...	(Interscope)
22	U2	Elevation	(Interscope)
23	MOBY	South Side	(V2)
24	PAT MCGEE BAND	Rebecca	(Giant)
25	DEPECHE MODE	Dream On	(Reprise)
26	DAVE MATTHEWS BAND	I Did It	(RCA)
27	WALLFLOWERS	Letters From The Wasteland	(Interscope)
28	BLACK CROWES	Soul Singing	(V2)
29	BARENAKED LADIES	Pinch Me	(Reprise)
30	JOHN MELLENCAMP	Peaceful World	(Columbia)
31	JONATHA BROOKE	Linger	(Bad Dog)
32	SEMISONIC	Chemistry	(MCA)
33	BETTER THAN EZRA	Extra Ordinary	(Beyond)
34	BLUES TRAVELER	Back In The Day	(A&M/Interscope)
35	STING	Desert Rose	(A&M/Interscope)
36	EVERCLEAR	Wonderful	(Capitol Records)
37	ERIC CLAPTON	Travelin' Light	(Reprise)
38	WALLFLOWERS	Sleepwalker	(Interscope)
39	TRAIN	Something More	(Columbia)
40	CREED	With Arms Wide Open	(Wind-up)
41	JOHN MAYER	No Such Thing	(Aware/Columbia)
42	ERIC CLAPTON	Superman Inside	(Reprise)
43	SHAWN COLVIN	Whole New You	(Columbia)
44	STONE TEMPLE PILOTS	Sour Girl	(Atlantic)
45	CAKE	Short Skirt/Long Jacket	(Columbia)
46	matchbox twenty	Bent	(Lava/Atlantic)
47	RYAN ADAMS	New York, New York	(Lost Highway)
48	LUCINDA WILLIAMS	Essence	(Lost Highway)
49	BARENAKED LADIES	Too Little Too Late	(Reprise)
50	DEXTER FREEBISH	Leaving Town	(Capitol)





BUSINESS & MEDIA
EDITOR
DOUG WYLLIE
doug@gavin.com

Tech Execs Say the Darndest Things

BY DOUG WYLLIE

Intentionally or not, technology executives, analysts, and pundits have uttered some of the most ridiculous and hilarious things over the course of the past twelve months. Some people attempting to puff out their chests made wild predictions of even more wildly successful online ventures, only to follow up some months later with pink slips for their staff. Others simply were just downright wrong. Still others made sage statements that came to fruition. Here's an oral walk down memory lane, 2001 style:

"We're working hard and fast to implement our new service. Napster, in alliance with Bertelsmann's eCommerce Group, TVT, edel, and many other independent labels and artists, has been working for months to put in place a new membership-based service that has a solid business model and secure technology."

—**Napster CEO Hank Barry**

Napster would stop all operations in July after Judge Patel declared that Napster's promise to ensure 99.44 percent effectiveness in blocking the illegal transfer of songs wasn't enough. Judge Patel unrealistically seems to believe that 100 percent bullet proof is technologically feasible. It isn't.

"The launch of MusicNet will catalyze an exciting new era in digital music distribution. MusicNet will offer consumers an easy, simple way to get the highest-quality music while also protecting the intellectual property of record companies and artists...We look forward to working with the entire industry to make music subscription services a reality."

—**Rob Glaser, MusicNet chairman and CEO**
MusicNet officially launched in early December with the release of RealOne from RealNetworks, followed by a Beta service launched by AOL.

"Over the last several months I've been dismayed and frustrated...because it is difficult to compete with companies that have seemingly unlimited resources combined with disrespect for the law. But I'm just as frustrated with the

response of the copyright owners in litigating rather than competing. That response has been detrimental to themselves, to the recording artists and to otherwise trusted partners such as Liquid Audio."

—**Gerald Kearby, president and chief executive officer for Liquid Audio**

In July, Liquid's chief technology officer abruptly resigned. Mere months later the company began to receive buyout overtures from Steel Partners and BCG Strategic Investors. When it rebuked those acquisition offers, the company found itself named as the defendant in two class action lawsuits undertaken on behalf of shareholders.

"Yahoo! is pleased to join Sony Music and Universal Music, the world's two largest music companies, to promote the Duet subscription service to U.S. music fans. We're committed to providing our active and robust consumer base with fast, easy, and legal access to the music of their choice."

—**Jeff Mallett, Yahoo! president and COO**

In June, Duet changed its name to "pressplay" and named Andy Schuon president and CEO.

"Users are taking the file-blocking filter in their stride. Millions of consumers continue to use Napster to access huge amounts of free music."

—**Webnoize Analyst Matt Bailey**

Napster's demise actually exacerbated the spread of Internet piracy of copyrighted materials. According to Webnoize, consumers transferred more than 1.5 billion digital media files during September using FastTrack, the back-end technology of Kazaa, MusicCity, and Grokster. In July, Webnoize forecast that FastTrack would reach 1 million users by the end of September, and it appears that they were 100 percent correct. Unfortunately, being right doesn't necessarily mean you'll make it to the end of the year. In early December, the research leader announced that it would shut down operations for the duration of the winter.

"We think two percent is very respectable at this stage of Internet market development. The

message here, we believe, is not that very few radio websites are succeeding, but that radio can succeed on the web."

—**Bob Jordan, co-chairman of International Demographics, the research firm that produces The Media Audit**

Huh? The last time anyone was happy with just two percent of anything was, uh, never.

"The two most critical factors in developing the digital music market are the availability of significant amounts of top tier content and creating a simple, secure consumer experience."

—**Jim Long, RioPort president and CEO**

Thus far, not a single service has realized this lofty goal. Indeed, not only has this task not yet been achieved, many of the players striving to do so went belly up in the process."

—**Patrick Donnelly, Sirius SVP and general counsel**

That was in response to the first of what would be three investor class action suits filed against the satellite broadcaster before year's end. Those lawsuits allege that the company "and certain of its officers and directors" violated federal securities laws by making statements about the company's consumer launch date that "were impossibly ambitious." By the time 2001 finished, the company had upped its monthly subscription price from \$9.95 to \$12.95, CEO David Margolese stepped down, and the company conceded that its intended 2001 consumer launch would, in fact, have to wait until February 2002.

"We hope to engage in productive discussions with Roxio to review and quickly resolve the matter in the best interest of everyone involved. However, our intellectual property is at stake...Roxio's breach of contract and unauthorized use of the technology and data infringes on our patents and violates state and federal law."

—**Dave Marglin, Gracenote general counsel**

Not so fast. Not even a month after this statement was issued, Roxio filed a counter suit alleging that Gracenote fraudulently obtained its '680 patent and its CDDB trademark by failing to disclose certain key information to the U.S. Patent and Trademark Office. Both cases remain unresolved. ■

WWW.2001.COM

*The Year That Was:
Tech's Tumultuous Twelve (Months)*

NASDAQ

BY DOUG WYLLIE

The events on and after September 11th have snapped our collective consciousness to recall that the health and welfare of our friends and family is first and foremost. The tragic terror attacks also reminded us that we ought spend our time on Earth devoting ourselves to goals higher than the next IPO, the next version of software solution XYZ, or to inking a key strategic partnership before the end of the Quarter.

Not to be misunderstood, it should be noted that time as it's become—you know, Internet speed, microwave everything, express lanes, fast food—hasn't stopped. This 24/7/365 information age hasn't missed a beat. But the events that occurred on and after September 11th snap our attention to an unshakable reality: a lot can happen in a moment. Even with all that's recently changed, some things remain the same. There are still 24 hours in a day. Still seven days in a week. And still (usually) 365 days a year. That's the thing about time.

Here is a look back at the headlines and stories that occurred during the 525,600 minutes filling the year that was 2001:

Feb 22 XM Satellite In Search Of Funds XM Satellite Radio Holdings offers more than \$100 million in convertible notes and five million

shares of Class A common stock.

- Mar 13 RIAA Sends Napster MusicList
- Mar 14 BMG Looks to Sell Stake in GetMusic
- Mar 15 Music Labels Team with Beatnik
- Mar 19 XM Radio Hurls A Rock Into Orbit
- As the sun set on its Washington D.C. headquarters on Sunday March 18th, XM Satellite Radio launches its first satellite, "Rock" from a floating launch platform in the middle of the Pacific Ocean.
- Mar 20 New Cell Phone Puts Music In Uproar
- Mar 20 MP3Board Cleared to Sue RIAA
- Mar 21 Live365 Vaults to # 2 in Arbitron Net Ratings
- Mar 23 3Com Discontinues Kerbango Radio receiver yanked from production before ever hitting retail shelves.
- Mar 28 Hank Barry Issues Scathing Statement
- Mar 30 GlobalMedia Restructures, Relocates
- Apr 02 AOL Time Warner, Bertelsmann AG and EMI Group Announce MusicNet
- Apr 03 Music Buddha Introduces Business-to-Business Products
- Apr 05 Listen.com Acquires TuneTo.com
- Apr 05 EMusic to be Acquired by Universal
- Apr 05 Yahoo! to Promote and Market Duet
- Universal and Sony secures distribution channel on Yahoo! for their Duet subscription service.
- Apr 09 Bertelsmann to Group Online Ventures
- Apr 09 AFTRA Shuts Down Streaming Radio
- The American Federation of Radio and Television Artists force most Los Angeles radio stations to discontinue streaming due to a little known provision of the Recorded Commercials Contract put in place in October
- Apr 11 More Stations Discontinue Streams
- Apr 11 RIAA, DiMA File Royalty Proposals
- Apr 16 ABC Kills Streams
- Apr 16 RIAA, Napster Meet with Mediator

Napster and the major music labels hold their first telephone conference with court-appointed technical expert Dr. E.J. "Nick" Nichols.

- Apr 19 Emmis to Hold Off on Streams, For Now
- Apr 19 MeasureCast Secures Funding
- Apr 20 MusicNet Technology Demonstrated
- Apr 23 Hiwire Adds MP3 Format to Insertion Technology
- Apr 23 RIAA, Webcasters Get Boost From U.S. Copyright Office In a move that Jonathan Potter, executive director of the Digital Media Association (DiMA), called a boon for webcasters, the U.S. copyright office rules that radio broadcasters are not exempt from licensing royalties when they stream their signals on the Internet.
- Apr 25 Universal Gets GetMusic
- Apr 26 Lawsuit or Not, Professor Withdraws Hacking Report Princeton University Professor Edward Felten and his team of scientists (who had been commissioned by the Secure Digital Music Initiative [SDMI] to investigate ways in which digital music encryption can be defeated) withdraw plans to reveal their findings at an information security conference in Pittsburgh.
- Apr 26 XM Satellite Losses Skyrocket in Q-1, 2000
- Apr 27 Listen.com Lays Off 35 Employees
- May 01 Liquid Audio Relocates, Restructures, Releases Staff
- May 01 Aimster Files Suit Against RIAA
- May 02 Landmark Case Against DMCA Heard in New York A federal appeals court in Manhattan hears oral arguments questioning the constitutionality of the Digital Millennium Copyright Act. At issue is a suit that arose in January 2000 when eight major movie studios sued hacker/journalist Eric Corley after he posted a software program called DeCSS on his website.
- May 03 MusicMatch Jukebox Doubles User-base
- May 07 Streaming Screaming Skyward

MEASURECAST INTERNET RADIO LISTENING INDEX

DOT COM JOB CUTS



ScreamingMedia reaches a deal with Boeing to provide passengers in-flight broadband access, including streaming media.

May 07 *MusicMatch Unveils Music Subscription Service*

XM Rolls Onward, Upward XM Satellite Radio celebrates the successful launch of "Roll," which joins "Rock," already in orbit.

May 09 *Artists File Suit Against MP3.com*

May 10 *Gracenote Files Lawsuit Against Roxio* Gracenote alleges that Roxio breached contract, infringed its patents, violated the Digital Millennium Copyright Act, and improperly used Gracenote trademarks.

May 15 *Launch Lays Off 60 Employees, Secures Funding Amidst Shrinking Revenue*

May 15 *Loudeye Completes Royal Flush* Loudeye Technologies announces a licensing and services agreement with EMI Recorded Music. The deal marks the completion of licensing with each of the big five major record labels.

May 15 *Sirius Ups Subscription Rates* Sirius Satellite raises its monthly subscription price from \$9.95 to \$12.95 and charges an activation fee for each subscriber at signup.

May 17 *Napster Seeks Volunteers to Test Subscription Service*

May 21 *Vivendi Universal to Acquire MP3.com*

May 22 *Online-Only Webcasters Dominate Arbitron Top 10* Seven of the top 10 webcasters were online only.

May 23 *RadioWave Cuts Staff*

May 30 *Bertelsmann to Acquire Myplay*

May 31 *iBEAM Faces Delisting by Nasdaq*

May 31 *NetRadio.com Again Number 1 in Arbitron Webcast Ratings*

Jun 04 *Hiwire Sheds Staff, Seeks Funding*

Jun 05 *New Digital Music Tracking Service Launches*

Jun 05 *Napster Licenses MusicNet Library*

The file-sharing giant, embroiled in several lawsuits with well-monied behemoths including the Recording Academy, the RIAA, MP3Board, and EMusic, hires an internal attorney for the first time.

Jun 07 *Webnoize Report Tracks Evolution of Online Music*

Jun 08 *RIAA, Webcasters Mired in Litigation*

Jun 13 *Napster Usage Continues to Slide*

Jupiter Media Metrix reports that Napster usage in May fell by 1.4 million unique visitors.

Jun 18 *Arbitron: Listeners Have Alternatives for*

Streamed Audio

Jun 19 *Terrestrial Radio Being Drubbed in Online Ratings*

Jun 22 *Roxio Files Counter-suit Against Gracenote*

Jun 27 *Dot-Com Job Cuts at Eight-Month Low*

According to a report today from Challenger, Gray & Christmas, dot-com job cuts fell for the second consecutive month in June to 9,216, the lowest level since last November (8,789).

Jun 28 *"Roll" Begins Broadcasting*

Jul 03 *Napster Unplugged* Napster pulls the plug on its service as the company prepares to launch a new version that will compensate rights holders.

Jul 10 *Loudeye Acquires Assets of theDial*

Jul 12 *Judge Patel: 99.4 Percent Pure Still Not Pure Enough*

Jul 16 *MusicMatch, RIAA Reach Settlement*

Jul 18 *Webcasters Win in Washington* As the Copyright Arbitration Royalty Panel (CARP)

prepares to convene to determine the compulsory licensing fees for online music, federal regulators have handed online-only webcasters a win, allowing several services to stay in negotiations with the record companies, despite lawsuits against them.

Jul 23 *Jupiter: Online Music Sales to Grow Five Fold*

Jul 24 *WebRadio to Shut Down*

Jul 24 *Napster Names New Captain* In a move that was telegraphed nearly nine months earlier when Bertelsmann loaned the company \$60M on October 31 2000, Napster announces that it has appointed Konrad Hilbers to be the company's new chief executive officer.

Jul 31 *BMG to Test Napster-Proof CDs*

Aug 03 *Court: Radio Must Pay to Stream*

Aug 16 *Korean P2P Developers in Hot Water*

Aug 28 *New Report Declares Online Advertising Will Increase Seven Percent in 2001*

Aug 30 *Copyright Office to Congress: Clarify DMCA*

SEPTEMBER 11th, 2001

Sep 13 *XM Delays Launch in Wake of Terror Attacks*

Sep 24 *Napster, Songwriters, Music Publishers Reach Settlement*

Sep 25 *XM Hits the Airwaves*

Sep 26 *Loudeye Acquires Activate*

Oct 03 *MP3.com COO Goes Presidential*

Oct 04 *Webnoize: Pirated Downloads Up 50 Percent in September*

Oct 08 *Sirius Satellite Radio Dismisses Lawsuit*

Sirius responds to a class action investor lawsuit filed against it in the United States District Court of Vermont by saying, "These claims are

frivolous and without **98,522**

merit, although the complaint was an entertaining piece of fiction."

Oct 10 *Report: Users of Napster Alternatives Increased Nearly 500 Percent*

Oct 16 *America Online Launches Radio@AOL*

Oct 18 *NetRadio Closes its Doors*

Oct 22 *MP3.com Mitosis* Robin Richards, in his first major move as MP3.com chairman and chief executive, splits the firm in two—MP3.com and MP3 Technologies.

Oct 23 *Live365: Bad News, Good News* On the same day that Live365 ranked number one in Arbitron's September webcast ratings, the online broadcaster confirmed that it laid off a 16 employees, including several senior level executives, in an effort to reduce burn rate of cash on hand.

Oct 23 *McGlade Takes the Helm at MusicNet*

Oct 24 *Napster Lays Off 16*

Oct 29 *MeasureCast Secures Funding, Major Partners* MeasureCast has completed its second round of funding, securing \$8.5 million from new partners in the Nielsen companies, FBR CoMotion Venture Capital, Trans Cosmos USA, and NetRatings.

Oct 30 *HP to Wrap RioPort Into New PCs*

Oct 31 *Judge to AOL: Stop Distributing Version 6.0*

Nov 06 *Liquid Audio Rebuffs Buyout Offer, Adds to Board*

Nov 07 *Everstream and Hiwire Avert Court Battle* Everstream has secured a patent license agreement with Hiwire, ending a potentially costly patent litigation dispute with the streaming and advertising insertion company.

Nov 08 *Sirius now target to three investor Class Action Suits*

Nov 12 *Citadel to Stream Through Yahoo!*

Nov 13 *XACT Taps Kantor as Chairman*

Nov 14 *Sirius Announces Limited February Launch*

Nov 27 *Sirius Gets New CEO*

Dec 04 *MusicNet Debuts with RealOne Launch*

Dec 04 *Court Comes Down Hard on Internet Free Speech* Free speech advocates are concerned that a pair of court decisions in New York and New Jersey could lay groundwork to deny U.S. citizens the same free speech rights on the Internet that they enjoy in the physical world. Pressplay Burns Up Subscription Services Pressplay has partnered with leading CD recording software maker Roxio to allow consumers who subscribe to affiliates of Pressplay to burn CDs of the music they've downloaded. ■

8,697



July

4,899



Aug.

2,986



Sept.

4,840



Oct.

2,901



Nov.

TOTAL

PROMORAMA

MY CHESTNUTS FEEL ROASTED.

"We just released a '99Xmas Soundtrack—we commissioned 19 bands to cover Christmas classics," says WNNX-Atlanta PD Chris Williams. "Atlanta bands always come through with brilliant renditions...this CD achieves several things: I get credit for supporting local bands, I get exclusive content to play on the air, and I get to participate in the holidays with Christmas music in a unique way," says Williams. "No Bing Crosby or Nat King Cole here!"

SECOND PRIZE: SEVEN DAYS, NO NIGHTS.

"It's all good in the MIA—always sunny...and always 'Hot', of course," says Derrick Brown, PD of WHQT, and nominee for 2002 GAVIN Urban A/C PD of the Year. "Listeners are loving our Hot 105 Holiday Cash promotion," he says. "They must know the Holiday Cash phrase that pays—if they do, we hit 'em off with \$105 holiday cash. Winners are then qualified for the extra 'Hot Gift Box,' packed with the new Microsoft X-Box game system, a case of Hot CDs, a boomin' mini sound system, a portable DVD player, and a four-day, three-night trip to Paris! Folks are going bananas over this promotion!"

HANUKAH: "WHAT AM I, CHOPPED LIVER?"

"I love talking Christmas!" says Jeanne Ashley, MD of KSRC-Kansas City and 2002 GAVIN Award nominee. Star 102's annual "Don Bosco Adopt-a-Family" Radio-thon raised more than \$52,000, more than doubling last year's haul. Ashley's personal highlight: when the Trans-Siberian Orchestra stopped by (Yes, they do really exist). "We talked about the holidays, their music, our mutual love of pizza...and they did a live performance! They were absolutely the best artist guests (OK, tied with Jim Brickman) I have ever dealt with! We raised over \$10,000 in the first half-hour they were there...I'm still walking on air."

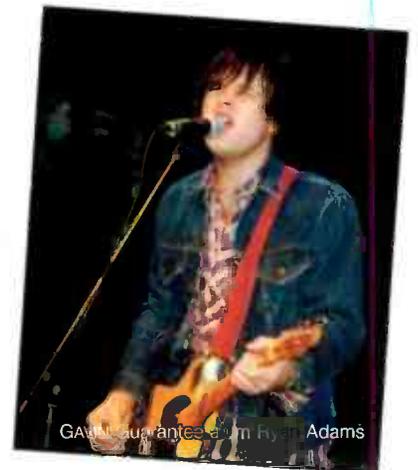
COOL-DOWN IS BRINGIN' THE HEAT.

"The biggest thing happening at the Beat is our 'Holiday Cool-Down,'" says Robert Scorpio, PD of KKBT-Los Angeles and nominee for GAVIN Urban PD of the Year. "The show is this Sunday, and features Jill Scott, Faith Evans, Alicia Keys, and Ginuwine at the historic Wiltern Theater," Scorpio tells GAVIN. "Plus, our 'Beat 12 Days of Christmas' promotion includes a toy drive, a Christmas Wish, Cool-Down tickets, and more fun and games."

COMING NEXT ISSUE: January 11, 2002

• Special: GAVIN Guarantees—The Class of 2002

GAVIN format editors sift through the bios, listen to the advances, weigh the loose talk, and put their reputations on the line to pick the the artists Most Likely To Succeed at radio from the new up-and-coming crop of unknowns. The last GAVIN Guarantees, published in early September, included Ryan Adams, Fabolous, Cyndi Thomson, Carole King, and Bubba Sparxxx. We should go to Vegas!



ALSO:

• **ALTERNATIVE MUSIC IN THE MAIL.** Richard Sands talks to Alternative promotion executives for the skinny on Q1 2002 releases, plus he finds out which ones "got away" in 2001.

• **CONFERRING WITH THE GHOSTS OF A/C & HOT A/C MUSIC FUTURE.** For our first issue of 2002, A/C-Hot A/C Editor Annette M. Lai visits with label friends to find out what aural delights await us in the new year. Plus, Music Research Editor Kathleen Richards profiles red hot Roadrunner/IDJMG rock band Nickelback.

• **THE BEGINNING OF THE END FOR URBAN?** With the massive downsizing of Urban in the record business, is this the end of the black department as we know it?

• **WILL COFFEY PERK UP COUNTRY IN 2002?** Editor Jamie Matteson's first installment kicks off the year with an artist profile of BNA's new "buzz" girl Kellie Coffey.

• **CHRIS HERRMANN TALKS.** Triple A Editor Dave Einstein interviews new WBOS PD Chris Herrmann. Plus reviews of January releases.

• **THE DAWNING OF DIGITAL DISTRIBUTION FOR MUSIC.** Music subscription services pressplay and MusicNet officially arrived in the final days of 2001, and will be a big story in 2002. Issues of portability, ownership, copyright protection, and customer acquisition will be asked and answered in the months to come. GAVIN Business and Media Editor Doug Wyllie talks with executives at both companies, as well as sage industry analysts who can read between the lines.

IMPACT DATES (SUBJECT TO CHANGE)

TOP 40, A/C & HOT A/C, RHYTHM CROSSOVER

DECEMBER 17 & 18, 2001

Cash \$ Millionaires "Undisputed" (Cash Money/Universal), Crossover
Kevin Ceballo "My First Love" (Universal), Crossover
Mandy Moore "Cry" (from *A Walk To Remember*) (Epic), Top 40

JANUARY 7 & 8, 2002

Michelle Branch "All You Wanted" (Maverick/Warner Bros.), Hot/Modern
Darren Hayes "Insatiable" (Columbia/CRG), Hot/Modern & Mainstream
Jennifer Lopez "Ain't It Funny (remix)" (Epic), Top 40, Rhythm & Crossover
Sense Field "Save Yourself" (Nettwerk), Hot/Modern
Sugar Ray "Ours" (Lava/Atlantic), Top 40 & Hot/Modern

Happy Holidays! See you in 2002...

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