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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
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2001 TOUGH YEAR. September 11 overshadowed the year like a specter, but there was so much more: the economy tanking, the dot-com busting (complete with Napster's "demise"), the.tightest presidential election in history, and radio consolidation marching on and on toward lowering, streamlined, monopolistic 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!).

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.

WISE GUY: MR. ZAPOLEON, ON THE MONSTER WE'VE CREATED. As 2001— with all of its perks and pitfalls—winds to a blessed close, Top 40 & Rhythm Crossover Editor Kevin Carner 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.

YOU SAID IT, 2001. When a year 2001 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?" Gavin Alternative Editor Richard Sands ponders over his desktop to deliver your most notable quoteage over the past 12 months.

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 Borns. The book received rave reviews and endorsements from high-profile programmers and morning talent such as WFLC-News-You Scott Shannon, WBNM-Boston's Greg Strassell, and new Q101 (WKKQ-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 Lai has some early excerpts.

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.

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.

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.

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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 (Ivy, 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 selecting easier swing songs 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 (Marguraville, huh?).

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 notebale 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," Alternatives' "You Said It," Triple A's "A Year of Great Change," and Dot-Com's "Tech Exes 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

December 17, 2001 gavin

www.americanradiohistory.com
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
WYLT-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)
- 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, Saturday 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-HYPER PERSON/EVENT OF THE YEAR: Michael Jackson's anniversary show.


BEST "GUilty PLEASURE" WEBSITE: mulletgaloire.com and canemtoe.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

FAVORITE TV SHOW: 24 (w/Kiefer Sutherland—very cool "real time" show)
MOST MEMORABLE NEWS STORY: Sadly, September 11

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, Cateie Curtis, and Pete Yorn.

Dylan
KMBZ-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"

FAVORITE ALBUM OF THE YEAR: Gorillaz by Gorillaz

SHOULD HAVE BEEN A BIGGER HIT THAT IT WAS: "Gimm 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, "Luv 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

Dana Marshall
WXRV THE RIVER-BOSTON

FAVORITE SONG OF 2001: "How You Remind Me" by Nelly
FAVORITE ALBUM OF 2001: Gorillaz by Gorillaz

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2001 SONG WE'LL STILL BE HEARING TEN YEARS FROM NOW: "Hanging By A Moment" by Lifehouse

FAVORITE ARTISTS THIS YEAR: Coldplay, Ryan Adams, Cateie Curtis, and Pete Yorn. 
2001 Song Title That Best Describes My Love Life:

BY TOP 40 & RHYTHM CROSSOVER PROS

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

Jimmy Steal
KPVR-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


George Briner
DREAMWORKS RECORDS

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

Ryan Adams'
(Lost Highway/IDJMG recording artist)

2001 TOP 10

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—]
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

Chris Williams
WWINX-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: Lord of the Rings

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
KKBK-LOS ANGELES
BEST LIL' OF THE YEAR: Lil' Kim
BEST LIL' NOT A BOY: Lil' Bow Wow and Lil' Romeo
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 my budget.

Terri Thomas
WCKF-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:
• 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"

Michelle Matthews'
KALT-DENVER
TOP TEN FAVORITE ALBUMS OF 2001
• 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: Tweaked
• David Gray: White Ladder
• Stevie Nicks: Trouble in Shangri-La
• Weezer: Weezer

Gavin December 17, 2001
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'
KRWV-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 patriotic 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 Zeliner
- Tantric — Ken Luczek
- Kenny and Shania — Valerie Delong
- Kylie Minogue — Ed Green
- Hootie and the Blowfish — Mike Easterlin
- Cher — John Boulos
- Craig David — Dylan
- You guessed it... Shakira — Rob Roberts
- Coldplay — Don Parker
- Nelly Furtado — Margaret
- Pink — Stan Priest
- Ryan Adams — Wayne Coy
- King Kong — 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 13 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
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' Jenny 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 BMI's music division, December 23, 2000
- NICK MASSI, bass vocalist/vocal arranger for the Four Seasons, December 24, 2000
- CHARLIE LOUIRE, music exec, co-founded jazz-resue label Mosaic Records, December 31
- GENE TAYLOR, writer & executive producer of Dick Puritan's morning show on WOWM-Detroit, early January
- LEA GIRL SILAS, JR., West Coast VP, L&F 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 "Ain't No Darker End of the Street," January 7
- MICHAEL CUCCIONE, "Jason 'Q' McKinney" of MTV's mock boy band 2GIFTH, January 13
- BOBBY DALE, legendary DJ, KFWB-Los Angeles, KSAN & KSFQ-San Francisco, KWBW-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 WSH-TV, January 18
- JOEL PERRLMUTER, former WBNW/AM-Boston PD and later, voice of Boston Bruins hockey, January 20
- DEIRDRE O'DONOGHUE, Southern California air personality—KMET, KXOLT/AM, KFBS/AM, KLSX, etc., January 21
- ANDY MOES, WRKO/AM-morning host, host, January 26
- BOBBY CHARTER, L.A. broadcaster was a PD at KMPC and GM at KLAC, KLRA, 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/editor/former executive director of NARAS, February 13
- RONNIE HILTON, 1950s crooner "No Other Love" and "A Woman in Old Amsterdam," February 21
- ANN COLBERT, musculari's manager, February 25
- GLENN BAYNEN, leader of the high school 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
- FRANCISCO GRASSO, pioneering club disc jockey, March 23
- GENE "BY GOLLY" BARRY (real name: SELwyn ATCHison), Detroit, 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), KDJ & KEHT-Pheonix nightlife, week of April 9
- JOEY RAMONE, punk rock icon/pioneer/lead singer of The Ramones, April 15
- KEVIN "OCEAN" EVANS, WLVW & WLBW-Oceans 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 WKKL-Greensboro, April 20
- MABEL SKEE, mother of Gavin alumn Sandy Skee, April 21
- RICK SQUILLANTE, former Virgin Records Head of Dance Promotion, assistant, April 21-22
- DAVE VINCEN'T (AKA VINCE SPIELMAN, "SPACEY DAVE" AND "COUNTRY DAVE"), longtime Portland, Ore. radio personality in the '70s and '80s, end of April
- BOOGO CHAVIS, accoundion/singer/hand/leader and patriarch of the Zwolfs, May 19
- MICHAEL HAZLEWOOD, songwriter who wrote "The Air India 1 Breath" for the Holies and "It Never Rains in Southern California" for Albert Hammond, May 6
- STAN MONTERIO, former Columbia VP. Promotion, reported out on May 7
- PERRY COMO, pop crooner, May 12
- JASON "DJ THREAT" CAMPBELL, of Hat 97 (WQHT), New York, May 15
- LYNN MURRAY, WBBM/AM-Chicago account executive, formerly A/P/MD/air talent at comcast WINT, May 15
- TOFFEE KASSAB, account executive for Kindred Communications, killed with wife Linda in a car accident, May 30
- WILLIE FOSTER, blues harmonica player, May 30
- ANDREW HOWARD, co-host of the Kevin and Andrew show on KFI-Los Angeles, May 31
- JUDD OTIS, veteran radio personality worked at WUSA-Tampa, May 31
- JACK "THE SWINGING SPRINGER," jazz DJ worked at WCHB/AM and WCHD-Detroit and KZAZ-San Francisco. He also produced jazz shows for WXZY-AM-Detroit, May 30
- JOHN HARTFORD, harp/fiddle master and songwriter "Gentle On My Mind," June 2
- KEVIN COX, MD, Media Services Group founder, June 3
- JOHN LEE HOOKER, legendary bluesman, June 21
- PAXTON HILLS, veteran Denver radio personality, worked most recently at KXKL (Kool), but also worked at KIMN, KORS, and KMW, late June
- JOE HENDERSON, four-time winning tennis soror环境保护, recorded on Verve, June 30
- CHET ATKINS, "Mr. Guitar" and credited with creating the Nashville sound, award-winning guitar, 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
- ERIN K-DOE, R&B legend, "hit with "Mother-In-Law," July 5
- JOHN WEBER, former President/CM of WLYV-Ft. Wayne, Ind., July 8
- D.C. JAMES, WOAA-Melbourne acct. executive, July 16
- VINCE FARACI, former Senior VP, Promotion at Atlantic Records, jubilee
- DON EVANS AKA "DEMON EVANS," morning show host for KFIC/AM-Dallas/Ft. Worth, July 20
- LEON WILKESON, original member/bass player of Lynyrd Skynyrd, July 22
- DAVE HUTT, 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, "Snoopy Snoopy Song" (It's In His Knees), August 19
- AALIVAH, 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 Charlie Pride, Lee Greenwood, Ronnie Milsap, August 30
- HANK NASPHEL, Jr. aka "Hank the Arin Drumkin Dwarf" from Howard Stern Show, September 4
- JOHN R. MCGAM, retired broadcaster. September 5
- DANNY LEE, Blackstreet boys' set carpenter, casualty of WFC tragedy, September 11
- ROBERT SPEDDIE, former sales rep for Polygram Distribution, casualty of Pentagon tragedy, September 11
- CHARLES GIDDENS, longtime broker and station owner, September 12
- NEIL SULLIVAN, WMEX-WLAM-Portland, OR. 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 WBBM-South Bend, Ind., September 18
- JACK LUNDY (AKA MICHAEL HEMMER), KFXS-Rapid City PD, KOTU-lapd City morning host/IPD, 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-Hamont Rough morning show host, November 3
- LARRY GROVES, former KJRO-Los Angeles MD, November 4
- DAVID FERRARDO, president & CEO of Micropower Corp., makers of Powergold Music Scheduling Software, November 4
- GLENN "DOWNOVA" WILKS, part-time jock at KAMY-Austin, November 10
- STANLEY MOUSE, former Cox Broadcasting president, November 18
- DONNIEL BOYD, senior account executive for KHJ-LA/LOS Angeles, November 21
- D.C. SMITH, Grammy Award-winning artist, "Little Green Apples," November 23
- MELANIE THORNTON, lead singer of Lfofouche, in plane crash, November 24
- FRANK LEFFEL, veteran promotion executive for Mercury Records, November 28
- GEORGE HARRISON, Fab Four guitarist/songwriter, November 29
- STEVE FARINOLI, artist manager/producer, discovered Prince
- STAN KAPLAN, radio management legend, early December
- SCOTT SHIVERLY, former WKRQ-Cincinnati morning co-host, mid-December
- NEIL SULLIVAN, program director at WLAM-Portland who also once programmed WKDE-Akon (see P. 21), mid-September
- DAVID RIGSTEAD, former Capitol promotion exec OF GOLLY. sun alumn see next page), December 6
- SANDRA BRYANT NOONAN, former Motown promotion executive and wife of former Columbia and Motown VP Tom Noonan, December 10

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

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-boss San 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 primo 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 sunscreen from him. You could never accuse him of being a fake friend. In the world of the music business...there was no lesser story than the incident between Dave Rothstein and Donny Osmond! [When Osmond’s comeback single ‘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.S. Senior VP/Director of Sales John Jagol, 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 his life in the past, 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 tases 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.”

BY ANNETTE M. LAI

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

FRIENDS OF RADIO

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 Welles.

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.
Radio @ Large

"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 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 most 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. WHY? 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 just mic the DJ booth—they mic'd 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 [powering 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 "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 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 meet 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, VP/FUN 'N GAMES FOR CLIFTON RADIO/CPR AND HAS BEEN VOTED "MOST LIKELY TO WEAR A LAMPSHADE ON HIS HEAD ON NEW YEAR'S" BY THE LOCAL LIONS CLUB. YOU CAN REACH HER AT NWCPROMO@EARTH-LINK.NET

"The people I know real 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 [powering bass in the background] until 3 a.m. and there are [static] drink specials all night?"

December 17, 2001

www.americanradiohistory.com
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, WXCY-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

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” Maxina 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, 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, KZKK-Lincoln, Nebr.

THE NEW ARTIST WHO SHOULD BREAK OUT BIG IN 2002:
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, KEKY-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, WXCY-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, WXCY-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.

December 17, 2001

www.americanradiohistory.com
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 Oleo the TV Psychic and always picked out hits." —Tommy Carrera, PD, KBQI-Albuquerque

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, WYD-Atlanta, 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 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/M, 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

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, WYD-Roanoke, Va.
• "If you don't add it, I'll give the artist your home phone number." —Kelly Edwards, former MD, After Midnight
• "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 Lehnh, PD, WTCY-Norwich, Conn.
• "If you don't add this one you can't get the commemorative t-shirt." —Brian Jennings, PD, K2KX-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!" —Randi Pinkston, 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, WCY-Wilmington, Del.
• "Playing this record will get you laid!" —Cadillac Jack, MD, WYB-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, WTH-Terre Haute, Ind.
• "Who would you rather have at #1...a country rap or George Strait?" —J.B. Cloud, MD, KBCY-Abilene, Tex.

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/AD, WCY-Wilmington, Del.
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

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DreamWorks
Nashville...

THANK YOU FOR BELIEVING!

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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, KEEN-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 WWOM 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, WYRD-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 1-94, which signed on in June, is going to heat 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 Baldrica and Bobby Kraig. Make ‘em go into a room at RLG and figure it out." — Gregg Swedberg, OM, KEEN-Minneapolis

- "MCA’s Kimberly Dunn because she’s too sweet to say no to." — Cadillac Jack, MD, WYZB-Fi, 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

- "Reene 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 Solina. 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 he’s worked with like Tim McGraw, the Beach Boys, and especially the Ventures." — Keith Thompson, MD, WXCY-Wilmington, Del.

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

- "Louie Newman, MCA Southeast. Love ya, Louie!" — Buzz Jackson, PD, KLIM-Tucson

- "Darin Starr at Warner Bros., because she’s too dang sweet and she lives and breathes music, period." — Tommy Carrera, PD, KBOI-Albuquerque

- "Without a doubt, Joe Putnam at Mercury. He’d have them believing they need the ice!" — Ryan McCall, WGLR-Lancaster, Wis.
NEW STUDIO ALBUM FEATURING TRACKS WITH:

SHERYL CROW ★ KID ROCK
ALISON KRAUSS ★ BRIAN McKNIGHT
BONNIE RAJTTE ★ ROB THOMAS
LEE ANN WOMACK

IN STORES 1/15/2002

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FOR TOUR INFORMATION AND MORE ABOUT "THE GREAT DIVIDE"
ONE BUSINESS-RELATED CHALLENGE I'D LIKE TO SEE ADDRESSED DURING SEMINARS AND GATHERINGS IN THE COMING YEAR:

- "The money spent for ads which never garners real airplay, and why we are so reluctant to let go of the mediocre in favor of better music." — Gregg Swedberg, OM, KEED-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, KZXX-Lincoln, Nebr.

- "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, WYGQ-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 Harren, 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, KBOQ-Abuquerque

- "Realize that this is not another A/C format. Our biggest and best tool in this format is the new-artist lifeline. 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. I've 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-Suffalo

- "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 manucrate forcing Brad Paisley to push his cowboy hat pack on." — J.B. Clout, MD, KBCY-Amarillo, 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 Hagan, OM, WSLS/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 a shrink wrap." — Bill Young, PD, JWVR-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, WDOM-Greenville, Miss.

- "Spend more time with my wife and daughter." — Gregg Swedberg, OM, KEED-Minneapolis

- "Attend one of Jame’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 Thompson, and give her a ‘P’ to add to her last name, so I can officially claim her as my baby sister." — Keith Thompson, MD, WXCY-Wilmingon, Del.

- "I would dearly love to achieve financial security. Any rich old ladies who want to adopt me?" — Cadillac Jack, MD, WYZZ-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, KBOQ-Abuquerque

- "Be a good dad. I have five months to figure out how to change a diaper!" — Buzz Jackson, PD, KLIM-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 pulling 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

**Rank** | **Artist** | **Title** | **Label** | **Total Plays**
---|---|---|---|---
1 | DIAMOND RID | One More Day | Arista/RLG | 169615
2 | BROOKS & DUNN | Ain't Nothing Bout You | Arista/RLG | 145242
3 | JESSICA ANDREWS | Who I Am | DreamWorks | 102550
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 Hッappen Twice | BNA/RLG | 139675
7 | KEITH URBAN | But For The Grace Of God | Capitol | 129043
8 | LONESTAR | I'm Already There | BNA/RLG | 125062
9 | MONTGOMERY GENTRY | She Couldn't Change Me | Columbia | 123309
10 | TIM McGRAW | Grown Men Don't Cry | Curb | 119639
11 | TIM McGRAW | My Next Thirty Years | Curb | 115401
12 | SARAH EVANS | I Could Not Ask For More | RCA/RLG | 111961
13 | JAME 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 | 106976
17 | KEITH URBAN | Where The Blacktop Ends | Capitol | 97929
18 | CYNDI THOMSON | What I Really Meant To Say | Capitol | 97921
19 | JAME O'NEAL | There Is No Arizona | Mercury | 90680
20 | BROOKS & DUNN | Only In America | Arista/RLG | 96442
21 | PHIL VASSAR | Just Another Day In Paradise | Arista/RLG | 96084
22 | SARAH EVANS | Born To Fly | RCA/RLG | 96642
23 | TRISHA YEARWOOD | I Wouldn't Love 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 | 80946
27 | FAITH HILL | If My Heart Had Wings | Warner Bros | 87179
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 | Any Time All The Time | Curb | 82601
33 | LEE ANN WOMACK | Ashes By Now | MCA | 81564
34 | JO DEE MESSINA | Drowning | Curb | 81349
35 | ALAN JACKSON | Where I Come From | Arista/RLG | 80240
36 | BRAD PAISLEY | We Sang | Arista/RLG | 80112
37 | TRICK PONY | On A Night Like This | Warner Bros | 78717
38 | CHRIS CABLE | Laredo | Capitol | 76364
39 | RASCAL FLATTS | This Everyday Love | Lyric Street | 76313
40 | TRAVIS TRITT | Love Of A Woman | Columbia | 75878
41 | CARYL A. DAWSON | Married To Music | Arista/RLG | 75416
42 | TIM RUSHLOW | She Missets Him | Atlantic | 75285
43 | TRAVIS TRITT | Best Of Intentions | Columbia | 74988
44 | GARTH BROOKS | Wild Horses | Capitol | 74163
45 | RASCAL FLATTS | While You Loved Me | Lyric Street | 69975
46 | TAMMY COCHRAN | Angels In Waiting | Epic | 68821
47 | KENNY CHESNEY | I Lost It | BNA/RLG | 68232
48 | MARK MCGUINN | Mrs. Steven Rudy | VRR | 68126
49 | J. MICHAEL MONTGOMERY | The Little Girl | Atlantic | 66815
50 | LONESTAR | What About Now | BNA/RLG | 64335

### Most Plays of the Year

**Diamond Rio** "One More Day" (Arista)

### Most Spins By A Label

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<th>Label</th>
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<td>Capitol</td>
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<tr>
<td>Arista/RLG</td>
<td>866</td>
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### Most Spins By A New Act (2001)

- **Blake Shelton** (110,166)

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**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 restructuring. 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 us with 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 restructuring 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!

December 17, 2001 gavin 19

www.americanradiohistory.com
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 back 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 third and fourth 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, my 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 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-hanging 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 lobbyboys 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 stations as quickly as possible before they were all gone. They would worry about the operation of them later—they had to make the deal large 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 gameshy experts first to start your company: market managers, veteran programmers and outside trainers, then replace them with young, low-price PJs 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 oversued 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 half of the people who run our business would be if they hadn’t been able to find a door as a promotion assistant, research department minor, 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 N'Sync and Britney Spears is fading now. Rhythmic Pop by Paula Abdul and Pebbles was replacing it, just like Rhythmic Pop by Pink, Jennifer 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

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

Tim Moore is a Managing Partner for the Programming and Research Firm Audience Development Group.

December 17, 2001 gavin 21

Mr. Zapolone is the guy @ Zapolone Media Strategies. He can be reached @ (213) 980-3655 or GZapolone@aol.com.
2002 GAVIN SEMINAR AWARDS NOMINEES

Top 40

Congratulations to all of our Gavin Seminar 200 Award Nominees. Winners will be announced at our Seminar in San Francisco, February 20-24, 2002.

2002 GAVIN SEMINAR AWARDS NOMINEES

Rhythm Crossover

Congratulations to all of our Gavin Seminar 200 Award Nominees. Winners will be announced at our Seminar in San Francisco, February 20-24, 2002.

2002 GAVIN SEMINAR AWARDS NOMINEES
<table>
<thead>
<tr>
<th>Rank</th>
<th>Artist</th>
<th>Title</th>
<th>Label</th>
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<td>Lenny Kravitz</td>
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You Said It, 2001

Compiled by Richard Sands

When. 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 quotations:

"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, KDFG-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 KIS 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 Molly 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—loss 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 hands 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 hand 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, WPLF-Philadelphia

"I'm not interested in 'Malternative' which is essentially what you hear on the radio today. I'm looking for the undiscovered million seller—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 hook. 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 moody, 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 hands over and over. We're not just competing against other radio stations—listeners have a lot of places to go now." —Bill Gamble, WZEN-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 time-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. Check 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 add 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 need to 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've still very involved in what's going on with everything regarding this band. The fact that the record sold 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 working 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 think it's really had. We just do what we wanna do creatively and however it falls into place, that's fine with us.
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 Berry, Warner Bros
Phil Costello, Reprise
Andrea Gans, Atlantic
Steve Leeds, Universal
Brenda Romano, Interscope

Promotion Person of the Year
Bob Divney, Reprise
Bob Goldklang, Warner Bros.
Howard Leon, Universal
Robbie Lloyd, Interscope
Jacqueline Saturn, Epic
Gary Spravck, Capitol

PLATINUM
Label of the Year
Arista
DreamWorks
Maverick
Roadrunner
Virgin
Wind-up

Promotion Person of the Year
Shanna Freischer, Wind-up
Geordie Gillespie, Virgin
Dave Lomaco, Roadrunner
Baby Skalwok, Maverick
Matt Smith, DreamWorks
Jeff Sodkof, Arista

GOLD
Label of the Year
Astralwerks
Epiphany
Netwerk
TVT
Volcano
V2

Promotion Person of the Year
Eric Baker, Edzzy
Bill Carroll, Vagrant
Lorraine Casuso, Jive/Atlantic
Gary Jay, TVT
Jennifer Spreuelo, Astralwerks
Christina Whitehurst, Epiphany

Indie of the Year
Scott Burton, JMA
Mark Fischer, McGathy
Michael Eldon, Indie Communications
Mark Kordelos, UNCLE
Jack Springer, Technicolor
Del Williams, ARMS

Market 1 to 15: Station of the Year
WINX-Atlanta
WBEN-Boston
KTRZ-Houston
KROQ-Los Angeles
WXRR-New York
KNDV-Seattle

VP/Programming/Program Director
Leslie Flam, WINX-Atlanta
Steve Kingston, WXRR-New York
Phil Manring, KROQ-Seattle
Jim McGurin, WPLY-Philadelphia
Dedus, WBCN-Boston
Kevin Weatherly, KROQ-Los Angeles

APD/Music Director
Alan Avery, KITS-San Francisco
Pat Ferrise, WHFS-Washington
Mike Peer, WXRX-New York
Chris Williams, WINX-Atlanta
Lisa Werden, KROQ-Los Angeles

Markets 16-50
Station of the Year
KXTE-Las Vegas
WXDX-Pittsburgh
KNXK-Portland
KXRT-St. Louis
KXRX-Salt Lake City
XTRA-San Diego

PD
Mark Hamilton, KXOL-Portland
Scott Jamieson, WXIX-Indianapolis
Kim Monroe, WXTM-Cleveland
John Moschitta, WXDX-Pittsburgh
Tim Schavelli, WBRU-Providence
Bryan Schock, XTRA-San Diego

MD
Jack DeVoss, WCCD-Columbus
Chris Muckley, XTRA-San Diego
Jordi Nevel, KXMR-SLC
Chris Ripley, KXTE-Las Vegas
Toby Ryan, KROX-Austin
Bobby Smith, WDCO-Orlando

Markets 51+
Station of the Year
WRAX-Birmingham
WXCF-Charleston
KJEE-Santa Barbara
KUSI-Tucson
KMYZ-Tulsa
WPBZ-West Palm Beach

PD
Nicki Basque, KPO-Honolulu
Mimi Gursowd, WAKL-Syracuse
Susan Groves, WHPL-Albany
John Michael, KFMA-Tucson
John O'Connell, WPBZ-West Palm Beach
Scott Petibone, WPMA-Jacksonville

MD
Tim Bronson, WGRD-Grand Rapids
Chumley, WPMA-Jacksonville
Peter Gunn, KRLC-Little Rock
Amy Hudson, WMAQ-Madison
Bill Butz, WTBZ-Burlington
Danny Villalobos, WAYS-Charleston

Promotion/Marketing Director (all markets)
Deanna Jean, WHFS-Washington
Voula Koliolos, KNDV-Seattle
Michael Krahn, WBMD-Washington
Jennifer Nechaia, WINX-Atlanta
Robin Rockwell, KITS-San Francisco
Amy Stavers, KROQ-Los Angeles

THE TOP RECORDS 2001

1. INCUBUS Drive (Epic) 85,023
2. STAIND It's Been Awhile (Elektra/EG) 76,006
3. LIFEHOUSE Hanging By A Moment (DreamWorks) 67,261
4. FUEL Hemorrhage (In My Hands) (Epic) 64,769
5. LINKIN PARK One Step Closer (Warner Bros.) 61,954
6. TOOL Schism (Vox) 59,651
7. WEEZER Hash Pipe (Interscope) 59,064
8. LINKIN PARK Crawling (Warner Bros.) 58,632
9. MOBY South Side (V2) 58,066
10. SUN 41 Fat Lip (Island/IDJMG) 55,436
11. CRAYZY TOWN Butterfly (Columbia/CRG) 55,367
12. ALIEN ANT FARM Smooth Criminal (DreamWorks) 54,093
13. NICKELBACK How You Remind Me (Roadrunner/IDJMG) 53,106
14. AARON LEWIS & F. DURST Outside (Interscope) 47,284
15. GODSMACK Awake (Repubica/Universal) 47,275
16. TANTRIC Breakdown (Maverick) 47,085
17. LIMP BIZKIT My Way (Flip/Interscope) 46,327
18. BUNK '82 The Rock Show (MCA) 46,088
19. PUDDLE OF MUDD Control (Interscope) 44,448
20. COOLPLAY Yellow (Netwerk/Capitol) 43,467
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. RAISE AGAINST THE MACHINE Renegades Of Funk (Epic) 42,161
25. AMERICAN Hi-Fi Flavor Of The Weak (Island/IDJMG) 40,826
26. THE 3 DOORS DOWN Leder (Repubica/Universal) 40,639
27. DISTURBED Down With The Sickness (Reprise) 39,381
28. LINKIN PARK In The End (Warner Bros.) 38,119
29. THE 3 DOORS DOWN Duck And Run (Republic/Universal) 37,467
30. GORILLAZ Clint Eastwood (Virgin) 36,276
31. DISTURBED Stupify (Reprise) 34,706
32. STAIND Fade (Elektra/EG) 34,041
33. PO D Alive (Atlantic) 33,354
34. INCUBUS Pardon Me (Epic) 33,254
35. LIMP BIZKIT Rollin' (Interscope) 32,262
36. U2 Beautiful Day (Reprise) 31,434
37. GREEN DAY Warning (Reprise) 30,377
38. TRAIN Drops Of Jupiter (Columbia/CRG) 29,576
39. THE 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 Choc Suey! (Columbia/CRG) 28,026
46. STAIND Outside (Elektra/EG) 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

www.americanradiohistory.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 Supervisors, with successful consultant Alan Burns. The book received raves and endorsements from programmers and morning talent such as WPLJ-New York's Scott Shannon, WBIX-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: 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: 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 repen- tantly). 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 70year-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 in 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 available 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.

December 17, 2001 gavin 27
### Hot A/C Top Records 2001

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<td>Santana</td>
<td>Smooth (w/ Rob Thomas)</td>
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<td>31</td>
<td>Lee Ann Womack</td>
<td>I Hope You Dance</td>
<td>MCA Nash/Universal</td>
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<td>45,949</td>
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<td>Never Let You Go</td>
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<td>Smash Mouth</td>
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<td>God God Dolls</td>
<td>Black Balloon</td>
<td>Warner Bros.</td>
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<td>24,383</td>
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</table>

### 2002 Gavin Seminar Awards Nominees

**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**
- MCA
- Elektra
- Epic
- DreamWorks
- Lava/Atlantic

**Hot A/C Label Promotion Person of the Year**
- Tim Baker, KBIG-Los Angeles
- Terry Morris, WPLX-Boston
- John Roberts, WQAL-Cleveland
- Dara Kravitz, MCA

**Hot A/C Medium Market (#25-50) Station of the Year**
- KBBY-Oxnard/Ventura, Calif.
- WADQ-Danbury, Conn.
- WKXJ-Lexington, Ky.

**Hot A/C Small Market (101-150) Station of the Year**
- KKBX-Denver, Colo.
- WWMX-Portland, Me.

**Hot A/C/Hot AC Independent Promotion Company**
- KLLY-Bakersfield, Calif.
- KDSS-Modesto/Stockton
- KFYX-Albuquerque
- KSTZ-Bismarck
- KKVV-Colorado Springs

**Hot A/C/Hot AC Independent Promotion Company**
- KRLD-Dallas
- KXPN-Granger, Texas
- KQPM-Muncie, Ind.
- KSWF-San Francisco
- WARR-Oakland

**Hot A/C/Hot AC Medium Market Promotion Company**
- A.J. Garfield, KVRL-Colorado Springs
- Leslie Laz, KFPT-Tucson
- Donna Miller, KDSS-Modesto/Stockton

**Hot A/C Large Market (#1-20) Station of the Year**
- KMUX-San Francisco
- KYYS-Los Angeles
- WPLX-Boston
- WMX-Miami
- KBIG-Los Angeles

**Hot A/C Assistant Program Director/Music Director of the Year**
- Bill Trotta, WDAZ-Burlington, VT
- Greg Sisson, WQAL-Cleveland
- Dara Kravitz, MCA

**Hot A/C Large Market Operations**
- Manager/Program Director of the Year
- Tony Fiorenzo, WMMX-Tampa
- Ron Harrell, KFMX-Denver
- Brian Kelly, WWXM-Milwaukee
- Duncan Payton, KNXW-Las Vegas
- John Roberts, WQAL-Cleveland
- Jim Robinson, KMAX-Austin

**Hot A/C Medium Market Assistant Program Director/Music Director of the Year**
- Shari Kehr, WDDQ-Danbury, Conn.
- Arlene Minton, WMXG-Portland, Me.

**Hot A/C Small Market Assistant Program Director/Music Director of the Year**
- David Baker, KBIG-Los Angeles
- Ellen Minton, WMXG-Portland, Me.

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*The nominees for "Hot A/C" and "Hot AC" 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
Niki Sadler/ Hollywood Records
Debbie Gerchman, Warner Bros. Records
Mary Corray, Atlantic Records
Elene Locatelli, Columbia Records
Mark Rizza, Capitol Records
Stevie Janssen, Arista Records

A/C Label Promotor of the Year
Scotty Meyers, TeshMedia
Tom Nolan, WLTE-Minneapolis
Kurt Johnson, KVIL-Dallas

A/C Medium Market (51-100) Station of the Year
Tom Cunningham, Jim's Records
Cheri Lynne Martin, RCA Label Group
Scory Meyers, TeshMedia
Steve Reynolds, Universal Records
Katie Sosulik, Reprise Records
Linda Thurman, Curb Records

* A/C & Hot A/C Independent Promotion Company of the Year
Donna Brake Promotions
Jenny Lembo Entertainment
Sandi Lufkin Entertainment
Jeff McQuay & Associates
P.J. Promotions
Tri-State Promotions

A/C Major Market (#1-20) Station of the Year
KQST- Los Angeles
K2L-Dallas
WBZ-Philadelphia
WZTE-Minneapolis
WVTW-New York City
WKLX-Boston

A/C Major Market Operations
Manager/Program Director of the Year
Tony Cores, KFI/AM-Seattle
Kurt Johnson, KVL-Dallas
Jani Kaye, KOST-Los Angeles
Don Kelley, WJUX-Boston
Gary Nolan, WZTE-Minneapolis
Jim Ryan, WVTW-New York

A/C Major Market Assistant Program Director/Music Director of the Year
Haynes Johns, WYIZ-Chicago
Mark Laurence, WMAK-Boston
Cindy O’Terry, WJUX-Boston
Shaina Schwartz, KOST-Los Angeles
Dani Thomas, KFI/Seattle

A/C Large Market Operations
Manager/Program Director of the Year
Dan Atkinson, WLUW-Milwaukee
Ali Camp, WRPH-Hartford
Tom Matl, WAIV-Philadelphia
Chuck Knight, WSNY-Columbus
Scott Miller, WDOW-Cleveland

A/C Large Market Assistant Program Director/Music Director of the Year
Jeanne Ashley, KSPC-Kansas City
Steve Hamilton, KSRO-Denver
Joe Horn, WRCH-Hartford
Mel McCall, KYW/Los Angeles
Mike O’Brien, WMVY-San Jose

A/C Medium Market (21-50) Station of the Year
KMKZ, Tuscon
WHUD-Westchester
WJKB-Knoxville
WWHR-Grand Rapids
WHN-

A/C Medium Market Assistant Program Director/Music Director of the Year
Tom Cox, KYWB-Wichita
Kim Fischer, WJMN-Madison
Tom Furla, WHUD-Westchester
Leslie Loy, KMKZ-Tucson
Mary Turner, WMGT-Grand Rapids

A/C Small Market Station of the Year
WAHM-Huntsville, Ala.
WFL-Flippin, Ind.
WMXK-Lansing, Mich.
WEMEZ-Pensacola, Fla.

A/C Small Market Operations
Manager/Program Director of the Year
Kevin Peterson, WEMEZ-Pensacola, Fla.
Bar Richards, WFL-Flippin, Ind.
Kent Williams, WXBB-Rockford, Ill.
Brian Wendt, WHK-Charlotte, N.C.,

A/C Small Market Assistant Program Director/Music Director of the Year
Marlene Aqua, WPIG-Atlantic City, N.J.
Jim Baran, WJXT-Fl. Wayne, Ind.
Shelley O'Brien, WAHR-Huntsville, Ala.
Trudy, WLW-Utica/ Rome, N.Y.

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

The Top Records 2001

Mainstream A/C

<table>
<thead>
<tr>
<th>RANK</th>
<th>ARTIST</th>
<th>TITLE</th>
<th>LABEL</th>
<th>TOTAL RATING</th>
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<tbody>
<tr>
<td>1</td>
<td>LEE ANN WOMACK</td>
<td>I Hope You Dance</td>
<td>MCA Nashville/Universal</td>
<td>103,453</td>
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<td>'N SYNC</td>
<td>This I Promise You</td>
<td>Jive</td>
<td>98,472</td>
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<td>3</td>
<td>matchbox twenty</td>
<td>If You're Gone</td>
<td>Lava/Atlantic</td>
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<td>Faith Hill</td>
<td>That's Love</td>
<td>Warner Bros.</td>
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<td>BACKSTREET BOYS</td>
<td>Shape Of My Heart</td>
<td>Jive</td>
<td>76,956</td>
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<td>LeANN RIMES</td>
<td>I Need You</td>
<td>Capitol/Curtis/Sparrow</td>
<td>70,853</td>
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<td>7</td>
<td>ENYA</td>
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<td>JURI LEWIS w/ P. PAULINO</td>
<td>Groove</td>
<td>Hollywood</td>
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<td>BB MAK</td>
<td>Back Here</td>
<td>Hollywood</td>
<td>68,946</td>
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<td>10</td>
<td>SAVAGE GARDEN</td>
<td>I Knew I Loved You</td>
<td>Columbia/RE</td>
<td>63,605</td>
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<td>DON HENLEY</td>
<td>Taking You Home</td>
<td>Warner Bros.</td>
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<td>FAITH HILL</td>
<td>These You'll Be</td>
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<td>Breathe (Jive)</td>
<td>WARNER BROS.</td>
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<td>MARC ANTHONY</td>
<td>You Sang To Me</td>
<td>Columbia/RE</td>
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<td>LONEL RICHIE</td>
<td>Angel</td>
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<td>CELENE DION</td>
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<td>BRIAN McKNIGHT</td>
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<td>DIAMOND RIO</td>
<td>One More Day</td>
<td>Arista/Reprise</td>
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<td>THE CORRS</td>
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<td>SANZANA</td>
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<td>LONEL RICHIE</td>
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<td>SHAH TAINW</td>
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<td>S CLUB 2</td>
<td>Never Had A Dream</td>
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<td>Simple Things</td>
<td>Wincham Hill</td>
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<td>LOVEST</td>
<td>I'm Already There</td>
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<td>BON JOY</td>
<td>Thank You For Laving...</td>
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<td>47</td>
<td>ERIC CLAPTON</td>
<td>Believe In Life</td>
<td>Reprise</td>
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<td>48</td>
<td>TRAIN</td>
<td>Drops Of Jupiter</td>
<td>Columbia/RE</td>
<td>15,378</td>
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<td>49</td>
<td>JO DEE MESSINA</td>
<td>Burn</td>
<td>Curb</td>
<td>14,436</td>
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December 17, 2001 gavin 29

www.americanradiohistory.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 Enage 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 Donny Hathaway because he is the man, and ‘Silent Night’ by The Temptations because it explains the true meaning of Christmas.”
—Jamillah Muhammad

WWKV-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 flair 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 classics!”
—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 We Do At Christmas.’ But wait! What about Run DMC’s ‘Christmas In Hollis,’ and damn near anything by 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 Hathaways ‘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 ravoli. 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

WIZE-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 is 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 learning 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 quiets 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

WWDM-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

U R B A N

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!

MAINSTREAM URBAN RADIO
MAJOR MARKET 1-25

Mainstream Urban Radio Station of the Year
KKBT-Los Angeles
WQFX-Chicago
WJMK-Detroit
WJXO-Detroit
WHUP-Atlanta
WJMS-Washington
WJMS-Miami

Mainstream Urban Radio OM/ PD of the Year
Skip Leonard McGee of Marketing/Promotion Mainstream

Mainstream Urban Radio Air Personality of the Year
Steve Harvey KKBT-Los Angeles
Nick Capra WLBS-New York
Robbie George WPMX-Chicago

Mainstream Urban Radio Artist of the Year
Tina Treasa WNSA-Philadelphia
Shelby Smith WVEE-Atlanta

Mainstream Urban Radio Record Executive of the Year
Mark Byrd Virgin
Howard Geigel Interscope
Kathie Moore Epic

Mainstream Urban Radio Affiliated Label of the Year
Aftermath
Bad Boy
Silk-N-Slide

Mainstream Urban Radio Marketing/Promotion Person of the Year
Tina Nachman WLBS-New York
Leonard McGee KKBT-Los Angeles
Kymberli Rose WPMX-Chicago
Simone Jones WNSA-Philadelphia
Shelby Smith WVEE-Atlanta

Mainstream Urban Radio Station of the Year
KKTZ-Charlotte
KZAZ-Cincinnati
KKDZ-Kansas City
WKKV-Milwaukee
WOKX-Nashville

Mainstream Urban Radio OM/ PD of the Year
Terri Fox WQFX
Jamall Muhammad WWK
Lance Panton WENZ
“Hurricane Dave” Smith WZM
Sam Weaver KPRS

Mainstream Urban Radio APD/ MD of the Year
Myron Feen KPRS
Doc Love WWK
Toni Thomas WZM
Nate Quick WPEG
Michael “Heartattack” Mauzon WQW

MAINSTREAM URBAN RADIO
MAJOR MARKET 26-50

Mainstream Urban Radio Station of the Year
WENZ-Dayton
WZFT-Cincinnati
KPRS-Kansas City
WKKV-Milwaukee
WOKX-Nashville

Mainstream Urban Radio OM/ PD of the Year
Terry Fox WQFX
Jamall Muhammad WWK
Lance Panton WENZ
“Hurricane Dave” Smith WZM
Sam Weaver KPRS

Mainstream Urban Radio APD/ MD of the Year
Myron Feen KPRS
Doc Love WWK
Toni Thomas WZM
Nate Quick WPEG
Michael “Heartattack” Mauzon WQW

MAINSTREAM URBAN RADIO
MAJOR MARKET 50 AND HIGHER

Mainstream Urban Radio Station of the Year
W2DX-Fort Lauderdale
WFXA-Augusta, Ga.
W2DZ-Flint, Mich.
WJMI-Jackson, Miss.

Mainstream Urban Radio OM/ PD of the Year
Lamanda Williams W2DX
Kevin Fox WFXA
Brant Johnson W2DH
Chris Reynolds W2DZ
Mike Love W2DM

Mainstream Urban Radio Record Executive of the Year
Cynthia Johnson Columbia
Richard Nash Elektra
Rodney Shealey Sony
Johnnie Walker Island/Def Jam
Ken Wilson J Records

U R B A N A / C

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URBAN ADULT CONTEMPORARY RADIO
MAJOR MARKET 1-25

Urban Adult Contemporary Radio Station of the Year
KMMQ-Houston
WDMK-Detroit
WALR-Atlanta
WHUR-Washington
WMMJ-Washington
WHHT-Miami

Urban Adult Contemporary Radio OM/ PD of the Year
Carl Carter KMMQ
Jen Kennedy WALR
Hector Hannah WHUR
Derek Brown WHHT
Toya Beasley WHHT

Urban Adult Contemporary Radio APD/ MD of the Year
Daisy Davis WDAS
David Dickerson WHUR
Mike Chase WMJ
Rudy V KRNB
Karen Vaughan WHHT

Urban Adult Contemporary Radio Marketing/Promotion Person of the Year
Ted Davis WMJ
Kathy Daniels WALR
Frank Lommi WDAS
Bobbie Jefferson KMMQ
Zeke Zanders WHUR

Urban Adult Contemporary Radio Air Personality of the Year
Jeffree Charles WALR
John Mason WMJ
John Monds WHUR
Tom Joyner ABC Networks Syndication
Frankie Ross KJLH

Urban Adult Contemporary Radio Artist of the Year
Janine
Alicia Keys
Maxwell
Masqui Soulchild
Jill Scott

Urban Adult Contemporary Radio Record Executive of the Year
Dave Lawrence Epic
Rene Bardline Warner Bros.
Sandra Sullivan Priority
Michelle Madison Elektra
Chris Berry DreamWorks

Urban Adult Contemporary Radio Station of the Year
Kevin Kofax WDKJ, Ark.
Mark Dylan KDKY, Ky.
Stan Branson WXX1, Fla.
Aaron Maxwell WSOQ, Miss.
Mya Vernon KXDL, La.

Urban Adult Contemporary Radio OM/ PD of the Year
Kevin Kofax WDKJ, Ark.
Mark Dylan KDKY, Ky.
Stan Branson WXX1, Fla.
Aaron Maxwell WSOQ, Miss.
Mya Vernon KXDL, La.
### Top 10 Urban/Contemporary Songs of 2001

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### Top 10 R&B Songs of 2001

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### Top 10 Hip Hop Songs of 2001

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**By The Poetess**

**UFF RYDERS' ROUGH RIDES**

Rakim 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 unfortunately 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 Darrin 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 style news...The first lady of the Ruff Ryder camp is making her acting debut. Eve will star alongside Ice Cube in a flick called _The Barber Shop_. The sixty-century 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 putting it down on their new album _Ryde or Die—Volume III_.

**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 All soundtrack, Jay will be releasing a remix version to his smash "Girls, Girls, Girls" that features Michael Jackson. Howe and MJ first hooked up publicly when the king of pop joined them on stage this summer at the 1997 Summer Jam in New York. They hit it off and he ended up spinnin' 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" Rivers 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 Cabecce 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 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" is 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**

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 with 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-name duo, Redman and Method Man are on the road promoting their new movie _How High_. Skaas, played by Method Man, is a self-taught herbivore 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 member Raekwon, Ghostface Killah, and U-God. The Ticalion, Stallion also has reunited with Wu to drop their 4th album, _Iron Flag_. 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 absentee 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 out Saturday mornings at 8 a.m. for the "All Request Countdown" on 100.3 The Beat.

For Caring Mic Patrol...I'M THE POETESS...AND IM UP OUT THIS PIECE!
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 Joplin Group. 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 WKZF-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 Jeff Loy Nichols came out in January. Jon Peterson returned to WRNR as operations manager/afternoon drive personality PD and morning personality Alex Corrigan and MJ/evening rock Damian Einstein remained in place. Kevin Sutter acquired the promotional arm of MJ promotion and started up Tazmoe Music with Mark Rudway. 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 Formulate (Mixed Bag). XM Satellite Radio signed an agreement with Visteen 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 Swap, 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 WPXN and Ali Castellini was brought on board to assist with World Cafe bookings. Jack Burton leaves WYEP, and Chris Griffin takes over as interim MD. Crystal Anne Lea leaves KGSN and joins Michele Clark’s 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 Sliifkin, 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

WRIT celebrates its eleventh anniversary as Nashville’s Triple A outlet. The Chris Brown 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 fourteenth 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 Philips of the Mamas and the Papas dies. Longtime Warner Bros. promo vet Nancy Stein leaves. Curt Mathis 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 WCIE 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’ “Planes of the Universe,” Blues Traveler’s “Girl Inside My Head,” Ani DiFranco’s “Heartbreak Even,” and Buddy Guy’s “Baby Please Don’t Leave Me” come out in the first two weeks of April. WRIT 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’ “Sing,” Marcia Ball’s “Count the Days I’m Gone,” and Turin Brakes’...
May

KSPN PD Craig Kocher exits and Dave Scholl at sister station KFUU takes over as PD of both stations. Jerry Gerard resurfaces at WARY. Robert Gray’s “Baby’s Arms” and Radioladdie’s “I Might Be Wrong” come 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 Kristy 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 Malbonado exits WIBO, promotion person Rebecca Dodd joins Blind Pig Records, and WXRQ adds the Eleventh Annual “XTG Sky Concert,” attracting an estimated 500,000 spectators. XRT also ups James VanOsdol MD and John Fermada to APD. Dylan celebrates his 50th birthday and Shenker Copeland wins three W.C. Handy Awards to top of Alligator Records 30th Anniversary year. Steve Fornatula, son of WFUV radio personality Pete Fornatula, becomes AMD at TUF, and KFGO’s Haley Jones is promoted to APD.

June

John Mayer releases “No Such Thing,” Rachael Lesbian decides to return to school and leaves Coast to Coast Promotion, and for the fourth year in a row, WYEP hosts the World Cafe at the Andy Warhol Museum in Pittsburgh. Nicole Sandler leaves in the wake of layoffs at Clear Channel’s WorldClassRock.com. Amy Jones enters the new marketing director for WNCW, and music business icon Phil Walden starts up Velocette Records with Phillip Jr. and daughter Amanda. 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 85. 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 RykoField as head of promotion and Sozy Changar exits RCA. Delbert McClinton’s “Squeeze Me In” and Grant Lee Phillips’ “Spring released” come out, and Elektra’s Lisa Michelston-Sonkin gives birth to daughter Jessica Leigh. KTAV announces new MD Michael Dean. KFOG goes #1 25-54, and Chris Herrmann is named PD of WIBO.

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 a•tion 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 through. 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 SHR Creative, World Cafes David Dye and Bruce Warren, Cities 97’s Lauren MacEach, KINK’s Kevin Welch, and KFGO’s Dave Benson & Jude Heller, for sharing what they do so well with the Triple A community at large. Thanks to WNCW’s Jody Peterson and WXRT’s Bruce Warren for the space they added to the Griddle. Meanwhile back in the world, Ryan Adams’ “New York, New York,” Boz Scaggs’ “Payday,” Suzanne Vega’s “Wild’s Walls,” John Mellencamp’s “Peaceful World,” and Cranberries’ “Analyse” all came out, and KFOG surprises observers with a full-time ac of local San Francisco rising stars Luce.

September

Jody Petersen becomes PD of WNGS 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 decides to make a full-time purchase of 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. 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 luck to work. Farm Aid 2001 rolled into Verizon Wireless Music Center in Indianapolis. Brian Corneito exits Capitol.

October

Boston Radio has a 5K walk to raise money for the victims of 9/11 and 22 stations participate, including both WIOX and WXPN. 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 Garfield exits SiriusRadio and goes to WNSC to be production director and to do the evening shift. KTBG-The Bridge in Warrensburg/Kansas City becomes a GAVIN reporter. WJZ’s Bill Grauer 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. WXTN MD James VanOsdol 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 Daltrey. Brian Corona lands at ArtistDirect. William Topley’s “Back To Believing” goes to radio and WXRT APD John Fermada takes on the added duties of MD. Tone-Cool signs an exclusive deal with Artemis. Rounder’s Kartinka Singers moves to the West Coast and Iggy Pop stage dives onto KHYR’s Lena 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 Michelston-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—Eric Lincolngham 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. WTTG 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

WIOX announces Michele Williams as the new MD starting in January. Previous MD Amy Brooks remains on air in the midays, and SHR consults Citizen Cope’s “Citizen Cope” and Hank Williams Jr.’s “Almera 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!

<table>
<thead>
<tr>
<th>Major Label Artist and Album of the Year</th>
<th>Station of the Year (Non-Commercial)</th>
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<tbody>
<tr>
<td>Coldplay</td>
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<td>Shelby Lynne</td>
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<tr>
<td>John Mayer</td>
<td>WRNR</td>
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<tr>
<td>Liz</td>
<td>WXPN</td>
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<td>Pete Yorn</td>
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<th>Independent/Subsidiary Label Artist and Album of the Year</th>
<th>Program Director of the Year (Markets 1-25)</th>
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<tr>
<td>Ryan Adams</td>
<td>Scott Arbough - KBCO</td>
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<tr>
<td>Afro Latin Sound System</td>
<td>Dave Benson - KFOG</td>
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<tr>
<td>John Hiatt</td>
<td>Lauren Macleash - KTCZ</td>
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<tr>
<td>Johnny A</td>
<td>Chris Moys - KMTT</td>
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<td>Jeb Loy Nichols</td>
<td>Norm Winer - WXRT</td>
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<th>Program Director of the Year (Markets 26+)</th>
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<td>Capitol</td>
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<tr>
<td>Columbia</td>
<td>Alex Cortright - WRNR</td>
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<tr>
<td>Interscope</td>
<td>Judy Denberg - KPRS</td>
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<td>MCA</td>
<td>Ira Gordon - KBAC</td>
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<td>Virgin</td>
<td>Laura Hopper - KPRG</td>
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<tr>
<td>Artemis</td>
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<tr>
<td>Lost Highway</td>
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<td>Real World</td>
<td>Haley Jones - KFOS</td>
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<td>Rounder</td>
<td>Keffer - KBCO</td>
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<td>Vanguard</td>
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<th>Music Director of the Year (Non-Commercial)</th>
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<tr>
<td>Alex Dunoffly</td>
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<td>James Evans</td>
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<td>Ray Geimer</td>
<td>Dan Read - WPK</td>
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<td>Sara Kravitz</td>
<td>Bruce Wurff - WXPN</td>
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<tr>
<td>Steve Nice</td>
<td>Rosemary Welch - WYEP</td>
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<td>John Rosenfielder</td>
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<tr>
<td>Ray DiPietro</td>
<td>Susan Castle - KGRS</td>
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<td>Michael McDonald</td>
<td>Keith Coas - WRT</td>
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<td>Art Phillips</td>
<td>Dave Hendl - KTHX</td>
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<td>Jeni Sperandeo</td>
<td>Marie McCullister - WTTs</td>
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<td>Chris Stacey</td>
<td>Kevin Welch - KINK</td>
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<td>Katrinika Sydnam</td>
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<tr>
<td>Michelle Clark</td>
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<td>Sean Cookey</td>
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<td>Michael Ebenberg</td>
<td>Chuck Horn - WXRT</td>
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<td>BIF Kennedy</td>
<td>Rita Houston - WRUV</td>
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<td>Harry Levy</td>
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<td>Adam Klein - WBOS</td>
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<td>KMTT</td>
<td>Tom Lipsick - WRRT</td>
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<td>KTCZ</td>
<td>Jennifer Orr - KMTT</td>
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<tr>
<td>WRRT</td>
<td>Julie Smith - KBCO</td>
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<td>KBAC</td>
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<td>KGRS</td>
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<td>KINK</td>
<td>Candice Gonzales - KINK</td>
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<td>WNCs</td>
<td>Eric Thomas - WNCs</td>
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<td>WRNR</td>
<td>Ken Munson - WXRT</td>
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<td>Ken Munson</td>
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<td>John Platt</td>
<td>Mike Tregibch - WPK</td>
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<td>Paul Rogers</td>
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### THE TOP 50 2001

#### TRIPLE A ALBUMS

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<td>1</td>
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<td>All That You Can't (Interscope)</td>
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<td>2</td>
<td>DAVE MATTHEWS BAND</td>
<td>Every Day (Reprise)</td>
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<td>TRAIN</td>
<td>Drops Of Jupiter (Columbia/CRG)</td>
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<td>DAVE GRAY</td>
<td>White Ladder (Reprise)</td>
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<td>America Town (A&amp;M/Interscope)</td>
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<td>Look Into The Eyeball (Vanguard)</td>
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<td>mid season (Elektra/EGC)</td>
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<td>34</td>
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<td>Whole New You (Columbia)</td>
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<td>New York, New York (Lost Highway)</td>
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<td>LUCINDA WILLIAMS</td>
<td>Essence (Lost Highway)</td>
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<td>46</td>
<td>BARENAKED LADIES</td>
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<td>47</td>
<td>DEXTER FREEBISH</td>
<td>Leaving Town (Capitol)</td>
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Tech Execs Say the Darndest Things

BY DOUG WYLIE

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. 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 Digit 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, Digital 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 Margoese 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 Margolin, 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 CDD8 trademark by failing to disclose certain key information to the U.S. Patent and Trademark Office. Both cases remain unresolved.■

December 17, 2001 gavin 39
WWW.2001.COM

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

BY DOUG WYLIE

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 to 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 Musiclabel

Mar 14 BMG Looks to Sell Stake in GetMusic

Mar 15 Music Labels Team with Beatnik

Mar 19 XM Radio Hires 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 Kozbango Radio receiver yanked from production before ever hitting retail shelves.

Mar 23 Hank Baro Issues Scathing Statement

Mar 30 GlobalMedia Restructures, Relocates

Apr 02 AOL Time Warner, Bertelsmann AG and EMI Group Announce MusicNet

Apr 03 Music Builder 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 Verisign Acquires GlobalSign

The American Federation of Radio and Television Artists force its 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, DMCA 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. "Nick" Nichols.

Apr 19 Emis to Hold Off on Streams, For Now

Apr 19 MeasureCast Secures Funding

Apr 20 MusicNet Technology Demonstrated

Apr 23 Harlow 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 (DMIA), 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-I, 2000

Apr 27 Listen.com Loses Off 35 Employees

May 01 Liquid Audio Relocates, Restructures, Releases Staff

May 02 Limster 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. As 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

DOT.COM JOB CUTS

| Source: Challenger, Gray, and Christmas, Inc | 12,828 |
| Jan. | 11,649 |
| Feb. | 9,533 |
| Mar. | 7,554 |
| Apr. | 13,419 |
| May | 9,216 |
| June |
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 18 Napster Seeks Volunteers to Test Subscription Service
May 21 Vendo Universal to Acquire MP3.com
May 22 Online-Only Webcasters Dominate Arbitron
Top 10 Seven of the top 10 webcasters were only online.
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 E-Music, 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 Matrix reports that Napster usage in May fell by 1.4 million unique visitors.
Jun 18 Arbitron: Listeners Have Alternatives for Streamed Audio

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<th>Date</th>
<th>Event</th>
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<tbody>
<tr>
<td>Jun 19</td>
<td>Terrestrial Radio Being Drubbed in Online Ratings</td>
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<td>Jun 22</td>
<td>Roxio Files Counter-suit Against Gracenote</td>
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<td>Dot-Cam Job Cuts at Eight-Month Low</td>
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<td>According to a report today from Challenger, Gray &amp; Christmas, dot-cam job cuts fell for the second consecutive month in June to 9,216, the lowest level since November (7,879).</td>
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<tr>
<td>Jun 28</td>
<td>&quot;Roll&quot; Begins Broadcasting</td>
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<td>Jul 03 Napster Upspeeded Napster pulls the plug on its services as the company prepares to launch a new version that will compensate rights holders.</td>
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<td>Jul 10</td>
<td>LoudEye Acquires Assets of the Dial</td>
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<td>Jul 12</td>
<td>Judge Panel: 99.4 Percent Pure Still Not Pure Enough</td>
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<tr>
<td>Jul 16</td>
<td>MusicMatch, RIAA Reach Settlement</td>
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<td>Jul 18</td>
<td>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.</td>
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<td>Jul 23</td>
<td>Jupiter: Online Music Sales to Grow Five Fold</td>
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<td></td>
<td>Jul 24 WebRadio to Shut Down</td>
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<td>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.</td>
</tr>
<tr>
<td>Jul 31</td>
<td>BMG to Test Napster-Proof CDs</td>
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<td>Aug 03</td>
<td>Court: Radio Must Pay to Stream</td>
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<td>Aug 16</td>
<td>Korean P2P Developers in Hot Water</td>
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<td>Aug 28</td>
<td>New Report Declares Online Advertising Will Increase Seven Percent in 2001</td>
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<td>Aug 30</td>
<td>Copyright Office to Congress: Clarify DMCA</td>
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**SEPTMBTER 11th, 2001**

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<th>Date</th>
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<tr>
<td>Sep 13</td>
<td>XM Delays Launch in Wake of Terror Attacks</td>
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<td>Sep 24</td>
<td>Napster, Songwriters, Music Publishers Reach Settlement</td>
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<td>Sep 25</td>
<td>XM Hits the Airwaves</td>
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<td>Sep 26</td>
<td>LoudEye Acquires Activate</td>
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<td>Oct 03</td>
<td>MP3.com COO Goes Presidential</td>
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<td>Oct 04</td>
<td>Webnoize: Pirated Downloads Up 50 Percent in September</td>
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<tr>
<td>Oct 08</td>
<td>Sirius Satellite Radio Dismisses Lawsuit</td>
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<td>Sirius responds to a class action investor lawsuit filed against it in the United States District Court of Vermont by saying, &quot;These claims are frivolous and without merit, although the complaint was an entertaining piece of fiction.&quot;</td>
</tr>
</tbody>
</table>

Oct 10 Report: Users of Napster Alternatives Increased Nearly 300 Percent
Oct 16 America Online Launches Radio@AOL
Oct 17 NetRadio Closes Its Doors
Oct 22 MP3.com Mitoses 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 10 employees, including several senior level executives, in an effort to reduce burn rate of cash on hand.
Oct 23 McClure Takes the Helm at MusicNet
Oct 24 Napster Lays Off 16
Oct 29 MeasureCast Sues Funding, Major Partners MeasureCast has completed its second round of funding, securing $8.5 million from new partners in the Nielsen companies, FBR, CoMotion Ventures, Capital, Transcosmo 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 Sells Assets to Streamline
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 targets two to three investor Class Action Suits
Nov 12 Citadel to Stream Through Yahoo!
Nov 13 XACT Tops 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.
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.


- 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)

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<th>Top 40, A/C &amp; Hot A/C, Rhythm Crossover</th>
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<tr>
<td>Cash $ Millionaires “Undisputed” (Cash Money/Universal), Crossover</td>
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<tr>
<td>Kevin Ceballo “My First Love” (Universal), Crossover</td>
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<td>Mandy Moore “Cry” (from A Walk To Remember) (Epic), Top 40</td>
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<th>JANUARY 7 &amp; 8, 2002</th>
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<tr>
<td>Michelle Branch “All You Wanted” (Maverick/Warner Bros.), Hot/Modern</td>
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<td>Darren Hayes “Insatiable” (Columbia/CRG), Hot/Mainstream</td>
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<tr>
<td>Jennifer Lopez “Ain’t It Funny (remix)” (Epic), Top 40, Rhythm &amp; Crossover</td>
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<tr>
<td>Sense Field “Save Yourself” (Nettwerk), Hot/Mainstream</td>
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<tr>
<td>Sugar Ray “Ours” (Lava/Atlantic), Top 40 &amp; Hot/Mainstream</td>
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</table>

Happy Holidays! See you in 2002...
"It is an invaluable tool"

"Mediabase is the first thing we look at everyday. It is an invaluable tool we feel we can’t live without."

Barbara Seltzer
General Manager
London-Sire Records

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