

INTERNET
SPECIAL 3.0
Virtually Useless...



DESTINY'S
CHILD

WINNERS

REQUESTS

BRITNEY SPEARS *Jive*
3 DOORS DOWN *Republic/Univ/UMG*
DESTINY'S CHILD *Columbia/CRG*
NELLY *Fo' Reel/Universal/UMG*

EARPICKS

BARENAKED LADIES *Reprise*
FASTBALL *Hollywood*
MADONNA *WB*
EVAN & JARON *Columbia/CRG*

BREAKOUTS

JO DEE MESSINA *Curb/Atl N'ville*
BIG L *Rawkus*
BRIAN SETZER ORCH *Interscope*
COYOTE UGLY (ST) *Curb*

WILDCARD

BARENAKED LADIES
Reprise

HOT NEW RELEASES

2GETHER

The Hardest Thing About...
TVT

CALEB

Welcome
Universal/UMG

EVE 6

Promise
RCA

RUFF ENDZ

No More
Epic

FAITH HILL

The Way You Love Me
WB

ELTON JOHN

Friends Never Say Goodbye
DreamWorks

UNAMERICAN

Tonight's The 1st Night
Universal/UMG

KANDI

Don't Think I'm Not
Columbia/CRG



ELTON JOHN

"Friends Never Say Goodbye"

GOING FOR ADDS AUGUST 15



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RECORDS
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4 VIBE-RATERS

Common, Mya and Dido hold down the front, while Kandi and Dandy Warhols enjoy their 15 minutes as Vibe newcomers.

6 ALBUMS

"Now" is still wowing the opposition—Britney Spears, Nelly, Eminem and NSYNC—while country star Jo Dee Messina comes in at #12.

31 DIALOGUE

Get a download of this... HITS Internet Special 3.0 focuses on future apps, featuring the effect of broadband and wireless on content sites, music service providers, Internet radio and clicks & mortar, as well as interviews with the principals behind Shockwave and Listen.com. and plenty more for you to do in between Napster sessions.

67 ROCK2K

Ivana can see for miles, and she'll need to with her Who tickets (69), APM pit boss Mike Morrison finds a Jayhawk in a handsaw (79) and chip off the Rock block John Lenac plays misty for you (83).

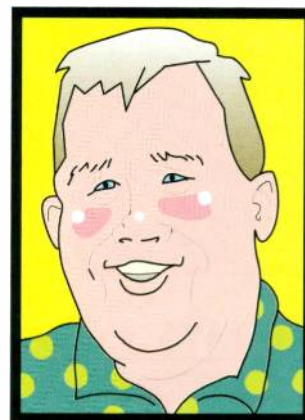
89 FLAVA CAMP

Michelle S. is hoo-bangin' (91), Ricky Leigh gets way down with D'Angelo (95) and Nasty Nes flashes street cred (99).

103 JAMZ

Juice trumpets the nominees for the sixth annual "Lady of Soul" awards show, which fortunately don't include JAMZ' own diva wannabe Gary "He Sure Ain't No Mahalia" Jackson.

CLEAR SAILING



Now that Clear Channel Radio's acquisition of SFX is done—and the AMFM merger is due to close shortly—Chairman/CEO Randy Michaels is on the verge of being king of the largest broadcasting entity in history. This diehard Cincinnati Reds fan (and Skyline Chili regular) may soon have as much clout in the City of Seven Hills as prodigal son Ken Griffey Jr. Now, all this one-time engineer has to do is adjust a few radio towers, slog down some Graeter's ice cream and try to block out this HITS Contents transmission.

POP

Nelly looks for MO at **MPS**, Britney gets "Lucky" at **REQUESTS**, **POP MART** says Arista's Steve Bartels is doing good by Dido, while Jive's Joe Riccitelli dominates Radio Disney, which does nothing to excuse this week's always-Goofy **WAVELENGTH**.

112 **MPS**

116 **POP PLAYS**

120 **REQUESTS**

122 **POP MART**

126 **WAVELENGTH**

11 **FRONT PAGE**

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106 **TOP TENS**

109 **RERAP**

110 **EARPICKS**



ON THE COVER

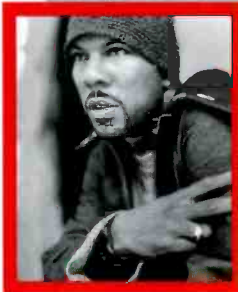
Columbia Records group Destiny's Child are "Jumpin'" at the chance to get off this HITS cover after seeing "The Writing's On The Wall."

VIBE-RATERS

OUR PICKS TO BREAK • CHOSEN BY THE HITS EDITORIAL BOARD

1 COMMON • MCA

2 LW 5 2W 93W



album: LIKE WATER FOR...
track: THE LIGHT

Album's hot sales streak continues across-the-board, while The Light illuminates Xover and Urban radio. #1 at WIIZ, WOWI. Top 5 at KMEL, WEDR. Top 10 at KKBT, KUBE, WQUE, KKDA. Spinning big at KPWR, WQHT and WBLS, too. Huge spins at MTV, BET, M2. Beach Party Jam. *Chris Rock 9/1*. Mgmt: Derek Dudley.

5 UL' ZANE • PRIORITY

7 LW 12 2W



album: YOUNG WORLD: THE...
track: CALLIN' ME

R-Xover and Urban keeps Callin' as 112-featured track gets Top 5 phones. Added at WTLC, WKYS. Top 10 at WIIZ, WLLD. Big spins at KMEL, WJMN, WHTA, WVEE, WPHI, KYLD, more. Plus, lil' rapper getting big single sales. #3 at T'World, #5 at M'land, #9 at Anderson. MTV, BET. Source: Mgmt: Worldwide Entertainment.

2 MYA • UNIVERSITY MUSIC/INTERSCOPE

4 LW 9 2W



album: FEAR OF FLYING
track: CASE OF THE EX

Scorching single heating up album sales. Rhythm and Xover giving the best Case scenario with Top 10 spins at WJMN, WVEE. Spinning big at KMEL, WHTA, Z90, KGGI, KBMB, more. Huge spins at BET, MTV, #7 The Box. Just off Nick "All That Tour." *Later w/ Cynthia Garrett*. Mgmt: CD Enterprises.

6 SR-71 • RCA

8 LW 10 2W 10 3W



album: NOW YOU SEE INSIDE
track: RIGHT NOW

Continuing to be inside at PoMo. #1 KWOD. Top 5 at KCXX, WNINX, WHFS, more. Top 10 at WBCN, WKQX, WMFS. Rocketing at KROQ, WXRK, more. On MTV, M2, the Box Right Now. Album sales flying up, with Best Buy leading. On tour. Impacting Top 40 8/28. Mgmt: Andy Martin/Deep South Ent.

3 DIDO • ARISTA

3 LW 8 2W 11 3W



album: NO ANGEL
track: HERE WITH ME

Here, there, everywhere as *Roswell* theme impacts at Pop with 34 adds! Including KRBE, STR94, PRO-FM, WBLI, WKIE, more. Top 5 at KLLC. Top 10 at KYSR, WXPT, more. Big at WPLJ, WLIR, more. Sales take a big jump. On tour through Sept. New video in post. Mgmt: Peter Leak/Netwerk Mgmt.

7 KITTIE • ARTEMIS/NG

5 LW 7 2W 8 3W



album: SPIT
track: CHARLOTTE

Album sales "Spit"acular as the grrrls of Ozzfest stay on the prowl. More than 500k shipped. Second single is Top 5 at KBSO. Big at WXRK, KXXR, WBCN, KXTE, KDGE, WAAF, more. MTV and M2. On Ozzfest through 9/2, followed by headlining club tour. Mgmt: Dave Landers/KMA Enterprises.

4 FASTBALL • HOLLYWOOD

DEBUT 9 LW



album: THE HARSH LIGHT OF DAY
track: YOU'RE AN OCEAN

Multiple formats diving into Ocean and wetting appetites for 9/19 LP street date. Big adds at STR94, KDMX, WKTI, WLNK, WTMX, WQAL, WMXB, more. Top 10 spins at KXST and KENZ. Huge spins at KYSR, WLIR, WXRT, KFMB, WPLJ, KLLC, more. Club tour begins 8/21. *Conan 9/15*, AOL chat 9/19. Mgmt: Russell Carter Artist Mgmt.

8 RUFF ENDZ • EPIC

10 LW 11 2W 12 3W



album: LOVE CRIMES
track: NO MORE

Single is hot, building buzz for 8/22 LP street date. #2 at M'land, #4 at T'World. Crimes committed at R-Xover with #1 spins at KDKO. Top 5 at KMEL, KUBE, WGCI, WRKS, WBLS. Plus, big spins at KPWR, KKBT, KJLH, more. MTV, BET, M2. Source: Vibe. Mgmt: Troy Patterson/Third St. Music Group.

VIBE-RATERS

OUR PICKS TO BREAK • CHOSEN BY THE HITS EDITORIAL BOARD

9 THE CORRS • 143/LAVA/ATL/ATL G

DEBUT 15 LW



album: **IN BLUE**

track: **BREATHLESS**

Added at VH1! Euro-smash building major buzz for U.S. 9/12 release date. Leaving radio *Breathless* with adds at WMMX, WBMX, WTMX, WMTX, WQAL, KHMV, KBEE, more. Spinning big at early believers WSSR and WVRV. *GMA*, *Weekend Today*, *Leno*, *CNN Showbiz*, *Vanity Fair* this Fall. Mgmt: Jon Hughes.

13 KANDI • COLUMBIA/CRG

DEBUT



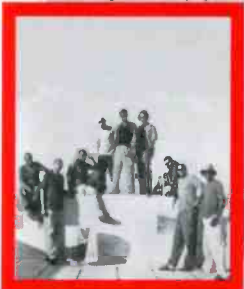
album: **HEY KANDI...**

track: **DON'T THINK I'M NOT**

Sweet debut from former Xscape member impacts Top 40 8/15. Already bringing sugar to Urban/Xover. Top 5 at KYLD. Top 10 at KGGI, WJMN. Sweet tooth at WBLI, WGCI, WBL. BET, the Box. Album streets 9/19. "Whassup" Budweiser tour starts 9/15. *Access Hollywood*. Source, *Vibe*. Mgmt: Marvin McIntyre/Marvelous Ent.

10 BAHAMEN • S-CURVE/ARTEMIS

13 LW 16 2W 14 3W



album: **WHO LET THE DOGS...**

track: **WHO LET THE DOGS...**

MTV spins kicking in at presstime. Dogs are out at radio; #1 at WLIR! Barking at Z100, WBLI, WKTU, more. Big adds at KIIS, KDWB! Single #2 at T'world, #7 at M'land. Album sales off the leash at chains, racks starting to impact. Nick. Special 8/13. *Jenny Jones* 8/25. Mgmt: Stu Rick/Isley/Mega Mgmt.

14 NO AUTHORITY • MAVERICK

11 LW 13 2W



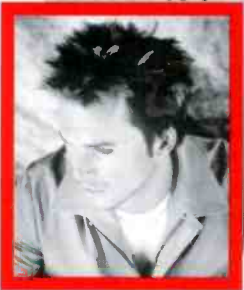
album: **NO AUTHORITY**

track: **CAN I GET YOUR NUMBER**

Authority figures growing as single sales heat up thanks to Top 40 love. Big spins at KIIS, WKIE, WVSR, KPTY, WKQI, WSTW, WHYI, WBLI, more. Video in post. Rocking Nick's All That Tour. *Teen People*, *J-14*, *Jump*. Segment on *Sally*. *Double Dare* in September. Mgmt: Richard Walters/Star Andrews for Smash Music.

11 BT • NETTWERK AMERICA/CAPITOL

14 LW 14 2W 13 3W



album: **MOVEMENT IN STILL...**

track: **NEVER GONNA COME...**

Sales continue to grow in airplay markets and there are tons of them. #35 at Tower. Top 10 at WNNX, KXRX, WKQX, WFNX, more. Spins not coming down at 99X, KDGE, Q101, WWCD, WROX. Huge phones at KNDD, KNRK, more. M2, The Box. On tour all year. Mgmt: Richard Bishop/3 AM.

15 NICKELBACK • ROADRUNNER

DEBUT 16 LW



album: **THE STATE**

track: **LEADER OF MEN**

Continuing to lead as Active Rock blow-out becomes PoMo explosion. MTV, M2 giving change back. Top 5 at KNRK. Top 10 at KKND, KTBZ. Maximum spins at WBCN. Giant phones at KDGE, more. Album sales on the march. Second track, "Breathe," blowing up at Active Rock. Mgmt: Bryan Coleman/Union Entertainment.

12 WHEATUS • COLUMBIA/CRG

12 LW 15 2W 16 3W



album: **WHEATUS**

track: **TEENAGE DIRTBAG**

Crossing from closed-out PoMo to Top 40 as buzz builds in front of 8/15 street, shipping 150k. Cleaning up at MTV, M2. Top 5 at KNDD, WFNX, more. Top 10 at KTCL, Y100, more. Breakfast of champs at KROQ, Z100, WBLI, WLIR, more. Massive phones! On tour thru Sept. Mgmt: Ray Maiello/MoonTower Ent.

16 DANDY WARHOLS • CAPITOL

DEBUT



album: **THIRTEEN TALES FROM...**

track: **BOHEMIAN LIKE YOU**

Third record from Portland, OR PoMovers has fine and dandy first-week numbers. Big love at the indies. #1 at WOXY! Top 10 at KNRK, XTRA. Telling tales at KROQ, WKQX, WXRT, WHFS, KITS, more. Video in post. Last clip got M2 and *120 Minutes* spins. Tons of press. Mgmt: Frank Gazzo/Monqui Mgmt.

top 50

ALBUMS

2W	LW	TW	ARTIST	TITLE COMMENT	LABEL	POWER INDEX	PERCENT CHANGE
1	1	1	NOW VOL. 4	VARIOUS <i>Christina, Britney Backstreet, & more</i>	UTV 524772	222.8	-7%
2	2	2	BRITNEY SPEARS	OOPS!...I DID IT AGAIN <i>"Lucky", McDonalds commercials</i>	Jive 41704	218.8	-3%
4	3	3	NELLY	COUNTRY GRAMMAR <i>Title cut leads, 2.5 million</i>	Fo' Reel/Univ/UMG 157743	217.2	+2%
3	4	4	EMINEM	MARSHALL MATHERS LP <i>"The Way I Am" driving force now</i>	Aftermath/Interscope 490629	196.5	0%
7	5	5	NSYNC	NO STRINGS ATTACHED <i>"It's Gonna...", and McDonalds</i>	Jive 41702	153.1	+5%
6	7	6	CREED	HUMAN CLAY <i>Multiple tracks and summer tour</i>	Wind-Up 13053	133.6	+5%
5	6	7	PAPA ROACH	INFEST <i>Past 2 million now</i>	DreamWorks 450223	131.6	-7%
8	8	8	3 DOORS DOWN	THE BETTER LIFE <i>"Loser" at Active Rock, PoMo</i>	Repub/Univ/UMG 153920	114.6	+2%
9	9	9	NUTTY PROFESSOR II	SOUNDTRACK <i>#2 movie and Janet</i>	Def Soul/IDJ 542522	81.1	-1%
15	11	10	STING	BRAND NEW DAY <i>"Desert Rose" + summer tour</i>	A&M/Interscope 490443	71.9	+2%
12	10	11	DESTINY'S CHILD	THE WRITING'S ON... <i>"Jumpin' Jumpin'" & touring</i>	Columbia/CRG 69870	69.6	-6%
DEBUT		12	JO DEE MESSINA	BURN <i>"That's The Way" hot at Country</i>	Curb 77977	62.3	—
17	15	13	RED HOT CHILI PEPPERS	CALIFORNICATION <i>Past the 4 million mark</i>	Warner Bros 47386	61.4	+1%
13	12	14	ERIC CLAPTON & B.B. KING	RIDING WITH THE KING <i>Blues tour through Sept, over 1 million</i>	Reprise 47612	61.0	-11%
16	13	15	DR. DRE	DR. DRE 2001 <i>"Up In Smoke" tour</i>	Aftermath/Interscope 490486	59.5	-5%
18	16	16	JOE	MY NAME IS JOE <i>"Treat Her Like A Lady" now</i>	Jive 41703	55.1	-6%
DEBUT		17	BIG L	THE BIG PICTURE <i>"Flamboyant" leads</i>	Rawkus 26136	54.7	—
11	14	18	KID ROCK	THE HISTORY OF ROCK <i>"Wasting Time" at PoMo & Top 40</i>	Lava/Atl/Atl G 83314	52.3	-14%
24	19	19	TONI BRAXTON	THE HEAT <i>Two cuts working</i>	LaFace/Arista 69990	51.4	0%
10	17	20	RUFF RYDERS	RUFF RYDERS 2 <i>"Got It All" and summer tour</i>	Ruff Ryders/Interscope 490625	51.2	-11%
14	18	21	EVERCLEAR	LEARNING HOW TO... <i>"Wonderful" leads</i>	Capitol 97061	49.7	-5%
26	27	22	DMX	...AND THEN THERE... <i>"What You Want" the track now</i>	Def Jam/IDJ 546933	46.5	+3%
21	21	23	JESSICA SIMPSON	SWEET KISSES <i>"I Think I'm In Love" the song</i>	Columbia/CRG 69096	46.3	-7%
19	20	24	MATCHBOX TWENTY	MAD SEASON <i>Tour and "Bent", double-Platinum plus</i>	Lava/Atl/Atl G 83339	46.1	-8%
35	25	25	FAITH HILL	BREATHE <i>"The Way You..." hot Country</i>	Warner Bros 47373	44.3	-2%

it's time for a change...

"BE YA SELF"

the debut single from

TARSHA VEGA



Most Added!

INCLUDING:
WKTU/New York
B96/Chicago
WIOQ/Philadelphia
KHTS/San Diego
WFLZ/Tampa
KSLZ/St. Louis
KZHT/Salt Lake City
KDND/Sacramento
WPXY/Rochester
WAKS/Cleveland
+ more!



Look for Tarsha

in the upcoming issues of US, CosmoGirl, Teen People, YM, Honey, Girl & on the Fox TV show HiFi

Produced by Pop Rox (The Freshmaka and Duke Mushroom) • Mixed by Brian Malouf • Management: Nat Robinson for First Priority Music • Pop Rox Management: Bret Disend / Ozone Entertainment

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top 50

ALBUMS

2W	LW	TW	ARTIST	TITLE COMMENT	LABEL	POWER INDEX	PERCENT CHANGE
25	23	26	SANTANA	SUPERNATURAL <i>Just past 11 million, tour, "Turn Your..."</i>	Arista 19086	44.1	-8%
34	36	27	MACY GRAY	ON HOW LIFE IS <i>"Why Didn't You Call Me" now</i>	Clean Slate/Epic 69490	44.0	+21%
31	24	28	BON JOVI	CRUSH <i>"It's My Life" and TV exposure</i>	Island/IDJ 542474	43.8	-8%
23	22	29	DIXIE CHICKS	FLY <i>"Cold Day In July" happening at Country</i>	Monument 69678	43.6	-12%
36	33	30	CHRISTINA AGUILERA	CHRISTINA AGUILERA <i>"Come On..." & 'Making of...' (MTV)</i>	RCA 69690	42.7	+16%
28	28	31	BILLY GILMAN	ONE VOICE <i>Country kid phenom, title track leads</i>	Epic 62086	42.1	+2%
29	30	32	THREE 6 MAFIA	WHEN THE SMOKE CLEARS <i>"Sippin' On Da Syrup" still</i>	Hypnotize Minds/Loud 1732	40.1	-2%
32	31	33	NEXT	WELCOME II NEXTASY <i>"Wifey" leads</i>	Arista 14643	37.8	-3%
22	29	34	LIL' KIM	NOTORIOUS K.I.M. <i>Massive press, tour, "No Matter..."</i>	QB/Undeas/Atl/Atl G 92846	37.0	-10%
27	34	35	KELLY PRICE	MIRROR MIRROR <i>"As We Lay" working</i>	Def Soul/IDJ 542472	35.5	-3%
—	26	36	EVE 6	HORRORSCOPE <i>"Promise" leading the way</i>	RCA 67713	35.1	-22%
43	39	37	PINK	CAN'T TAKE ME HOME <i>"Most Girls" hot now</i>	LaFace/Arista 26062	33.5	+10%
30	32	38	MISSION: IMPOSSIBLE 2	SOUNDTRACK <i>Metallica and Limp Bizkit still</i>	Hollywood 162244	33.4	-12%
41	35	39	BBMAK	SOONER OR LATER <i>Gold LP exploding now + "Back Here" hot</i>	Hollywood 162260	33.1	-9%
44	37	40	BIG TYMERS	I GOT THAT WORK <i>"#1 Stunna" MTV and X-over air</i>	Cash M/Univ/UMG 157673	32.0	-5%
—	48	41	DISTURBED	SICKNESS <i>"Stupify" and Oz Fest</i>	Giant 247382	30.8	+30%
33	38	42	SISQO	UNLEASH THE DRAGON <i>Tour, TV, MTV action, "Incomplete"</i>	Dragon/Def Soul/IDJ 546816	30.6	-2%
42	40	43	LEE ANN WOMACK	I HOPE YOU DANCE <i>Touring with Clint Black</i>	MCA Nashville 170099	28.4	-7%
37	42	44	DEFTONES	WHITE PONY <i>"Change..." the track</i>	Maverick 47667	28.1	-6%
38	41	45	MARC ANTHONY	MARC ANTHONY <i>Ready for new single now</i>	Columbia/CRG 69726	27.5	-8%
DEBUT	46		YOLANDA ADAMS	MOUNTAIN HIGH-VALLEY... <i>"Open My Heart" hot at X-over radio</i>	Elektra/EEG 62439	27.4	—
—	44	47	MONSTERS OF RAP	VARIOUS <i>Classic Rap compilation</i>	Razor & Tie 89031	27.1	-3%
39	45	48	JAY-Z	VOL. 3 LIFE & TIMES OF... <i>It's "Big Pimpin'" all the way</i>	Roc-A-Fella/IDJ 546822	25.9	-7%
DEBUT	49		BRIAN SETZER ORCHESTRA	VAVOOM! <i>"In The Mood" the single</i>	Interscope 490733	25.5	—
40	43	50	TOTALLY HITS 2	VARIOUS <i>Christina, LFO, Lonestar & more</i>	Elektra/EEG 62529	24.2	-18%

WHO IS
BILLY GILMAN?



KIIS FM Add!

ANOTHER SEA OF ADDS INCLUDE:

WSTR
WKBS
KKRZ

WKQJ
WHYI
KZHT

WNKS
WQZQ
KHFI

WNOU
WKSL
WWZZ

WTMX
KDMX
WPTE

WQAL
WLNK
WKTI

AND OVER 30 MORE!

Fastball

You're an Ocean

Produced by Julian Raymond and Fastball

Mixed by Chris Lord-Alge

"This is a perfect hit record for us, an up-tempo pop record from a proven Star 94 artist."

—JR Ammons & Dan Bowen, Star 94

"It screams 'Turn Me Up' from the radio. Summertime smash!"

— David Edgar, WBZZ

"'You're An Ocean' makes me wet."

— Scott Sands, WZPL

BILLBOARD ADULT TOP 40
DEBUT 34* 542x + 413

BILLBOARD MODERN AC
DEBUT 30* 379x + 279

R&R ADULT ALTERNATIVE
DEBUT 28* 176x + 105

Tour Sets Sail 8/23

Fastball's New Album "The Harsh Light Of Day" In Stores September 19

Now Gore Has No Prayer In Two Religions



FRONT PAGE

FUEL:
BLEEDING
THROUGH



AUGUST 11, 2000

VOLUME 14

ISSUE 706

\$6.00

We Wanted To Use "Whoa Nelly" As The Headline, But How Many Times Can We Repeat It?

GRAMMAR'S COOL!!!



States Join MAP Flap

Twenty-eight individual states have joined the class-action suits being filed against the majors for alleged "price fixing." Warner Music, Sony Music Entertainment, Universal Music Group, BMG and EMI Group were all named in the action. And just to spread the love around a little, so were a trio of retailers—Tower, Trans World and Musicland.

FTC Chairman Robert Pitofsky opened the floodgates last May when he ruled that MAP (Minimum Advertised Price) policies enacted by the majors in the early

'90s were illegal. Since that time, more than 80 suits have been filed.

Summing up the attitudes of the majors, a BMG spokesman stated, "We still believe that MAP was a legitimate and appropriate practice, and we are confident the court will uphold that view."

Said Trans World Sr. VP/CFO John Sullivan, "MAP policies were set by the manufacturers. If we could have obtained lower prices, we could have passed on the savings to our customers." Nonetheless, Trans World plans on vigorously contesting the suit.

Whaddaya call a debut album by a relatively unknown artist that debuts in the Top Five and then remains there as it gathers momentum, thanks to one of the biggest singles of the year?

"It's immoral," said Democratic Vice Presidential nominee Joseph Lieberman. "Why can't we all just listen to the soundtrack to 'Yentl'?"

Oy vey, boobelah—it's Nelly.

"Nelly has arrived and shows no signs of slowing down," said Valley Media's Kevin Hawkins, who refuses to vote for Dick Cheney because he's Jewish.

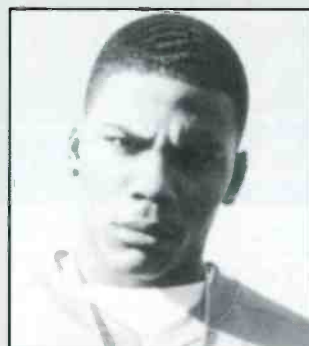
Although there was a very close three-way race for the top spot, this week's Top Five has turned out to be identical to last week's Top Five, with "NOW, Vol. 4" holding at #1, followed by Britney at #2, Nelly at #3, Eminem at #4 and NSYNC at #5.

"It's nice to see that even in the dog days of summer, when #1 debuts are few and far between, there are still some titles that still keep the doors open," said Hawkins, who has no idea what that statement means, but he read it once in *Billboard*. "The 'NOW' series has become a national phenomenon."

Rounding out this week's Top 10 are Creed, Papa Roach, 3 Doors Down, "Nutty Professor II" and comeback king Sting, who's got more life than the Eveready Bunny. The

Stingster swaps places with cover girls Destiny's Child, now at #11. The week's debuts were Jo Dee Messina at #12 and Big L at #18.

Meanwhile, in an effort to ingratiate himself to a music industry he has often criticized over the years, Democratic Vice Presidential nominee Joseph Lieberman agreed to let three major rap artists "bitch slap him like a ho," during the upcoming MTV Music Awards.



Nelly

Britney





Pic Of The Week



High-Strung

"As a record executive, you make a great musician," said **Columbia Records** President **Don Ienner** as he presented Columbia VP Broadcast and Event Marketing **Paul Rappaport** with a Martin guitar to honor his 30 years with the label. "Gee, thanks, **Clive**," said the always-grateful Columbia veteran. "I love being part of the **CBS** empire." Rappaport then excused himself to get a cup of coffee for **Goddard Lieberman** and run a little errand for **Walter Yetnikoff**.

TOP SELLING SINGLES

The Top 10 best selling singles this week are #1 **Sisqo** (Def Soul/IDJ), #2 **Leann Rimes** (Curb), #3 **NSYNC** (Jive), #4 **Lil' Zane** (Priority), #5 **Matchbox Twenty** (Atl/Atl G), #6 **Baha Men** (S-Curve/Artemis), #7 **Ruff Endz** (Epic), #8 **Westlife** (Arista), #9 **Gerald Levert** (Elek/EEG) and #10 **Billy Gilman** (Epic).

WILD CARD

BARENAKED LADIES REPRISE

The wild and crazy Canadians are back!!!! And, **Phil Costello**, **Vicki Leben**, **Alex Coronfly** and team have them riding high again. The "Pinch Me" single from the album readying for stores on September 12th is off to a rip-roaring start at Adult and Top 40 formats everywhere. The call letters are piling in so quickly that it would take a full page to list them—just be warned that the boys are playing at a station near you. Tune in, turn on, enjoy!!!

Shimmel Marks His Spot At Arista

Mark Shimmel "*Shimmy Coco Pop*" has been appointed Senior Vice President Artist Relations for **Arista Records** by President/CEO Antonio "L.A." Reid.

In this newly created post, the former **LaFace Records** COO will be responsible for the day-to-day relationships between artists on the Arista roster and both the label and outside music business community. His duties will include getting **Whitney Houston** and **Bobby Brown** through airport security and arguing that a Democratic ticket with a Jewish Vice Presidential candidate has as much chance of winning an election as the **Bogmen** do of getting another record deal.

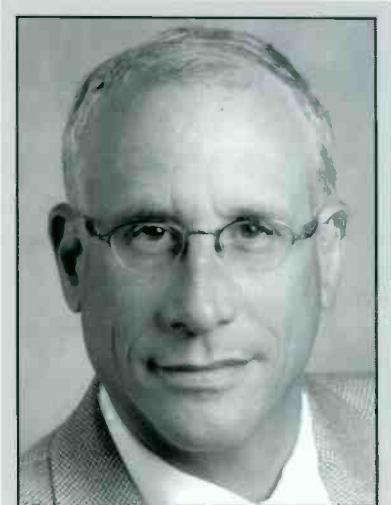
Said Reid: "In the overall plan to increase Arista's effectiveness as a home base for an ever-widening family of artists in every musical genre, we felt the need to establish an Artist Relations Department. Having worked many years with

marketing and sponsorship company, where he negotiated relationships between **Jimmy Buffett** and **Corona** and **Bill Cosby** and **Kodak**, among others. He also was part of the management team for **George Michael** and worked at **Trauma Records**, where he was instrumental in signing **No Doubt**.

As both artist manager and label executive, I am extremely gratified that he agreed to accept this challenge of convincing **Aretha** to get on a plane."

Commented Shimmel: "Rarely in the history of the music business has there been an opportunity to work for such an artistically successful executive. Having worked very closely with L.A., I am always intrigued and fascinated by his ability to spot creativity in others. I just wish he'd stop calling me **Babyface**."

Prior to joining **LaFace** in '97, Shimmel was both an agent and manager, most recently as head of his own **Mark Shimmel Management** from '96-'97, where his clients included **John Denver**, **Mark Isham** and the **Tony Rich Project**. He was an agent at **Regency**, **ICM** and **ESI Entertainment**, a music



Mark Shimmel: Putting his best *LaFace* forward.



Zach Attack: Rondor Is UMG's

By Marc Pollack

In one of the industry's largest music publishing acquisitions, **Universal Music Group** has purchased independent music publishing company **Rondor Music** for a reported \$400 million in cash and stock.

The deal, which had been expected for months, was jointly announced by Rondor Music Co-Founders **Herb Alpert** and **Jerry Moss** and UMG President/COO **Zach Horowitz**.

As part of the deal, the suits filed by Alpert and Moss against UMG regarding the duo's former label, **A&M Records**, have been settled.

Founded in 1962, Rondor Music is one of the most successful indie publishers of the last half-century. The pubbery will continue to operate as a free-standing operation in the U.S. and U.K.

Rondor Music President **Lance Freed** will report to Horowitz and continue to oversee operations. **David Conrad** will continue as Senior VP of Rondor in Nashville, and **Richard Thomas** will remain as Managing Director of Rondor in the U.K. **Universal Music Publishing Group**, headed by worldwide President **David Renzer**, will handle administration globally and provide additional support services.

"Hearing Rondor's music is like hearing chapters of popular music history," said Horowitz. "It is far more than a static catalog, with some of the most widely respected contemporary songwriters and a management team that continues to sign the stars of tomorrow. This presents a powerful synergistic opportunity for UMG, because more than a third of Rondor's top-earning songs are contained on master recordings released through UMG's record labels."

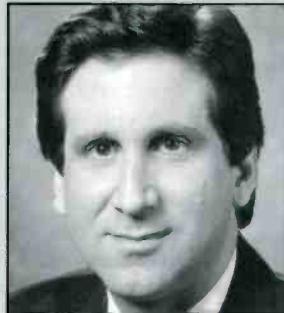
Rondor Music features over 60,000 songs, including tunes written by the **Beach Boys**, **Al Green**, **Otis Redding**, **Isaac Hayes**, **Tom Petty** and **Leon Russell**.

"The Rondor catalog represents a whole bevy of cherished memories for me starting in 1962 with 'The Lonely Bull,'" said Alpert. "I'm pleased that we found a good home for these songs, and that they will be reunited with the A&M catalog that Jerry and I built."

Moss added, "I feel very lucky to have been associated with the songs and the writers that Rondor has represented over the years. I also have a sense of immense gratitude to **Lance Freed** and the tremendous team he formed to make the company the jewel that it is."

Starting out in the mailroom of the company, Freed has been President since 1980, and has mentored such writers as **Will Jennings**, **Melissa Etheridge**, **Peter Allen**, **Gerry Goffin**, **Paul Williams** and **Bryan Adams**.

Now that the deal is done, wonderers wonder what happens with Herb & Jerry's post-A&M label, **Almo Sounds**, and specifically its chief act, **Garbage**. While **Radioactive/MCA** has the rights to **Shirley Manson** as a solo act through her previous band, **Angelfish**, it is still unclear where **Garbage** will be headed. Could it be **Interscope**—now home of ex-Almo GM **Paul Kremen**? It's a logical guess considering the group's manager—**Steve Moir**, who handles the band with **Gary Borman**—recently represented 'Scope's **Tom Whalley** in his negotiations with **Warner Bros**. And what about other Almo acts like **Ozomatli**, **Gillian Welch** and **Bijou Phillips**? Action ahead.



Zach Horowitz: Scores the last big prize of the A&M legacy.

HIT LIST

A Blatant Rip-off of a Good Magazine

WHAT WEASELS ARE WEASELING ABOUT THIS WEEK

- ALPERT & MOSS:** A trumpet plays taps as label innovators cash out. But who will remember the Almo? 
- MADONNA:** Like morning sickness, her new "Music" single is coming up hard and fast. 
- L.A. REID:** Comes out of the blocks strong with **Blair, Mestel, Ridenour, She'kspere** moves. This may be a marathon, but L.A.'s off at a sprinter's pace.
- INDURSKY & HOROWITZ:** The yin and yang of the Rondor-UMG deal. Hey, Artie, what's 5% of \$400 million?
- JOHN BARBIS:** Wired at the 'Works. Will Johnny B. Good get his "Dream" job? 
- MITCH SLATER/BOB SILLERMAN:** Does Mitch have FX-ion for his present gig, or will Bob give his trusty sidekick directions to his Batcave?
- BIG 5 SELL DOWNLOADS:** A day late and 99 cents short?
- NAPSTER NEGOTIATIONS:** 20 million file sharers can't be wrong—but making peace sounds Barry difficult.
- ATOMICPOP:** Is a dot-coma imminent? Teller's online label is fission for a bailout.
- ARTISTDIRECT:** Big losses, modest revenues. Time to throw another party?

QUICK

HITS



The adds this week at **BET** are **Big L** (Rawkus), **Lucy Pearl** (Pookie/Beyond), **Mya** (Roc-A-Fella/DJ/IDJ), **DJ Hurricane** (TVT), **Channel Live** (Illegal), **Slim Cutta-Calhoun** (Aquemini/EW/EEG) and **Tamia** (Elek/EEG).



The adds this week at **VH1** are **Barenaked Ladies** (Reprise), **Corrs** (Atl/Atl G), **Alice Cooper** (Spitfire) and **Lucy Pearl** (Pookie/Beyond). **Vertical Horizon** (RCA) is **Inside Track**.



NET NEWS: VERIZON BROADENS ITS HORIZONS

Broadband, Wireless, Long-Distance Strides Fuel Improved Earnings, Press Releases

◀ Back Fwd ▶ Stop X Smoke - Reload C Drink Y Crash ⚡ Bail ↻

THIS BYTES

With all the songs flying around the Net for free and various attempts to contain 'em (encryption, litigation) having trouble, it seems like some good old-fashioned "outside-the-box" thinking is in order. Now, no one hopes more devoutly than I do that the labels and the high-adoption online upstarts will cut a deal that's fair to everybody (by the way, "everybody" includes artists), and with some MP3.com deals in place and Napster talks at least taking place, that's not impossible. But given the possibility that MP3 files will mostly disseminate catalog without generating direct income (kinda like radio), what are some groovy alternatives that take advantage of new technology? Maybe music fans of the near future won't wanna pay just for song downloads—but just because you're in the music business doesn't mean you're limited to purveying audio. Major labels are uniquely positioned to offer artist-delivery that includes not only studio tracks but live perfs, specialty video, EPs, artist-made home movies, studio Webcams—the sky is truly the limit. The possibilities for multiple revenue streams and a subscription plan that could truly attract vast audiences haven't even begun to be tapped. Think I'm crazy? E-mail SimonHITS@aol.com...

Wireless, long-distance and data enterprise **Verizon Communications**, the offspring of the **Bell Atlantic-GTE** merger, was feeling flush enough to kill scores of trees on 8/8 to celebrate the marriage of its DSL business with that of fellow broadband pipe-layer **NorthPoint**, the second-quarter fruits of its multi-faceted communications offerings and its revised overall financial outlook.

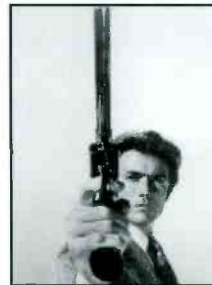
The broadband nuptials will retain the **NorthPoint** moniker, though Verizon's consumer penetration will augment NP's hitherto B2B-intensive reach. At least that's what had better happen if **NorthPoint** is to make good on this online claim: "By the end of 2000, **NorthPoint** plans to make DSL available to half of all homes and businesses in the U.S."

The agreement follows 8/7's announcement that Verizon will assimilate **OnePoint Communications** for \$250 million, further expanding its high-speed wiring reach.

Under the terms of the deal, Verizon plans to pump some \$800 million into the venture and will own 55% of the new company.

Speaking of outrageous sums of money, Verizon is feeling A-OK about Q2, thanks to a combined adjusted net income of \$2.0 billion. We're not sure how this is different from the "reported net income" for the same period, which is a whopping \$4.9 billion.

If Verizon's **NorthPoint** connection gives it the kind of broadband access it's hoping for, even as its wireless venture (in league with cell giant **Vodafone**) continues to grow, the company could well emerge as a titan of the burgeoning broadband era. If not, they'll still be much, much richer than you are.



Verizon will use its power judiciously.

Media = Money, Say Money Men

Hey, let's start a news content site on the Web.

The communications industry was the fastest-growing sector of the U.S. economy over the last five years and will maintain that lead through 2004, according to the **Communications Industry Forecast (CIF)**, released by media industry merchant bank **Veronis Suhler**.

Among the findings:

- Consumer media use is expected to reach over 10 hours per person per day by 2004.
- Advertiser spending on the Internet more than doubled in 1999 and is expected to reach \$24.4 billion in 2004, exceeding all TV and consumer magazines and on a par with radio.
- By 2004, 67.1 million households will be online, while spending will rise 9.2% to \$14.6 billion.
- B2B spending on industry-trade media and trade shows rose 7.5% to \$23.1 billion in 1999, with spending on trade magazines rising 7.1% to \$14.6 billion in 1999. By 2004, B2B media expenditures are expected to grow 5.7% to \$19.3 billion. Advertising should rise 6.4% to \$17.1 billion by 2004.

Hey, anybody got six bucks for a copy of *Billboard*?

Elektra Rocks Outside The Box

Put down that bong—**Elektra Records** has launched an all-rock Web site.

Rockbox2000 will focus on the label's hard-rockin' roster, including **Metallica**, **AC/DC**, **Phish**, **Third Eye Blind** and **Ween**. And yes, **Phish** is "hard-rockin'."

The jukebox-like site will offer links to songs, videos and fan information. Initially, **Rockbox2000** will not offer music downloads. Instead, the site will feature Real Audio-based streaming versions of

songs. **Elektra** officials say the site may be used eventually to sell music—or porn, whichever would be more profitable.

Rockbox2000 is the label's first genre-specific site. If it is successful, **Elektra** may design offshoot sites for other music genres.

Said **Elektra** VP of New Media **Camille Hackney**: "It's been hard for acts like **Pantera** and **Staind** to exist in cyberspace with **Judy Collins** and **Natalie Merchant**. We don't want our rock to get all wussy."

360 Encircles Roc-A-Fella

Russell Simmons' 360hip-hop.com has signed an exclusive three-year deal with **Jay-Z** and **Roc-A-Fella Enterprises** to develop original online and offline "webcentric" programming. **Roc-A-Fella's** Web site, set to launch this fall, will be hosted and designed by **360-hiphop**. It will have the usual slate of interactive broadcasts,

message boards and short films.

Hip-hop sites have struggled to attract a mass audience. This may be due in part to the so-called "digital divide," but also possibly to another divide that finds pro-industry ventures like **360** and **Napster-haters** like **Dre** on one side and label-criticizing firebrands like **Chuck D.** on the other.

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Arista Takes Advanced Course In She'kspere

Producer/songwriter Kevin "She'kspere" Briggs has inked an exclusive joint-venture label and production agreement with President/CEO L.A. Reid's Arista Records.

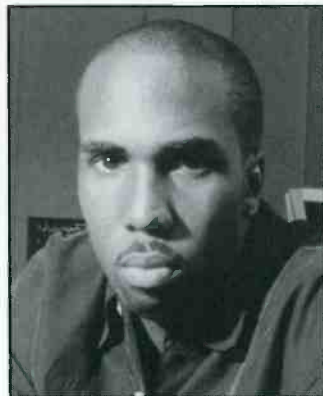
The Atlanta-based She'kspere, who produced and co-wrote the double-Grammy-winning "No Scrubs" by TLC and the twice-Grammy-nominated "Bills, Bills, Bills" by Destiny's Child, will head the as-yet-unnamed imprint. He will also serve as a consultant and staff producer for Arista, with responsibility for finding and developing new artists, repertoire and other producers.

Commented Reid: "She'kspere is one of today's young, hot producers, who breathes life into contemporary music. I couldn't be happier to be working alongside him, not only as a talented producer, but as a friend. And I just love what he does to ye Olde English."

Said She'kspere: "I'm excited to continue my relationship with L.A. Reid. I also like the

idea of building a partnership with a powerful entity such as Arista, and I look forward to new opportunities that this venture will bring. But what's this I hear about Roy Lott leaving the label?"

She'kspere got his start in 1997 working on a remix with LaFace artist Sam Salter. He has worked with such acts as Mariah Carey, Faith Evans, Boyz II Men, Joe, Montell Jordan, Sinéad O'Connor, Pink, Mya, NSYNC and Xscape, among others.



She'kspere: In love with L.A.

Oh, There's A Charity?



NARAS CEO Michael Greene (r) returns from being the savior of the music business in Washington, DC, to take center stage in Los Angeles at **Musicares'** highly successful "Night At The Net." That's Michael cozying up to actor **Dustin Hoffman** and event sponsor **Calvin Lui** before heading off to mediate the peace between Israel and the Palestinians while simultaneously obliterating illiteracy and world hunger. In a related story, the Grammys added a couple of categories this week.

Klumped Together



"Hi, I'm an insulated, wealthy, white Hollywood tycoon who will gladly pretend to have some comprehension and compassion for the African-American experience in order for me to exploit your popularity with a demographic which is key to my future material gain," said **Imagine Entertainment Co-Chair Brian Grazer**. "Nice to meet you, Brian. We're incredibly creative African-American entrepreneurs and artists who hate you and everything you stand for, but we're willing to be exploited in order to further our own careers, and one day make you a victim of the very system you perpetuate," said **Jay-Z, Timbaland** and video director **Hype Williams**. The synergistic lovefest occurred on the set of Jay-Z's "Nutty Professor II" video shoot.

Breakdown

Who's got what on this week's album chart

POWER POINTS: #1 LP = 50 POINTS / #50 LP = 1 POINT

LABEL	Power Points	Top 10	Top 20	Top 50
UNIVERSAL (TOTAL: 19)	508	1, 3, 4 7, 8, 9 10	15, 20	22, 28, 35, 38 39, 40, 42, 43 48, 49
BMG (TOTAL: 11)	304	2, 5 6	16, 19	26, 30, 33 36, 37, 47
WEMI (TOTAL: 13)	304		12, 13 14, 17 18	21, 24, 25 34, 41, 44 46, 50
WARNER MUSIC GRP. (TOTAL: 11)	240		12, 13 14, 18	24, 25, 34, 41 44, 46, 50
SONY (TOTAL: 6)	140	11		23, 27, 29 31, 45
EMI (TOTAL: 2)	64		17	21

samantha mumba

"GOTTA TELL YOU"

"This is a smash!"

— **Tommy Austin, Z100**

"I think Samantha is amazing!
You can play her next to anything
you have on the air."

— **Jeff Kapugi, KSLZ**

"Already one of those songs I can't
help but keep playing over and over!
This is a smash!"

— **Jeff McCartney, KZHT**



100 MAINSTREAMS IN 3 WEEKS

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Kim Garner's Universal Boost

"Lil" Kim Garner is upped to Senior Vice President of Marketing and Artist Development for Universal Records by label President Monte "Cristo" Lipman.

Formerly VP Marketing and Artist Development, Garner will oversee all aspects of domestic marketing and artist development for the label's pop, alternative, dance and rock artists.

Prior to joining Universal, Garner worked with Ray Danniels at SRO Management, where she helped guide the careers of Rush and Van Halen and entered Gary Cherone in the witness-protection program.

Commented Lipman: "We are thrilled to recognize Kim's achievements, leadership and commitment to our artists. And I can't wait to see what she

wears to the next MTV Video Music Awards. Whaddaya mean not *that* Kim?"

Added Garner: "I am grateful to Doug Morris, Mel Lewinter and Monte for all of their support and moreover, for the freedom to aggressively market our artists to the world. But who's this Messier character I hear everybody talking about?"



Kim Garner: Legendary fourth member of Eiffel 65.

AIRHEAD

NOW HERB & JERRY CAN AFFORD MORE WHIPPED CREAM AND OTHER DELIGHTS...



THIS CARTOON LEAVES A LOT TO BE DESIRED.

THE LADDER

A RUNDOWN OF EXECUTIVES ON THE MOVE



Signore



Kirkpatrick



Lord



Eisenman

"Nothin'" Matt "Ers And What If It Did" Signore has been named Senior Vice President of Planning for The Island Def Jam Music Group by Executive VP/GM John "Montreal" Esposito. Signore will work with Island, Def Jam and Def Soul Records to plan budgets, personnel matters and procedures and to fill up the office cooler with Schnapps... John Kirkpatrick "Or Treat" has been appointed Vice President A&R, Soundtracks for Elektra Entertainment Group by Chairman/CEO Sylvia "All Roads Lead To" Rhone. Kirkpatrick will liaison with the film and television communities by renting out Ron Laffitte's guest house for the next installment of "Big Brother"... Sharon "My Sweet" Lord has been tapped as Head of Product Management for V2 Records by President Richard "Colonel" Sanders. Lord will oversee the U.S. product management staff, help formulate marketing plans for label artists, coordinate V2's Internet marketing initiatives and fight off lawsuits from the Chiffons for ripping off "She's So Fine"... "Buffalo" Nicholas Eisenman is hired as Vice President of Marketing for Electric-Artists by CEO "On Your" Marc Schiller and President Ken "And Barbie's Dream House" Krasner. Eisenman will work on strategizing and developing new projects, business opportunities and part-

nerships, manage the marketing staff by formulating initial strategy and long-term development for each project and crash the company's server by downloading songs from Napster all day... Lorenzo "Not The Brains, But The" Braun is promoted to General Manager for Sony Music Peru by Managing Director Eduardo "Edel" Weise. In his new job, the Hebrew University grad will eat plenty of Lima beans... Karina "And The Waves" Goldenberg is tapped as Director New Media for Sony Discos by Sony Latin Sr. VP/GM Jorge Pino "Barbitol." Goldenberg will head Sony Latin's recently established New Media Department, create the Sony Discos Web site and answer all of Julio Iglesias' fan e-mail... "Big" Josh "Singing In The Rain" Kelly has been named Director of Urban Promotions for Select Records. He will work records by artists such as Ike Dirty, Dani Girl and Tha Future (Cash and Computa) when he's not taking off for both St. Patrick's Day and Martin Luther King's birthday... Alan "Ferraro's In Little Italy Has The Best" Gnoli is named National Sales Director for Select Records. He will be working with label artists such as Ike Dirty, Dani Girl and Tha Future (Cash and Computa) when he's not insisting that Big Pussy is still alive and well and living in Hoboken.



Braun



Goldenberg



Kelly



Gnoli

nina gordon

“tonight and the rest of my life”

the title track
from her debut album

13* Adult Top 40 Monitor (Greatest Gainer)
14* Modern Adult Monitor (Greatest Gainer)
Over 675 Spins At Top 40 Mainstream

SoundScan Top 200 Albums Debut 190*
HeatSeekers Chart 20-10*

“This is a fabulous adult balance record. This song is pulling big phones.”
— Tony Bristol, PD/Pro-FM

“This is a beautiful song with lyrics every chick can relate to. It’s working
out to be a strong record for us.”
— Julie Stoeckel, APD/KLLC

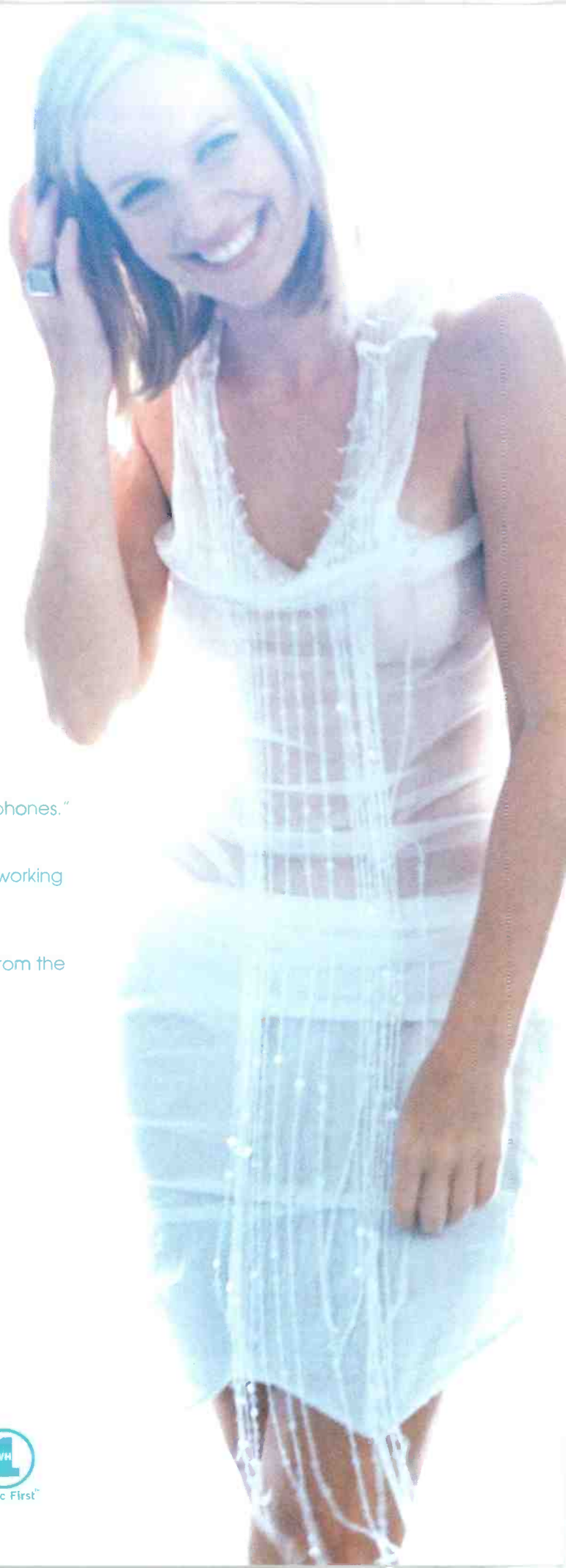
“We were early believers and knew this was going to be huge from the
beginning. Top 10 phones, great callout. It’s a smash for us.”
— Jeff McCartney, PD/KZHT

Airplay = Sales!!

Market	Station (BDS)	SoundScan
New York	WPLJ (25x)	2577 Units
	WLIR (25x)	
Chicago	WKIE (40x)	4406 Units
Boston	WXKS (21x)	1901 Units
	WBMX (16x)	
Denver	KALC (35x)	1149 Units
	KIMN (27x)	
Salt Lake City	KZHT (65x)	663 Units
	KBEE (30x)	
	KISN (27x)	
Portland	KRSK (34x)	832 Units



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HITS

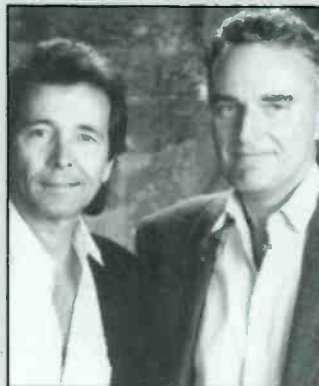
NEAR TRUTHS

BY I.B. BAD, LOS ANGELES

Amid the various peace proposals from Napster to the Big Five, chatter has the labels sharing in the revenue from Napster subscription fees and advertising, with each label's cut determined by the percentage of its music being accessed. Wonderers wondering how many Napster users would actually hang in for a subscription fee, while naysayers say none of the Napster proposals are happening, as the labels are far more interested in starting their own subscription services in order to keep control of the pipeline. Indeed, "pipeline phobia" remains a huge concern to the labels due to the huge leverage retained by the piper... The new Clear Channel/SFX behemoth has industry head-scratchers scratching over the new company's clout with concert and radio promoters. Can you say "leverage?"... Continued reports of a very diligent FTC and EC in the Warner Music Group/EMI merger. Publishing continues to be the flash-point, as wonderers wonder who would pony up the \$3 billion-plus required to buy Warner/Chappell if it was put

on the block. Why WC? Insiders say the publicly traded EMI could never part with its publishing company, which represents a third of the value of the entire company. While the WMG/EMI deal is hardly a lock, oddsmakers still favor the deal closing... Speculation on how the new combo of David Renzer/Lance Freed will shake out following Universal's purchase of Rondor. Will the two companies remain free-standing, or are changes to come? Meanwhile, there's talk that Freed scored big when Jerry & Herb cashed out last week—as did barristers Grubman/Indursky, who choreographed the deal for the duo... What's taking the Clive Davis/BMG deal so long to close?... With two years remaining on his deal, Derek Shulman exits a rejuvenated Roadrunner amid talk of friction with owner Cees Wessels. Who will Wessels appoint to the throne next?... As Edel readies to hock up around \$15 million to buy 15-20% of Artemis, the two companies are already feeling the synergy of Baha Men, who are signed to Steve Greenberg's Edel-financed S-Curve, with promo and marketing handled by Artemis and publishing going through Edel-owned Deston Songs... The meteoric changes in the music industry are creating some interesting potential reunions. Through various deals, EMI's Ken Berry, already back in business with Gary Gersh, could also be reunited soon with Jeff Ayeroff and Phil Quartararo... Names in the Rumor Mill: Martin Bandier, Hank Barry, Ron Fair, Farmclub and the Slaters.

SALE-ING AWAY



HERB & JERRY: New decade, new sale. More money.



Most Added!

New Adds:

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| B94 | KLZR | WPRO | WDJX | WFLZ | WGTZ |
| WDRQ | WNTQ | WTMX | KC101 | WWMX | WRTS |
| WBMX | KKRD | WQAL | WZYP | WQZQ | And Many More! |
| KHMX | | | | | |

#1 U.K.
#1 Ireland
#1 Germany
#1 Australia

→ the corrs

"Breathless"

produced by Robert John "Mutt" Lange

from the new album In Blue

management: John Hughes

mixed by Mike Shipley



LETTERS

Browne Nose

Roy:
Thanks much for the item about my Buckley book. I got a kick out of it. I can have the publisher send you an early galley if you'd like to see it.

David Browne
Entertainment Weekly
N.Y.C.

HITS replies: Our pleasure, David. Anything for one of the few legitimate writers Trakin hasn't completely alienated yet.

We all Shine.com On

Nicole:
Great news!! Surprised to hear that my asthmatic carrier pigeon reached so rapidly; flying across the Atlantic can be tiring. I've passed your money-grubbing-capitalist-hording-scroogelike-Swiss-bank-accounts details to our accounts department and will let you know when it goes through. Unfortunately, I have shorn my Rapunzel locks and the best you can do now is a Belgian plat, although you are more than welcome to have a go... Oh, when will I hear those dulcet tones again?

Graham Drew
Shinecom.com
London, U.K.

HITS replies: Geez, Graham, if we only knew, we woulda sent you a full-fledged mullet hair-piece. And please inform your accounts department that we do accept Kruggerrands.

Chelle Game

Hi Gary!
I thought you guys might like to have these photos. I hope the frames match your wall.

Chelle Seabron
Columbia Records
L.A., CA

HITS replies: Thanks, Chelle, but the only thing that would match the walls of Gary's office would be pre-historic cave paintings. And just as soon as we remove some of them, your photos will find a place of honor in between the hunt for the woolly mastodon and the discovery of fire.

It's Contagious

Dear Reviewer:
Enclosed please find your review copy of "The Lost Mixes" by Shannon. I'm not going to give you the big pitch. You know what to do with this. I can make Shannon available for interviews and I have some terrific photos. Just give me a buzz.

Gwen Rodriguez
Contagious Records
N.Y.C.

HITS replies: Sorry, Gwen, but you should never assume anything when it comes to HITS. In fact, our reviewer is already using his review copy as a frisbee. We have some terrific photos, too. Just give us a buzz. We could certainly use one.

Phillips Screwdriver

Roy:
Enclosed is the beautiful Stephen Prendergast of Squint Entertainment with ADA President Andy Allen. If you run this photo, maybe they'll renew my contract.

Ken Phillips
Phillips Publicity Group
L.A., CA

HITS replies: And if not, Ken, you could always join Dion as the fourth Belmont.



Tube TIMES

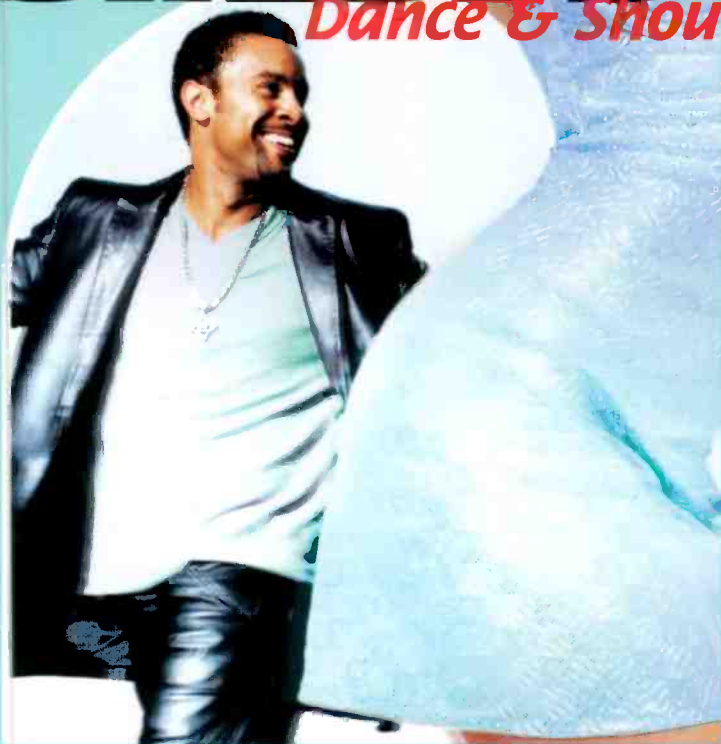
- ◆ **The Today Show**
Fri. 8/18 - Brian Setzer Orchestra • Sat. 8/19 - "Aida" (Broadway)
Sun. 8/20 - Sinead O'Connor
- ◆ **Good Morning America**
Fri. 8/18 - KC & The Sunshine Band
- ◆ **Rosie O'Donnell**
Mon. 8/14 - NSYNC (R) • Tue. 8/15 - Gloria Estefan (R) • Wed. 8/16 - Elton John (R)
Thur. 8/17 - Christina Aguilera (R) • Fri. 8/18 - Aaliyah (R)
- ◆ **Queen Latifah**
Tue. 8/15 - Da Brat (R), Toni Basil (R) • Wed. 8/16 - DMX (R)
Thur. 8/17 - Montgomery Gentry (R) • Fri. 8/18 - Freddy Jackson (R)
- ◆ **Jenny Jones**
Mon. 8/14 - Beatnuts • Thur. 8/17 - The Ledge
Fri. 8/18 - Youngstown
- ◆ **David Letterman**
Mon. 8/14 - No Doubt (R) • Tue. 8/15 - Bon Jovi (R)
Wed. 8/16 - Sheryl Crow & Steve Earle (R) • Thur. 8/17 - Warren Zevon (R)
- ◆ **Jay Leno**
Mon. 8/14 - Jimmy Page & The Black Crowes • Tue. 8/15 - Sinead O'Connor
Wed. 8/16 - Willie Nelson • Fri. 8/18 - Sisqo
- ◆ **Conan O'Brien**
Mon. 8/14 - Sevendust • Tue. 8/15 - Busta Rhymes
Fri. 8/18 - Brian Setzer Orchestra
- ◆ **Martin Short Show**
Tue. 8/15 - Meat Loaf (R)
- ◆ **Sessions @ West 54th**
Fri. 8/18 - G Love & Special Sauce, Sheryl Crow (R)
- ◆ **Saturday Night Live**
Sat. 8/19 - Beck (R)
- ◆ **MTV**
Tue. 8/15 - TRL: Jennifer Lopez
Fri. 8/18 - Jams: Mya
- ◆ **VH1**
Fri. 8/18 - Rock: Mötley Crüe

Hey Babe, It's T.V. - Some Of These Wacky Folks May Get Bumped...

"Girl, what ya gonna do with all that body?
Careful with that thing before you hurt somebody"

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Dance & Shout



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WHTZ New York	WWZZ Washington
KIIS Los Angeles	KRBE Houston
WKIE Chicago	WSTR Atlanta
KZQZ San Francisco	WBTS Atlanta
WIOQ Philadelphia	WHYI Miami
KHKS Dallas	KBKS Seattle
WKQI Detroit	KHTS San Diego
WDRQ Detroit	KZZP Phoenix
WXKS Boston	And many, many more!

Research Big At:

WKSE Buffalo, KMXV Kansas City, KKRZ Portland

The Massive Summer Anthem
From the Album Hot Shot,
in Stores August 8th



music network

Produced by Jimmy Jam and Terry Lewis for Flyte Tyme Productions, Inc.
Management: Robert Livingston



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#14 Selling Single With Over 15,000 Sold!

19* On The Monitor Chart With Over 3300 Spins

"Consistently calling out at Top 10 as well as
Top 10 single sales in my market."

— Diana Laird, KHTS

Calling Out At:

#2 Overall at WGTZ - Dayton, OH
#8 Overall w/50% Familiar at WDGC - Raleigh, NC
(#3 Women, #5 people 18-24)
#15 Overall at KCHQ - Albuquerque, NM
#15 Overall at WXSS - Milwaukee, WI
#10 Overall w/50% Familiar at KHTS - San Diego, CA
#9 Overall at WNOU - Indianapolis, IN
#12 w/Internet Research at WZPL - Indianapolis, IN
Also researching at: WKFS & WFLZ



music network

Produced by Charles Fisher for Minute Productions Pty. Ltd., Femi Jiya, and soulDecision
Mixed by Chris Lord-Alge
Engineered by Femi Jiya
Management: Garry Francis for Francis Entertainment
Arthur Spivak & Stuart Sobol/Spivak Entertainment



www.soulDecision.com www.mcarecords.com

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WKFS
KZZO
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KCHZ
WAKS
WNKS

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WNOU	30x	KZON	29x
KQKQ	21x	WABB	17x
WRVW	17x	KBKS	16x
WKQI	15x	KHFI	15x
WWST	13x	WKSZ	10x



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WHEELS & DEALS

BY JEFF RABHAN & SIMON GLICKMAN

THE BUZZIN' PHRASEBOOK:

Some of you managers, attorneys and other artist reps out there seem to be a bit unclear on precisely what it means to say an artist is "happening." When you send us a package on a band, we're always delighted to check it out. But please don't insult our intelligence. If two scouts and an assistant agree to listen to your band's demo, this does not translate into "three labels are very interested," let alone "crazy major-label action." One meeting does not mean "on the verge of a bidding war." Getting a track licensed for a montage sequence on one episode of a WB series does not equal pending superstardom. This kind of hyperbole will not improve your standing here or anywhere else. Here's a novel idea: Why not let the music speak for itself, at least for now?... **RANT NUMBER TWO:** If it's as hard as everyone seems to agree it is to (a) sign and (b) market offbeat, admittedly non-commercial acts, why are you chasing them? If an artist faces virtually impossible

odds at radio and—if his/her record even gets released—will not be a priority for those scarce promotion dollars and will most likely get dropped after the inevitable poor opening weekend (okay, month), why jerk him/her around? Maybe it's time to drop the pretense of artist development altogether and leave that to indie labels and garages... **WHEN GOOD THINGS HAPPEN TO GREAT BANDS:** Local geniuses **Remy Zero** have put pen to paper with Elektra, thanks to the determination of messrs. **Deutsch** and **Lust** and an intimate acoustic perf for **La Sylvia**... **THINGS YOU SHOULD KNOW:** Lots of chatter this week surrounding the **Tim Mandelbaum**-repped, **Steven Lau**-run **Kinetic Records**, who find themselves in the enviable position of gaining momentum right around contract-renewal time. With sniffers from three major distributors hovering close by, **Warner Music** may find themselves with less energy... The saga of **Subatomic** continues as one West Coast label looks to move

past the two East Coast labels now in the running... If a bomb had dropped on the **Open Hand** show last week, manager **Scott McGhee** would find himself without a label to play with since every frickin' rodent was there... Have you heard any tracks on the **John Dee**-inked **Leroy** record on **Hollywood**? Be the first kid on your block to say "Wow!"... And speaking of records, we heard a few dandy tracks from the new **Old 97's** record, and it should be a good one for the ragin' Texans. Oh, and did we mention that they are without management and looking?... While everyone on the West Coast is sleeping, East Coast weasels have taken a liking to **3-Way Entertainment's Push Kings**. Is it down to just two labels, or will one more friend of ours step in?... **Lo-Ball** is reportedly close to settling on management, and the lucky winner will have a full plate almost immediately... Those of you not averse to hanging out with a bevy of porn queens while digging up-and-coming bands may want to check out

"Vivid Nights" at Lush in Santa Monica every Thursday night. This week, **Fred Durst** signing **Puddle of Mud** appears; **Radford** plays next time. For guest list info, call 323-668-1112... E-mail: rudoll@aol.com and akrinst@aol.com... **BUZZIN':** **Devra Wright**, **Atlantis Music Conference**, **El Pus**, **Headway**, **C60**, **Eman**...

Vivid Nights



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WHEELS & DEALS
online edition

news • gigs • dish • convention previews • exclusive music and artists you won't find anywhere else...not even in HITS

BUZZ/GIGS

WHO'S BUZZIN' & WHERE

WHO	WHEN	WHERE	HOW COME?
COMES WITH THE FALL	Wed., Aug. 9 11pm	Viper Room L.A.	Making their own legend.
EMM GRYNER	Wed., Aug. 9 TBD	The Lounge N.Y.	She's one we love to love.
ASCAP SHOWCASE	Fri., Aug. 11 10pm	Cotton Club Atlanta	Gran Torino, John Mayer.
ZION I	Sun., Aug. 12 TBD	Irving Plaza N.Y.	With De La Soul & The Roots.
FAMOUS	Mon., Aug. 14 9:30pm	The Roxy L.A.	With Cold and Pro Murder Music.

WHEELS & DEALS

Shoots & Scores

BY JEFF RABHAN

CABIN FEVER: While many of you were out taking long lunches and playing golf on the company dime last week, several key shifts took place that could have a sizable impact on the ST landscape. For starters, watchful eyes waiting for a strong first move from new **Sony Pics** music honcha **Lia Vollack** got what they were looking for in the high-profile hiring of the respected **Pilar McCurry**, which solidified the one-two punch for the studio. Insiders say this is the department to watch... Working our way across town, everybody's favorite creative exec **Tom Eaton** will be moving to the Big Apple for **Universal Music**, where he will concentrate on advertising exploitation. This leaves a hole to fill on the West Coast for the pubbery, while cementing the increasing focus on ads over celluloid... And after many successful years, **Sharon Boyle** (sharonboyle1@hotmail.com) will be transitioning from the partners of **Soundtrack Music Associates** to independent

status once again... **PROJECT BUZZERS:** Bride-to-be **Julianne Kelly's Music Soup** (323-871-1622) is working on "Sex With Strangers," a docu about swinging couples from the perverts who brought you "Taxicab Confessions." The Show-time peeper's score was composed by **Eric Avery** of **Jane's Addiction**, and Kelly is looking for original music and a ST. No, there are no open auditions... Good early word on the **Shooting Gallery** chick flick "Julie Johnson." The play-turned-feature is directed by **Bob Gosse** and stars the dynamic duo of **Lili Taylor** and **Courtney Love**. NY supe kingpin **Barry Cole** is looking for chick tunes and a label... **Julie "Mommy" Houlihan** and the folks at **Restless Records** are compiling the ST to the top-rated sitcom "Malcolm In The Middle" as we speak. Led by the charge of **They Might Be Giants'** main title, "Boss Of Me," which has already made waves at radio, this offering has a real shot, some insiders feel, to be a

TV ST leader of the fall season. What will this mean for Restless' ST role in the future? More to come... Have you heard the alterna-pop stylings of **Adam Haft's** (212-457-2823) **JBENDYR**? The **Columbia Records** act has four unreleased tracks from its upcoming debut record that may meet your needs... Strong advance praise for the **Divine Recordings/Windswept Pacific** disc by **Black Sabbath** guitar god **Tony Iommi**, which features guest vocalists **Billy Idol**, **Serj Tankian (System Of A Down)**, **Dave Grohl** and others. Here's a tip for you early risers: license these tracks before this rock gem's late-October release... **THINGS TO KNOW:** Those of you who know how to read may want to check out **Jon Pareles'** *NY Times* piece from last week, "See The Movie? No, But I Heard The Soundtrack." While he mostly knocks the shlocky films coming out of the studios, the article also makes some of you look great. Others of you will be using

the paper to line your birdcages... Is one major label about to take a huge leap into the ST business with a big-name hire followed by a big-name project acquisition? Is said label purposely bucking the ST business trend in order to make a strong play for 2001? Watch this space for details... E-mail all dirty pictures to me at: rudoll@aol.com... **BEHIND THE SCENES:** **Burt Berman**, **Ocean Park Music Group**, **Tracy McKnight**...

Tony Iommi's guitar



Don't be paranoid about licensing tunes.

Closing Credits

CLUES FOR CUES

JOHN KIRKPATRICK: New VP nabs the ST rights to hot "Tomb Raider."



SISQO: Thongster readies for the small screen and Big Ticket Television.

BMG MUSIC PUBLISHING: One of these things is not like the other...



"THE EXORCIST": Trailer gets banned, but not on the Web. Real.com has it.

ICE-T: More careers than Madonna? MC lands role on NBC's "Law & Order."





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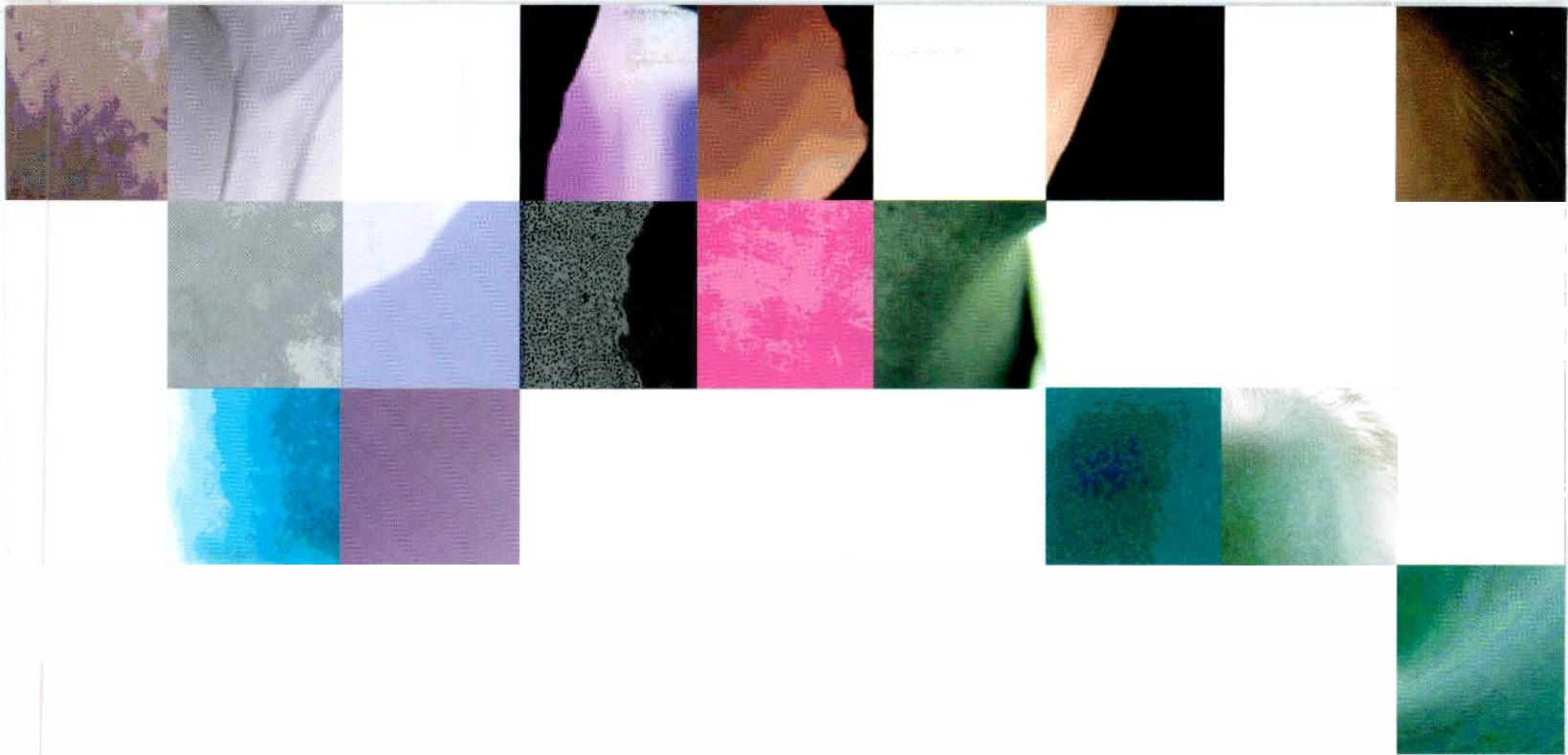
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HITS INTERNET SPECIAL

PLAYING IN THE BROADBAND

Sure, we're typing out this intro on a Mac Classic. But for the rest of the world, it's time to move on to the next phase of digital distribution—broadband, wireless and satellite—with their promise of faster downloads, improved sound and nifty graphics. The DC money may have dried up and the Nasdaq may be tumbling, but we've tracked down some more suckers to take out ads... So get ready for yet another glimpse into the brave new world of future apps as they impact the Five (soon-to-be Four) Big Sisters, Clicks & Bricks, Music Service Providers, Satellite Radio and Content Sites, along with interviews featuring the principals behind Shockwave and Listen.com. Hey, it sure beats getting hit over the head with Judge Marilyn Patel's gavel...

Big 5 Tech Gurus



AN EXCLUSIVE HITS INTERNET SPECIAL ROUNDTABLE BY MARC POLLACK

While it has been a slow and arguably cautious march toward the inevitable, the major music groups are now finally taking the convergence of the Internet and the traditional music industry seriously.

According to some insiders, the music business could be in danger of self-destruction if it doesn't tap into the burgeoning online market, considering the immense popularity of Napster, MP3.com, Scour, Gnutella and others.

The music industry as a whole has managed to miss every major development on the Internet, choosing a path of resistance rather than one of acceptance. So far, the label groups have been unable to come up with any alternatives to the file-sharing genius of Napster and its 20 million fanbase.

Every one of the major music groups has now embraced the concept of online distribution, but full implementation is still fairly far off. When do you take the next step?

Kevin Conroy, BMG: BMG will launch its commercial downloading activities later this summer, offering a combination of current hits and catalog music in the form of both singles and full-length albums. This music will be available through a growing network of online retailers. We will continue to add to both the number of tracks and albums available and to the number of retail partners. BMG is also actively pursuing several new models through which music fans will be able to access our artists' music. We are really looking forward to the development of a legitimate market. The digital distribution models we have been working to develop for some time include selling both through an open network of online retailers and encouraging music fans themselves to become part of the way in which we market,

sell and distribute music. Involving fans in selling is something we refer to as "super-distribution," but in fact it is simply person-to-person distribution. When done legitimately and securely, this will provide us with a tremendous opportunity to take advantage of the "viral" nature of the Internet to engage fans in the marketing and selling of our artists' music. It really comes down to making the most compelling music available at a reasonable price and in a manner that is consumer-friendly.

Al Smith, Sony Music Entertainment: I don't believe the implementation is that far off. What is still a while away is full integration. We've been working to implement the Internet as part of common thought process, with artist Web sites and keeping in touch with their fans. We began to integrate that into our business just this year because we had to deal with security and transaction problems. We need to present online distribution to

the public at a more rapid pace. We will be up before the end of this year.

Instead, a concerted attempt to sue the "tech threats" out of business has been the path most followed. The problem, however, is simple: Technology will continue to evolve no matter what laws are passed and which companies may be shut down.

After dragging their collective feet for years, the time has come for the majors' cyberspace assault.

In a HITS roundtable discussion with **BMG** Chief Marketing Officer and President of New Technology **Kevin Conroy**, **Sony Music Entertainment** Sr. VP **Al Smith**, **UMG** President of Global Electronic Commerce & Advanced Technologies **Larry Kenswil**, **EMI Recorded Music** Sr. VP of New Media **Jay Samit** and **Warner Music Group** Executive VP Strategic Planning and Business Development **Paul Vidich**, the players discuss the impending controversies surrounding the digital delivery of music and their eventual entry into the fray with someone who's entered more frays than he cares to count, HITS' bulldog reporter "On Your" **Marc Pollack**.

After dragging their collective feet for years, the time has come for the majors' cyberspace assault.

Paul Vidich, Warner Music Group: For the past year and a half, we've been working with a variety of technology companies, retail partners and research organizations to prepare for the launch of our commercial download initiative. We will launch such an initiative with a sizable offering of albums and CD-singles in the fourth quarter of this year.

Larry Kenswil, Universal Music Group: People will be able to have access to a large piece of our catalog this year. Please don't expect perfection because we're all new at this—and don't expect every track to be available at once. There may be a glitch or two, but it will improve quickly.

Jay Samit, EMI Recorded Music: At present, in North America, we are working with the retailers. We have 70 retailers involved in our digital downloading plan. Artists like David Bowie have all of their catalogs available for

STRIKE BACK

download. What we are trying to find out is what is the easiest way to service retail and make the buying experience for the consumer as easy as possible. In the fall, EMI plans to go global.

How far away are we from the true convergence of the Internet and the music industry?

Conroy: From a marketing perspective, it's here. From a sales perspective, there's still work to be done. E-commerce is still a very small percentage of total revenues, and building a legitimate market for commercial downloading has been much more complicated and costly than most people imagined it would be. Certain aspects of the business, like promotion and marketing, have already proven to be successful online.

Smith: The day of it being fully integrated goes hand-in-hand with the technology, particularly when broadband high-speed delivery come into play. We also have to look at how the wireless world begins to translate and how consumer products begin to blur the lines.

Kenswil: Depends on what you mean. I think there will always be a big difference between the two. However, it will be a truly symbiotic relationship, if all goes right, with neither side ruling over the other. Obviously, the record labels have enjoyed some measurable success in promoting bands via the Internet, and fans have found it to be a great tool to learn about both new and established artists. Plenty of people like to buy their CDs online as well. I think everyone will agree that the physical-goods business will continue to thrive for the foreseeable future, but we intend, through a variety of business models, to fully embrace the opportunities that the Internet and other connected

environments provide for distributing our music to a global audience.

Samit: Digital distribution will catch on when wireless devices become plentiful and when devices that are SDMI-compliant and more convenient become popular. It's about the playback device. When you can walk around and carry your entire music collection with you, people will understand the true benefits of the digital age.

Certain aspects of the business, like promotion and marketing, have already proven to be successful online. When do those successes and the further merging of the traditional and online businesses start to bring in revenue?

Conroy: For BMG, this began as early as 1996-97. It was then that we began to realize

the benefits, and efficiencies, of using the Internet to introduce our artists' music and drive sales through an increasingly targeted audience of music fans. We've seen an increasing positive trend on sales as a result.

Smith: There has been some money made through bundling deals. We have also seen a direct translation of promotion and sales tied to the Net. Promotional downloads, which radio has already benefited from, will translate to sales. Sony Music has already started doing that and EMI started this week. Through the Christmas season, all the major music groups will be offering some form of [digital] sales to the public. While it's still small in terms of revenue, it opens the door to the Internet tradition of sales. Next year, we'll [solidify] how to monetize [it].

Vidich: They already have begun to generate revenue. As the Internet increasingly becomes a popular place to listen to music, we have seen the creation of a new revenue stream for our labels and artists through license deals with Internet companies who wish to make our music available. And of course, we will launch our secure commercial download business later this year. Furthermore, when traditional and online marketing and promotion work together successfully, we are able to extend our reach and expose more consumers to new music. In the end, it doesn't matter if it's a "clicks" or a "bricks" sale—the bottom line is increased revenues for us, our artists and the industry as a whole.

Kenswil: I'm sure they already do, but it's very hard to pinpoint it. Successful promotion via the Internet reflects an efficient use of marketing dollars and also yields additional revenue in the form of incremental sales—both of which enhance our profitability. Through our Farmclub.com Web site

“The foundation of the future will be shaped by the emergence of convenient technological alternatives and their influence on consumer behavior.”

Paul Vidich, Warner Music Group

“Involving fans in selling is something we refer to as ‘super-distribution,’ but in fact it is simply person-to-person distribution.”

Kevin Conroy, BMG Entertainment

and TV show, we have signed talented bands with real promise. Additionally, we are confident that the Internet affords significant opportunities beyond marketing and A&R. Piracy aside, the Internet has already proven to be a potent sales channel for physical CDs. Opportunities for digital distribution through the Internet will increase significantly in the very near-future as some of the technology and licensing issues are resolved. All of this costs money, of course, but I think the music business will reach the break-even point, as a whole, a lot faster than 99.9% of the dot-com startups.

Samit: We are working in partnerships with over two dozen dot-coms to establish working models that will bring in revenue. On a case-by-case basis, for some international artists, the evidence is already there. For a company the size of EMI, physical goods will represent the vast majority of sales for the future.

While everyone points to digital distribution as being a major part of the industry's future, at this point is there a legitimate business plan that can compete on the Web and secure revenue for the labels?

Conroy: We are actively working to develop several different models. Unfortunately, there has been a lot of focus on free music, which reflects a poor understanding of who the fans are and what motivates them as it relates to music. As recent research has pointed out, fans are willing to pay for digitally delivered music as long as it is the music they want at a reasonable price and is delivered in a way that is consumer-friendly.

Kenswil: I think there are several business models that can provide revenue for the record labels. We have an incredibly valuable and diverse catalog of music, but due to the difficulty of promoting music through traditional channels, much of this music has not yet been heard by people who might like it. It is in everyone's interest, including that of the consumer, for business models to develop that provide consumers with a variety of music at a fair price, while ensuring that artists, songwriters and the businesses that support them are fairly compensated. That way the music keeps flowing.

Samit: Absolutely. We tend to have a U.S. perspective. For much of the world, it will be wire-

less, like it is in Japan and Northern Europe. There is a new, vibrant way to deliver music so there will be no piracy. On the open Net, SDMI will make it a reality and that is less than a year away.

What's wrong with the direction that the industry is going in, and why has there

“We've been reluctant to enter into the future espoused by pundits with an axe to grind who, invariably, don't make music, don't make revenue from music and usually don't even take the time to find out the difference between a musician and a MIDI file.”

Larry Kenswil, Universal Music Group

been such intense reluctance to accept the inevitable future?

Conroy: The industry has had to deal with some very significant issues that require the cooperation of other industries to solve. In fact, without the support of the computer software and hardware industries, it is unlikely that we will be able to develop a meaningful market for legitimate commercial downloading. The situation is further challenged by the fact that even those technologies we are most interested in have not been deployed on a large-scale basis. We really don't know what will work, but we need to be in the marketplace learning in real time.

Smith: I might not agree with reluctance. I think, within the companies, and Sony Music

directly, there has been an integrating and evangelizing [process] about the Internet. Public acceptance has demanded the winning over or educating of those who don't live in “that” space. The delay in seeing action is that we have some technical problems that we need to find solutions for, and we are not tech companies. That takes time.

Vidich: I don't think there's one inevitable future, and I certainly don't think it's piracy. The foundation of the future will be shaped by the emergence of convenient technological alternatives and their influence on consumer behavior. The industry has been criticized for reacting slowly to the emergence of technologies that allow for the easy exchange of music. Creating a business for consumers is an entirely different kettle of fish and requires technology that has only very recently become available. Our customers have higher expectations based on the tradition of excellence and quality they've always gotten from us.

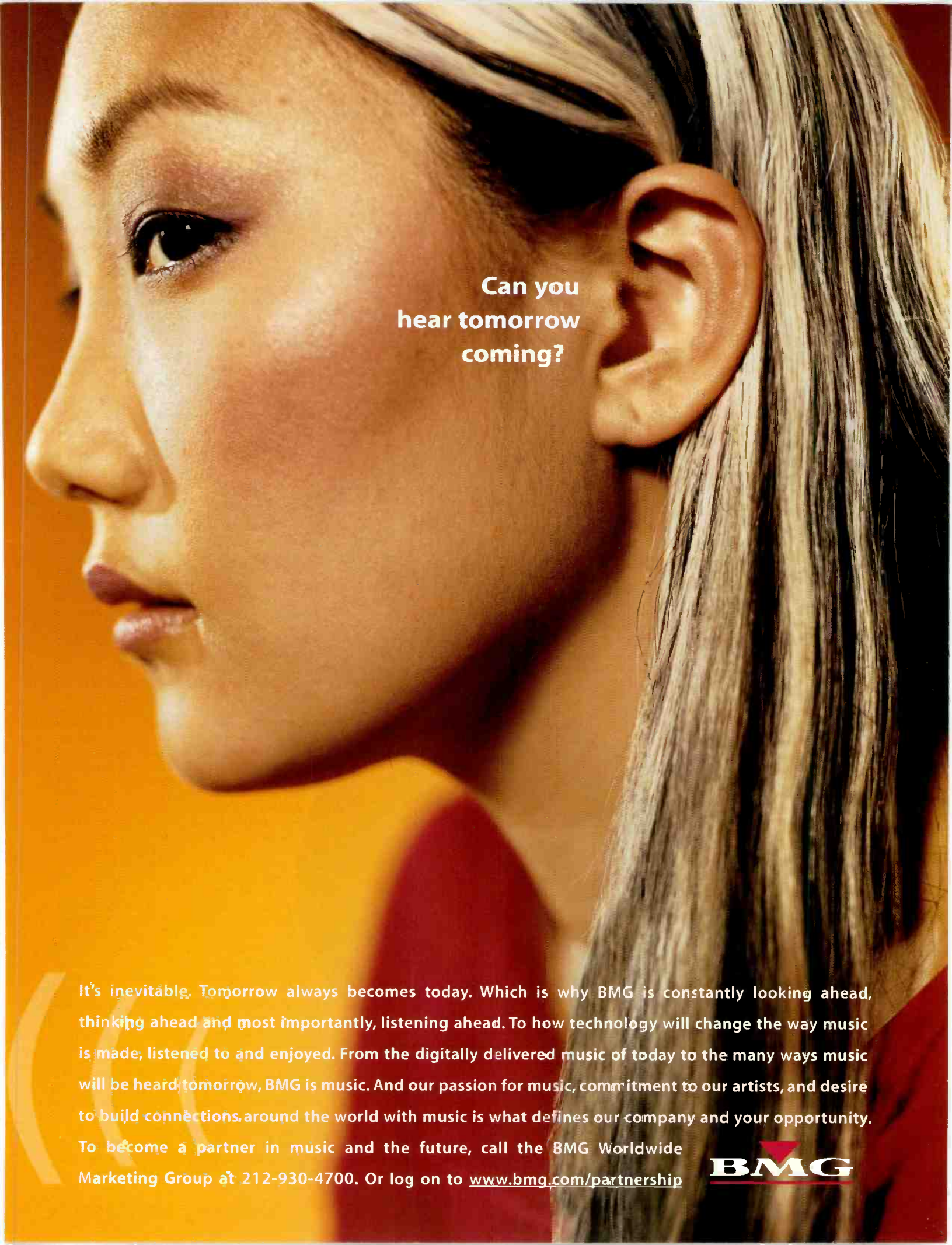
Kenswil: No future is “inevitable.” We've been reluctant to enter into the future espoused by pundits with an axe to grind who, invariably, don't make music, don't make revenue from music and usually don't even take the time to find out the difference between a musician and a MIDI file. We are wild about a future that expands our business and the opportunities for artists. I wouldn't characterize the industry as reluctant or headed in the wrong direction. The wrong direction would be to give our music away and sell T-shirts, which I still hear calls for even to this day. We were in the T-shirt business once—we're not in it anymore. At Universal, we have been developing digital music opportunities with a full-time staff for many years. Seagram bought PolyGram in no small part based on the promise of the connected future. We believe that we and our artists have the right to be paid, and we have been steadily moving towards making that a reality.

Samit: The biggest challenge is that record companies are too busy breaking and developing artists. Much in the online world has been outside the tradition. The bands have spoken loudly. Artist contracts now implement these things. EMI has tried to take a leading position. Since no one knows what the future holds, most are going down different paths—confusing the tech and consumer standpoints. But, we are still in the very early days.

Even with a court victory in the MP3.com case and current attempts to shut down Napster, is time running out?

Conroy: Surveys point out the vast majority of record buyers are not active users of these technologies. Having said that, we are moving as quickly as possible to address these threats and take advantage of the many opportunities available to us.

Smith: The situation with Napster, MP3.com and others, from the music company side, is that we have to fight for copyright assets for the artists. Both MP3.com and Napster prove that technology finds its way around [the law] and offers the public [access to] things that



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“When you can walk around and carry your entire music collection with you, people will understand the true benefits of the digital age.”

Jay Samit, EMI Recorded Music

aren't free. We have to move fast to get into this space, but we have to address what is in this space also. Some say we may not be moving quickly enough, but they are operating by adopting illegal methods.

Vidich: The truth is, Napster has only been around for seven months, and there are similar programs out there that are even younger. And there's not a great deal of sophistication to these technologies [that] provide consumers with music downloads in which the quality is often questionable, the file content is unknowable until the file is opened and customer support and quality assurance are non-existent.

Kenswil: Time never runs out, or at least not since before the last Big Bang. All companies need to be ready to change strategy on a moment's notice. Legal defense is one strategy. Offense is more important. We'll continue to do both. Long after most of the VC money has been burned, copyrights will still be there. The industry will prosper, and we'll continue to do what we do best: finding and developing great artists and bringing them to the public. Thank God you didn't ask me if the genie is out of the bottle, or I would have lost all respect for your cliché-avoidance abilities.

Samit: The wake-up call is that we have to make buying music as easy as stealing it and stealing music a lot harder. Technology leads the legal system by at least a decade.

How serious are the concerns that piracy or the sharing of music files will cripple the business?

Conroy: Piracy has been with us for many years and this will continue to be the case. The issue here centers on our ability to deter this kind of behavior, not eliminate it. We need to manage our expectations and be realistic with respect to our short-, medium- and long-term goals for stemming piracy.

Smith: The music industry has to protect its rights, and don't think we are being naive about the messages that are coming back. As an industry, we must address [the feedback] coming from the consumer. These interfaces are easy, simple and convenient to use. We need to find a way of altering behavior so users [recognize] copyright holders' rights.

Vidich: Clearly this is a concern. While the

music industry has always tolerated a certain level of exchanging music among friends, what we're seeing now is wholesale, unauthorized usage at an unprecedented level. We're confident that our legal system will continue to uphold the sanctity of music copyrights. What we can learn here, however, is that the popularity of services like Napster would seem to indicate that people will readily embrace music made available online. So it's up to the music industry to provide consumers with attractive and convenient alternatives that recognize the rights of artists and copyright holders.

Kenswil: Sharing is a euphemism. If I share my hamburger, I give you half and keep half. That's not what's going on here. This is copying, and they don't call it copyright for nothing. At the end,

“We need to find a way of altering behavior so users [recognize] copyright holders' rights.”

Al Smith, Sony Music Entertainment

it will be marginalized, as it has been in the past. **Samit:** Now that Napster's up to 40 million users a day—that is crippling. This will have repercussions to the film and video-game industries as well. We have to offer an alternative. Given a choice, we believe consumers will make the right and legal one.

The music industry has been criticized for not moving quickly enough into the digital domain. Do you sense there will be a shift of power to the tech companies in this space?

Conroy: We began BMG's Internet-related efforts in 1995, long before most online music sites even existed. We believe that the value we create and deliver to our artists can only be realized when leveraging online and offline together. The online media environment is arguably more cluttered than the offline media environment, which makes significant promotion and marketing more, not less, important. And because building a legitimate market for commercial downloading is more complicated (and costly) than previously thought, the infrastructure we have developed and the network of online partnerships we have created represents a significant competitive advantage for BMG. In addition to establishing GetMusic.com, BMG's online presence includes more than 30 wholly owned music and lifestyle Web sites around the world brought together under the Click2Music.com umbrella, and strategic marketing agreements with and key investments in leading online companies ARTISTdirect, Riffage.com, Egreetings Network, Listen.com, Eritmo.com and FanGlobe, among many others. These unique Internet-based outlets provide us with more pathways into the marketplace through which we can build awareness for our artists' music and drive sales through all channels of distribution, both online and offline.

Smith: Many of the tech companies are hiring away music guys, but if you notice, they are not the cream of the crop, even though they are experienced in music world. The Internet is the leading opportunity out there now because music fits into the lifestyle. For the music companies, it's not as simple as hiring one guy. There is a group of people who have new skill sets, and bringing in one or two doesn't make you a tech company. One good thing about SDMI [the Secure Digital Music Initiative] is it does bring together players from a multitude of companies, be they music, tech, online, whatever. It provides contact among many looking for a common end.

Kenswil: Sure, as long as I get more. Seriously, I am not sure what you mean by a shift in power. The ultimate power lies with the artist and the consumer. All of the rest of us have to add value to one and/or the other. The Internet has made both more powerful. In the end, it won't be the B-school graduates, the investment bankers or the lawyers (other than recovering lawyers) that dominate the e-startups who will be the winners. It will be the consumers and the talented individuals who make the music they love. The companies that provide profitable business models that most effectively respond to the needs of these kings will be the big winners. Ignore the rhetoric. Enjoy the music.

Samit: At the end of the day, it's all about the music. The power will be with the creators, and that is where the audience will be. ♦



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THE WEB GETS READY FOR A BROADBAND FUTURE



NICHOLAS BUTTERWORTH, MTVi



DAVID GOLDBERG, LAUNCH.COM



KEN KRASNER, ELECTRIC ARTISTS



LOU MANN, HOB.COM



A.J. PERALTA, DIGITAL BRANDBCASTING



ANDY SCHUON, FARMCLUB.COM



MARK GHUNEIM, COLUMBIA RECORD

As the '80s drew to a close, spiritualists worldwide heralded a "harmonic convergence" that would usher in a miraculous new Utopian age. While stargazers anticipated the Big Day, a skeptical media reported the frenzy with winking bemusement. When the awaited celestial transformation coincided with the 1987 stock market crash, snickering pundits all but attributed the hysterics to granola poisoning.

You would think this embarrassing, anti-climactic event would be enough to make everyone swear off convergence theories. But recently, the concept of universal harmony has been revived, only this time the proponents are impassioned businessmen. Worldwide, digital consultants are employing consciousness-heightened convergence terminology to describe next-generation communication applications like broadband, cable, wireless, satellite and fiber-optics. According to their prognostications, high-speed technologies will result in an unprecedented global exchange of information. Moreover, telephones, TVs and stereos will become integral parts of a household digital chain—i.e., your phone will literally be on speaking terms with your television. Consumers won't need

to download or "own" music—it will simply sit on servers to be accessed whenever and wherever they are. And while all this sounds like something from "The Jetsons," the pundits aren't tittering this time. As evidenced by the growing acceptance of high-speed applications like DSL and T1, convergent technology is real, developing and coming to homes near you—pronto.

But the emergence of high-speed technology is raising lots of questions, especially for the music business. For example, is the industry responding intelligently to the free downloading controversy? How might broadband change the prevailing industry business model? What pioneering steps is the industry taking to make their online businesses appealing to narrowband and broadband users? How long before broadband technology is a global reality? To get answers to these and other questions, HITS solicited the opinions of pundits, consultants, marketers and others, including **Digital Entertainment Solutions** (www.dmhholdings.com), **Electric Artists** (www.electricartists.com), **Digital Broadcasting** (www.digitalbroadcasting.com), **Jimmy and Doug's Farmclub.com** (www.farmclub.com), **House of Blues** (www.HOB.com), **Launch.com** (www.launch.com), **MTVi** (www.mtvi.com) and **Columbia Records** (www.columbiarecords.com).

The convergence hoopla comes in the wake of a

"By watching the TV show, you get a preview of what Farmclub.com will be like in the broadband universe."

[Andy Schuon, Farmclub.com](http://www.farmclub.com)

study conducted by **Andersen Consulting**. According to the poll, digital audio, interactive television and eBooks all have much bigger market potential than previous studies suggested. Over half of consumers from age 15 to 55 say that under the right conditions they would use digital devices to access entertainment content within the next five years—fully twice the number of previous research projections. The study, which was based on extensive interviews with more than 600 average media consumers nationwide, found that Internet users want broad-based content availability, the ability to control the new-media experience and a simple, comprehensive solution. According to the report, “it will be critical for content companies to orchestrate effectively these elements if they are to succeed in the new media marketplace. Another key factor is a low risk of equipment obsolescence, which can be managed through the existence of credible industry standards.”

As overseers of a \$40 billion global industry looking to go over \$100 billion, the stakes are high for the music business. Indeed, research indicates music is a potential goldmine for the industry. “If you look at the early uses of broadband through the people who have access at home and work, you see that some of the highest demand is for music content,” says MTVi President/CEO **Nicholas Butterworth**, who adds with a laugh: “It’s a good time to be MTVi.”

It may be, but the future for the rest of the music business doesn’t seem nearly as certain. By its own admission, the recording industry has been slow to embrace the Internet and high-speed technology—a fact evidenced by the ongoing **MP3.com** and **Napster** controversies. Bedeviled by rampant free downloading, the recording industry largely views broadband as a threat. At issue is intellectual property—the belief that artists should always be compensated for their ideas, published works and performances. But some digital prophets say the industry’s theories regarding downloads are too simplistic. **Greg Maffei** is co-founder of Los Angeles-based Digital Entertainment Solutions, a technology consulting firm that has provided Web marketing for Hollywood blockbusters like “The Matrix” and “Armageddon.” He insists the entertainment community would benefit from a less defensive approach to downloads and file-sharing.

“I believe the industry needs to control the bleeding—the amount of music that’s available for free,” Maffei says. “Thanks to new and emerging technologies, there’s a lot of music that gets leaked to the public. But if the record industry can control where those freebies are going—and then get feedback to see where they’re going—then I don’t see that as bleeding. I see that as marketing.”

Maffei’s philosophic zeal is shared by his partner, DES Chairman/CEO **Brett Markinson**. An articulate technophile, Markinson says convergent technology has prehistoric roots. The way he sees it, campfire gatherings were the intimate “telecommunications” of their day, while hieroglyphics were the primitive mass-media equivalent of televisions. As humankind evolved, campfire congregations mutated into telegraphs, phones, long-distance and global voice-data networks. Hieroglyphs evolved into printing presses, radio, television, cable and satellite TV. “The Internet is the convergence,” Markinson says. “We can now use the power of computation to interact and navigate against hypertext linking. As a result of this convergence, a whole new communications system is being born. We now have a global communication infrastructure through which you can leverage the entire multimedia spectrum—from letters and numbers, to graphics, audio and motion video.”

Like most digital prophets, Markinson makes broadband sound functional, fun and thoroughly innocuous. But others don’t share this upbeat perspective. **A.J. Peralta** is President of Digital Brandcasting, a year-old consulting startup that helps artists execute online strategies. The L.A. native studied computer science, business and finance at Berkeley and has used the Internet since 1987. He eagerly anticipates the day when high-speed Internet access is a universal reality. “I hope the implementation of broadband eliminates the hype and noise that’s been generated since the inception of the Web,” Peralta says. “If that happens, it will force people to deliver. Right now, there’s a lot of instant experts out there with no depth or experience.”

Peralta’s caustic comments are surprising, especially considering his impressive credentials and long-time Net experience. He clearly loves the Internet, so why is he so skeptical? “Because currently, everybody has the luxury of being a pundit and claiming they’re actually involved in the Internet without actually committing to anything,” Peralta says. “We need to get past the point where anybody cares about the Internet. The Web is like electricity—it’s not a place you go to. I want all this hype to go away so we can just create.”

If appearances are any indication, then Jimmy and Doug’s **Farmclub.com** is one company that’s trying to merge artistry, broadband technology and creative marketing. Co-founded by industry vets **Jimmy Iovine** and

Doug Morris, **Farmclub.com** is an Internet-based **Universal Music Group** company incorporating a Web site, record label and a nationally televised **USA Network** music concert series. The cable TV series features performances by established and up-and-coming artists, along with showcases by unsigned acts. Thanks in part to technical partnerships with AOL and Massachusetts-based **Akamai**, **Farmclub.com** has become a leading music Internet destination since its January launch.

Farmclub.com President & Chief Operating Officer **Andy Schoun** views the TV series as a bridge to the broadband world. “One of the most important purposes behind the TV show is to rapidly brand **Farmclub.com**,” Schoun says. “There are lots of broadband-like music experiences many Internet users can’t enjoy right now. So with the television show, we’re able to bring the **Farmclub.com** experience to everyone every week. By watching the TV show, you get a preview of what **Farmclub.com** will be like in the broadband universe.”

Schoun’s comments underscore a curious fact—most of the wired world does not yet possess high-speed technology. So how does a company like, say, **Columbia Records** proceed in a segregated digital world of broadband “haves” and narrowband “have-nots”? **Columbia Records Group** Sr. VP of Online & Emerging Technologies **Mark Ghuneim** believes the music industry should advance slowly, yet decisively. As part of its cautious broadband approach, **Columbia** has forged

an alliance with **Windows Media** and is currently delivering videos to cell phones via a wireless broadband trial with **Packet Video**. Says Ghuneim: “I don’t think anyone should race to the wall with broadband, because the Internet is still the World Wide Wait for the vast majority of Web users.”

Ghuneim says staying afloat amidst the current digital turmoil isn’t as difficult as it may appear—at least not for established content providers like **Columbia**. “If you’re trying to figure access models and where an ISP fits into the food chain, then that’s really complicated,” Ghuneim says. “But producing compelling content is not that hard. That’s what the artists provide. We’ve already got content, so it’s just up

“If you look at the early uses of broadband through the people who have access at home and work, you see that some of the highest demand is for music content.”

Nicholas Butterworth, MTVi

“I want all this hype to go away so we can just create.”

A. J. Peralta, Digital Brandcasting

“ [We have] a broadband business model that’s up and working. We’re waiting for high-speed penetration to catch up with us.”

Lou Mann, HOB.com



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if its out there we'll find it

and then your kids will know about it

to us to deliver it. It's not about difficulty right now. It's about experimentation and hitting on the right thing that's going to work."

If anyone illustrates the convergent power of the Internet and content, it's **Ken Krasner**. As President and co-founder of Santa Monica-based Electric Artists, Krasner and partner **Marc Schiller** won lots of publicity when they teamed with **RCA Records** in 1999 to devise an aggressive online marketing plan for **Christina Aguilera**. Weeks before her now multi-Platinum debut disc was released, RCA and Electric Artists were putting music and information into the hands of consumers. "While Christina's first single was already doing well at radio and video, we were able to preview other songs from her album without having radio or video dictate when it would be heard or seen," Krasner says. "We helped create a velocity behind the street date of her record."

Stating that "broadband is one of the best things to happen to mankind," Krasner says the Aguilera story is an auspicious preview of things to come. He believes high-speed technology will greatly increase the need for marketing consultants like himself. He also envisions skyrocketing consumer spending that could greatly benefit the music industry. "I think impulse purchasing is going to explode," Krasner states. "Currently, if someone is watching TV and the Ringling Brothers Circus ad appears, they might make plans to attend, but they wait around and the seats are never purchased. Because of broadband, they'll be able to stop that commercial in real time and purchase the tickets right then and there. I think that's going to happen to everything—fashion, sports, music, films, books. Broadband will be the impulse-purchasing mechanism of life."

According to Krasner, the impulsive potential of high-speed technology will empower both the majors and smaller independents. "You're going to see artists and record companies selling music directly to their fans and consumers," Krasner opines. "You're going to see consumer brands underwriting the cost of digital downloads as well as subscription-based models. There will be lots of ways to market and sell music."

If these pundits are right, broadband won't be a boon just for record distributors and now concert promotion, but for the concert business as well. The House of Blues restaurant, chain is counting on high-speed technology to create a vital new online video concert industry. Under the guidance of Sr. VP Digital Technology & Development **Stephen Felisan** and Sr. VP Digital Programming & Operations **Phil Fracisci**, House of Blues is quietly establishing itself as a "broadband solution." The HOB plan is simple: film and record concerts at the chain's 27 venues, then recode the resulting footage for high-speed format. The footage can be used for pay-per-view Webcasts or repurposed for use by the record companies for EPKs, concert videos and other promotional projects.

"We're counting on broadband being a big opportunity for us," says HOB President of Media Properties **Lou Mann**. "Right now, HOB has a Webcast every single night. In addition, we're doing two-to-three pay-per-views a night. If you've got a high-speed connection like DSL, you can purchase concerts for \$7.99. So already, HOB has a broadband business model that's up and working. We're waiting for high-speed penetration to catch up with us."

For video and telecommunications companies like MTVi, broadband offers opportunities for increased interactivity. Thanks to an exclusive partnership with **Excite@Home** and another pact with **Time Warner's Roadrunner**, MTVi's high-speed consumer usage has escalated to

a whopping 30%. Now, the company is investigating the possibility of using AT&T broadband set-up boxes to enhance the viewing experience—perhaps offering ways for viewers to order merchandise, listen to sound clips or interact with other fans. "We've got an MTV Nordic show where viewers actually upload graphics to us and we use them in creating the background for some of our TV shows," Butterworth says. "We're looking at a version of that in the U.S. Broadband lets viewers participate interactively to the fullest extent."

Despite the tempting opportunities for enhanced visuals and interactivity, Butterworth believes MTVi's resources are best spent improving technology. "There are people who say broadband will lead to new interface designs that will be lots more graphics-intensive," he says. "Personally, I think that's a mistake. We have found that usage of all kinds skyrockets with broadband. So, if we're going to put our resources anywhere, it's going to be in audio and video quality, not loading in lots of graphics."

Though Butterworth downplays the importance of graphics, **Launch.com** CEO **David Goldberg** plans to take full advantage of broadband's vibrant visual capabilities. **Launch.com** has begun filming artist interviews and performances against blue screens, later dropping in 3-D environments. "You can't deliver that rich kind of interface over a narrowband connection," Goldberg says.

With a technical team including VP of Product Development **Pete Gorla**, VP of Technical Operations **Robert Fisher** and VP of Architecture **Cort Fritz**, **Launch.com** has partnered with **Roadrunner**, **AOL's Music Plus** and **Bay Area-based iBEAM**. **Launch.com** has seen high-speed usage increase 15% over the last six months. Goldberg says broadband has enabled **Launch.com** to cut costs by allowing the company to reduce production of its popular CD-ROM discs (which are currently available solely to **Launch** subscribers and will eventually be phased out). "If you think about it, a CD-ROM is nothing more than a 300k stream," Goldberg says. "The growing popularity of broadband really eliminates the need for discs."

Cost-effectiveness, improved audio, video and graphics, new industries like digital consulting and concert video—if the cyber-gurus can be believed, then broadband is a multipurpose godsend. But lest all this talk of technology and commerce get out of hand, **Electric Artists' Krasner** likes to remind people of the humanitarian potential of high-speed technology. "Some of the greatest uses of broadband will be its ability to bolster education and politics," Krasner says. "It can enable Third World countries opportunities to have better education and medical services. There are a lot of possibilities."

Taking Krasner's sobering comments into account, it suddenly seems possible that the New Agers of 1987 weren't as kooky as some believed. After all, many of their prognostications have come to pass. In the early '90s, the music industry achieved profitable, albeit grungy, nirvana. Nowadays, crime is down, the stock market has rallied and Internet technology has created a bustling "new economy." With its promise of global innerconnectedness, a harmonious digital convergence seems just around the corner.

Woe be unto those who don't heed the signs.

"With the advent of broadband, we've moved from human years to dog years," says **DES's Markinson**. "Because of ubiquitous high-speed access, the velocity of business has increased tenfold. If you're not a company that's figuring out a new business model, then you're gonna get beat by some hungry guy with a new plan." ♦

"It's not about difficulty right now. It's about experimentation and hitting on the right thing that's going to work."

Mark Ghuneim,

Columbia Records Group

"Broadband will be the impulse purchasing mechanism of life."

Ken Krasner, Electric Artists

"The growing popularity of broadband really eliminates the need for discs."

Dave Goldberg, Launch.com



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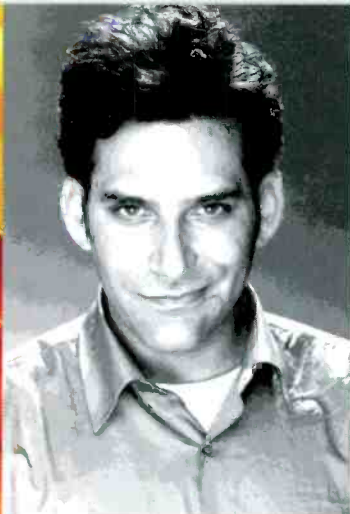
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MIKE DREEZE, Newbury Comics

MSP IN THE Y2K:

CONSUMING MUSIC IN POST-BROADBAND CYBERSPACE

An Exclusive **HITS Internet 2000 Special** by Matt Robinson

It used to be, when you heard a song on the radio that caught your ear, you would bop on down to the old record shop and pick up a copy.

Of course, that's all changed and is continuing to change at an increasingly rapid pace. Today, the record shop is part of a chain and that radio station is part of a giant conglomerate. To find something you'd like to listen to, you don't have to go any further than your desktop. And with wireless and broadband delivery penetrating the consumer marketplace, that reality becomes even more imminent. Music file-trading is no longer confined to college kids on their university's high-speed mainframe. It's now hit the suburbs, as evidenced by the sight of senators on CNN downloading **Grateful Dead** tunes from **Napster**.

The Internet has revolutionized not only the way we hear music but also the way we consume it, use it and, most importantly, access it. The model of the music industry has turned into what you want to hear when you want it, 24/7. Think Internet radio stations, online record shops, stereo Palm Pilots, chips implanted in car stereos, wireless, broadband, cable, T-1 and Digital Subscriber Lines (DSL), then add in the scorched-earth policy (at least according to the **RIAA**) of renegade Music Service Providers (MSPs) and file-sharing outfits Napster and its clones, which allow fans to get music through means of varying alleged legality...and you have, quite simply, more music being consumed by more consumers than ever before at a much faster rate.

No less an authority than *The Wall Street Journal* (we wouldn't expect you to believe us)

is now claiming that the computer may eventually replace the home stereo altogether as the tool *du jour* for music fans. And if not the computer, perhaps a Magic Stick or a Rio or a wireless wrist player or computer glasses with stereo earpieces... It's no wonder that hardware companies like **Sony** and **Philips** are pole-vaulting onto the digital broadband-wagon, with various machines intended to play downloaded music at your leisure. So where will all this digitized music come from, and who stands to gain most?

When looking for downloadable music, the choice falls between consumer-to-consumer systems such as Napster (which allows music fans to share music that at least one of them supposedly paid for) and more legitimate organizations that actually license the music they provide.

Perhaps the most famous (or infamous, depending on which side of the fence you're on) MSP is **MP3.com**. In fact, according to founder **Michael Robertson**, they coined the term.

"We were the first to use the word 'MSP,'" Robertson says, referring to his belief that music fans in the future will favor access rather than actual possession—what some are calling the move away from a "noun" to a "verb" economy via the Internet's ubiquity. "Both broadband and wireless are key initiatives in furthering our strategy."

MP3 is merely a file-compression system, referring to the third level of an audio compression standard developed by **MPEG** (Moving Pictures Expert Group), an international standards committee for digital media. The full title is MPEG1-level 3 (i.e., the third, or audio, level of digitally formatted media).

When Robertson first bought the domain name "MP3" (not from MPEG, as one might think, but from a gentleman whose initials were "M" and "P"), he had no capital to speak of and nary a connection to the recording industry.

In order to achieve his aim, Robertson offered bands something for (almost) nothing. And while the A&R aspect of MP3.com was his first pitch, the savvy entrepreneur's deals with wireless companies are what will position him as a player in the future.

"We offered to be your online presence in a risk-free, non-exclusive agreement," Robertson explains, "and all we asked in return was that you give us one full-length song and allow people to hear it for free."

But MP3.com didn't stop there, launching the controversial My.MP3.com service, which allowed consumers to stream albums that they'd already bought. To do that, they built up a data bank of more than 80,000 albums, which drew the ire of the record labels and the attention of the **RIAA**, which sued the company for copyright infringement, an opinion shared by the court.

"The labels were complaining that the CDs we had bought were unlicensed," Robertson explains again. "Our contention was that we were letting consumers listen to music they already owned."

In order to avoid further misunderstanding, however, Robertson recently decided to remove any disputed materials from his service. Though he says that we have been "trained" on buying objects, from wax cylinders to CDs, he is confident that people will move to downloads and/or streams and that his company will have a profound effect on the music industry. He



LARRY LIEBERMAN, Musicmaker.com



DAVID PAKMAN, Myplay.com



GENE HOFFMAN, EMusic.com

**“OUR INTENT IS TO DELIVER MUSIC TO ANY PORTAL OR DEVICE.”
—MICHAEL ROBERTSON, MP3.COM**

claims, in fact, that MP3.com can more than double revenues by offering consumers other means of access to their music.

“To only be able to listen to music from a wired system is limiting,” Robertson reasons. “Our intent is to deliver music to any portal or device.”

To that end, MP3.com has made a number of deals with wireless companies that shifted their position from record label to more like, well, music service provider.

Unlike MP3.com, **EMusic.com** established strategic partnerships right off with major music licensing firms such as **ASCAP**, **BMI**, **SESAC** and the **Internet Underground Music Archive** (IUMA), a pioneering site for unsigned bands much like MP3.com before its launch in 1998. Today, EMusic.com works closely with partners like **AOL**, **Hewlett-Packard**, **Yahoo!** and even music-related entities like **Diamond Multimedia Systems** and **Myplay.com**.

“Our intent was to legitimize and commercialize the trade of MP3 files,” explains CEO/President **Gene Hoffman**.

Together with partner **Bob Kohn** (whose father was once head of **Warner/Chappell** licensing), former band manager and radio guy Hoffman began putting together what he now calls “the leader in online music sales.”

With exclusive download rights amounting to nearly 10% of the retail music market, EMusic.com has compiled a catalog of more than 115,000 licensed songs.

“We really understand what it takes to deliver downloadable music to consumers,” Hoffman says, suggesting not so subtly that some of his colleagues and competitors do not. Hoffman contends, in fact, that had other like-minded

entities (read: the record labels themselves) been more forward-thinking in their approaches to digital licensing, headache-inducing services such as Napster wouldn’t have flourished.

“Consumers wanted this music and, when the labels were slow in giving it to them, they figured out a way to do it themselves,” Hoffman explains, pointing the direction to the record business’ embrace of a service-oriented, rather than product-oriented, economy. “We, on the other hand, have been instrumental in making MP3 more legitimate and have shown that it can work commercially.”

Thanks to large-format portable players such as the four-megabyte **Hongo** and **Creative Labs’ Creative Jukebox**, Hoffman says that the demand for downloadable music will continue to grow.

“Sooner or later, everyone will have to find a way to sell digitally,” he predicts, “and we think that we’ll be the first place they look to. We want to be the repository.”

And with all that large-bandwidth data storage available, managing that space becomes a viable business in and of itself.

In the meantime, however, Hoffman agrees with Robertson that the CD is not going the way of the eight-track in the near future.

“People like downloadable music for its convenience,” he says. “But future consumers are going to have a music collection in both physical and non-physical formats.”

Whether that form comes in permanent downloads or “just in time” streaming is currently being bandied about—no pun intended.

But no matter how consumers collect their music, they will need a place to know where to

find it and that’s where Myplay.com’s idea of music lockers in cyberspace comes in.

Shunning the Wall Street world that has bred and fed so many dot-com players, Myplay.com is a privately held company which has made its mark through pioneering technology.

Founded in April ’99 as a means of simplifying downloading, Myplay.com’s greatest offering has been the digital music locker, a free service which organizes a consumer’s entire music collection in a virtual library which can be accessed from any Internet protocol (IP) device.

As a co-founder of Webcasting pioneers **Apple Music Group** and a VP at **N2K** (the world’s first commercial digital download service and forerunner of online retailer **CDNow**), **David Pakman** knew what he was doing when he helped create Myplay.com.

“I think broadband and wireless technologies will have a significant impact on music consumption,” Pakman asserts. “They will obviate the need for storage devices like the Diamond Rio since the concept of downloading will disappear. Instead, people will access their collections from digital locker services like Myplay.com or subscribe to others directly from portable devices.”

Pakman has something to back up his claim, however, in that *The Wall Street Journal* recently cited Myplay.com’s locker as a distinct brand of digital music space.

“We have created a category,” Pakman says. “Our competitors are already infringing on our trademarks.”

Though other systems have promised similar services, Myplay.com already claims over one million customers, including **AOL**, for whom

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Myplay.com serves as exclusive storage provider for music properties such as **Spinner** and **Winamp**.

Plans are also in the works for a subscription service which will allow users to have new music placed in their lockers according to prior consumption habits and invaluable market data.

"That level of information about consumers musical tastes is unprecedented," Pakman maintains, predicting that the locker concept will continue to prove an integral part of the digital distribution infrastructure.

"People will store and access their collections from all different types of devices from their MyPlay lockers," Pakman says. "Music will become even more portable and the industry will grow."

On the other hand, **J. D. Heilprin**, Executive VP of **Rioport.com**, has what he feels is the digital audio solution.

"Future consumers are going to have a music collection in both physical and non-physical formats."—Gene Hoffman, Emusic.com

Developed about 18 months ago by **Diamond Multimedia**, manufacturer of the Diamond Rio MP3 player that was the subject of its own RIAA court case, **Rioport.com** is now the sales and service center for the Rio digital player, a device which allows downloaded music to be played away from the desktop.

Through partnerships with **MTV**, **House of Blues**, Britain's **Ministry of Sound** and **iCast**, **Rioport.com** has developed an impressive library of access on its own, in addition to the thousands of items which can be downloaded from other MP3-format sites.

"Our goal is to find the easiest way to secure content to consumers," says Heilprin. "We are a business-to-business entity which provides an aggregation of content licensed from copyright owners. Broadband is the lightning rod that will result in consumers engaging in digital music, because the potential to make it so easy is overwhelming. Wireless is also interesting, though I am not convinced any of its current applications have hit the bull's-eye. It's still a bit early to judge."

Though he does not see the CD disappearing, Heilprin suggests that an entire generation has "moved beyond shiny silver discs" and warns that many consumers have also moved beyond paying for music.

"That is an attitude we need to change," Heilprin contends. "There's no reason that consumers should have to go elsewhere for music they know they want to own. Consumers

should be able to pick, click and buy."

But what if we prefer the old-fashioned quaintness of CDs or, for real old-times sake, vinyl? Incorporated in the U.S. in 1996, **MusicMaker.com** creates CDs from tracks available on the Internet. Recent releases include a Top Five radio-charting album of **Jimmy Page** and the **Black Crowes** and a do-it-yourself **Beastie Boys** compilation.

While some may come to **MusicMaker.com** in order to avoid buying albums in stores, President of Global Marketing **Larry Lieberman** argues that his service is actually more complementary to retail than cannibalistic.

"The majority of people who came to our site for the **Beastie Boys** also bought the retail 'Greatest Hits' release," he attests.

As it is partially owned by **EMI** and boasts partners in **AOL**, **Columbia House**, **PepsiCo**. and more than 160 independent labels, **MusicMaker.com** has legitimate access to a hefty catalog. With the capacity to create over 100,000 customized discs a day, **MusicMaker.com** is offering a new-school system for a very old-school practice.

"It's like the home taping we did in high school," Lieberman relates, "except we don't have to hold 'pause' and 'play' all weekend long."

Another great benefit is the wide array of choices, all of which are legal.

"We're not here to propagate unlicensed music," Lieberman attests. "Even our promotional offers result in royalty payments."

And when such offers include a three million-disc order from **Pizza Hut**, those payments can add up.

"If people want to buy CDs, they'll buy CDs. If they want to steal music, they will do that," Lieberman reasons. "We are bridging the gap and allowing them to customize their collections. And people are responding by paying for it. We have given away less than 100,000 downloads because people still like to buy CDs. As much fun as it is to download, CDs are still easier to deal with; at least for now."

Though Lieberman does not see the imminent demise of the CD, he hopefully predicts the future of the format will include his own company.

"**MusicMaker** is a great complement to download sites and conventional retailers," Lieberman concludes. "We have the opportunity to look both ways."

Many of the new denizens of download might say that it is the brick & mortar retailers who need to look both ways before proceeding. Some sales gurus, however, maintain that their digital doppelgangers are the ones who are not looking where they should.

Mike Dreese founded **Newbury Comics** in 1978 in his apartment in Boston's Back Bay. Many was the night, when he would be awakened by eager music fans who stopped by to talk shop with their favorite clerk.

"It's called customer service. We need to give consumers what they want," Dreese asserts. "And right now, what consumers want are free downloads."

As Dreese sees it, relatively few downloads have actually been sold. Even if it is just an attempt to build site loyalty, many sites are literally giving music away. These MSPs are giving the people what they want, but not in a sustainable way.

"What is their revenue?" Dreese asks.

The most important question for Dreese, however, is what consumers are actually doing. Answering that is necessary before trying to offer alternatives.

"You need to focus on what consumers are doing," he emphasizes, "not what you want them to do."

A recent study by **Andersen Consulting** bolsters Dreese's case, defining the "3 Cs" vital to the future of digital media: "content," "control" and "comprehensive" solutions to problems such as system incompatibility. The study also offered another set of "Cs" having to do with how interested companies can better ensure successful entry into the digital market. These are "consumerization" (i.e., starting with the needs of the consumer, as Dreese suggests), "collaboration" (i.e., working with other potential providers to establish a market instead of competing with them) and "configuring" systems in such a way that they add actual value.

Though many labels are now playing catch-up by designing their own individual digital content deliverers, the key word here is "individual." As their systems are often not compatible with established systems or with each other, it is difficult for would-be users to deal with them. As a result, many consumers are staying with the already familiar method of pirating.

So what will actually change in the so-called "digital age"? Who stands to gain and lose the most from this potential "just in time" ubiquity of music via wireless and broadband delivery?

"The big winner," says Hoffman, "is the consumer, who will be able to get more music. The labels, artists and publishers also win because their risks are decreased as the system exhibits less friction." That means manufacturing and distribution can now more closely anticipate demand, and the industry's traditional "throw it against the wall and see if it sticks" approach can finally be modified for something more efficient.

Though retail will survive (if only in its current role as a physical presence and customer service system), Hoffman thinks distributors may lose out because their commodity will no longer be needed. After all, he who owns distribution is king...even (or more to the point, especially) in a digital universe.

Pakman agrees, at least to a point.

"The trucking companies who carry CDs will see a decline as physical assets become less important," he says, "but I don't see them going away unless they don't evolve. The only losers will be those who don't participate in this evolutionary process."

"The ones who lose are those who sit on the sidelines and pretend that this is not happening," Heilprin concurs. "The person who gains is the person who figures out the easiest system for consumers to gain access to the greatest amount of legitimate content."

By whatever means [of playback] necessary... And certainly, the proliferation of broadband and wireless solutions makes this a reality, a "push" (passive) notion of consumption giving way to a "pull" (active consumer choice). You can count on it.

While Dreese admits "brick & mortar is in deep trouble," he still maintains that the potential alternatives do not yet fully understand their potential customers.

"Consumers want content, ease of use and a good price, which is what they always wanted," Dreese says. "Now we just have to figure out how to best give it to them."

And if the current record industry doesn't, someone else most assuredly will. ■

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AN EXCLUSIVE HITS INTERNET SPECIAL DIALOGUE
WITH LISTEN.COM CEO ROB REID BY SIMON GLICKMAN

HE'S ALL EARS



ROB REID

Listen.com CEO Rob Reid has walked the straight-and-narrow path while most of the music dot-coms around him have seen fit to challenge, ignore or fudge industry notions of copyright. By making sure his comprehensive media search engine points only to approved music files, he has not only overcome the reticence of even the most Net-wary record types but won their blessings. Now reaping the rewards of partnerships with both online and terrestrial entities, Reid could watch the MP3 wars from a comfortable vantage point—if he weren't busy pursuing new opportunities. But after enduring the leaden questioning of HITS' own Simon "doofus.com" Glickman, he's probably feeling that even some vigorous litigation would be preferable.

Tell us about some recent developments at Listen.com. I'm very excited about our recent promotion of Sean Ryan to President/COO. He has been VP of Business Development since April or so; his brother is actually President/COO of DoubleClick. So the Internet is in his blood. He had been doing an amazing job in the biz-dev role.

On the partnership front, we just launched the Yahoo! music download search directory, with links and other functions powered by Listen.com. We actually launched on June 21 last year, so this was our first-year anniversary.

What's your assessment, if we can get "macro" for a second, of where things are right now with digital music?

What we've seen over the last year is that digitally distributed music has completely crossed the line from hacker's fetish to mainstream obsession. And that has happened largely, but not solely, because of things that have happened on the legal periphery. Napster has really upped the stakes for everybody, for good or ill. But many millions of people who might not otherwise have been downloading music have come to regard it as a daily habit. I think this has brought impetus to everybody who's involved in the space to take this very seriously as a near-term phenomenon—as opposed to something that might radically change the industry and its economics at some point in the five-to-15-year time frame. Which is really how I think most people were regarding it a year or certainly a year and a half ago. That's probably the single most dramatic change. I knew it was going to happen fast when we started the company. The mainstream adoption and the incredible profile that this space has acquired in the business, entertainment and technology press has been absolutely flabbergasting. And because so much has been happening on the legal periphery, that is going to inspire artists, labels and rights societies to be more aggressive about what they sanction on the Web than they may otherwise have been. And that will probably start playing out in the second half of this year and the first half of next year.

Do you think that the incredible profile gained by Napster also puts pressure on everyone to find ways to meet that level of customer demand without the kind of circumspection that has dogged so-called legitimate delivery of major-label music thus far?

Yes, it makes it very clear that it's time to get the catalog out there in a secure but convenient manner and at a fair price.

That's no mean feat.

This would be a very challenging, tough, complex issue for any industry to deal with.

You're not in the business of selling downloads, but those who are have taken a pretty hard hit this year.

Well, it depends how you term a hard hit. I believe EMusic sold over \$450,000 worth of downloads last quarter, which I believe is up by a factor of many hundreds, if not thousands, percent against the comparable part of the year before. So is there a hit? It's more an impact on what might have been, which is impossible to know. As opposed to where we've come from, which is a hell of a long way.

We personally aren't in the business of selling downloads, but we do partner with literally anybody who's putting music up there—and that includes people who put it up there for free, like Riffage and MP3.com or ones who put music videos up, like Launch. It includes people who sell downloads, like EMusic and Liquid Audio. We link to all of them without bias. Our exposure really is to the phenomenon of downloading, more than anything.

But you don't provide access to major-label music that has been illicitly transferred to MP3 and uploaded to the Net.

We have always had a very deliberate policy of linking to files that, to the best of our ability to determine, have been posted with the understanding and permission of the artist or the right holder. We also follow the normal, deeper provisions—if we screw up and link to something that we shouldn't, we have information on the site about how you can contact us and ask us to take it down. And that has happened only once, to my knowledge, in the past year and a half.

You're really kind of an online music reference library.

And you'll see a few new things—just a few days ago, for example, we launched tour dates. They're integrated on the site and on the artist's page. A month and a half ago, we launched full artist bios, discographies and discussions on different CDs, sort of a review library. We're bringing in resources that are developed by all kinds of parties, with useful information about music that we integrate in our site.

What kind of feedback are you getting from your users about what they'd like to see more or less of?

Everybody would like to see more known artists' music up there. That's what we hear most. As a non-label, naturally, we are quite dependent upon the labels and other rights holders to get their stuff up there. Again, I think one result of everything that's been going on this year is that I do expect that we're going to see all kinds of rights holders being a lot more aggressive about getting their stuff out there—with models they deem legitimate. I'm hoping that's a self-correcting trend. At the same time, I have to say that when we launched, I talked myself blue in the face about how cool it was that the Beastie Boys were putting one new live track on the Web every couple of weeks. It was very cool, but they were the only people doing anything. When we launched a year ago, the number of truly well-known, mainstream artists that had music available somewhere on the Web was in the dozens. At this point, there are probably 4,000 artists—ranging from indie darlings to major chart-toppers—who have something available

“DIGITALLY DISTRIBUTED MUSIC HAS COMPLETELY CROSSED THE LINE FROM HACKER'S FETISH TO MAINSTREAM OBSESSION.”

out there. So that process is going, but the faster it goes, the better it is for everybody.

It seems that the indies have been less intransigent, for the most part.

Certain indies have been very aggressive about getting their stuff out there. TVT is a good example. Others have been a lot less aggressive.

What's your feeling about the possibility of negotiated settlements with the file-sharing applications, and what kind of impact might it have for you?

If there were an agreement and working partnership between the file-sharing companies and the labels, we

would certainly feel free to work with both. Our strategy has been described as promiscuous-partnering, which is kinda funny. My girlfriend doesn't necessarily like that description. We have the five major labels as investors. We are partnered with something on the order of 80 sites that host downloadable music files—companies as big as MP3.com, and some that are quite tiny. We're partnered with eight of the top search engines, as well as important music sites like RealNetworks. We partner left, right and center because we do one thing that no one else does—aggregate a navigable editorial viewpoint about the full body of music available on the Net. And that's something useful to people who want to have content on their site. Like the search engines, which are useful to anybody distributing music who wants to generate demand for downloads. If there was a *detente* between Napster and the labels, you could absolutely bet the company with 150 partners in online music would be working with those guys in a big hurry. But I'd rather not speculate on exactly what we'd do. It's probably pretty obvious what we could do, if you look at our product and how it relates artists to one another, helps people navigate and provides contextual information and a file-sharing application. But I don't expect that partnership to happen, just because the clock is ticking so loudly, but I am definitely not part of those discussions. So I'm not really qualified to say.

What are your plans for adding other unique content to your site?

I don't want to be public about product plans. But I can tell you generically that we're going to launch another set of information services we're creating ourselves. The music directory will be home-operated, built and architected by Listen.com. We're also going to be more aggressive about bringing in outside data sources, and integrating them with our experience and—in cases in which we have permission—resyndicating those to our large, expanding network of content partners. We have targeted 15 other categories of information and services to sign deals with, integrate and distribute over the next six months. ♣

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AN EXCLUSIVE HITS INTERNET SPECIAL REPORT

SATELLITES OF LOVE:

RADIO REACHES FOR PIE IN THE SKY

BY STEVE MIRKIN

It's a space-based technology aimed at thousands of moving targets from coast to coast and is subject to the whims of Congress—no, it's not Star Wars, it's satellite radio. With two companies, the New York-based **Sirius** and Washington, DC's **XM**, poised to launch competing subscription services in the next six months to a year, satellite radio could be the arena where companies compete for the music fan's ears and dollars. Both Sirius and XM will offer a \$9.95 per month subscription service with 100 channels equally divided between music and talk. The settlement of a patent-infringement lawsuit in February means the services are interoperable, with the same receiver able to pick up both signals.

Given their surface similarities, the two companies take pains to differentiate themselves. At XM, VP Sales & Marketing **Stephen Cook** trumpets the company's association with legendary programmer **Lee Abrams**; Sirius appears to be going in a more grass-roots direction, with VP of Content **Joe Capobianco** emphasizing commercial-free music, which he compares to cable outlets like **HBO** and **Showtime**. "They allow for a full palate of musical choices catering to the listener, not advertisers."

Cook counters that while some of XM's music channels will have sponsors, the level of advertising—"just two or three spots per hour"—he believes "will seem like no commercials to the end-user."

Each has also entered into partnerships with existing media companies to produce branded channels: **CNBC**, **Sci-Fi Channel** and the **Kennedy Center**, among others, for Sirius, while at XM, the list includes **USA Today**,

CNN and the **BBC World Service**. There will also be niche programming, with both networks including religious and ethnic channels as well as sports, which will be provided by **Speedvision** and **Outdoor Life** on Sirius and **The Sporting News** and **NASCAR** on XM. Sirius is currently developing a show in conjunction with **Major League Baseball**.

To broadcast these stations, both companies are readying their infrastructures. Sirius has already put its first satellite in orbit, with another scheduled to be launched in September and a third in October. Combined with the 46 repeater systems being put in place now, Capobianco estimates the network will be ready to go in late December. At XM, which just announced the completion of its latest round of financing, Cook thinks Sirius is being a little optimistic, guessing neither company will be up and operational before next summer.

Whenever they're ready, the focus for both companies will be the automotive listener. "That's where people do most of their listening," Capobianco says, adding that, over the years, cassettes and CDs have not made a significant dent in radio listenership. Each company has made alliances with automakers—**GM** and **Honda** at XM; **Ford**, **BMW** and **DaimlerChrysler** at Sirius. As part of the settlement, the companies will deal with the remaining car manufacturers together.

The eagerness of automakers to embrace this new platform has been both satisfying and surprising to the programmers. Cook thinks that it's part of what he calls the "new paradigm" at the big automakers. "People are looking at their cars as destinations as well as a means of transporta-

tion," he explains. "You're in your car more than you used to be." In addition, "There are so many new technologies aimed at automobiles that car innovations are moving at Internet speed."

Like CDs and HDTV, satellite radio means that consumers will be laying out their hard-earned cash for new hardware. So it shouldn't surprise anyone that **Sony**, **Panasonic** and other sound-equipment manufacturers have taken Sirius and XM to heart. What will these new three-band (AM/FM/satellite) radios cost? Capobianco says that surveys have shown that most people would be willing to spend around \$200 for a receiver, so he estimates the average aftermarket unit bought at **Circuit City** or **Radio Shack** will cost around that amount. Of course, anyone shelling out for a new **Mercedes** or a **BMW Z3** will pay a bit more, around \$300. But that cost will be "transparent," part of an options package or premium sound system. He also says that there should be adapters on the market, which will run around \$80, so the receivers will be affordable for everyone. Cook's estimates are a bit higher, from \$299-499, but he adds that Sony is planning on making an inexpensive, Walkman-style receiver, "so you'll be able to take XM from your car to your house to your boat." He adds this was important to the company, since "people want to take along their music wherever their recreation plans take them."

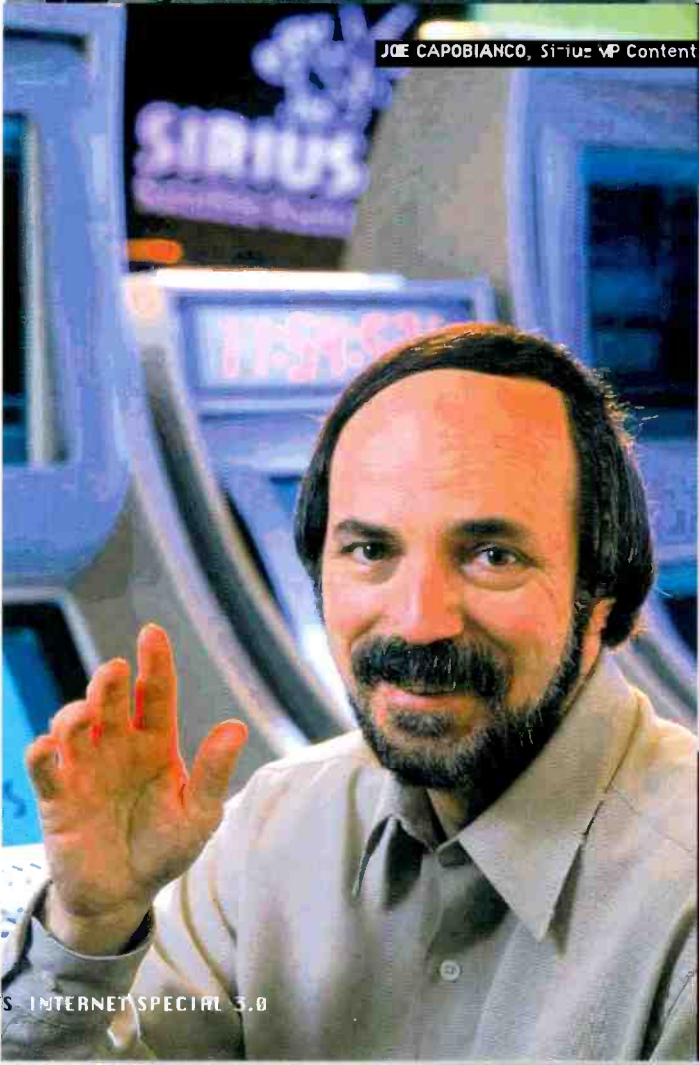
Will satellite radio find a market? Are people willing to pay for something they get for free? It's hard to imagine a world without cable, but less than 15 years ago, most of America was still unwired, and from the jump, cable delivered clear reception. Capobianco doesn't

WOLFGANG SPEGE, Musicmusicmusic.com Founder



LISA CRANE, Soundbreak.com CEO

JOE CAPOBIANCO, Sirius VP Content



STEPHEN COOK, XM Sr. VP Sales & Marketing

think this will be a problem, emphatically counting off groups underserved by terrestrial stations. "There's no outlet for country music in New York," he says. "We have five country stations. No station plays modern rock 24 hours. We have nine channels playing the whole range of rock. And in Detroit, there are no classical stations, not even on NPR. We'll provide three."

In addition to simply offering more choice and a greater range of music, Cook and Capobianco say that both companies will be producing their own shows. Sirius is "dedicated to bringing the artist closer to the audience and the audience closer to the artist."

Sting will be doing a daily show for the network, as will Grand-Master Flash and M.C. Lyte, the latter acting as both DJ and the host of a talk show.

Groove-Radio's

Swedish Egil, Dave Koz, BeBe Winans and Leonard

Slatkin are working with Sirius on dance music, jazz, gospel and classical programming, respectively, and *Playbill* and the New York club Webster Hall will contribute shows. "We're going to be the station of record for each format." Cook says that XM is in talks with GM's On-Star division and Honda for what he coyly describes as "exclusive automotive content."

Neither XM or Sirius sees its service supplanting traditional radio. "We're complementary to AM and FM," Cook says. He offers a typical scenario as a listener getting into his car, checking out terrestrial radio for about 10 minutes or so to get local news, weather and traffic information, then tuning to the XM station of his choice. He adds that XM's business plan expects the station to break even when it hits three to four-and-a-half million subscribers. "If you think about it, four million subscribers out of 210 million vehicles on the road is only 2%, so we can be successful at very low penetration rates."

On the other side of the dial, Net-based radio companies are evolving in the face of such competition. **Soundbreak.com** is Webcasting what it sees as a viable option to satellite, although company CEO Lisa Crane is insistent that what it offers is not "Internet radio." Rather, she says the netco should be thought of as an entertainment site. "We're somewhere between **About.com**, **MTV** and **KROQ** in the early days, all together and on steroids."

What Soundbreak.com adds to the mix, Crane says, is interactivity. "We're saying, this is the place you can go where you know you'll hear something you've never heard before, but it's not pirate radio, it's not trash. It's actually gleaned from people you trust. And the big, big difference is the users are deciding what the music is, in real time, every day."

Users can vote throughout the day on music they're hearing through pop-up polls that

appear on the site simply by pointing their browsers. "We can also monitor traffic patterns from the log files of the server as well as the streaming data, figure out the peaks and valleys. So if we know certain DJs are playing certain musicians over and over again and they're getting more traffic, we can infer that maybe it's about the music they're playing."

With more than 200,000 unique visitors a week, Crane says Soundbreak.com's metrics have been outpacing **Riffage**, **Billboard**, **EMusic**, **Liquid Audio** and the **House of Blues** sites, an accomplishment she credits to the company's approach of putting "music ahead of the money." But

unlike **Napster** and other highly trafficked sites, Crane says Soundbreak.com has a plan to monetize its visitors. The company is offering the data gleaned from its audience to the record labels. "We can go to the labels and give them quantifiable data on a daily basis and tell them that 25-to-30-year-olds in the Southeast are hot for this act, but in the Northwest they're not, while in Korea and the Asian countries they are. We can give them this information immediately. No one has ever been able to do anything like that, ever."

Instead of hundreds of channels spanning a wide range of styles, Soundbreak.com concentrates on alternative music. They chose that format (which includes hip-hop, dance and techno), because it met the criteria they felt any music needed to succeed on the Net: a large amount of music available, lack of mainstream radio support and an audience in the 18-to-35 demographic. Crane notes that, surprisingly, their users are split almost 50/50 between men and women. She is quick to add that she doesn't see satellite radio as competition—the company is currently negotiating with **XL** and **Sirius** about providing content.

Musicmusicmusic.com already has a consumer Web site, **Radio Moi**, but they've been expanding into business-to-business products, a segment company founder **Wolf Spegg** says complements his already-established business. Their new flagship product is **Industrial Sound Service**. This **Muzak**-like service pipes in "infinitely randomized" music into restaurants, retail stores, "almost anywhere." Each customer can choose from up to 30 different streams, including "unicasted" streams that are prepared for individual clients. In addition, clients can add their own messages to the mix, or take the international news, information and ads supplied by **Music3**, for which the client receives 30% of the revenue. Among the companies that currently subscribe to the service are **Kia** and **Saturn** dealerships and **Gold's Gym**. "You show me one of our competitors who provide a similar service," Spegg crows.

The next commercial service they're offering

is listening posts. Currently supplied to two Canadian chains, **Velas** and **Future Shops**, the listening posts are a more sophisticated version of the I Beams that were in **Tower** stores in the early '90s. The customer takes a CD from the racks, holds the bar code up to a laser and information about the artist is streamed to the machine. One thing the post will not do is give recommendations of other records. "I'm skeptical of AI software," Spegg says. "I'm such a music lover, and I know what I like. If you say to me, 'You like **Jewel**; you might also like **Brandy** or **Aaliyah**,' I just think, 'Leave me alone.'" The listening posts, he says, "try to cater to people without talking down to them."

Spegg's third product is exclusively for broadcasters. For a price, he allows radio stations access to **Music3**'s vast music library, which includes many out-of-print and rare albums. It can be searched by artist, title, songwriter, keyword or any combination, then broadcast-quality files compatible with their on-air system can be downloaded and added to their digital archives. "They can use it as a resource for music they don't have," Spegg says. He is also in the process of franchising all three services around the world, with a mandate that they do for music in their territories what Spegg has already done for Western pop. In exchange, they get use of his industrial products.

Spegg also insists that all participating companies have the licenses necessary to play the music. It's an arduous process but worth it, he says, explaining that copyright laws will have to change due to the global nature of the Internet. Originally, the **RIAA** wanted to control all the rights based on where the music is streamed from, regardless of where it is streamed to. However the foreign organizations want to be paid based on where the music is streamed to. "There's an absolute maze you have to go through to get licenses. We put the funds we feel should go to the artist in an escrow account, then we negotiate. If you try to do it up front, you'll never get it done."

Paying royalties might put the company at an economic disadvantage vis a vis a company that doesn't, like **Napster**. Spegg estimates the company will pay \$200,000 this year and more than \$1 million in 2001, but that money allows his customers to use the service with confidence that "the music they found and heard yesterday will still be there tomorrow, because nobody's trying to shut us down." He also points to the size of **Musicmusicmusic's** database—currently four terabytes of music, growing by 300 to 400 megabytes a month—more than any one user could ever fit on his hard drive or download from a file-sharing service.

A good deal of Spegg's music database comes from independent labels that allow his listeners to have "total interactivity" with the music. For example, Spegg says, you could download **Moby's** "Play," and use those songs on your playlist anyway you want—the entire album, if that's your desire, shuffled to your heart's content.

Regardless of how interactive **Musicmusicmusic's** database is, **Sirius' Capobianco** doesn't think it can replace what satellite radio offers. "It's a combination of getting all these choices at a low price that's so compelling. In a multi-channel universe, people end up using more channels than they expect when they first get the service. If you look at it that way, we're just asking them to turn on the radio like they did before—except we're asking them to pay for it."



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Brick & Mortar Gets Down With Its Digital Self



ERIC WEISMAN



JIM SWINDEL

T

he Napster controversy came to Washington, DC, a few weeks ago, as exploratory Congressional hearings were held on the subject of digital distribution. In the nation's capital, Napster's business practices involving copyrighted content were pitted against the values of the music industry's artist spokesperson, Metallica's Lars Ulrich, who was drumming up support for creators' rights.

While Ulrich may be an unusual face in politics, his beat is familiar in music circles, where new technology and the growing distribution of free digital music on the Internet have given birth to a radical shakeup in the entertainment world. Once again, the music business is rallying around the protection of its copyrights, the basis of its business and profits. This war is being watched with a careful eye by music retailers, who are threatened with extinction by the digital format, which could do away with physical product altogether.

Thus far, the hearings have been exploratory and the Registrar of Copyrights hasn't even been heard from yet, something that would likely precede any real legislation. However, there were initial reports that Senate Judiciary Committee honchos Orrin Hatch (R-UT) and Pat Leahy (D-VT) might make a joint call for a "compulsory license" in the digital distribution of music. Sabre-rattling aside, don't expect much substantive movement on digital distribution from the feds for a while—Congress has very few legislative days left before a scheduled break and the election season.

With each of the Big Five about to roll out their first music downloads, the true story can be found by looking beyond Capitol Hill to traditional brick & mortar retailers themselves, who often serve as something of a business crucible for entertainment transaction models. And with broadband, wireless and satellite delivery on tap, that future is literally upon us.

"We have a couple of problems with it," says Tower Records' Mike Farrace. "The first barrier is all the free stuff available online. In fact, that could be the mantra for digital downloading. And more important than the fact it's free is that it's easy. When you go to Napster, iMesh or Gnutella, it's simple to get music, because there's no security. From a retail perspective, you have a hard time selling the exact same merch-

"When it comes to the digital delivery of music and video... I just don't think we've found the perfect solution yet."

Jim Swindel,
Amplified.com

dise when it's available for free and it's actually easier than it is if you pay.

"You have to bring valuable services to surround the digits in order to make it worth it to the customer—and you have to keep the transaction simple."

The Tower exec predicts that digital-rights-management companies, retailers and clearing houses will all need to focus on "not overburdening the transaction with Internet features that are mainly for the intellectual property holder and not for the customer."

"We need less overpowering information," Farrace says. "Content up-front is good, but not when it becomes a Byzantine transaction mechanism that requires split shopping baskets. The goal should be simple, fast execution that is absolutely transparent to the customer."

Farrace adds that retailers, intellectual property holders and labels need to work together to "flesh things out and offer a more developed product. We need to provide the customer with cover and liner notes also. Online, we're asking for substantially the same price, but the customer doesn't get a booklet. These are the things we need to offer to make the product whole."

He also says the labels can bring added value to the retailer in the form of "research and the deep archive stuff no one else has. When you get into that sort of research and material, you begin to see the Internet at its finest," Farrace opines. "And when you place something on a server with the right archival information—and it can be the most arcane and otherwise uneconomical digits—it'll sell."

Trev Huxley, Co-Founder of Muze.com, a company that provides a Net-based in-store database and retail kiosks, says wireless applications will hasten the development of his company's services: "We're trying to provide the meta-data that represents all the stuff people can buy. We are looking at a future that will expand the library of available products rapidly, which is what digital delivery will do. The issue of catalog is about to explode, but individual intellectual property holders must be protected." Hey, the guy should know something about the future—he's the grandson of "Brave New World" author Aldous Huxley.

Meanwhile, companies like Amplified.com and Alliance Entertainment's RedDotNet are pioneering the distribution of digital music on a business-to-business basis. Their strategies bridge the gap between the front-runners and those waiting to see which technology dominates the digital market.

"We use different technology and rights-management solutions with an array of services that are bundled and unbundled," says Amplified.com's Jim Swindel, an industry sales veteran at Virgin, Qwest and Arista, among others. "We work with retailers and strict e-tailers like CDNow and Amazon.com, which means clicks and mortar, with a large affiliate network through which physical goods are fulfilled."

Amplified traffics data clips, sound samples and digital downloads of custom discs and fulfills as much as 70% of its online physical entertainment product sales (CD, DVD and VHS). Swindel is skeptical about certain aspects of the

digital-distribution future. "When it comes to the digital delivery of music and video," he says, "I just don't think we've found the perfect solution yet. The technology needs to improve. There is a lot of talk about digital distribution—whether it's media streaming, locker storage solutions, subscription services or whatever the new world might bring."

Swindel says that bandwidth and portability are key pieces of the digital puzzle. "I'm a believer in the digital delivery of music," he explains, "but I realize that some people still want to be able to have something to hold in their hands and show their friends. The major labels understand that in order for this to become viable, we need to see increased bandwidth and portability. The fact is, there are a lot of people out there who are still on a 56k dial-up and the idea of real 'portability' has not even struck home. But once they can take music from their computer and have it available by whatever method—on your belt loop or in the car—then digital delivery will really explode."

"It starts with an infrastructure, including point-of-sale, the Web, wireless and satellite that can support distribution through those paths," says Alliance Entertainment President/CEO Eric Weisman. Responsible for overseeing RedDotNet, Weisman controls a sprawling distribution system that is backed by a major investment from the Yucaipa Companies.

"That infrastructure will beget a cost structure that people think they can reasonably afford," Weisman predicts. "The cost of broadband, even five years out, is forecast at \$25-\$30 dollars per month, just to have the pipeline. That's \$300-\$360 a year, which is still a lot for the average household to lay out before you even do anything. So the cost is still a relevant issue in terms of how you can make digital distribution viable."

"Then there is the issue of helping people embrace this and making it seem easy, so they don't incur brain damage. You speak to a thousand people and more than 90% don't give a moment's thought to the digital distribution of media. Only a small segment of the population focuses on this. It'll be that way until consumer electronics comes up with standardized solutions that are clear and idiot-proof."

Weisman believes it's hard for the marketplace at large to embrace all of this, which leads him to predict that "for any real momentum to begin in the industry, the digital distribution of music will need to develop for at least another five years before we see results in the marketplace."

"We predict 95-97% of sales in the future will be of physical hand goods, either through brick & mortar or other new-economy retailers to the home, with 5% through digital dis-

tribution," Weisman said. "If most of the people are going to bricks & mortar, that means we're going to have the greatest audience listening to music in-store, where we can introduce them to digital distribution."

"The prevailing wisdom is that you can reach out to more people by using the Web, but that's such a tough way of reaching a commercial marketplace. On a point-of-sale basis, we're trying to integrate Web, wireless and satellite channels for our retail partners."

Back at the traditional retail ranch, Tower's Farrace agrees there is a tremendous potential for the integration of clicks and bricks, with in-store kiosks along the lines of those coming from companies like RedDotNet and Muze.

"In-store CD-burning has a lot of possibilities," Farrace said. "Having the database in-store is really where the action is. The retail sales floor is analogous to a database. Traditionally, the customer is looking for an artist or a favorite song. When they can't find it, the clerk looks around the store and exhausts every possible place it might be, including any likely misfilings. But when you suddenly have access to a server-based array of files, the fun really starts. Then the clerk can say, 'We can burn you a custom CD from that artist.' By integrating with clerks and store management, this system leaves retailers ready to do real business provided you get out the links, establish a reasonable returns policy and control the shrinkage."

"Napster is just natural law at work," Farrace concludes. "It's our job to figure out what to do with it. We should spend a bit of time each day looking around for lessons and seeing what's going on in these new technologies before we make any rash predictions about the future."

Hey, guys, just leave that to us. ♦

"The digital distribution of music will need to develop for at least another five years before we see results in the marketplace."
Eric Weisman, Alliance Entertainment Company



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August

- 12 - Albuquerque, Mesa Del Sol
- 15 - L.A. - Irvine Meadows
- 16 - Las Vegas, Hard Rock
- 18 - Seattle, Gorge Amphitheater
- 20 - Sacramento, Valley Amphitheater
- 22 - San Francisco, Shoreline Amphitheater
- 25 - Denver, Pepsi Center
- 28 - Dallas, Reunion Arena
- 30 - Houston, Woodlands

September

- 23 - West Palm Beach, Mars Music Amphitheater
- 25 - Tampa, Ice Palace
- 27 - Atlanta, Philips Arena
- 29 - Indianapolis, Deer Creek Amphitheater

October

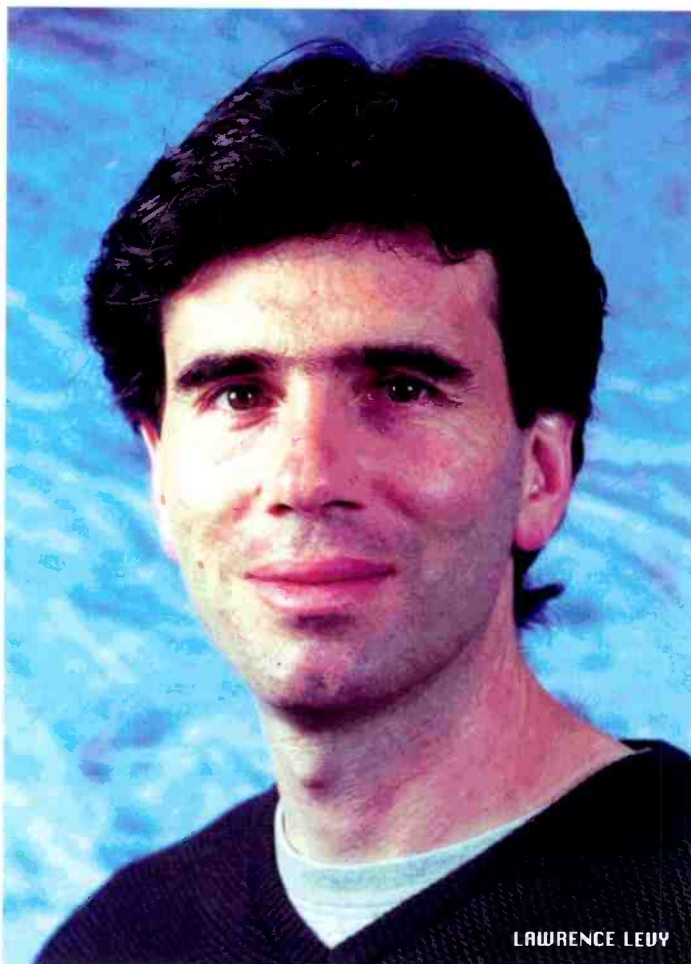
- 1 - Cleveland, Gund Arena
- 3 & 4 - New York City, Madison Square Garden

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shock



LAWRENCE LEVY



ROB BURGESS

to the system

An exclusive HITS Internet Special Dialogue with Shockwave Chairman Rob Burgess and CEO/President Lawrence Levy

by Steve Mirkin

If you're on the Net and watching something that moves (and it's not porn), odds are you're watching a Flash animation. And most probably, you had to go to the Shockwave Web site to download the player. And once there, you might've stuck around for a while and checked out the other animated features on the site.

Based in San Francisco, the nearly year-old company is fast becoming a force to be reckoned with. Filmmakers such as David Lynch, Tim Burton and the creators of "South Park," Trey Parker and Matt Stone, have already helped the site in its ambition to combine Hollywood and the Silicon Valley, and now musicians are jumping on the bandwagon, too. You can check out the spacey visuals of Todd Rundgren, visit the virtual Club DEVO and remix tunes by Moby and Britney Spears. Shockwave Chairman [and Chairman/CEO of its parent company Macromedia] Rob Burgess, Shockwave CEO/President Lawrence Levy and Music Producer Jay Golden sat down with HITS' Steven Mirkin. "Mindy" and promptly turned him into a Flash animation.

Where do Shockwave and Flash fit in the scheme of things?

Rob Burgess: Shockwave and Flash player have become credible standards on the Internet. We've done well the last few years with next-generation products that allow you to do things on the Internet you've never been able to do before.

What are the site's metrics?

Burgess: In terms of unique visits, we're the second-most-trafficked entertainment site on the Net.

There's Real.com, then us. We're pretty far ahead of companies like Disney or MTV.com and CNN. It's on the order of 2.5 million unique visitors a week.

How much of that is a result of people downloading the Flash player?

Burgess: It's really a result of the fundamentally unique Flash and Shockwave players. Last month, the successful downloads of the players numbered 62 million. Two million people a day come to get either the Flash or Shockwave players. But they don't all count as unique visitors. Flash has become the most widely distributed software in the history of the Internet, some 250 million people have it now. Over time, this might change, but right now, the traffic is really a result of this format.

Has the move to higher bandwidth and faster connections increased traffic?

Burgess: It's actually the opposite. The success of Flash is, in some ways, due to the fact that hardly anyone has high-bandwidth now. Flash is able to deliver a music-video experience, with full-screen animation, some live action and streaming MP3 over a 28.8 modem. Fast, high-bandwidth connections are in the low millions—one or two million people—and Flash is the only way you can deliver that high-performance experience on today's Internet. As bandwidth increases, we'll be able to use it to create better and more sophisticated animation. We guesstimate where the aver-

age consumer will be in two or three years and build technology in now that takes advantage of that. On July 24, we announced Flash 5, a new generation of player that will be available in the fall.

How do you make money if you don't charge to download Flash?

Burgess: We sell the authoring tool. To create Flash, you have to buy a product called Flash that costs \$300. We sell hundreds of thousands of those. I think the first year, we made \$10 million in revenue, the second year \$40 million. This year, it will be between \$50-100 million in revenue from the software. There are many other ways to monetize that traffic. What we're doing at Shockwave, in terms of a media company, is taking advantage of all these revenue streams associated with that traffic—advertising, sponsorships and so on. There's also participation in the content itself. Over the next two or three years, there will be huge revenue streams in the wireless and hand-held markets. We've got Flash now running on a Palm Pilot, Windows CE and on telephones. That provides major new marketing opportunities.

Will anyone really want to see an animation on their cell phone?

Burgess: I think so. There are many examples of different art forms that are going to make sense to people. The Internet in Japan happened on telephone, and today they have all kinds of different graphics—look at Game

How have you been able to thrive when other Internet entertainment sites, such as DEN, have failed?

Burgess: They didn't have the traffic we do automatically. We're only 10 months into this and have spent almost zero dollars on marketing. We also really embrace the medium. You can't make the Internet replace TV. If you want to watch "ER," we have machines for that called televisions, which work great—no downloads, full screen, easy to use and the content's available. The kind of things we're focused on are the unique aspects of the Internet—the interactivity, the community, a way to reach all kinds of people in an immediate fashion through different formats.

Streaming a music video over the Internet in tiny little boxes—compared to TV, that sucks. So what artists are increasingly doing is saying, "Yeah, I want to get this out over the Internet and give 250 million people the chance to see it"—so they're doing it in Flash. Then, even with a slow modem connection, you get beautiful sound in MP3, and you get these visuals that are reflective of the medium itself.

So how will this all manifest itself in the next few years?

Burgess: Many of the dot-coms have realized that it's extremely expensive to put up the

Lawrence Levy: And if they want us to, we can promote and develop the whole thing. We'll adapt to whatever their needs are. That's one of the beauties of this medium—it's very accessible, so we can translate the idea of an artist into a look that's appealing to them. A big part of this is definitely promoting the bands and sales of their records. In many instances, we do have links to their sites, depending on each case.

In some respects, we're still new at this. You can tell by the number of Shockwave singles—a half-dozen or so so far—that we're really exploring the promotional possibilities. One of the advantages is that not only does the Shockwave single look and sound terrific on the computer screen, but it lends all these possibilities for links. We're going to experiment and explore, and some of the labels are starting to see its potential as a promotional medium.

Are there any particular musical genres that are better suited for Shockwave than others?

Levy: It's across the board, no question. It's amazing. We've experimented with just about every genre. The graphics are unlimited, so they can be purposed and suited to every musical style. There's no limit.

Golden: There are situations where a great unsigned band, along with a great designer, have come to us and can in fact have quite an impact beyond just putting up an MP3 on the Web.

What are the potential consumers looking for?

Levy: I'm not sure we have the definitive answer because we're still learning. My take is that the material must be fundamentally engaging and entertaining. Great colors and graphics marry very well with music. They sync up well. So if you're on the computer and checking your stock quotes or reading your e-mail and getting bombarded with all this stuff, you can go onto Shockwave and listen and watch a single, and it's fun, just pure entertainment.

Golden: One thing we've found is that you can't take bad music and make it good by putting a cool visual on it. But you can take good music and make it great.

Levy: And you can play them over and over, which you can't do on television. If you like it, you'll play it three or four times and catch something different each time.

Do you see Shockwave eventually superseding MTV?

Levy: We're not in the business of competing with television. They're two different experiences. People will use them for different things. They don't stay on Shockwave for hours at a time; we're not organized into hour-long shows. They're coming for a 20-minute fun break from their day.

Golden: They're complementary in that many people are creating Shockwave singles for eventual showing on MTV. That was the case with Duran Duran. Hollywood Records took part of their video budget and created a Shockwave single, which has also been seen on MTV and VH1. A Beck single has been seen on MTV and VH1, and Supreme Beings of Leisure single was shown on VH1. It's a much more exciting and affordable alternative that's going to be happening a great deal in the future. ■

"That's one of the beauties of this medium—it's very accessible, so we can translate the idea of an artist into a look that's appealing to them." Lawrence Levy, Shockwave

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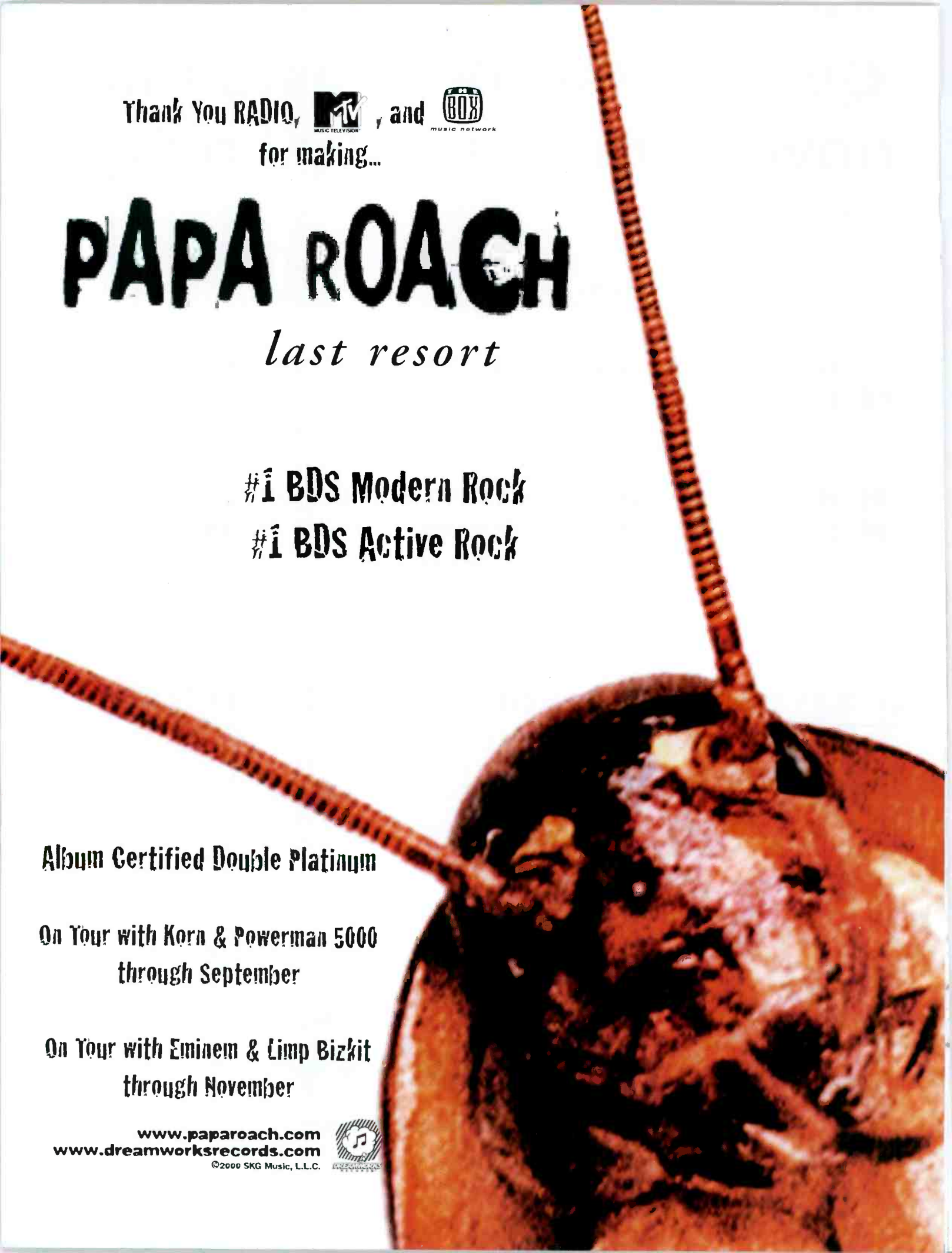
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through September

On Tour with Eminem & Limp Bizkit
through November

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ROCK2K



THE RECORD JUNKET LIVES—VIVA LAS VEGAS!

RCA remakes Rat pack as Ron Poore, Rick Morrison, Bill Burrs and John DiMaio fly radio folks in for Foo Fighters/Vertical Horizon, SR-71 gigs.

ARISTA GETS A REID ON ITS NEW ROCK/POMO PROMO DOMO

L.A. Reid and Jerry Blair tap Jeff Sodikoff as first hire for department. Just don't call him a Crash Test Dummy.



DISTURBED'S MAJOR LABEL DEBUT STUPIFYS RETAIL

Giant rock act parlays Top 15 PoMo and Rock airplay into phenomenal sales.

Fast Five — Rock Box

1

HARVEY DANGER:

Down from the "Flagpole," but up with "Sad Sweetheart Of The Rodeo." What sophomore slump?



2

LAURA ELLEN HOPPER:

KPIG Monterey PD goes to Graceland by extending her programming reach to Memphis with new APM sign-on WMPS.

3

CHUCK ROAST:

KRQQ's newest star proves it's not the meat, it's the motion, as he basks in shared glory from old station KFMA going 5.0-6.1 with new PD John Michael.



4

JOHN LASSMAN:

If her were in Richmond... Minneapolis programming legend heads from WRIF Detroit to PD gig at WRXL.

5

BARENAKED LADIES:

APM's Most-Added "Pinch Me" has punch as Reprise's Alex Coronfly does in "One Week" what it takes the rest of you months to do.



JOHN BRADLEY

SBR Creative Media , Boulder

John Bradley, one of the principal players in the KBCO of the '80s, is now a key man at one of the most prominent radio-consulting firms. Starting out as APM programming consultants, SBR Creative Media has evolved considerably. Its current client list includes Post Modern and Classic Rock stations, reading like a sta-

tion-of-the-year ballot—KFOG, KMTT, WXRT, KBCO, KENZ and WRAX are just a few they currently work with. There is considerable buzz on the company's latest effort: producing and streaming station-customized internet sub-channels, that in Bradley's words, "keep listeners from checking out the Internet competition and give the station musical sub-brands. For instance, WSBR can have a Blues or a New Music stream. Both image the station as 'musically hip' without compromising their on-air mix." On launching a new APM station Bradley said, "play to a musically active audience of 25-34 year olds, pay less attention to 40+ and get out 'n' dance occasionally."



Foo Fighters

NEXT YEAR

from the Platinum album THERE IS NOTHING LEFT TO LOSE

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FIRST BAND ON MOON!



GOING FOR ADDS NOW!
ALREADY GETTING 39 SPINS A WEEK AT 91X!

“One small step for man, and one giant leap for all Foo-kind.”

POST modern

top 25 post toasties

lw	tw	artist-label	comments
1		3 DOORS DOWN - Republic/Universal Loser	WPBZ Add
3	2	PAPA ROACH - DreamWorks Last Resort	#1 99X,WFNX
2	3	RED HOT CHILI PEPPERS - Warner Bros. Californication	#1 WPLY,KAEP
5	4	MISSION IMPOSSIBLE OST - Hollywood Metallica, Limp Bizkit	#1 WRZX,KROX
7	5	EVE 6 - RCA Promise	#1 WPBZ,WARQ
4	6	EVERCLEAR - Capitol Wonderful	#1 WJBX,WAVF
6	7	CREED - Wind-Up With Arms Wide Open	#1 KMYZ,KPOI
8	8	DEFTONES - Maverick Change (In The House Of Flies)	#1 KXPK,WXSR
10	9	INCUBUS - Immortal/Epic Stellar	#1 KLEC
9	10	A PERFECT CIRCLE - Virgin Judith, 3 Libras	WXZZ,KNRQ add 3 Libras
11	11	DISTURBED - Giant/Reprise Stupify	#1 KXTE,WROX
14	12	SR-71 - RCA Right Now	#1 WHFS,KFMA
13	13	STONE TEMPLE PILOTS - Atlantic/AG Sour Girl	#1 KKND,WXNR
12	14	VERTICAL HORIZON - RCA You're A God	#1 WVVV
15	15	GODSMACK - Republic/Universal Bad Religion	#1 WNFZ
16	16	KORN - Immortal/Epic Somebody Someone	#1 WEDJ
19	17	BT - Nettwerk/Capitol Never Gonna Come Back Down	#1 WWCD,WEJE
17	18	MATCHBOX TWENTY - Lava/Atlantic/AG Bent	#1 WXEG
20	19	NO DOUBT - Interscope Bathwater	WBRU,WJSE Add
21	20	MOBY - V2 Porcelain	VMA nominee
22	21	CYPRESS HILL - Soul Assassins/Columbia/CRG Rock Superstar	#1 KOXR
—	22	P.O.D. - Atlantic/AG Rock The Party	KKND,KWOD Add
—	23	DANDY WARHOLS - Capitol Bohemian Like You	WPLY,KEDJ Add
24	24	PEARL JAM - Epic Associated Light Years	on tour!
18	25	EMINEM - Aftermath/Interscope The Way I Am	WFNX,WROX Add

based on a combination of airplay and sales

most added

1. VAST	"Free"	(Elektra/EEG)
2. BARENAKED LADIES	"Pinch Me"	(Reprise)
3. HARVEY DANGER	"Sad Sweetheart Of The Rodeo"	(London/Sire)
4. FUEL	"Hemorrhage (In My Hands)"	(550)
5. HED PE	"Bartender"	(Jive/Volcano)
6. KID ROCK	"Wasting Time"	(Lava/Atlantic/AG)

post toasted

BY IVANA B. ADORED

LITTLE THINGS: For the first time in decades, I didn't want to make a big deal out of my birthday. I kept the festivities to a manageable dinner for 14 (the "Girls" and their "plus-ones"), punctuated by a few select calls from some of my favorite artists (**Phantom Planet** and **Nash Kato**)—I guess **JC** from **NSYNC** lost my number. Maybe I'm just exercising restraint until next year's big four-oh bacchanalia, which, if I have my way, will have the subtlety and good taste of a **Joe Eszterhas** script (as directed by **John Waters**)... My birthday is always on the same day as **KNDD's EndFest**, and as much as I adore **Kim** and **Phil**, I was happy to let **Gaby** and **Jon Cohen** attend as my proxies. Gaby was ecstatic with the response the **Deftones** received from the sold-out crowd—making me jealous with an enthusiastic account of their cover of **Weezer's** "Say It Ain't So." Jon said **Korn** were big winners, and that he "liked Jonathan's mustache." Jon manages a band with a #1 single, so I believe everything he tells me. I would've liked to see the now-a-six-piece (but none-the-richer?) **Harvey Danger's** set, obsessed as I am with their new single, "Sad Sweetheart Of The Rodeo," which has been consistently Top 5 phones at **KNDD** since they added it. I'll have to remain content with playing the song on perpetual "repeat" in the Caddy. **Bill Carroll** and **Nick Bull** scored major Danger love this week from



FUEL:

Their New Single Is Combustible!

99X, KDGE, WBRU, WBTZ, WXSX, WJBX, KFMZ, WPLA, WGRD, WGBD and more.... I've already invited **Good Charlotte** to my birthday party next year, figuring I'd have them lock up the date before their career careens into the stratosphere (and they ask, "Ivana who?"). Seeing **Q101** and **WFNX** (among others) add "Little Things" this week made me as happy as receiving one of those black boxes with silver letters that spell out "**BARNEYS**" on the lid.... Speaking of welcome gifts, although **Time Bomb** goddess **Lynn McDonnell** is busy moving back to the "818," she remains absolutely focused on building a story on **Peter Searcy's** "Invent," which is already the #5 most-played song at **WSFM** and the #9 most-played song at **WRAX**. Both stations are seeing impressive sales and phones from their airplay, and the "buzz" on this record is also audible at **WMP5, WARQ** and **WEND**, which may be why **The Buzz in Houston, KTBZ**, added "Invent" this week.... While we're talking about a groundswell, check out the trend sales in your market for **Dandy Warhols'** "13 Tales From Urban Bohemia," which helped propel the record to a #23 debut on our PoMo chart this week. **WPLY** put "Bohemian Like You" into a "test" rotation, and it passed with flying colors, earning a big ADD this week! Last week's show in L.A. was so overcrowded that **Nic Harcourt** and I had to sneak into the venue via the backstage entrance with **Roy Lott, Jay Krugman** and **Alicia Silverstone**!... Just when I decided that no other album could compare to the Dandy Warhols full-length, **Greg Dorfman** slipped me a copy of the **Vast** album. WOW. This absolutely rules! I know how much everybody is freaking out over "Free," which was #1 Most Added at PoMo this week (by a landslide), but wait until you hear all of "Music For People." Yippee! While waxing rhapsodic to Dorf and **John Biondolillo** about their **Vast** week, I also had to warn them that I'm one of the biggest fans EVER of **Elektra's** new signing, **Remy Zero**, who will be going on tour next month with **Travis**! Dorf and John responded by "blocking" their IM names from my Buddy List... **Rob Goldklang** and **Julie Muncy** are thrilled with the response they're getting on **Amanda Ghost's** "Idol" (new adds this week from **WLJR, WBTZ** and **KACV**) and **Linkin Park's** "One Step Closer" (add **KEDJ** to the growing list of majors who couldn't wait)... **Divney** is celebrating his summer vacation with **Barenaked Ladies'** "Pinch Me" being #2 Most Added this week. In honor of his stellar week, **Phil Costello** has given Divney the weeks off that **Green Day** and **Orgy** are going for adds.... **Wheatus'** "Teenage Dirtbag" is a massive PoMo (soon-to-be-Pop) smash. I just listened to the album and there's a wealth of follow-ups to choose from (my pick is "Respect").... **Caviar's** "Tangerine Speedo" is the sleeper hit of the summer. Mark my words. The phone action is too strong to ignore—ask **KPNT, KAEP, WRRV, WGMR, KFMZ, WEEQ** and the others who added it this week.... Next week, watch **Joel Klaiman** and **Jo Hodge** close out **Fuel's** "Hemorrhage (In My Hands)" faster than any other record this year (they're more than halfway there BEFORE the add date)... ALBUM TO HEAR: **The Doves'** "Lost Souls" (congrats to **Errol** at **Astralwerks** for signing them!)... PEOPLE TO WATCH: **Ron Poore, Rick Morrison, Dave Cash, Geordie Gillespie, Gaby Skolnek, Chris Woltman, Cruze, Tim Schiavelli, Pete Rosenblum** and **Michelle St. Clair**.

POST modern

top 20 airplay

lw	tw	artist	label
2		PAPA ROACH The Last Resort	DreamWorks
1	2	RED HOT CHILI PEPPERS Californication	Warner Bros.
4	3	EVE 6 Promise	RCA
5	4	DEFTONES Change (In The House Of Flies)	Maverick
8	5	SR-71 Right Now	RCA
3	6	3 DOORS DOWN Kryptonite	Republic/Universal
6	7	EVERCLEAR Wonderful	Capitol
7	8	A PERFECT CIRCLE Judith	Virgin
9	9	STONE TEMPLE PILOTS Sour Girl	Atlantic/AG
10	10	INCUBUS Stellar	Immortal/Epic
12	11	CREED With Arms Wide Open	Wind-Up
11	12	LIMP BIZKIT Take A Look Around	Hollywood
14	13	WHEATUS Teenage Dirtbag	Columbia/CRG
13	14	METALLICA I Disappear	Hollywood
16	15	DISTURBED Stupify	Giant/Reprise
18	16	BT Never Gonna Come Back Down	Nettwerk/Capitol
—	17	3 DOORS DOWN Loser	Republic/Universal
15	18	VERTICAL HORIZON You're A God	RCA
19	19	NICKELBACK Leader Of Men	Roadrunner
—	20	RAGE AGAINST THE MACHINE Testify	Epic

upcoming new releases

GOING FOR ADDS 8.14

ELASTICA • "Mad Dog" - Atlantic/AG

FOO FIGHTERS • "Next Year" - Roswell/RCA



FUEL • "Hemorrhage (In My Hands)" - 550

POE • "Walk The Walk" - Atlantic/AG

GOING FOR ADDS 8.21

A • "Monkey Kong" - Mammoth



ORGY • "Fiction (Dreams In Digital)"
- Elementree/Reprise

GOING FOR ADDS 8.28

1 PLUS 1 • "Cherry Bomb" - Elektra/EEG

DUMDUMS • "Everything" - MCA

GREEN DAY • "Minority" - Reprise

LINKIN PARK • "One Step Closer" - Warner Bros.

MEST • "Drawing Board" - Maverick

NINEDAYS • "If I Am" - 550

ULTRASPANK • "Where" - Epic

e-mail new release info to ivanageek@aol.com

post modern 0



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SUM 41

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THE DEBUT SINGLE
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DIFFERENCE"

TOP 5 PHONES AT 89X, SOUNDSCAN 263 PIECES, #99!,
POWER ROTATION!

TOP 5 PHONES AT WWDC!

R & R 42* - 36*

MODERN ROCK MONITOR DEBUT 37*!!

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Q101
89X
91X
WHFS
KPNT

X96
KTCL
WWDC
WRZX
WBRU

WXRC
WEDG
WJBX
KTEG
& MORE !!

NEW THIS WEEK ON
KXPK AND KEDJ!



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Produced by Greig Nori and Deryck Whibley ★ Mixed by Jerry Finn

JEFF WELLING PD/WWDX East Lansing, MI



Rubber City Radio...mmmm....We could go in a few different directions with that one. Just saying that they are the new owners of **WWDX** doesn't seem quite enough. All we know is that PD **Jeff Welling** is bouncing off the walls about it, so in turn, we are happy for him. Quite certainly there's a lot of love, but after one conversation with Jeff, we know that you will feel the same way. Maybe it's something in the water (just ask **Atlantic's Kris Metzdorf!**), but Michigan has been the home to a number of luminaries in the music business. Jeff began his illustrious radio career almost 10 years ago in the bustling metropolis of Howell, MI, doing an alternative show on **WHMI**. Since then, Jeff has worked at both country and Top 40 stations, but his love for groups like **Tool** and **A Perfect Circle** make **WWDX** the perfect home for him. Now he's happy he gets to play bands like **Dexter Freebish**, the **Dandy Warhols** and **OPM**, and happier still he can turn to his brother for format advice.

requests

1. Papa Roach (DreamWorks)
2. Wheatus (Columbia/CRG)

3. Disturbed (Giant/Reprise)
4. OPM (Atlantic/AG)

5. Deftones (Maverick)
6. BT (Nettwerk/Capitol)

hots

KTEG / ELLEN FLAHERTY / ADAM 12 / ALBUQUERQUE

Papa Roach
Disturbed
Kottonmouth Kings
Incubus
Kittie

WHTG / MIKE SAUTER / ASBURY PARK

Wheatus
OPM
MxPx
SR-71
3 Doors Down

WFNX / CRUZE / LAURIE GAIL / BOSTON

Wheatus
Fatboy Slim
Vast
Disturbed
DMX

WBCN / OEDIPUS / STEVEN STRICK / BOSTON

Papa Roach
Disturbed
A Perfect Circle
Korn
3 Doors Down

WAVF / GREG PATRICK / DANNY V / CHARLESTON, SC

Papa Roach
Deftones
Incubus
Vibrolush
Limp Bizkit

CIMX / MURRAY BROOKSHAW / VINCE / MATT / DETROIT

Papa Roach
Wheatus
Dynamite Hack
Good Charlotte
Sum 41

WWDX / JEFF WELLING / E. LANSING, MI

Eminem
Red Hot Chili Peppers
Everclear
Eve 6
OPM

KFRR / BRUCE WAYNE / THE REVEREND / FRESNO

Papa Roach
Red Hot Chili Peppers
OPM
Wheatus
Deftones

WJBX / LEE DANIELS / FT. MEYERS

Papa Roach
Dynamite Hack
Godsmack
Korn
Disturbed

WNFZ / DAN BOZYK / BONER / KNOXVILLE, TN

Disturbed
P.O.D.
Rob Zombie
Papa Roach
Eminem

WGBD / STEVE CLARK / LAFAYETTE, IN

Everclear
Papa Roach
Deftones
8Stops7
SRC

KROQ / KEVIN WEATHERLY / GENE / LISA / LOS ANGELES

Papa Roach
Eminem
Disturbed
hed PE
Face To Face

KCRW / NIC HARCOURT / LOS ANGELES

St Germain
Colin Hay
Mirah
Dandy Warhols
IDA

WMAD / PAT / AMY / MADISON, WI

OPM
P.O.D.
Papa Roach
BT
Wheatus

KKND / DAVE STEWART / LAURA JONES / NEW ORLEANS

Disturbed
Nickleback
Deftones
Wheatus
BT

WXRK / STEVE KINGSTON / JOHN / MIKE / NEW YORK

Papa Roach
Disturbed
Wheatus
Cypress Hill
Rage Against The Machine

KQRX / DAVE CARDWELL / ODESSA, TX

Eve 6
Everclear
Red Hot Chili Peppers
Creed
Incubus

WOXY / KERI / OXFORD, OH

Sinead O'Connor
Pearl Jam
Grant Lee Phillips
Todd Rudgren
Jayhawks

KEDJ / PAUL KRIEGLER / MARTY / PHOENIX

Disturbed
Chronic Future
Dope
P.O.D.
OPM

KITS / JAY TAYLOR / AARON / SAN FRANCISCO

OPM
Papa Roach
Wheatus
Disturbed
Slipknot

KPNT / ALLAN FEE / DONNY / ST. LOUIS

Urge
Dynamite Hack
OPM
Wheatus
Urge

WXSX / SCOTT PETIBONE / KENZIE / TALLAHASSEE, FL

Papa Roach
Nickleback
Incubus
Dope
Deadlights

KFMA / JOHN MICHAEL / MARC YOUNG / TUCSON

Deftones
Disturbed
OPM
Papa Roach
BT

WHFS / ROBERT / BOB / PAT / WASHINGTON D.C.

Papa Roach
Good Charlotte
OPM
Deftones
Wheatus



"The Lost Art of Keeping A Secret"

(In on the Secret)

Q101	WXRK	WHFS	KITS
CFNY	91X	WEDJ	KWOD
WEDG	WKRL	WROX	WDYL
KRAD	KFTE	KKND	KTEG

Headlining club tour this Sept/ Oct.
Out with the Foo Fighters Oct/ Nov.

QUEENS OF THE STONE AGE

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POST modern

top 20 retail

lw	tw	artist	label
—	1	RANCID Rancid 2000	Hellcat/Epitaph
—	2	MORCHEEBA Fragments Of Freedom	London/Sire
—	3	DANDY WARHOLS Thirteen Tales From Urban Bohemia	Capitol
4	4	EMINEM Marshall Mathers	Aftermath/Interscope
3	5	MOBY Play	V2
6	6	DEFTONES White Pony	Maverick
1	7	PAPA ROACH Infest	DreamWorks
5	8	CLAPTON/KING Riding With the King	Reprise
2	9	JURASSIC 5 Quality Control	Interscope
11	10	MODEST MOUSE The Moon & Antarctica	Epic
9	11	STING Brand New Day	A&M
7	12	EVERCLEAR Songs From An American Movie...	Capitol
—	13	BRIAN SETZER ORCHESTRA Vavoom	Interscope
8	14	A PERFECT CIRCLE Mer de Noms	Virgin
16	15	STEVE EARLE Transcendental Blues	E-Squared/Artemis
15	16	ANI DIFRANCO Swing Set	Righteous Babe
17	17	RED HOT CHILI PEPPERS Californication	Warner Bros.
13	18	3 DOORS DOWN The Better Life	Republic/Universal
10	19	SUNNY DAY REAL ESTATE The Rising Tide	Time Bomb
—	20	DISTURBED The Sickness	Giant/Reprise

ivana's secret

In honor of **Al Gore** selecting Sen. **Joseph Lieberman** as his running mate—the first Jew on a major-party ticket, I'd like to direct you to one of my favorite search engines: www.jewhoo.com. Similar in layout and style to **Yahoo**, jewhoo.com is an extensive source of all matters relating to Judaism, whether it's the secret recipe for pickled tongue in apricot sauce (Hi dear, what's for dinner? Not THAT again) or the given names of Jewish celebrities (**Jane Seymour** was born **Joan Frankenberg**, **Tony Curtis'** birth certificate reads **Bernie Schwartz** and **Roy Rogers'** horse thinks of him as **Loenard Slye**), this site will provide countless hours of entertainment. Bored with the "Big Brother" house-cam? Turn your attention to the live 24/7 Jerusalem Western Wall camera. My favorite part of jewhoo.com is the listing of who's Jewish and who isn't in Rock—did you know **Gavin Rossdale's** paternal grandfather was Jewish? Now you do.

retail top 5s

MOD LANG / PAUL / NAOMI / BERKELEY, CA Dandy Warhols Morceeba VA: Heroes & Villains Mum Richard Ashcroft	LOU'S RECORDS / TONY VICK / ENCINITAS, CA Rancid Dandy Warhols Jurassic 5 Moby Morceeba
RHINO RECORDS / DENNIS / CHUCK / CLAREMONT, CA Rancid VA: Punk Goes Metal Morceeba Punk-O-Rama 5 Dandy Warhols	OTHER MUSIC / TOM C / NYC Olivia Tremor Control Kool Keith Shellac Bertrand Burgalat Morceeba
MIDDLE EARTH / TIM CARTER / DOWNEY, CA Kilingtons Everclear A Perfect Circle Deftones Tsar	PARK AVE. CD'S / SANDY / WINTER PARK, FL Rancid Dandy Warhols Morceeba Jurassic 5 Modest Mouse

post modem

With the proliferation of streaming media, personalized content and e-commerce, the Internet has gained the power to combine the world's greatest information and entertainment. Voquette (www.Voquette.com) lets you take Web audio beyond the Net. It enables Web audio users to find, listen to and record all popular forms of digital audio, including streaming programs and MP3s. The free Voquette Media Manager software is very similar to a VCR which allowing listeners to record their favorite live audio programs for remote playback on portable devices such as MP3 players, CDR/CDRW and laptops. Voquette allows you to create and organize your own personalized audio programs, and to listen to files in any audio format without having to download all the different players. Now go out and get a life!

joseph arthur

"in the sun"

ENTERTAINMENT WEEKLY

"Come To Where I'm From is as tastefully ravaged as its lyrics, a scorched landscape of murky atmospherics, unshaven guitars, and -- surprise -- delicately affecting melodies." Grade A -

THE NEW SONG FROM THE ALBUM

Come To Where I'm From

ALTERNATIVE PRESS

"Joseph Arthur may be one of the last true artists left in the world."

SAN FRANCISCO EXAMINER

"This is beautiful, addictive, hypnotic stuff."

Recently appeared on the Late Late Show with Craig Kilborn

KMTT

KACD

KINK

KSGR

WDST

KCTY

KPSH

WVOD

WXPN

KOTR

WYEP

KFMU

KTAO

KSPN

WMWV

WLPW



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Management: Rich Sifore

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top 25 specialty airplay

lw	tw	artist-label	comments
12		DANDY WARHOLS - Capitol Thirteen Tales From Urban Bohemia	Top 5 @ KNDD,WBTZ
3	2	THE VANDALS - Nitro Look What I Almost Stepped In	Top 5 @ 91X,KRZQ
7	3	HED PE - Jive/Volcano Broke	Top 5 @ KXTE,WXDX
11	▲	AT THE DRIVE IN - Grand Royal Relationship Of Command	Top 5 @ KRZQ
17	5	SUNNA - Melankolic/Astralwerks "Power Struggle" (single)	Top 5 @ KPNT,WXDX
1	6	VAST - Elektra/EEG Music For People	Top 5 @ 91X,WEQX
9		RAGE AGAINST THE MACHINE - Epic Battle Of Los Angeles	Top 5 @ 91X,KNRK
23	8	VERBOW - 550 White Out	Top 5 @ WEQX,WGMR
—	9	A - Mammoth A vs Monkey Kong	Top 5 @ WBCN,WHTG
5	10	ELASTICA - Division One/Atlantic/AG The Menace	Top 5 @ WPLY
13	11	2 SKINNEE J'S - Capricorn Volumizer	Top 5 @ KRAD,WEJE
6	12	SLIPKNOT - Roadrunner Slipknot	Top 5 @ KNRK
15	13	GOOD CHARLOTTE - Epic Good Charlotte	Top 5 @ WBCN,WBRU
—	14	LINKIN PARK - Warner Bros. "One Step Closer" (single)	www.linkinpark.com
—	15	RANCID - Hellcat Rancid	www.rancidrancid.com
—	16	DEFTONES - Maverick White Pony	Top 5 @ KCXX
—	17	TAPROOT - Velvet Hammer/Atlantic/AG Gift	Fred Durst's faves!
—	18	BT - Nettwerk/Capitol Movement In Still Life	Top 5 @ WPLY
—	19	ZEBRAHEAD - Columbia/CRG "Playmate Of The Year" (single)	Top 5 @ WBCN,WEJE
—	20	BLUE OCTOBER - Universal Consent To Treatment	www.blueoctober.com
—	21	JURRASIC 5 - Interscope Quality Control	www.matacooti.com
2	22	MARVELOUS 3 - Elektra/EEG ReadySexGo	www.marv3.com
—	23	NOFX - Epitaph Pump Up The Valluum	check out the poster!
—	24	LADYTRON - Emperor Norton Commodore Rock EP	Top 5 @ WBCN,KNDD
25	25	DEXTER FREEBISH - Capitol A Life Of Saturdays	making friends everywhere

based on specialty show and key college airplay

beauty school drop out

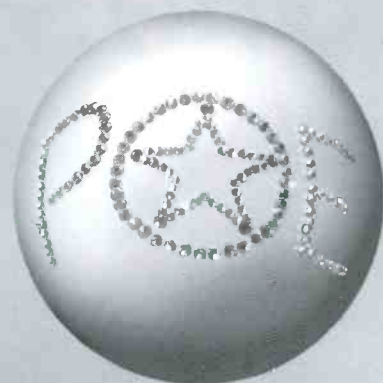
BY ERIKA STRADA

THE POWERPUFF GIRLS RULE! I just had to share my current obsession with all the related **Powerpuff** stuff. It's the reason I've discovered the **Cartoon Network!** And, of course, who else would put out the Powerpuff Girls CD but **Rhino**? God bless them. They've been one of my beloved labels since releasing my very favorite compilation of classic country tunes, but that's a whole other story. Back to what's really on all of your minds—how can I play ALL of these great new tunes that are out now? We are fast approaching that time of the year. You know what I'm talking about—the time when there are so many records, you're pulling your hair out trying to find room for them all. With major bands ready to release their next monster hits—try **Barenaked Ladies'** "Pinch Me," **Green Day's** "Minority" and **Fuel's** "Hemorrhage—it's nice to see all of you finding room for the soon-to-be hits—like **Good Charlotte's** "Little Things," **Caviar's** "Tan-gerine Speedo," **BT's** "Never Gonna Come Back Down" and **Sunna's** "Power Struggle." You certainly can't complain that there's nothing good out there to play! I'm still listening to the **Dandy Warhols'** "Thirteen Tales From Urban Bohemia," especially after seeing them this week at a completely sold-out show. The addition of the fire marshal out front just increased the excitement, though I wouldn't have wanted to be one of those poor people



THE POWERPUFF GIRLS:
Here to save the day...
I wonder if they can do anything about PoMo radio?

in front who bought tickets and couldn't get in. Yikes! Lovely, as always, to share the evening with **Capitol's Steve Nice** and crew. Can you please arrange for a little more air conditioning next time? I really didn't need to feel that "bohemian" to love the show! So now that I'm freezing here in our refrigerated offices, I realize I'm nothing but a complainer! (I may as well use this fussing wisely as I dial **KROQ** and request less **Metallica** and more **Travis!**) Which reminds me—Travis has added new tour dates! Yippee! My bags are already packed! Check out www.pollstar.com to find when they are coming to a city near you—anyone have any extra couch space? Traveling was in order this week for **Warner Bros'** **Julie Muncy** as she (luckily) made the trek to **Seattle** for **KNDD's** "EndFest." I can't wait to hear all the details. Also waiting for **Jamie Cooley's** report on **KNRK's** "Big Stink"—sure to have been lots of fun! (Now I understand **Mark Hamilton's** love for **Elwood**—what a sweet fellow and he was wearing lovely pink glasses that I got to try on!) Look for reports back from **KMYZ's** August 19 show with too many loud bands to mention. We love **Lynn** and **Raydog** in Tulsa at **KMYZ**, but somehow August in Oklahoma seems a little...well...extreme. Buffalo also seems a bit of an extreme vacation destination, but August 27 would be a good day to say howdy to **WEDG's Rich Wall** and **Ryan Patrick** as they're doing 10 bands for 10 bucks! Happy to see that they managed to get **The Sheila Divine** on the bill—one of the station's personal favorites. But I should be talking about vacation destinations—I am looking into flying to **Kentucky** (where **KEDJ's Marty** is heading out to for **Jim Beam's** Rock The Rackhouse with **Kenny Wayne Shepard, Tonic** and **G. Love**) at the end of the month to see **BR5-49**. Oooops, I mean to visit **Derek Madden** and **BJ Kinard** from **WXZZ!** Yeah, that's it...Well a trip this week to the **Viper Room** is in order. To hear the brand-new **Everlast** record with all of the very sweet **Tommy Boy** peeps. This, of course, will be after checking out **Pete Rosenblum's** first project on **Mammoth**, called **A. Alan Ayo** from **KDGE** has already been raving about them. Did someone say they were English? I'm there. So, before I end this week's rant, I just wanted to share a very interesting moment within the **HITS** offices today. As our entire department gathered to play our "seminal record" picks, the best thing about it was the excitement we each felt about playing a record that changed our lives. **Ivana's** pick was **Dwight Twilley, Mike Morrison's X, John Lenac's Jane's Addiction** and **Rich Ortega's** was **Johnny Cash**. Guess what mine was? First response to pinktipps@aol.com will get some fabulous prize from me, but it must be artist and record. So, until next week, do yourself a favor and pull out your seminal record and ready yourself for the rush of memories...Hugs and kisses.



Impacting
This
Week

"WALK THE WALK"

the first song from her
new album **Haunted**,
(don't be scared)...



SONGS FOR *SUMMER



Featuring The Following Artists:

Jason Falkner

G. Love

Soul Coughing

The Jazz Butcher

Sandycoates

Ben Folds Five

Pansy Division

The Frank & Walters

Jonathan Richman

The B-52's

Neutral Milk Hotel

Squirrel Nut Zippers

Babacar

Beasley

The Posies



SONGS FOR SUMMER is a collection of new, live, and classic songs put together in memory of Summer Branin, whose life was claimed at 21 by kidney cancer. All of her favorite artists have generously agreed to donate 100% of their normal royalties and fees for this album.

ALL PROFITS received by Summer's House of Cookies Records will be donated to Free Arts For Abused Children. This Los Angeles based charity brings the healing and therapeutic power of the arts to more than 43,000 abused and neglected children and families in crisis each year.

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ADULT POST MODERN

top 25 adulterated

lw	tw	artist-label	comments
1	1	ERIC CLAPTON/BB KING - Reprise Riding With The King	#1 KMTT
2	2	PHISH - Elektra/EEG Farmhouse	#1 KNBA
3	3	MATCHBOX TWENTY - Lava/AtI/AG Mad Season	#1 KXST
4	4	DAVID GRAY - ATO White Ladder	WBOS add
5	5	ROBERT BRADLEY - RCA Time To Discover	Top 5 KFOG
6	6	XTC -TVT Wasp Star	#2 KTHX
11	11	EVERCLEAR - Capitol Songs From...Vol.1	KFOG add
12	8	STEVE EARLE - E-Squared/Artemis Transcendental Blues	Top 5 WMMM
9	9	BILLY BRAGG & WILCO - Elektra/EEG Mermaid Avenue Vol.2	Top 10 KACD
10	10	TRACY CHAPMAN - Elektra/EEG Telling Stories	WZEW add
8	11	SINEAD O'CONNOR - Atlantic/AG Faith And Courage	Top 10 CIDR
15	12	NEIL YOUNG - Reprise Silver And Gold	Top 5 KRSH
14	13	JONNY LANG - A&M Wander This World	#1 WMMM
21	14	VERTICAL HORIZON - RCA Everything You Want	Top 5 WBOS
18	15	AIMEE MANN - Superego Bachelor No.2	KMTT add
17	16	STONE TEMPLE PILOTS - AtI/AG No. 4	#1 WDOD
13	17	STING - A&M Brand New Day	Most Added!
7	18	THE JAYHAWKS - American/Col/CRG Smile	Top 5 KXST
16	19	SHIVAREE - Capitol I Oughtta Give You..	#1 KTHX
24	20	DANIEL CAGE - MCA Loud On Earth	Cookin'!
23	21	RICHARD ASHCROFT - Virgin Alone With Everybody	#1 KBAC
22	22	K.D. LANG - Warner Bros. Invincible Summer	#2 KINK
19	23	NINEDAYS - Epic/550 The Maddening Crowd	Top 5 WBOS
—	24	SISTER 7 - Arista Wrestling Over Tiny Matters	WBOS add
20	25	SISTER HAZEL - Universal Fortress	Top 5 WDOD

based on a combination of airplay and sales

adultery

BY MIKE MORRISON

Pretty much everyone who pays attention to this stuff was anticipating a good book for **KBXR** in Columbia, MO, but 4.0-8.8?!?!?!... The station placed #2 25-54 and #1 25-54 men. They were also top three 25-54 mornings (with more than a ten share). This makes **Kevin Redding** especially happy because, in addition to being PD, he's also the morning guy (along with MD **Lana Trezise**). "My company is committed to winning with this format. We had a weak signal, but they found a way to increase it. They put money behind marketing the station and we had the best promotions in the market. Plus we've got a small, but AMAZING, staff and our VP of Operations, **Steve Brill**, is the best talent coach I've ever worked with." Wouldn't it be nice if more APM PDs could say the same kinds o' stuff?... **Ron Fierstein**, who manages **Shawn Colvin**, called to tell us that she is weeks away from finishing her new album for **Columbia** (out early 2001). He also wanted to let us know how excited he is about the warm reception one of his other clients, **Dar Williams**, is getting from you guys. "What Do You Love More Than Love" is already on **WXRV**, **WMMM**, **KCTY**, **KPIG**, **KRSH**, **WRNR**, **WRNX**, **KTHX**, **WXPN**, **WYEP** and 14 other HITS APM reporters...



LISA MICHAELSON: Phishin' for Tracy Chapman love.

Brief note to anyone not playing **Tracy Chapman's** "Wedding Song"—hello? It's in heavy at **KBCO**, **KTCZ** and **KGSR**. 'Nuff said... **KMTT MD Shawn Stewart** "shared" this week. She claims that when she plays a song called "Satellite" by **Netwerk Records** artist **BT** on her new music show, "KMTT Underground," "People go mental." As far as stuff in regular rotation, she says, "It's ALL about **David Gray**"... Speaking of DG, we learned last week that **RCA** is "partnering" (read: putting up lots o' shekles and heavy promo muscle) with **ATO Records** to take "Babylon" all the way. All we can say is "RIGHT ON"...

Look for PoMo **WMPS** Memphis to flip to APM under the out-of-town direction of **KPIG's Laura Ellen Hopper**, who wasn't in a position to elaborate on what she'll be doing, but expects to be on the air by 8/11. We'll get you more details ASAP... **KCTY PD Allison Steele** has resigned. **MD Cliff Boler** tells us that **Scott Barnett** will handle interim PD duties until a replacement is named... If you're a regular reader of this sad excuse for a column, you know what a passionate **Jayhawks** fan I am. Their new track is "Somewhere in Ohio," a beautiful song, and great follow-up to the Top-Three charting "I'm Gonna Make You Love Me." **Columbia's Trina Tombrink** went for adds this week and pulled in an impressive list of stations (**KACD**, **KGSR**, **KTCZ**, **WXPN** and **KBAC**, among others). Way to go, Trina... **Steely Dan's** European tour starts on 8/28 in Copenhagen. **Giant Records' Jan Hendry** is sending winners to the London show at Wembley Arena in early September. Add date on the next track, "Janie Runaway," has been moved up to 8/21... **Dexter Freebish** is getting quite a lot of play in the early going (**KKMR**, **WRLT**, **KACD**, **WXRV** and **KRSH**, to name a few). Remember I told you about that one?... We got so excited about all the **Fastball** adds last week, we forgot to notice how well **MCA's Dara Kravitz** did with **Leona Naess's** "New York Baby" (bringing in, among others, **WXRT**, **WRNR**, **WRLT** and **KBXR**)... There's a nice little buzz on the new **Dan Hicks** and the **Hot Licks'** CD, their first studio album in over 20(!) years. "Beatin' The Heat" features guest performances by **Brian Setzer**, **Rickie Lee Jones** (on a remake of Hicks' classic "I Scare Myself"), **Elvis Costello** and **Tom Waits**... Music the rest of the office is tired of me playing: the new songs by **Joan Osborne**, **Fuel**, **Evan and Jaron**, **Electrasy** and this new band on **DreamWorks** called **Lifehouse** that I think you'll agree epitomizes the terms "World Class" and "Quality" rock. Trust me on this one... Quick congrats to **Reprise's Alex Coronfly** on his #1 Most-Added-By-A-Mile **Barenaked Ladies'** track "Pinch Me"... Now, excuse me while I plaster my office with the four (FOUR!) different pictures of **Phish** that EW ran for its cover story on our APM posterboys (great article, too!)... E-mail: HITSMM@aol.com.



#1 Most Added

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MUSIC FOR PEOPLE

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 ALBUM IN SEPTEMBER**

Produced by Jon Crosby and Blumpy Mixed by Alan Moulder and remixed by Ben Grosse
 Video directed by David Meyers Management: Missy Worth for Artistic License LLC
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Out Of The Box At Modern Rock:

KNDD	KKND	91X	KTBZ	WEDG	KTCL	KEDJ	KDGE
KWOD	KXPK	WRZX	KCXX	WEDJ	KPNT	WAVF	WPLA
KFTE	KFMA	WJBX	KMYZ	WEOX	WNFZ	WMRO	KRAD
WXZZ	KMBY	KPOI	WCYY	WHTG	WKRL	KLEC	WXSR
WZZI	KNRQ	WHRL	WVVV	KRZQ	WSFM	KBRS	KQRX

Over 4 Million In Combined Audience This Week!

WXRK	25x	WBCN	24x	WZTA	12x	WHFS	20x	KXRK	20x
WXTM	16x	KROQ	10x	KLBJ	14x	WAAF	12x	WPBZ	15x
Live 105	17x	89X	18x	WBRU	15x	KJEE	10x	WFNX	25x

Out Of The Box At Rock:

KSJO	KXXR	KISS	WLUM	WLZR	WOBK	WCMF	WJXQ
KRQC	KRTQ	KAZR	WRLR	WAQX	WRQK	WRXF	WXBE
					WTKX	And many more!	

PRAISE THE LOUD

TOP 20 LOUD AIRPLAY

Rank	Artist	Label
1	MISSION IMPOSSIBLE 2 OST. Various Artists	Hollywood
2	3 DOORS DOWN Loser	Republic/Universal
4	PAPA ROACH Last Resort	DreamWorks
3	RED HOT CHILI PEPPERS Californication	Warner Bros.
6	GODSMACK Bad Religion	Republic/Universal
5	A PERFECT CIRCLE Judith, 3 Libras	Virgin
8	DEFTONES Change (In The House Of Flies)	Maverick
7	INCUBUS Stellar	Immortal/Epic
9	KORN Somebody Someone	Immortal/Epic
10	CREED With Arms Wide Open	Wind-Up
11	DISTURBED Stupify	Giant/Reprise
12	RAGE AGAINST THE MACHINE Testify	Epic
13	U.P.O. Godless	Epic
16	NICKELBACK Leader Of Men, Breathe	Roadrunner
17	LIMP BIZKIT Break Stuff	Flip/Interscope
15	SR-71 Right Now	RCA
20	UNION UNDERGROUND Turn Me On "Mr. Deadman"	Portrait/Columbia/CRG
19	P.O.D. Rock The Party	Atlantic/AG
18	STAINED Home	Flip/Elektra/EEG
-	SLIPKNOT Spit It Out	Roadrunner

based on a combination of promo and active rock airplay

ROCK squawk

JAY TAYLOR/PD LIVE105/SAN FRANCISCO



"We started playing '3 Libras' from **A Perfect Circle** a few weeks ago and are quite happy with the reaction—and the band itself. We have also added a second **Papa Roach** song, 'Broken,' because the sales are astronomical in our market. **Disturbed's** 'Stupify' is HUGE and I really like the new **Fuel**. I can also tell you that the **Zebrahead** video for 'Plazmate Of The Year' is cute (read: lots of boobage, but I needed to be politically correct!)"

ALAN AYO/MD KDGE/DALLAS



"There are a lot of cookie-cutter bands emerging right now, trying to capture **Blink 182's** speedy, skate-punk energy and forward motion of success. I think kids are smart enough to recognize the imitators... it's just too bad bands like **MxPx**, **NOFX**, **A** and **Tsar** can't get the same hype behind them; they seem to be the real thing for this genre, as opposed to the plastic imitators. I also love **Electrasy's** 'Morning Afterglow.' Excellent video, great hook."

VALERIE KNIGHT/MD KQRC/KANSAS CITY



"Our listeners can't seem to hear enough **Papa Roach**. **Godsmack's** 'Bad Religion' is also huge for us. I really like **One Way Ride**, too. Their whole CD has really grown on me. 'Painted Perfect' is so strong. Every time I sit down at my desk, I listen to **Cold's** 'Just Got Wicked.' We just added that this week, and it sounds fantastic. The new **Fuel** tune is a killer. It's so much better than I expect."

JIM FOX/PD WBYP/FORT WAYNE



'**Kid Rock's** music helps me so much. That sound is way hot now, but my cume isn't receptive to rap-rock unless it's from Kid. It crosses over a lot of boundaries. My listeners who want to hear **Tesla** accept Kid's songs and, of course, his audience eats it up. **American Pearl** and **A Perfect Circle** are both kicking ass. The **Union Underground's** 'Turn Me On Mr. Deadman' is generating huge phones."

P.T.L. power tool

Even though he is the Corporate PD for **LM Communications** and oversees stations in South Carolina, Kentucky and West Virginia, **Ken Carson** makes the time to develop talent. During his 25 years as a broadcaster,



he has programmed many rockers, including **WHNN**, **WHJY**, **WPHD** and **WROQ**. As part of the LM family, **WYBB** (Charleston, SC—where Ken is based) and **WKLC** (Charleston, WV) reap the benefits of Ken's vision. "I spend an enormous amount of time with the air-talent. I even aircheck the part-timers as often as possible." He took **WROQ** from 7th to 2nd place and

adds to his successful track record at **WYBB** and **WKLC** with 2.7 - 3.3 and 6.3 - 10.5 increases respectively. "It's critical for a broadcaster to develop and nurture talent in order to localize radio as much as possible. Corporate radio will not win local battles if it's not localized." Ken fine-tunes the focus of his vision while shooting underwater photography.

"JUST GOT WICKED"



COLD

NEW AT:

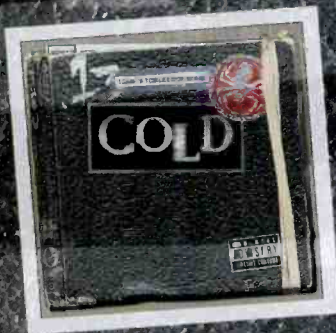
WAAF
KQRC
WLUM
WNOR
WTFX
WQBK
WXBE
WQXA
WAQX
WBYR
WRBR
KRQR



KRQC
KHOP
WJJO
KZRQ
WKLC
KTUX
WCPR
KLFK
KRNA
WNGD
WZZQ
KFRQ

ALREADY ON:

KUPD WXTB KILO
KCKR WLZR WXTM



Produced by Adam Kasper,
Chris Vreina and COLD

Executive Producer:
Jordan Schur

Management: Rob McDermott for Andy Gould Management

www.coldonline.com



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ROCK

top 25 active rock

lw	tw	artist-label	comments
1	1	MISSION IMPOSSIBLE 2 OST. - Hollywood Metallica, Limp Bizkit, Rob Zombie, Apartment 26	#1 WHJY,WEBN
2	2	3 DOORS DOWN - Republic/Uni. Loser	#1 KRXQ,WXRC
3	3	GODSMACK - Republic/Uni. Bad Religion	top 5 WXTB,WCCC
4	4	RED HOT CHILI PEPPERS - Warner Bros. Californication	#1 KLBj,KUPD
5	5	CREED - Wind-Up With Arms Wide Open	top 5 WJRR,WXBE
7	6	PAPA ROACH - DreamWorks Last Resort	#1 KILO,KUFO,KXXR
6	7	A PERFECT CIRCLE - Virgin Judith	#1 WRWK,WCHZ
9	8	DEFTONES - Maverick Change (In The House Of Flies)	#1 KRZR
10	9	INCUBUS - Immortal/Epic Stellar	WMMS add
8	10	U.P.O. - Epic Godless	top 5 WKLQ,KSJO
11	11	KORN - Immortal/Epic Somebody Someone	top 5 WXTB,WJRR
12	12	DISTURBED - Giant/Reprise Stupify	WIYY,WNVE add
13	13	NICKELBACK - Roadrunner Breathe	WHJY,KISS,WROV add
15	14	PRIMUS W/OZZY - Divine/Priority N.I.B.	KIOZ,WRUF add
16	15	THE UNION UNDERGROUND - Portrait/Col./CRG Turn Me On "Mr. Deadman"	WEBN add
14	16	STONE TEMPLE PILOTS - Atlantic/AG Sour Girl	#1 WYSP
17	17	AC/DC - Elektra/EEG Satellite Blues	#1 WRIF,KBER
20	18	RAGE AGAINST THE MACHINE - Epic Testify	top 5 WAAF
19	19	ONE WAY RIDE - MCA Painted Perfect	top 10 KUFO,KAZR
18	20	STAIN'D - Flip/Elektra/EEG Home	top 5 KUPD
21	21	8 STOPS 7 - Reprise Question Everything	KRQC add
22	22	QUEENS OF THE STONEAGE - Interscope The Lost Art Of Keeping A Secret	top 5 WCHZ,KISW
25	23	LIMP BIZKIT - Flip/Interscope Break Stuff	top 5 KXXR,WBZX
—	24	EVE 6 - RCA Promise	top 10 WZZO,WXRC
24	25	MOTLEY CRUE - Beyond Hell On High Heels	top 10 WYSP,WMMS

top 6 most added

1.FUEL	"Hemorrhage (In My Hands)"	550 Records
1.FULL DEVIL JACKET	"Where Did You Go?"	Apostle 13/The Enclave/IDJ
3.VAST	"Free"	Elektra/EEG
4.COLD	"Just Got Wicked"	Flip/Geffen
5.KID ROCK	"Wasting Time"	Lava/Atlantic/AG
6.AMERICAN PEARL	"Free Your Mind"	Wind-Up

between a rock and a hard place by john lenac

I've Got Blistahs On Me Fingahs! Last Friday, as Ivana was opening her birthday presents in the office, we each played a song or two from a seminal album in our lives. It was so awesome listening to **Erika, Mike, Ivana** and **Rich** discuss why their choice was so influential and what was going on in their lives when they were first exposed to the record. I can't tell you how much I get off watching the glow of someone's passion for music illuminate the room. It's too bad every person in the industry doesn't still have the fever. I can hear the peanut gallery now shouting, "John, it's a business like any other, blah blah, blah..." This I understand. It's been blaringly obvious to me since my early radio days—years before the **Telcom Act** smacked us in the face with that fact. All I'm saying is, while we marry art and commerce, can't we think about all the musical guilty pleasures that we filed in our jerkadex and make a few messes as we walk down the aisle? Someone help me before I trip off this soapbox... "The new one from **Cold**, 'Just Got Wicked,' sounds incredible on the air. I am loving that in a big way." Thanks to **Larry McFeelie** at **KUPD** for breaking my fall and feeling the fire still burning. Dave Ross served up another plate of adds this week, including **WAAF, KBPI, KQRC, WMFS, WNOR, WTFX, KHOP, WQBK, WXBE, WCCC, WBYP** and **WJJO**.... Larry also wasn't the first radio sage to mention **Crushdown** to me this week. He and **J.J.** couldn't wait until next week's impact on "This" to add it. The Florida boys in **Crushdown** delivered the goods to **MCA** and **Eggleston & Sigler** are set to make it happen at radio like they did with fellow labelmates and newcomers **One Way Ride**...

Remember the good old days when a radio colleague would overnight you a DAT copy of a highly anticipated record and, until you got the cease-and-desist, you were pounding the potential hit to get ownership before the competition? Now, it's point, click, download, play. **Chris Siciliano's** already-polar personality is being stretched to the limit as he curses **Napster**, and grins from ear to ear with all the **Fuel** adds before the impact date. **WYSP, WLZR, WZTA, WIYY, KLBj, WMFS, WCCC, WEBN** and **WMMS** are among the many that are so excited about "**Hemorrhage (In My Hands)**" they hit it before next week's impact... **3 Doors Down** continues to dominate with two tracks at the top of the chart. Just like I've heard from so many programmers, **Joe Bevilacqua** at **WHJY** says, "The research is still phenomenal on 'Kryptonite' and 'Loser' is poised to do the same."... **The Union Underground** is kicking major ass on their tour with future stars **Linkin Park** opening. **Rocky** is turning up the volume, with rotation increases from our friends at **WZTA, WAAF, WCCC, KHTQ, KAZR, KRZR, KEGL, KIOZ, KZRQ** and **WKLQ**. **Blake** at **WJJO** tells me it's also researching at the top end of their currents... **Vast** pulls in most added status this week with **KXXR, WZTA, WIYY, WLZR, KISS, WQBK, KRTQ, KIBZ, WTKX** and many more. A major broadcast group's programming conference call this week was buzzing about "Free" from the **No Co** band... The excitement was surging through the fiber optics as **Anthony Proffitt** told me about the gigantic numbers at **WKSM**. With a monstrous #1 12+ (15.8), they are five points ahead of the #2 station! Fat congrats to him and **Woofy**. Some other big Spring Books just in are **KMOD 6.1-7.6, KRTQ 2.5-3.4, WBBB 3.6-4.3, WBYP 5.9-7.8, WJJO 4.6-6.7, WJXQ 6.0-7.1, WPYX 5.6-7.6, WQXA 6.1-6.7, WRZK 2.9-4.6, WSTZ 4.4-5.4, WTUE 6.0-7.4** and **WYBB 2.7-3.3**... In case you were wondering... the seminal record I brought in to play was **David Hasselhoff's** genre-defining release "Looking For Freedom."



COLD
"Wicked impact week"



ROCK

top 20 specialty airplay

lw	tw	artist	label
6	1	HALFORD Resurrection	CMC
1	2	STUCK MOJO Declaration Of A Headhunter	Century Media
2	3	IN FLAMES Clay Man	NBA
5	4	IRON MAIDEN Brave New World	Portrait/Col/CRG
3	5	EARTH CRISIS Slither	Victory
—	6	SIXTY WATT SHAMEN Seed Of Decades	Spitfire
9	7	TAPROOT Gift	Atlantic/AG
4	8	NATIVITY IN BLACK 2 Various Artists	Divine/Priority
8	9	KING DIAMOND House Of God	Metal Blade
14	10	THE UNION UNDERGROUND The Union Underground	Portrait/Col/CRG
—	11	(hed) P.E. Broke	Volcano/Jive
12	12	MADBALL Hold It Down	Epitaph
13	13	DEFTONES White Pony	Maverick
11	14	ULTRASPANK Ultraspank	Epic
7	15	MUDVAYNE Dig	No Name/Epic
—	16	DISTURBED The Sickness	Giant/Reprise
—	17	IGNITE A Place Called Home	TVT
—	18	LIQUID GANG Sunshine	Lava/Atlantic/AG
19	19	KITTIE Spit	Artemis
16	20	BENUMB Successful Failure	Relapse

upcoming new releases

GOING FOR ADDS 8/14



FOO FIGHTERS • "Next Year" — Roswell/RCA

FUEL • "Hemorrhage (In My Hands)" — 550

UNAMERICAN • "Tonight's The First Night" — Universal

GOING FOR ADDS 8/21



A • "Monkey Kong" — Mammoth

AC/DC • "Meltdown" — Elektra/EEG

STEVE EARLE • "I Can Wait" — E-SquaredArtemis

GOING FOR ADDS 8/28

6 GIG • "Hit The Ground" — Ultimatum

A PERFECT CIRCLE • "3 Libras" — Virgin

BENDER • "Isolate" — TVT

CRUSHDOWN • "This" — MCA

GREEN DAY • "Minority" — Reprise

LINKIN PARK • "One Step Closer" — Warner Bros.

LIQUID GANG • "Closer" — Atlantic/AG

SLASH'S SNAKEPIT • "Been There Lately" — Koch

ULTRASPANK • "Where" — Epic

specialty pick



CONFRONTATION CAMP "Objects In The Mirror Are Closer Than They Appear" (Artemis):

Veteran rappers Chuck D and Professor Griff of Public Enemy unleash a Metal/Hip-Hop hybrid that meshes early sounds of Rap/Rock with today's greats like Kid Rock and Limp Bizkit. The Camp's grave rendition of Sly And The Family

Stone's "Babies Makin' Babies Killin' Babies" sets the stage for the growling rhymes and funk-filled guitar crunches of "Brake The Law," and "Jail Break." Look for Confrontation to rock it up on the road with Rage Against The Machine in the near future. For more on the Camp, ring Smitty @ Artemis (212) 433-1847.

e-mail new release info to rizzly676@aol.com

active rock 0



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ROCK2K

rock2k picks

EDITED BY KAREN GLAUBER



Unified Theory "Unified Theory" (3:33/Universal):

Take two former Blind Melon members (bassist Brad Smith and guitarist Christopher Thorn), an ex-Pearl Jam drummer (Dave Krusen) and an unknown guitarist/vocalist (Chris Shinn), and you get something that's not only unified in theory, but in practice. The quartet has finesse and muscle, with newcomer Shinn's angelic vocals providing not only a starting point, but a flighty wash above the music. Lead single "California" demonstrates that the band's sound is a bit spacier and more ethereal than either Melon or Jam, but it doesn't stray far from the heavier, melodic-rock side. (D.S.)

Saint Etienne "Sound Of Water" (Sub Pop):

The airy melodies and sonic experimentation that have characterized the career of this British electronic pop has never sounded so fully connected. Tweaked-out blips and beeps fly by without distracting from the classic languid melodies. There are plenty of pure pop moments. Sarah Cracknell continues to amaze with ability to mimic the breathy tones of seminal singers like Dusty Springfield while bathed in synthesizers and drum machines. On the single, "Heart Failed (In the Back of a Taxi)," the laid-back vibe melts into Cracknell's floating vocals. Drink up. (D.S.)



Hepcat "Push 'N Shove" (Hellcat):

In an era saturated with ska-branding, Hepcat stays true to the eclectic genre's roots. No neo, pop, punk or ska for these cats; it's all about traditional third-wave grooves. "Push 'N Shove" pushes and shoves rhythms that emit an organic aura of horn and island percussion melodies. The title track epitomizes classic ska's reggae and R&B ancestry, while "Prisoner Of Love," featuring Karina Denike [Dance Hall Crashers], is gritty and seductive. The cover of "Gimme A Little Sign" is fun too. These cats are definitely hep. (K.Y.)

Stew "Guest Host" (Telegraph):

Negro Problem leader Stew's solo project is a kaleidoscope of assorted pop melodies and groovy sing-alongs. With the help of co-TNPer Heidi Rodewald, the quirky and thought-provoking lyricist cooks up a delightful soup of psychedelic-pop tunes of varying degrees. He boasts a funky boogie in "She's Really Daddy Feelgood," eases the tempo with lullaby rhythms on "Essence" and then fires up on "C'mon Everybody." Hands down the most enjoyable track is his acoustic "Re-hab"—you'll be stuck in it for days. Not to worry, though—Stew's a wonderful host. (K.Y.)



rock2k mugs

OUT OF LINE: While waiting to get into the legendary Los Angeles hotspot the **Rainbow**, the jovial foursome of (l-r), Hustler's **Dustin Flynt** (nephew of the equally-legendary **Larry Flynt**), **Slash's** Snakepit singer **Rod Jackson**, the ever-hirsute **Slash** and **HITS** own Rock doc **John Lenac** decided to partner up for a little time-consuming fun of three-legged races and egg toss games. After a few brief rounds, all were admitted into the club with the exception of Lenac, who demanded the club let them use the valet parking booth for a quick round of "Seven Minutes In Heaven."



PLEASE, TAKE ME HOME: The air was scented with cheap perfume the day **Warner Bros.** artist **Don Henley** (c) came to **WTT5** Bloomington, as station MD/Interim PD **Marie McCallister** (r) swooned over the rock star. "See, honey," she said to her impressive daughter **Casey** (front), "told you Mommy would introduce you to a totally hot rock star. I know you'll cherish this moment forever." Morning show host **Diana Daly** (l) nodded at hyper-speed in agreement. "But Mommy," she replied poutily, "he doesn't look anything like **Justin Timberlake**."



IT'S THUMB OVER: Q101 evening host **James VanOsdol** (l) went to **Kid Rock's** (r) swank double-wide to partake in an evening of snacking on pork rinds, chugging a couple of 6-packs of **Pabst Blue Ribbon** and some sage dating advice. Said Rock: "The devil sign is a staple, man. I don't go anywhere without it." VanOsdol tried and tried to conquer the dual devil sign, but just couldn't to master it. "It's Ok, it takes a lot of trade shots to get it just right. Here, have a Slim Jim." Van-Osdol was positively awed by his wisdom.



the dandy warhols "bohemian like you"

the first single from thirteen tales from urban bohemia

Dude, Y100
& KEDJ
added it!

Yeah and it was the
#1 highest debut on
the Modern Rock
chart this week."



KROQ - LIVE 105
WBCN - WHFS
91X - 89X - KNRK
and many more!

*"Maybe sex and drugs still
have a place in rock 'n' roll
after all."*

LA TIMES Aug. 4th

*"The Dandy Warhols are
having a grand time,
bringing the good news
from a world so decadent
and fabulous that every bar
is open 24 hours a day and
the shooting galleries all
have velvet ropes."*

DAILY VARIETY Aug. 7th


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dandywarhols.com hollywoodandvine.com

Produced by D. Sardy and Courtney Taylor-Taylor • Management: Frank Gazzo & Mike Quinn at Monqui

dexter freebish

"Leaving Town"

*"This is a one listen smash from a
band that wrote a big debut album."*

-Leslie Fram, 99X/Atlanta



**KKND (add!), 99X, KTBZ, WDX, KNRK,
X96, KTCL, and many more!**

MOVES #108 TO #44

TOP 5 GREATEST GAINER!

The new single from the forthcoming album

A Life Of Saturdays

Produced by John Shanks and Dexter Freebish
Mixed by Tom Lord-Alge
Management: Sixth Man Inc.

dexterfreebish.com



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New This Week

**KKBT
KMEL
WJMN
WERQ
WPGC
KKFR
WHHH
KYLZ**

**One of
the most
added**

MYSTIKAL **SHAKE YA ASS**

The First Single

**# 1 Call-out KXHT
1 Phones KXHT
1 Phones KMEL
5 Phones WLLD
5 Phones WJBT
5 Phones KBXX**

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Let's Get Ready
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**KUBE KRBV
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the Flava Camp



Ground Zero

Flippin' The Script With Bat L. Axe



You're keepin' it funky at Ground Zero—here's the 4-1-1 this week: Once in a while, an artist comes along with a sound that's so fresh, so different, it pushes music forward. R&B music has been undergoing a major metamorphosis the last five years. It's been brewing since we first heard D'Angelo, then Erykah Badu and later, Lauryn Hill and Maxwell. We're also hearing a similar style emerge in hip-hop with The Roots, Common and Mos Def. These folks are all connected to one another and together they represent an exciting new generation of R&B. The messages are cerebral, the attitude is consciousness and the musical style is as distinctly hip-hop and spoken word as it is soul. This is the burgeoning "Next Movement," forged largely by The Roots, outta the red-hot underground music scene of Philadelphia, where most of these artists have strong ties. And from this scene, a powerful new face is emerging. Her name is Jill Scott. If you don't know her, you WILL. She is easily one of the most formidable R&B artists to grace our presence in years. Her debut album, "Who Is Jill Scott?" on Hidden Beach/Epic, is STUNNING. Although relatively unknown, Jill has been singing back-up for The Roots on their world tours for a minute. And let's not forget that she was also the co-author of their smash "You Got Me," a song that Erykah sung and The Roots later won a Grammy for. In other words, Jill Scott is the real deal. When you see this artist perform live, her imminent stardom only becomes more glaringly apparent. "Her album has the hottest word of mouth in the streets," says 92Q Baltimore MD Buttahman. "This is the buzz artist that you have to know about before anybody else." The station responded by putting an album track called "The Way" into rotation. "She'll come up from the street, just like D'Angelo did," says Buttah. "We're definitely feelin' her. I went to her show and it was the best shit I've seen in years—for real. You have to experience this artist live. She's incredible." Larry Jackson at KMEL raves, "Listen, love and live for Jill Scott! She is the spirit and essence of the new millennium R&B. No exaggerating whatsoever, it is quintessential to your heart, ears and—most importantly—soul to also experience her live stage show. It is both crucial and critical to the future of this R&B genre to have her break as an artist." SHE'KSPERE IN LOVE: L.A. Reid is makin' moves. First order of business was inking Atlanta-based producer Kevin "She'kspere" Briggs to a joint venture deal with Arista Records. Reid will also make him an A&R consultant and staff producer for Arista. As y'all know, Briggs came up through the LaFace camp, producing the mega-smash "No Scrubs" for TLC, as well as hits for Pink and Destiny's Child. Here's hopin' the flossy new deal inspires him to broaden out his wildly successful, but kinda predictable sound...



JILL SCOTT:
Great Scott!

THE REAL SLIM SHADY: Power 106 APD Damion Young has the very enviable position of having his own record label, Baby Ree Recordings, and working at a major market radio station whose parent company funds the label. Now that's juice. Well, lately Young has been busy in the lab hookin' up "Shade Sheist," a jam featuring Nate Dogg and Kurupt that's starting to seriously buzz at Crossover. "This is dope!" says Power 92 Phoenix MD Charlie Huero. "We're already on it and a lot of the people here are diggin' it." To find out what's up these days in music news, check out hitsdailydouble.com and it's on!

Street Snap



NEXT TO NOTHING: Arista trio Next attempted to enjoy a sunny day at the beach when they were spotted by KUBE PD Eric Powers who insisted the fellas share his Ninja Turtle beach blanket with him. "Do any of you know anything about sand crabs? Those little buggers get in your trunks and just don't let go," he commented. Next's T-Low and posse member Keith Rhoades signaled not to speak of this meeting ever. Pictured (l-r) are T-Low, Powers, Next's R.L., Sam Samuels, Next's Tweety and Rhoades

Phat Five

The Hype On The Street This Week

1 CLEAR CHANNEL

All systems go as they near their close.

2 SCOOTER B. STEVENS

Got "The Beat" blowin' up in Austin.

3 KEVIN "SHE'KSPERE" BRIGGS

Hot producer inks joint venture at new Arista.

4 LIL' ZANE

Comin' up big-time at XO with "Callin' Me."

5 IRV GOTTI

"Between Me And You," he's got a hit!



Introducing

JESSICA

"Get Up"

Just Added:
KMEL/San Francisco

On Over 75 Radio Stations

Urban Radio
39*

**"A new Star ready to blossom...definitely feelin'
her project...don't sleep on this artist!"
-KMEL, Glenn Aure**

From her debut album "You Can't Resist" 73702-2/4
Produced by Keith Andes for Ande Pandee Entertainment Inc.
Executive Producer: Kevin Nichols
Photo by Donn Thompson of Drac. Inc. Photography
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CROSSOVER nation

CROSSOVER AIRPLAY TOP 30 JAMS

2W	LW	TW	ARTIST	TITLE	LABEL
1	1	1	NELLY	Country Grammar	Fo' Reel/Univ/UMG
5	3	2	NEXT	Wifey	Arista
2	2	3	DR. DRE	The Next Episode	Aftermath/Interscope
7	7	4	JANET JACKSON	Doesn't Really Matter	Def Soul/IDJ
6	5	5	DESTINY'S CHILD	Jumpin' Jumpin'	Columbia/CRG
4	4	6	DA BRAT	What'chu Like	So So Def/Col/CRG
3	6	7	JAY-Z	Big Pimpin'	Roc-A-Fella/IDJ
12	10	8	RUFF ENDZ	No More	Epic
8	8	9	JAGGED EDGE	Let's Get Married	So So Def/Col/CRG
10	9	10	AVANT	Separated	Magic Johnson/MCA
13	11	11	KANDI	Don't Think I'm Not	Columbia/CRG
15	13	12	SISQO	Incomplete	Dragon/Def Soul/IDJ
18	15	13	PINK	Most Girls	LaFace/Arista
23	19	14	MYA	Case Of The Ex	University Music/Int
9	12	15	AALIYAH	Try Again	Blackground/Virgin
11	14	16	JOE	I Wanna Know	Jive
16	17	17	NSYNC	It's Gonna Be Me	Jive
17	16	18	IDEAL	Whatever	Virgin
25	23	19	COMMON	The Light	MCA
19	20	20	DMX	Party Up	Def Jam/IDJ
21	21	21	LIL' KIM	No Matter What...	QB/Undeas/Atl/Atl G
28	22	22	DONELL JONES	Where I Wanna Be	LaFace/Arista
29	25	23	CHRISTINA AGUILERA	Come On Over Baby	RCA
—	—	24	TONI BRAXTON	Just Be A Man About It	LaFace/Arista
—	—	25	DMX	What You Want	Def Jam/IDJ
20	24	26	LUCY PEARL	Dance Tonight	Overbrook/New Line
14	18	27	EMINEM	The Real Slim Shady	Aftermath/Interscope
30	26	28	JESSICA SIMPSON	I Think I'm In Love	Columbia/CRG
—	—	29	MADONNA	Music	Warner Bros.
—	30	30	SAMMIE	Crazy Things I Do	Freeworld/Capitol

WORDs bond

by Michelle S.

THE DREGS OF SUMMER: I've learned to really hate the month of August. First of all, I haven't fully shed all my bad Summer Jam flashbacks, which was always the focus of this traditionally torturous month. Whether it was an artist not showing up, local hip-hop contingents cramming the backstage area or trying to avoid getting heatstroke in Cali's blazing August temps, managing the ridiculous drama that is associated with the complete insanity of trying to produce a major concert and a full 12-hour broadcast at the same time has never been cute, let's just put it that way. But there is another unnerving aspect about August that has proven to be a constant in the music biz—this month is usually the calm before the storm. Nothing pressing is going on after that collective sigh of relief from radio that is the end of the Spring Book. Whew! Wipe your foreheads and go on vacation, for real. That's pretty much the deal for the next few weeks. But our business is now merging into the fourth quarter (read: major transition ahead). We all know what's up. Q4 is typically when all the big-time corporate maneuvering goes down. And this year, shit is gonna get real interesting. So with that said, certainly the lesson should be for us to enjoy the serious downtime August brings and take that chill pill before the music biz roller-coaster starts cranking back up again, making us all SICK... Musically this week: It's all about **Mystikal**. "Shake Ya Ass" is a smash! Think of this as a modern-day **James Brown** track. Mystikal's image is as an underground-**No Limit**-rap artist, no doubt, but this is not how he's comin' on this jam. Early indications are strong: #1 phones for **KXHT** and **KMEL**, Top 5 phones at **The Box** and **92Q** and a big-ass add week, pulling in heavies like **WPGC**, **KKFR**, **WBOT** early in and sounding off-the-hook in the mix on **Power 106**. 'Nuff said... Also getting explosive reaction is my dawg **Dontay's FAVORITE** jam of the whole year, **SPM's** "You Know My Name." "I get it," the hip-hop head grumbled, "but his rhyme is kinda wack." Well, so was **Mase's** whole flow and he sold 4 million albums, ya know? Not everybody is as dope as **Common**, unfortunately... **Ruff Endz** is blasting into Top 5 airplay, powered by fucking great callout that did not always materialize for our other mid-tempo R&Bs, so be aware.... "The Lil's are comin' up BIG!" exclaimed **Feather** when getting phone reports from his homies **Pattie Moreno** and **Greg Williams**, who called, flipping out about the reaction on **Lil' Bow Wow**. "Surprised the hell outta me," said **Buttah** at **92Q**. "Bounce With Me" is number one phones! And the same shocked report came from **Russ Allen**, too... Meanwhile, over at the **Lil' Zane** camp, Top 5 phones at **KKBT**, **KQBT** and **B95**, where **Travis L.** confirmed, "The sales are through the roof, the phones are big—Lil' Zane is for real! Girls love him!"... The blowout jam of the week, though, is **Eminem's** "The Way I Am." A gang of stations are two-three deep in the album of an artist that is a bit of a cultural phenomenon right now. But when you SEE this incredible video that Em conceptualized himself for "The Way," you're gonna feel it. Wow... On the other side of the emotional tip, we have **Marc Anthony**, with "Baby You," which will feature an equally powerful video—Anthony's HBO performance—where he broke down in tears singing this song, which is about his daughter. It's pop, it's sappy, it's slow, but it might also potentially be **Whitney Houston's** "I Will Always Love You," and I remember that shit at radio—**BRUTAL**, but huge... Hot Stack: **Erykah Badu's** "Bag Lady," **Black Eyed Peas'** "Weekend," **Lil' Kim's** "How Many Licks," **E40/Nate Dogg's** "Nah, Nah" and **Yolanda Adams'** "Open My Heart"... Shouts: **Cuccinello**, **Riccitelli**, **Calococi**, **Maffei**, **Carvello** and **Coppola** (what a bunch of goombas we are)... I'm out!

R*E*S*P*E*C*T

MOST ADDED THIS WEEK

Artist	Title	Label
1. Eminem	"The Way I Am"	Aftermath/Interscope
2. Erykah Badu	"Bag Lady"	Motown/UMG
3. Mystikal	"Shake Ya Ass"	Jive
4. Jay-Z	"Hey Papi"	Def Soul/IDJ
5. Tamia	"Can't Go For That"	Elektra/EEG

CROSSOVER nation

NEW RELEASES

GOING FOR ADDS 8/15

Donell Jones	"Where I Wanna Be"	LaFace/Arista
Cypress Hill f/Kurupt	"Baby S"	Columbia/CRG
Ludacris	"What's Your Fantasy"	Def Jam South/IDJ
Toni Estes	"Hot"	Priority
95 South	"Wet-N-Wild"	RCA
Alice Deejay	"Back In My Life"	Repub/Univ/UMG
Do or Die	"Can You Make It Hot"	Virgin

GOING FOR ADDS 8/22

Kelly Price	"You Should Have Told Me"	Def Soul/IDJ
3LW	"No More"	Epic
E-40 f/Nate Dogg	"Nah, Nah"	Sick Wid It/Jive
Dead Prez	"Mind Sex"	Loud/Col/CRG
Ying Yang Twins	"Ying Yang In This..."	Repub/Univ/UMG
Co-Ed	"Roll Wit Me"	Univ/UMG
Eiffel 65	"Too Much Of Heaven"	Repub/Univ/UMG
Profyle	"Liar"	Motown/UMG
Tela	"Tela"	Virgin
Y. A.	"Jasmin"	Qwest/WB



LATERAL MOVES: After a performance, LaFace/Arista singer Pink (2nd fr. r) posed with label rep Joe Reichling (l), KGGI PD Jesse Duran (2nd fr l) and station MD Gina D. (r). "I know all about being a young celebrity. Every night a different town, groupies everywhere," Duran said to the new artist. Pink was impressed by his insight until he continued, "My family's carnival people. I was a star in the Hall of Freaks, ya know. Now I'm in radio." Pink understood why.

BLOWIN' UP THE SPOT

MOST REQUESTED JAMS

- Nelly "Country Grammar" Fo' Reel/Univ/UMG
- Avant "Separated" Magic Johnson/MCA
- Kandi "Don't Think I'm Not" Columbia/CRG
- Pink "Most Girls" LaFace/Arista
- SPM "You Know My Name" Dope House/Univ/UMG

BIG WILLIE

of the week



Hot Sana.

SANA G.
PD KBMB SACRAMENTO

Hot Spring numbers continue to be the "Big Willie" theme for the next several weeks, and this week the spotlight falls on the San Joaquin Valley of California and the capitol city of Sacramento, where KBMB is most definitely on the move! In the recently released book, PD Sana G. and the rest of the staff at 103.5 The Bomb see their hard

work and determination pay off with a 3.9-4.9 jump for P12+. This upswing vaults the station from tenth place in the market all the way up to fifth! "The only thing that can really be said about The Bomb is that we're a grass roots organization that has represented for and been created by the people...and we have prevailed," remarked Sana when asked to comment on the station's impressive Spring ARB. "Big shouts to all the staff for keepin' it real, especially my pretty ass OM E-Bro. Speaking of asses, who did you say this is on the phone? HITS? Damn, I thought I was talking to Billboard!"

FREESTYLE

MUSIC QUOTES FROM INDUSTRY LEADERS



SCORPIO
PD KBXX Houston
SPM "You Know My Name"
Dope House/Univ/UMG

"This will be big. We are on it 30x and are seeing Top 5 phones with both Hispanics and Blacks!"

JOHN CANDELERIA
PD KPRR El Paso
Lil' Zane f/112
"Callin' Me" Priority

"Damn, they love this guy! All female calls, and lots of 'em!"



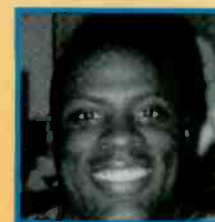
JOHN E. KAGE
MD KS1075 Denver
Sammie "Crazy Things I Do"
Freeworld/Capitol

"I think this may be the real deal. It reminds me of Hi Five's 'I Like The Way,' which was a pretty big hit."



MICKEY JOHNSON
PD WBHJ Birmingham
Mystikal "Shake Ya Ass" Jive

"This record is bangin'! Mystikal proves he can do it without No Limit. Shake that ass real fast!"



Where Rhythm Radio Wants To Be!

Donell Jones

"Where I Wanna Be"

R&B impacted in February and radio just can't get enough as this record continues to REACT and RESEARCH, with no burn!

R&B Audience stays strong at close to 40 Million after peaking at 45 Million!

A #2 Record on the R&B Monitor and Top 10 on the Crossover Monitor!

**Impact at Rhythm
August 14th**

See For Yourself...
MAJOR MARKET AIRPLAY

WQHT - 45x - #3 - 420 Total Spins - #1 Callout
KMEL - 50x - #7 - 514 Total Spins - #1 Callout
KBXX - 55x - #7 - 300 Total Spins - Top 5 Callout
WERQ - 40x - #9 - 562 Total Spins - Top 5 Callout
WPGC - 61x - #2 - 890 Total Spins - #1 Callout
KXHT - 40x - 1049 Total Spins - Top 5 Callout



From the album
Where I Wanna Be -
Now beyond Platinum!

Produced by Donell Jones for Untouchables/
Candyman Music, Inc./Soul Central Entertainment.

Executive Producers: Edward "Eddie F." Ferrell for Untouchables
Entertainment, Inc., Candy Tookes, Antonio M. Reid and Kenneth B. Edmonds.

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OUCHABLES



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JAY-Z

"HEY PAPI"

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NUTTY PROFESSOR II
THE KLUMPS
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ALREADY PLATINUM! ALREADY OVER 11 MILLION
IN AUDIENCE/ 550 SPINS

GOING FOR ADDS ON
AUGUST 7 & 8

AIRPLAY LEADERS INCLUDE:

KKBT	LOS ANGELES
WOWI	NORFOLK
WQHT	NEW YORK
WUSL	PHILADELPHIA
WPHI	PHILADELPHIA
WHTA	ATLANTA
WHTA	ATLANTA
WPEG	CHARLOTTE
WKYS	WASHINGTON, DC
WQUE	NEW ORLEANS
WEDR	MIAMI
WENZ	CLEVELAND
WGCI	CHICAGO
KATZ	ST. LOUIS

"Instant phone! Jigga my Nig&a just keeps getting bigger!

A lil' somethin' for mommies and the sisters!"

Glen "Golden Boy" Cooper/ APD WUSL Philadelphia (No. 1 rank/ 54 plays per week)

"It's the fu*\$ing sh#*!! Instant phones!"

Heart Attack/ APD WOWI Norfolk, Va. (No. 12 rank/ 27 plays per week)

"HOT!! Big phones! No. 11 in phones after just two weeks!"

Darrell Johnson/ PD WHTA Atlanta (No. 19 rank/ 27 plays per week)

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in the mix



in the mix by ricky leigh mensh

top 20 spinz

#	ARTIST	TITLE	LABEL	SPINZ
1.	LL COOL J	Imagine That	Def Jam/IDJ	268
2.	DE LA SOUL...	Oooh	Tommy Boy	257
3.	BIG PUN	100%	Loud/Columbia/CRG	250
4.	SHYNE	Bad Boyz	Bad Boy/Arista	244
5.	MAJOR FIGGAS	Yeah That's Us	RuffNation/WB	239
6.	RUFF RYDERS	WW III	Ruff Ryders/Inter	237
7.	COMMON	The Light	MCA	232
8.	MYSTIKAL	Shake Ya Ass	Jive	226
9.	LUCY PEARL	Dance Tonight	Pookie/Beyond	222
10.	DR. DRE...	Next Episode	Aftermath/Inter	220
11.	BUSTA RHYMES	Fire	FM/Elektra/EEG	214
12.	DMX f/SISQO	What You Want	Def Jam/IDJ	213
13.	JAY-Z...	Hey Papi	Def Soul/IDJ	209
14.	LIL' KIM	No Matter What...	QB/Undeas/Atl/Atl G	206
15.	WARREN G...	Havin' Things	G Funk/Restless	204
16.	PHAROHE MONCH	The Light	Rawkus/Priority	198
17.	JA RULE	Between Me And You	Def Jam/IDJ	195
18.	THREE 6 MAFIA	Sippin' On Da Syrup	Loud/Col/CRG	187
19.	CAM'RON	What Means The...	Epic	186
20.	SLUM VILLAGE	Climax	Barak/Goodvibe/Atomic Pop	179



JB—'Billboard's MD/Crazy Horse lap dancer of the year?'

GREATNESS... The Greek Theater in LA-LA on a Friday nite, hangin w/BET's Kelly G, Stephen Hill & friendz for the Dilated Peoples, Lucy Pearl & D'Angelo show. An excellent evening of entertainment, to be sure, what for this DJ the constant search for what, artist-wise, defines "greatness." A typically slow in arriv'n LA-LA crowd missed an inspired, strong performance by Dilated Peoples, who kicked sum hip-hop ass on those that had the good timing to show up to see 'em. The immediately recognizable opening chords of En Vogue's "Don't Let Love Go" brought the crush of the malingerin' LA-LA'ers thru the gates "en masse" to witness the wonder & greatness of Lucy Pearl, who melded monster hits from Raphael Saadiq, TTT, Tribe Called Quest & En

Vogue w/choice kutz from what should eezily be the Grammy Award-winnin' Lucy Pearl debut LP. Said it before, this DJ'll say it again. NO R&B LP TOUCHES THIS SHITTT THIS YR—NONE!! YA HEARD! By tha time "LP" (no, not Latin Prince) finished w/their first hit of many off that album, "Dance Tonight," the then-capacity crowd waz goin fukkin nutz & left wartin much more, no doubt. Then, it waz D'Angelo's turn to light it up w/ hiz mezmerizing intro, featu'n' a funk that, instrumentally, the Godfather, James Brown, would be proud of. The entire band entered in sync (no, not those foolz) marching trance-like cloaked in hooded leather eerily lit & apparent only az shadowz az they caressed the stage to the ever-building thunder of applause & screams from the female-dominated audience. Do I sound like sum fukkin wannabe rock writer? Sorry. Anyway, Mr. "D" launched into a very, very funky rendition of "Devil's Pie" that, according to hip-hop/R&B's #1 photographer, Arnie, iz over 10 mins. long. Though we'd seen D'Angelo's many times before, we were kept there thru almost all of it az the man puts on a tremendous show. This DJ'z only criticism: @ times, D'Angelo moves across the line of reverence for "The Godfather of Soul" into a bit of plagiarizim. Like Chris Rock sez: "I said it! That'z right, I said it!" Again, D'Angelo makes damn good muzic. OK, but iz he great? Too often, I hear folks refer to this & that being "greeeaattt!" Big werd. & for him, again, in my opinion-it'z TOO SOON for that werd. EWF, Al Green, Sly & The Family Stone & yes, Raphael Saadiq... GREAT! Why? Great songs, obviously & alot of em. LL, Dr. Dre in hip-hop, same thing. We're talking about a "body" of work over a long time that defines greatness along w/tha fact that you still hear so much of their shit on the radio year after year. Take Raphael az tha relative newcummer to this terminology. Wherever that muhfukka iz, whether it'z w/TTT, solo, writing for others or now w/Lucy Pearl: HITS! & he's been doing it goin on 13 yrs now! D'Angelo? We'll see. He's on the right path... Meanwhile, LL (Def Jam/IDJ) keeps the "Smith Grip" on #1 spinz and congratz go to Mystikal (Jive), who grabs #1 on the weekly mix show conf. call, while Pharoah Monche (Rawkus/Priority) holdz it down @ #1 on the unda for the 2nd straight wk. & kudos to debut pix Black Eyed Peas (Interscope), Groove Theory (Columbia/CRG), Kelly Price (Def Soul/IDJ), Sticky Fingaz (Universal/UMG), Sadat X (Stimulated/LOUD/Col/CRG) & Field Mob (MCA). Strongest moves on the call belong to Ja Rule (Murder Inc/Def Jam/IDJ) & Lucy Pearl (Pookie/Beyond)... So what'z up @ Hot 97 az tha muzical handcufts are put on Red Alert & DJ Enuff, who were recently "playlisted?" Wow. Tha "great newz"? Mr. Enuff, aka "The Heavy Hitter" & hiz girl Jasmine are now tha proud parents of new lil DJ Ephrem Louis Lopez, born 8/1—CONGRATZ! So proud papa Enuff, help the girl change sum diapers, biatch!... Steve Harvey iz a done deal @ KKBT for AM drive az werd iz that BET/WPGC's Ademou iz az well for PM drive @ tha former 92.3. Best wishes, fellax... & to Mr. Simmons & krew on all tha success on the "Nutty II" movie & sndtrk, which folks in the mix should take pride for settin up real luvlee... & to JB (KLUC), who grabz a nomination for secondary MD of tha yr by Billboard—CONGRATZ MY MAN!... & what'z up w/legendary DJ Jellybean Benitez (WKU) these daze? How bout Assoc. Prod for Jen Lopez' new flick "Angel Eyes" (WB), Muzic Sup. for Sly Stallone's new "Get Carter" (WB), Exec Prod of Andy Garcia's "Havana Nocturne" (Jellybean Prod/HBO) cummin November, Co Prod. of "Taina," a new show on Nickelodeon breakin out w/13-episode deal for which he did tha theme song and—whoa—co-prod first film for "High Times" mag all while holdin down 10% of B-Board's dance chart, good for first place by over a 2-to-1 margin over hiz closest competitor. I'm still up for adoption, JB!... Soon- to-be conf. call pix Wu Tang Clan (LOUD/Col/CGR), Busta (Flip Made/Elektra), Major Figgas (RuffNation/WB—new kut, Ya'll Ain't Touchin The Figgas & DaMizza rmx of "Yeah That's Us"), Jo Jo Pellegrino (Violator/LOUD/Col/CRG), Jessica (Restless), Stevie J (LOUD/Col/CRG), Lil Zane (Priority), Ray J (Atlantic), Jill Scott (Epic), Soul Assassins (Ruff Nation/WB), De La Soul (Tommy Boy) & Da Franchise (Violator/LOUD)... DaMizza... Chris Coleman?... DJ Scrap?... Jennifer Love Hewitt?... The Wake-Up Show?... WEDR nite show?... & lastly, how bout "The Rock" @ tha Republican convention? Ran (WCW/SupeRadio) & I had to laugh az we sarcastically wondered if Rock's high vizibility in Philly might have a huge effect on the millions of hiz fanz az they go to tha polls...

outta tha box weekly conference call winners

#	ARTIST	TITLE	LABEL
1.	MYSTIKAL	Shake Ya Ass	Jive
2.	JA RULE	Between Me And You	Murder Inc./Def Jam/IDJ
3.	LUCY PEARL	Don't Mess With...	Pookie/Beyond
4.	CARL THOMAS	Summer Rain	LaFace/Bad Boy/Arista
5.	SHYNE	Bad Boyz	Bad Boy/Arista
6.	BLACK EYES PEAS	Weekends	Interscope
7.	JAY-Z...	Hey Papi	Def Soul/IDJ
8.	GROOVE THEORY	4 Shure	Col/CRG
9.	CAM'RON	What Means The...	Epic
10.	MUSIQ	Just Friends	Def Soul/IDJ
11.	KELLY PRICE...	Like You Do	Def Soul/IDJ

commercial

1.	PHAROHE MONCH	The Light	Rawkus/Priority
2.	SLUM VILLAGE	Climax	Barak/Goodvibe/Atomic Pop
3.	METHOD MAN	Even If	Def Soul/IDJ
4.	DEAD PREZ	Mind Sex	Loud/Col/CRG
5.	DJ REVOLUTION	The Backbone	Millenia Music/GC
6.	TELA	Tela	Rap-A-Lot/Virgin
7.	STICKY FINGAZ	Get It Up	Universal/UMG
8.	SADAT X...	Ka-Ching	Stimulated/Loud
9.	FIELD MOB	Project Dreams	MCA
10.	MACK 10	From Tha Streetz	Hoo-Bangin/Priority
11.	PRODIGY	Keep It Thoro	Loud/Col/CRG
12.	LORD TARIQ	Cold World	Replay

underground

**the lowdown
on new music...**



**...by leading
mix show DJz**

justyn tyme • farmclub.com



Black Eyed Peas
"Weekends"
Visual Stereo/Interscope

"BEP alwaze satisfies my hip-hop appetite. This new joint'z title may be a little misleading because this shittt can bump in everyone'z rotation seven daze a week! And since I'm back in Cali, I gotta give my boyz extra props!" DJ Debonair's (WVHT) note:

Hmmm, what else satisfies your hip-hop appetite? My nutz? Chin nutz? Wall nutz? Or just this dick on your shoulder, so these twinz can be on your mind later? Good material, HB.

dj enuff • wqht



Jaheim f/Castro...
"Lil Nigga Ain't Mine"
Devine Mill/Warner Bros.

"This iz tha kind of shittt we need—sum good-ass R&B. Big ups to KG for doin it again. This iz a real topic & a brotha gotz to watch out, especially katz like us. So shower your audience with this new artist and DJz—take them to school

again." Latin Prince's note: I just wanted to congratulate Mr. Enuff & hiz girl Jasmine on tha birth of their lil' boy Ephrem Lopez Jr. But what'z this we hear that you're tryin to hide from diaper duty?... (L-r) Daddy Enuff & Daddy Danny C (Arista).

kid jay • xhtz



Lil' Zane f/112
"Callin' Me"
Worldwide Entertainment/Priority

"Az soon az I heard it, I threw it in tha mix. Now it'z one of our Top 5 records." Chino's (KKFR) note: What do you know bout puttin it in tha mix? You couldn't even mix cake batter if we gave you tha ingredients. Man, you can't even mix a drink. So what duz it

mean when you say Top 5? Duz that mean you took a Stevie B record outta rotation? Or that old-ass Connie recurrent?

rick "dragon style" lee • kmel



Method Man
"Even If" ("Nutty Professor II" soundtrack)
Def Soul/IDJ

"Yo, Method Man oooooffffff tha hookers... Rock-wilder iz on tha war path with hiz maddd beetz and Method with hiz maddd rhymes. Tha party hype continues with anutha phattt track outta tha Def Jam camp 'and it don't stop.'" Do not sleep on dis or ya gonna drive tha Professor Nutty... Feel me?" KMEL All Star DJz' note: Tha only hookers we can relate to are tha ones at your pad. So can you send sum over to Alex Mejia's house? Ooops, I mean Tequila Mejia!

charles dixon • music choice



Lucy Pearl
"Don't Mess With My Man"
Pookie/Beyond

"Spinning at 105 BPM, this track takes me back to a time when R&B muzic felt good and sounded right. It haz a lotta energy and could very well be an anthem for tha Ladies! 'Don't Mess With My Man' iz one of my five favorite tracks on the LP. It'z

a great follow-up to their hit 'Dance Tonight.' In my mix this week from tha X-Men of R&B super trio... Don't Mess With Lucy Pearl!!" DJ Debonair's (WVHT) note: Take you back? Duz it take you back to when you used to mix with thoze 8-track tapes? Or tha daze when you used tha Edison phonograph? Man, you're that old? & I thought Mark Mac waz tha oldest DJ in thiz krew.

damon williams • music choice



JoJo Pellegrino
"FoGedAboutDid"
Violator/Loud

"I see bodies turnin up all over tha city when this song hitz tha streetz. I can relate, livin in Jersey. It also remindz me of Ricky Leigh's Redskinz—fogedaboutdid. Definitely a heater for thoze turntables." Justyn Tyme's (Farmclub.com) note: I

must concur with tha obviously intelligent Mr. Williams. Az you stated, a great record for tha masses & definitely a joint that will put all Redskinz fanz on their asses. (L-r) Sir Charles & Damon "SkinzLuvu" Williams.

dj hideo • kkbt



Field Mob
"Project Dreams"
MCA

"Bangin... This iz sum good ish! Tha South iz definitely reprezentin & invadin L.A. in a big way, so for thoze of you not playin it, you need to call your doctor and get your head examined. This shittt iz, I will say it again, bangin." Icy Ice's (KKBT) note: What tha

fukk iz this shittt that I hear you don't say bad werdz? Cum on, dude, thiz iz HITS, so I'll cuz for ya: Eat a fattt pinoy dick.

mike crosby • werq



Jessica
"Get Up"
G Funk/Restless

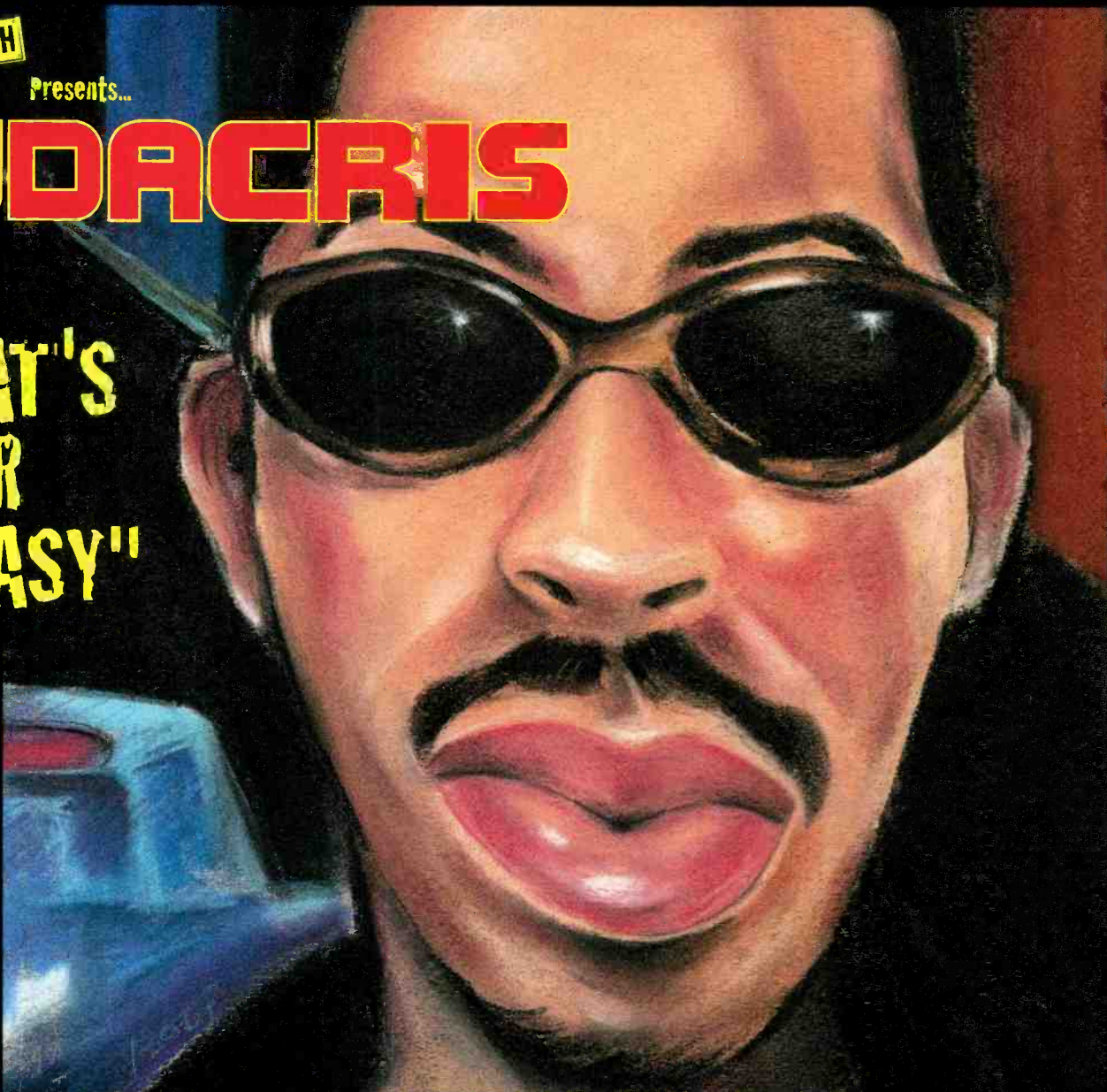
"Jessica iz definitely hottt & I think there are a few folks sleepin' on this great sexy lady. Very off-tha-hook R&B & I'm personally bangin this joint on a weekly basis. So get with tha fukkin program & stop fukkin around." Buttahman's (WERQ) note: Mike

Crosby iz not capable of giving quotes on any record, cuz once you give this kat a couple of Hennesseys & Coke, he'll tell ya anything soundz good... Just axe hiz mom.

Def **SOUTH** Jam Presents...

LUDACRIS

"WHAT'S YOUR FANTASY"



"Its the hottest song out right now!! Instant reaction in all demos!!"

Daysha Parker / APD/MD KATZ St. Louis

"The record is a phenomenon!! I've never seen a record react like this with listeners!! We put it on in overnights and had to move it to all dayparts the next week! It was the NO. 1 requested song for over a month.."

Nate Quick /MC WPEG Charlotte, NC

"The hook is so HOT! When callers request it, they ask for the "lick, lick, lick, song! Its a sure HIT!!

Ramona Debreaux /MD WHTA Atlanta

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WHTA	Atlanta	x61	WJHM	Orlando	x75	KATZ	St. Louis	x56

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THE BLAZIN' NEW SINGLE FROM ANARCHY.

FIRE



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Rap Attack



RAP RADIO TOP THIRTY

2W	LW	TW	ARTIST	TITLE	LABEL
6	4	1	TALIB KWELI & HI TEK	Move Something	Rawkus
3	2	2	JUICE & CASSIDY	F#ckin' Wit My Team?	B.Side/LS
23	8	3	PEP LOVE	Crooked Angle	Heiro
11	5	4	DJ REVOLUTION	The Back Bone	Ground Control/NG
—	13	5	DEE SURREAL	The Beast Within'	Son Doo
22	18	6	DJ HONDA F/JERU	El Presidenté	Honda Recordings
—	23	7	ROOLETTE	You & Yours	Len Ace
—	11	8	PHIL THE AGONY	Blunted	GoodVibe
—	14	9	MEENO	I'm That N#gga	Priority
—	17	10	BUSTA RHYMES	Fire	FM/Elektra/EEG
18	7	11	ZION I	Revolution	Ground Level
28	20	12	AL TARIQ	Feel This Sh#t	Psycho Logical
—	—	13	2 PAC	Murder & Mayhem	X-Ray
—	22	14	SHABAAM SAHDEEQ	3-D	Rawkus
19	9	15	LE FLOW	Le Saga	Ultra Records
27	16	16	APATHY	Ain't Nuthin' Nice	Bronx Science
20	19	17	ABORIGINALS	Number Theory	Landspeed
—	—	18	DJ HURRICANE	Connect	TVT
—	—	19	DILATED PEOPLES	Platform (RMX)	ABB/Capitol
—	—	20	BLOODSHOT	Horny, Drunk & High	Blacklight
26	25	21	PIAKHAN	Wide Open	RCA
1	1	22	M.O.P.	Ante' Up	Loud
—	28	23	KURUPT	Who Ride Wit' Us	Antra/Artemis
—	29	24	DEAD PREZ	Mind Sex	Loud
—	—	25	LORD TARIQ	Cold World	Replay
—	—	26	PLANET ASIA & TALIB KWELI	Dcn't Let Up	Mona/Landspeed
30	27	27	CED	Put Philly On	RCA
2	3	28	PHAROAE MONCH	The Light	Rawkus
25	24	29	ETC...	Tonight	Idol
—	—	30	CRUSH	Raven	Antra

NASTY NEWS BY NASTY-NES

What's upper? Props to my hometown of Seattle! Sir Mix-A-Lot's sold-out and standing-room-only record release party held at the Bohemian for "Seattle, The Darkside PT. 2" (Rhyme Cartel) compilation was off-the-heezy last Thursday night. Of course Mix performed his classics "Baby Got Back" and "Posse On Broadway" for the first time in his hometown in over ten years, but his new material got the crowd rockin'. Expect to see his next solo album soon with yours truly possibly reuniting in the mix... Yo, Rob Base and DJ EZ Rock are making their comeback in the Y2K with a new joint called "Diamonds" droppin' on Rampage Music. For more info, holla at Leo The Lion (can you say old school and former CMJ Rap Editor?) at (212) 228-3300... I just got the test pressing for the



BRENDA MOSS SCOTT

new Styles Of Beyond single, "Subculture." This joint is hottttttt! S.O.B. is com n' out on DJ Cheapshot's label, Spy Tech Records at (818) 265-0754. Stay tuned, as you will be laced with it in a few weeks... The CMJ conference in New York is creepin' up on us sooner than you think. We're planning on puttin' together another phat hip-hop showcase. Right now, I'm workin' on lockin' down a venue. If you are interested in participating as a record label, sponsor or as an artist, give me a shout here at HITS at (818) 501-7900. We are lookin' forward to our radio reporting and mix tape

DJs to be flexin' their skills on the wheels... Another Southern flava 'bout to drop on your turntables is from the Heat Seekaz with "Just A Little Bit" (Official Jointz). Peep this out 'cause it's one of those joints that'll grow on you. To get laced, call (212) 598-9917... Speakin' of growin' on you, the Brandy Moss Scott single, "It's Not Your Money" (Mecca), is growin' on our radio reporters. Happy b'day to Miss Scott and congrats on getting 5th Most Added on your debut single... Tek from KSUN has moved to 7451 Bridg t Ct., Rohnert Park, CA 94928. You can reach him at (707) 664-0133... WELCOME OUR NEW RADIO REPORTERS: KPFK (Studio City, CA), Lucky Lou at (909) 971-9658, WHBC (Washington, DC), Marshall Gary at (202) 806-6675, WKNC (Raleigh, NC), D-Cutta at (919) 515-2401 x6, WKRB (Brooklyn, NY), Rebecca Altman at (914) 260-4092 and PDOMER (pdomeradio.com) and CIPHER at (713) 523-7289... WELCOME OUR NEW MIX TAPE REPORTERS: DJ 3D (Brooklyn, NY) at (718) 277-7528, LRM (Queens, NY) at (718) 845-8144 and DJ Illscout (Richmond, VA) at (800-7-PAGE-ME)... CONFERENCE CALL PICKS: 1. Blade (Body Bag/Virgin) 2. Apathy (conf. call debut; Bronx Science) 3. Prodigy (Loud) 4. Big L (conf. call debut; Rawkus) 5. Reks (conf. call debut; Brick) 6. Hurricane (TVT) 7. Dilated Peoples (ABB/Capitol)... SHOUT OUT TIZIME: Eric Parler at Elektra, DJ Indiana Jones, Laura Troy at TVT (thank you for the tickets—xoxo), Jen Boogie at Motown, Mark Rosefort from RI's WBRU and NY's Kwame Vear from WHCR (welcome back, son)... KUNG-FU FLICK OF THE WEEK: "Ninja Scroll" (Japanimation)...

TOP FIVE MOST ADDED

Artist	Title	Label
1. BLADE	Look 4 The Name	Body Bag/Virgin
2. CAPONE & NOREAGA	Phone Time	Tommy Boy
3. SADAT X	X-Man	Stimulated/Loud
4. REKS	Final Four	Brick Records
5. BRANDY MOSS SCOTT	It's Not Your Money	Mecca

TOP FIVE MIX TAPE SONGS

Artist	Title	Label
1. ROOLETTE	My Crew	Len Ace
2. BIG L	Holdin' It Down	Rawkus
3. CAMARA	Mone't	Wingspan
4. FIRESTARR	Dying For Rap	Koch
5. CORY AK	Imagine This	F#ck Off

Rap Attack

MAKIN' IT HAPPEN



A native of Brooklyn, NY, he is the **Son Of Sam!** DJ S.O.S., a.k.a. Kevin Greene, got his DJ name from his father, Sam, and his mix tapes are made to massacre his fans with phat joints. S.O.S. grew up during the early '80s, peepin' out Marley Marl, Chuck Chill-out and Red Alert's hip-hop shows on NY radio. When he was 13 years old, S.O.S. realized that DJing was his forte after watching

DJs do their skills on Yo! MTV Raps and the Video Music Box channel. "My first set of wheels were Fisher Price turntables and from there, my sister bought me a pair of belt driven Techniques," says S.O.S. In addition, "I just love getting the crowd hyped and letting them feel what I feel as a DJ through the music I play." Self-taught, S.O.S. now DJs on a pair of SL 1210s. "I love doing remixes I call 'Mad Mixes,'" says S.O.S. Back in '91, he started out selling an average of 60 tapes per mix tape. Now S.O.S. averages about 10,000 in sales per each mix tape sold throughout NY, Ohio, VA, Wash. DC and Florida. "It doesn't matter where you're from. If I'm feelin' your music, I'll put it on my tapes, including unsigned talent," says S.O.S. "Five years from now I'd love to be DJing on a radio station and become a big time promoter and producer," he says. Dreams do come true and I'm sure S.O.S. is gonna make it happen! Give him a shout at (917) 896-6295 or online at sosstyle@aol.com... **SHOUTS:** "Nicole Hill at MCA, DJ Rich Nyce, Curt Flirt, DJ Clue and the whole HOT 97 fam in NYC and all the record labels and label promoters down with the Son Of Sam."



GO-GO MUSIC LIVES: In our nation's capital, we caught DJ Premier (I) schooling our up-and-coming stud from Howard University's WHBC, Marshall Gary, the fine art of political campaigning. Gary for Prez!



SLAM PT. #2? No, it's not exactly the Onyx reunion photo, but close. Pictured left to right are Dee Sonaram from Koch Records, Twala Sharp, Dorsey Fuller from L.A.'s KKBT and our dawg, who's "Dying For Rap," Fredro Starr, a.k.a. Firestarr.

TALES FROM THE TAPE DECKS

BY NASTY-NES & MICHELLE ORTIZ

DJ 3RD RAIL'S TOP 5

- | | | |
|--------------|---------------------------------|---------------|
| 1. BIG L | <i>Holdin' It Down</i> | Rawkus |
| 2. AZ | <i>Love Me In A Special Way</i> | Fatbeats |
| 3. APATHY | <i>The Smackdown</i> | Bronx Science |
| 4. REKS | <i>Skills 101</i> | Brick |
| 5. EDDIE ILL | <i>The Maxed Out</i> | Landspeed |

Straight outta Illadelphia, PA, it's DJ Buda Fett "The Nougat Farmer," a.k.a. Shawn Williams, with his latest mix tape "Microphone Massacre." This tape contains all the underground hip-hop joints that will lyrically slaughter your



eardrums. Included in the Buda Fett mix are: Dilated Peoples' remix of "Make Your Eardrums Pop," featuring Defari, Everlast and Phil Da Agony, People Under The Stairs' "The Cat," Apathy's "Ain't Nuthin' Nice" and Cali Agents' "Crash The Boards." Mr. Fett also gives props and shows love to the women in

the hip-hop game by blending in joints from Rah Diggah, Bahamadia and Jane Doe. This mix tape is representin' the phat joints from East to West, North to South, male and female, and keeps the overall flavor strictly underground. You can get with our latest addition to our HITS mix tape barcada a shout at (215) 557-4241 or online at shawn.williams@eastman-radio.com... **SHOUTS:** The late Whiz Kid, Greg-B, Grandmixer DST and to our new reporters DJ 3D outta BK, LRM from Queens and DJ Illscout outta VA...

PICK HIT OF THE WEEK

DJ KAZZEO, KHDC/SALINAS, CA

IKE DIRTY "THE WORLD AIN'T READY" ROCKBOY/SELECT

UNDERGROUND

- | # | ARTIST | TITLE | LABEL |
|-----|--------------------|------------------------------|-----------------------------------|
| 1. | FIRESTARR | <i>Dying For Rap</i> | KOCH
212-353-8800 x275 |
| 2. | APATHY | <i>Smack Down</i> | BRONX SCIENCE
860-608-8024 |
| 3. | ERATIK STATIK | <i>Hot Lava</i> | INDUS RECORDINGS
302-292-0983 |
| 4. | CAMARA | <i>Monét</i> | WINGSPAN
804-797-2155 |
| 5. | IKE DIRTY | <i>The World Ain't Ready</i> | SELECT
800-691-1201 |
| 6. | NARCOTIK | <i>Narcosis</i> | TRIBAL MUSIC INC.
888-861-0649 |
| 7. | CORY AK | <i>Imagine This</i> | F#CK OFF RECORDS
302-292-0983 |
| 8. | MYKILL MEYERS | <i>Killing Spree (RMX)</i> | BLACKBERRY MUSIC
888-357-3273 |
| 9. | REFLECTION ETERNAL | <i>The Human Element</i> | REALIZED
323-913-9802 |
| 10. | X-CON | <i>Whoa Lil' Mama</i> | FIRST STRING ENT.
305-571-8573 |

dead
☰☷
prez

mind sex

mind sex
mind sex

Underground loves them

D'Angelo fans got to experience them
this spring Rolling Stone
blessed them with four stars

Now they got a shot at mainstream with the
follow up single to "hip-hop"

mind sex

IMPACTING AUGUST 21

dead
☰☷
prez



The brand new single from
the 2-time Grammy® Winning Album

18-17*

Barry White

"Which Way Is UP"

The Maestro is now playing on:

WILD	WDAS	WWIN
WHUR	WMMJ	KOKY
KJMS	WMCS	KMJM
WALR	WBHK	WKXI
WSOL	WDLT	WCFB
KQXL	KMJQ	KJLH
WYLD	WMGL	WBAV
WGPR	WMXD	

"STAYING POWER" WAS A #1 HIT!

**"It's a voice that has become almost synonymous
with seduction"**

- The Los Angeles Times

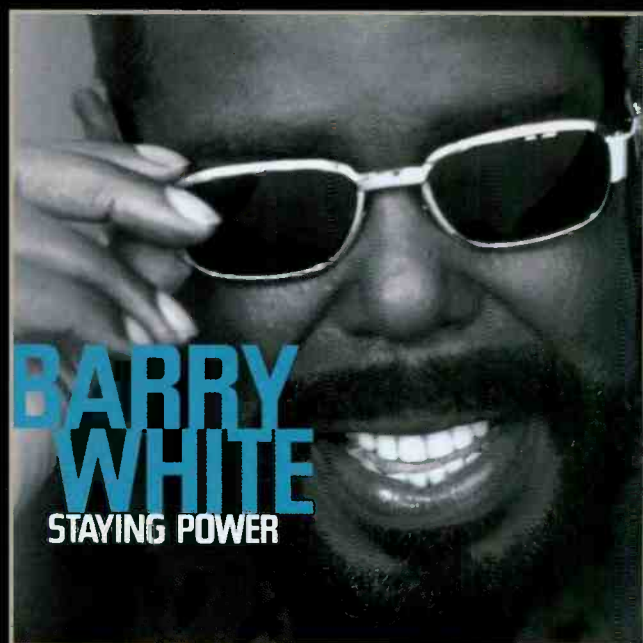
Produced and Arranged by Barry White and Jack Perry

www.barrywhitemusic.com



Private Music

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Contact your RCA local representative
for more information

Jamz

Lady Of Soul Religion Discrimination Scandal: Top Noms To Bible Namesakes



HITS Staffer Caught Moonlighting In Dinosaur Rock Band

Gore's Lieberman Pick: You Gotta Have Jew To Have

JUICE!

Destiny's Child, Eve and Mary J. Blige top nominations for the 6th Annual "Lady of Soul" awards show, which will be held 9/2 at the Santa Monica Civic Auditorium. Shemar Moore and Sisqo will co-host. Actress Halle Berry will receive the Lena Horne award for outstanding career achievements, while Toni Braxton will receive the Aretha Franklin award for Entertainer of the Year. Nominations: R&B/Soul Single, Solo: Aaliyah "Try Again," MJB "All That I Can Say," Lauryn Hill "Everything Is Everything," Angie Stone "No More Rain (In This Cloud)"; R&B/Soul Single, Group, Band or Duo: DC "Say My Name," Jazzyfatnastees "The Wound," Mary Mary "Shackles," TLC "Unpretty"; R&B/Soul Album, Solo: Yolanda Adams "Mountain High... Valley Low," MJB "Mary," Eve "Let There Be," Amel Larrieux "Infinite Possibilities"; Album, Group, Band or Duo: 702 "702," Blaque "Blaque," DC "The Writing's On The Wall," Trin-I-Tee 5:7 "Spiritual Love"; Song of the Year: MJB "All That I Can Say," DC "Say My Name," Missy Elliott "Hot Boyz," TLC "Unpretty"; New Artist - Solo: Eve, Macy Gray, Jennifer Lopez, Stone; New Artist - Group, Band or Duo: F.A.T.E., Jazzyfatnastees, Mary Mary, So Plush; Video: Aaliyah, Da Brat, Elliott, Eve; Gospel Album: Adams "Mountain High... Valley Low," Karen Clark-Sheard "Finally Karen," Trin-I-Tee 5:7 "Spiritual Love," CeCe Winans "Alabaster Box"... Producer Kevin "She'kspere" Briggs signs a joint-venture label deal with Arista Records. He will act as an A&R consultant and staff producer for Arista, and will sign and develop acts for his as-yet-unnamed imprint... WIZF-FM Cincinnati brings in the "Doug Banks Morning Show" and moves Mark Gunn to PM drive... KKBT-FM Los Angeles adds P-Ts A-One and Nikki Scott... WPHI-FM Philadelphia Promotion Director Amber Noble exits to do Production Assistant for WPVI-TV... At Famous Music Publishing, Brian "Going" Pestelle is upped to VP Urban Music... The "Tom Joyner Morning Show" has been dropped by WHUR-FM Washington, D.C. and is picked up by



Jurassic 5 - Our Best Wishes For A Full Recovery. Hint: Invest In No-Doz

crosstown Radio One-owned WMMJ-FM to replace Les Brown. This gives Radio One two top-rated morning shows in the D.C. market with Russ Parr on WKYS-FM. Joyner will also broadcast on Radio One's stations in Boston (WBOT-FM), and Houston (KMJQ-FM)... Radio One reported record earnings for the 2nd quarter, with per-share earnings of 14 cents. Net broadcast revenues were up 25%... At ABC Radio Networks, Reginald R. Denson is named Director, Urban Radio Sales... Ed Lover is tagged as a color analyst for the TriStar Television syndicated "Battle Dome" games, which premieres in October... 40-year air personality Bill "Rosko" Mercer

passed away 8/2 after a battle with cancer. Mercer was noted for his outspoken views on many subjects... Paul Robeson, Jr., son of legendary actor/singer/activist Paul Robeson, has sued EMI Music Publishing for \$250,000 for alleged failure to pay back royalties. EMI claims that songs attributed to his father have entered the public domain. Robeson is asking for a full audit... Fugees affiliate John Forte was arrested on 7/13 and charged with conspiring to distribute 14 kilos of cocaine. Conversations between Forte and Marisa Laken and Angela Gregg were taped by prosecutors, where they apparently referred to the cocaine as "ice cream" and planned to pick it up at Newark Airport in New Jersey. The DEA arrested Forte, who was bailed out by his management and singer Carly Simon... On 8/2, hip-hopers Jurassic 5 were involved in a bus accident en route to Houston, Texas when their driver fell asleep, causing the bus to swerve off of the road and into a ditch. Member Charlie 2Na went into surgery for a fractured skull and is expected to make a full recovery while fellow members, Mark 7even and Akeel were treated for injuries and released from the hospital. The group was forced to withdraw from the Warped Tour... Russell Simmon's 360hiphop.com signs a three-year deal with Jay-Z's Roc-A-Fella Enterprises to develop their Internet presence...

Singled Out

The Top Thirty

Week Of August 11, 2000

2W	LW	TW	ARTIST	TITLE	LABEL
1	1	1	SISQO	<i>Incomplete</i>	Def Soul/IDJ
2	2	2	RUFF ENDZ	<i>No More</i>	Epic
3	3	3	JAGGED EDGE	<i>Let's Get Married</i>	Columbia/CRG
11	8	4	TONI BRAXTON	<i>Just Be A Man...</i>	LaFace/Arista
4	4	5	NEXT	<i>Wifey</i>	Arista
5	5	6	AVANT	<i>Separated</i>	Magic Johnson/MCA
8	6	7	IDEAL	<i>Whatever</i>	Virgin
14	11	8	DESTINY'S CHILD	<i>Jumpin' Jumpin'</i>	Columbia/CRG
16	13	9	DMX	<i>What You Want</i>	Def Jam/IDJ
6	7	10	DA BRAT	<i>What Chu Like</i>	So So Def/Col/CRG
21	16	11	COMMON	<i>The Light</i>	MCA
13	12	12	LIL' KIM	<i>No Matter What...</i>	Queen Bee/Undeas/Atl
15	17	13	JOE	<i>Treat Her Like A...</i>	Jive
7	10	14	NELLY	<i>Country Grammar</i>	Universal/UMG
9	9	15	KELLY PRICE	<i>As We Lay</i>	Def Soul/IDJ
27	21	16	LIL' BOW WOW	<i>Bounce With Me</i>	So So Def/Col/CRG
29	23	17	ERYKAH BADU	<i>Bag Lady</i>	Motown
12	15	18	DONELL JONES	<i>Where I Wanna Be</i>	LaFace/Arista
—	29	19	LIL' ZANE	<i>Callin' Me</i>	Priority
23	22	20	SAMMIE	<i>Crazy Things I Do</i>	Freeworld/Capitol
30	25	21	MYA	<i>Case Of The Ex</i>	University/Int
—	28	22	MYSTIKAL	<i>Shake Ya Ass</i>	Jive
28	26	23	YOLANDA ADAMS	<i>Open My Heart</i>	Elektra/EEG
10	14	24	LUCY PEARL	<i>Dance Tonight</i>	Beyond/Overbrook
17	18	25	R. KELLY	<i>Bad Man</i>	LaFace/Arista
19	20	26	DR. DRE	<i>The Next Episode</i>	Aftermath/Interscope
18	19	27	JANET	<i>Doesn't Really...</i>	Def Soul/IDJ
—	30	28	BOYZ II MEN	<i>Pass You By</i>	Universal
DEBUT	29	28	BIG TYMERS	<i># 1 Stunna</i>	Universal
DEBUT	30	30	KANDI	<i>Don't Think I'm Not</i>	Columbia/CRG

By Gary Jackson



Richard Pryor:
A 9-CD Box Set
Captures The Best
Of The Greatest
Comedian Ever

WLJM-FM Lima PD Desarae Downs is well-known as a total golf fanatic. In that vein, she is in the midst of planning a golf tournament at the luxurious Hawthorne Hills Golf Course for September of 2001. More info later... TV Time: De La Soul and Redman on Conan O'Brien's show, 8/11... Retail Time: Mystikal's "Let's Get Ready" (Jive) hits retail on 10/10. Production features The Neptunes, Medicine Men and Outkast... Check for Absoulute's "Is It Really Like That" (Atlantic). Adds 8/14... Gerald Levert hits L.A.'s Universal Amphitheater

on 8/18-19... Chatted with Warner Bros.' A.J. Savage, who's so psyched that the label has heated up with No Question's "I Don't Care" and Major Figgaz's "Yeah That's Us", Jaheim and soon, Shola Ama that he almost fudged his undies! MF and NQ hit the Southeast on a radio promotion and spot showcase tour, beginning next week... Sparkle's "It's A Fact" (Motown) is as ghetto fabulous a story as it gets. The storyline, backed by a beautiful acoustic guitar hook, talks about the discovery of betrayal in so frank a way as to send chills over any cheatin'-ass playa. Give this a listen because adds come 9/11. Also at Motown, Erykah Badu's "Mama's Gun" album has been pushed back from its expected 9/19 retail release date to 10/31, a.k.a. Halloween. Her "Bag Lady" single is screaming up our chart; look left... Donell Jones has yet another hottie for radio, the sensuous "This Love" (LaFace/Arista). It's similar in tone, musically, to Sparkle, what with its acoustic backing and subtle request on a "take it or leave it" offer... Capitol Weekend: If an in-office crisis hadn't popped up on 8/4, I would have spent the entire weekend with David Linton and his staff. The gig I missed was a private listening party at the Loew's Hotel in Santa Monica for future Capitol product, headed by the label's Roy Lott. On 8/5, Linton hosted a barbeque for his national staff at his breath-taking house on Mt. Olympus in Beverly Hills. The next day, Gwendolyn Quinn, newly appointed VP of Publicity, hosted a luncheon for hot new artist Pru at Le Mondrian Hotel in West Hollywood. This event was attended by Los Angeles' urban press and television personnel... Bruce Lofgren's 18-piece jazz orchestra, After Burner, will appear twice-monthly on Mondays at Typhoon, an outrageously sumptuous restaurant at the Santa Monica Airport in, yes, Santa Monica, Calif. The faire is Thai-based with other Pan-Asian and American influences thrown in. Check it out the next time you're in the Los Angeles area... Publicist Monica Alexander exits Rogers & Cowans Public Relations to take PR responsibilities at MCA Records Black Music... Rhino Records will release "Richard Pryor: Sand It's Deep Too, The Complete Warner Bros. Recordings (1968-1992)," a nine-CD box set on 10/17. The set includes 90 minutes of never before released material, including a 25-minute interview... Our condolences to Motown Records' BeBe Winans, who lost a close family relative on 7/31...

Based Primarily On Radio Airplay & Retail Sales

E-mail: jamzhits@aol.com Fax: (818) 789-0526

Active Albums

The Top Thirty

Week Of August 11, 2000

2W	LW	TW	ARTIST	TITLE	LABEL
2	1	1	NELLY	<i>Country Grammar</i>	Fo'Reel/Univ/UMG
1	2	2	EMINEM	<i>Marshall Mathers LP</i>	Aftermath/Interscope
3	3	3	SOUNDTRACK	<i>Nutty Professor II</i>	Def Jam/Def Soul/IDJ
5	4	4	DESTINY'S CHILD	<i>The Writing's On...</i>	Columbia/CRG
6	5	5	DR. DRE	<i>Dr. Dre 2001</i>	Aftermath/Interscope
7	6	6	JOE	<i>My Name Is Joe</i>	Jive
9	8	7	TONI BRAXTON	<i>The Heat</i>	LaFace/Arista
4	7	8	RUFF RYDERS	<i>Ryde Or Die Vol. II</i>	RR/Interscope
—	—	9	BIG L	<i>The Big Picture</i>	Rawkus
11	9	10	DMX	<i>...And Then There...</i>	Def Jam/IDJ
13	10	11	THREE 6 MAFIA	<i>When The Smoke Clears</i>	Loud
15	15	12	MACY GRAY	<i>On How Life Is</i>	Clean Slate/Epic
14	12	13	NEXT	<i>Welcome II Nextasy</i>	Arista
12	13	14	KELLY PRICE	<i>Mirror Mirror</i>	Def Soul/IDJ
10	11	15	LIL' KIM	<i>Nctorious K.I.M.</i>	QB/Undeas/Atl/Atl G
18	14	16	BIG TYMERS	<i>I Got That Work</i>	Cash Money/Universal
16	16	17	SISQO	<i>Unleash The Dragon</i>	Dragon/Def Soul/IDJ
25	22	18	YOLANDA ADAMS	<i>Mountain High...</i>	Elektra
—	18	19	VARIOUS	<i>Monsters Of Rap</i>	Razor & Tie/BMG
17	17	20	JAY-Z	<i>Vol. 3...Life And...</i>	Roc-A-Fella/IDJ
23	23	21	SAMMIE	<i>From The Bottom</i>	Freeworld/Capitol
20	21	22	BUSTA RHYMES	<i>Anarchy</i>	Flipmode/Elektra
19	20	23	CYPRESS HILL	<i>Skull & Bones</i>	Columbia/CRG
8	19	24	CANIBUS	<i>Canibus 2000 B.C.</i>	Universal
21	24	25	WHITNEY HOUSTON	<i>The Greatest Hits</i>	Arista
26	28	26	AVANT	<i>My Thoughts</i>	Magic Johnson/MCA
22	25	27	504 BOYZ	<i>Goodfellas</i>	No Limit/Priority
30	27	28	COMMON	<i>Like Water For...</i>	MCA
—	—	29	EMINEM	<i>Slim Shady LP</i>	Aftermath/Interscope
24	30	30	JAGGED EDGE	<i>J.E. Heartbreak</i>	So So Def/Col/CRG

Based Primarily On Retail Sales

Now Ya Know



Beenie Man
"Art and Life"
VP/Virgin

As a follow-up to his Grammy nominated album, "Many Moods of Moses," Beenie Man aims not only to satisfy the dancehall heads, but to win over mainstream ears as well. "Haters and Fools" starts with Beenie's trademark, fast "zigga zigga" flow before transitioning into "Ola," featuring Steve Perry of the Cherry Poppin' Daddies—a cut with a swing/dancehall-infused sound and definite crossover potential. The first single, "Love Me Now," featuring Wyclef Jean, appears on the album twice, first as the blazing "Rockwilder" remix featuring Redman, and secondly as the original, sampling the always funky "O.P.P." beat. Already rocking the clubs and parties, these joints are getting some love at radio, but not enough! Don't sleep! A smoothed-out update of Beenie's 1998 hit and the album's second radio single, "Girls Dem Sugar" follows, this time around featuring R&B songstress Mya on vocals. With the catchy chorus and infectious rhythm, it's a no-brainer why this cut is starting to blaze its way across the radio waves. Bass-heavy dancehall grooves return on both "Crazy Notion" and "Original Tune," while "Jamaica Way," featuring Kelis, aims right at radio with the Neptunes' signature synthesizers on production. Also check for "Analyze This," "Heights of Great Men" and "Tumble," which features a Latin-influenced rhythm, blessed by trumpet master, Arturo Sandoval. Every track is a great jam on an album that could help to propel dancehall reggae into the mainstream. (Matt Chong)



Shaggy
"Hotshot"
MCA

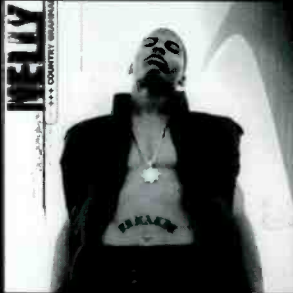
Continuing in that Grammy vein, Shaggy's latest brings yet more refreshing reggae and dancehall styles to the forefront of urban music. This Jamaica-born, Brooklyn-raised artist hooks up with producers Jimmy Jam & Terry Lewis on two cuts, "Lonely Lover" and "Dance & Shout." On the first, the team takes a sample from the Main Ingredient's 1972 smash hit "Just Don't Wanna Be Lonely" and turns it into a smooth backing for Next's T-Lo's smooth vocals, which balance Shaggy's rugged rap. "Dance & Shout" raises the roof by borrowing the furious rhythms of the Jackson's 1980 "Shake Your Body Down To The Ground." It's a hot song that will work both at clubs and mix shows. A potential smash! "I wanted to show off many sides of my personality," Shaggy says of his collaboration with Jam & Lewis. Go further with "Hey Love," a song that flips a Middle Eastern flavor into a sensual ballad. We're feeling "Freaky Girl," a pulsing song produced by The Kraft that is a potential urban cut. That is, if you're daring enough to give it a shot. If so, then listen to "It Wasn't Me," a representative of the best of dancehall and hip-hop. There's a lot more on "Hot Shot," an album that may go a long way toward establishing Shaggy with an urban audience. If not, well, there's enough music to keep your evenings from falling into a depressing funk. (Gary Jackson)



TOP TENS

BASED ON SALES OF ALBUMS, TAPES AND CD'S FROM THE NATION'S LEADING RECORD MERCHANTISERS

WINNERS



MOST #1'S

1. NELLY
2. BIG L
3. EMINEM

MOST TOP 5's

1. EMINEM
2. NELLY
3. STING

MOST TOP 10's

1. EMINEM
2. NELLY
3. BRITNEY SPEARS

WHEREHOUSE MUSIC KEVIN MILLIGAN
520 Retail Stores
(Torrance)

WHEREHOUSE MUSIC

1. NELLY
2. EMINEM
3. PAPA ROACH
4. NSYNC
5. NUTTY PROFESSOR II (ST)
6. BIG L
7. DR. DRE
8. STING
9. 3 DOORS DOWN
10. NOW #4 (VAR)



JOE PAGANO
363 Retail Stores
(Eden Prairie, MN)

BEST BUY

1. NELLY
2. EMINEM
3. NOW #4 (VAR)
4. PAPA ROACH
5. BRITNEY SPEARS
6. CREED
7. 3 DOORS DOWN
8. NSYNC
9. NUTTY PROFESSOR II (ST)
10. STING

Anderson Merchandisers DAVE WATLAND
1,800 Wal-Mart
Locations (Amarillo)

ANDERSON MERCHANDISERS

1. BRITNEY SPEARS
2. NSYNC
3. NOW #4 (VAR)
4. CREED
5. EMINEM
6. DESTINY'S CHILD
7. 3 DOORS DOWN
8. DIXIE CHICKS
9. JO DEE MESSINA
10. BILLY GILMAN

sam goody DICK ODETTE
934 Retail Stores
(Minnetonka, MN)

SAM GOODY

1. NELLY
2. EMINEM
3. NOW #4 (VAR)
4. PAPA ROACH
5. BRITNEY SPEARS
6. 3 DOORS DOWN
7. NSYNC
8. CREED
9. NUTTY PROFESSOR II (ST)
10. DR. DRE



MIKE FULLER
151 Retail Stores
(Amarillo)

HASTINGS

1. NELLY
2. EMINEM
3. PAPA ROACH
4. NOW #4 (VAR)
5. 3 DOORS DOWN
6. CREED
7. BRITNEY SPEARS
8. DR. DRE
9. NSYNC
10. KID ROCK

THE WIZ GEORGE MEYER
39 Retail Stores
(New York)

WIZ

1. BIG L
2. NUTTY PROFESSOR II (ST)
3. NOW #4 (VAR)
4. EMINEM
5. BRITNEY SPEARS
6. NELLY
7. NSYNC
8. RUFF RYDERS
9. NEXT
10. LIL' KIM

AEC ONE STOP GROUP TONY BAZEMORE
A DIVISION OF ALLIANCE ENTERTAINMENT CORP.
10,000 Accounts
(Coral Springs, FL)

ALLIANCE

1. NOW #4 (VAR)
2. BRITNEY SPEARS
3. WHO WANTS TO BE... (VAR)
4. BRIAN SETZER ORCHESTRA
5. STING
6. EMINEM
7. NSYNC
8. NELLY
9. MORCHEEBA
10. PAPA ROACH



SAM CASS
4000+ Accounts
(Philadelphia)

UNIVERSAL ONE-STOP

1. BIG L
2. NELLY
3. NOW #4 (VAR)
4. EMINEM
5. CREED
6. BRITNEY SPEARS
7. 3 DOORS DOWN
8. RUFF RYDERS
9. NSYNC
10. DR. DRE



VINCE SZYDLOWSKI
20 Retail Stores
(Los Angeles)

VIRGIN MEGASTORE

1. EMINEM
2. NOW #4 (VAR)
3. NELLY
4. BRITNEY SPEARS
5. ERIC CLAPTON/BB KING
6. STING
7. NSYNC
8. NUTTY PROFESSOR II (ST)
9. PAPA ROACH
10. MOBY



TOP TENS

BASED ON SALES OF ALBUMS, TAPES AND CD'S FROM THE NATION'S LEADING RECORD MERCHANTISERS

You'll find it at
Fred Meyer

BRANT BERRY
132 Retail Stores
(Portland)

FRED MEYER

1. PAPA ROACH
2. NOW #4 (VAR)
3. EMINEM
4. BRITNEY SPEARS
5. CREED
6. 3 DOORS DOWN
7. NSYNC
8. NELLY
9. EVERCLEAR
10. ERIC CLAPTON/BB KING

THE MUSIC NETWORK **BOB PATTEN**
400 Accounts
(Atlanta)

MUSIC NETWORK

1. NELLY
2. YOLANDA ADAMS
3. THREE 6 MAFIA
4. TONI BRAXTON
5. BRITNEY SPEARS
6. PARENTAL ADVISORY
7. EMINEM
8. JOE
9. BIG TYMERS
10. DMX



AMY BANNING
7 Stores
(Grand Rapids)

BELIEVE IN MUSIC

1. NELLY
2. PAPA ROACH
3. EMINEM
4. JOE
5. RUFF RYDERS
6. CANIBUS
7. NUTTY PROFESSOR II (ST)
8. KELLY PRICE
9. CREED
10. AVANT

BAKER & TAYLOR AUDIO **STEVE HARKINS**
10,000 Accounts
(Charlotte)

BAKER & TAYLOR ONE-STOP

1. BIG L
2. EMINEM
3. CREED
4. JO DEE MESSINA
5. COYOTE UGLY (ST)
6. NSYNC
7. DR. DRE
8. CHRIS LEDOUX
9. BRITNEY SPEARS
10. ERIC CLAPTON/BB KING

CENTRAL SOUTH MUSIC SALES **TONY ROSS**
1500 Accounts
(Nashville)

CENTRAL SOUTH

1. NELLY
2. PAPA ROACH
3. EMINEM
4. NOW #4 (VAR)
5. BRITNEY SPEARS
6. 3 DOORS DOWN
7. BIG TYMERS
8. THREE 6 MAFIA
9. CREED
10. NSYNC



DAVID LANG
10 Retail Stores
(South Plainfield, NJ)

COMPACT DISC WORLD

1. BIG L
2. NOW #4 (VAR)
3. 3 DOORS DOWN
4. CREED
5. EMINEM
6. BRIAN SETZER ORCHESTRA
7. BRITNEY SPEARS
8. PAPA ROACH
9. NSYNC
10. ERIC CLAPTON/BB KING



BILLY WADE
3 Retail Stores &
150 One-Stop Accts (Mpls)

ELECTRIC FETUS

1. BIG L
2. NELLY
3. C-BO
4. NUTTY PROFESSOR II (ST)
5. MORCHEEBA
6. NEXT
7. KELLY PRICE
8. JOE
9. JILL SCOTT
10. THREE 6 MAFIA



CHRIS WESTER
4 Retail Stores
(Mpls)

DOWN IN THE VALLEY

1. NELLY
2. EMINEM
3. PAPA ROACH
4. DEFTONES
5. RED HOT CHILI PEPPERS
6. STING
7. NSYNC
8. KOTTONMOUTH KINGS
9. LIMP BIZKIT
10. DR. DRE



BOB SAY
7 Stores
(Los Angeles)

MOBY DISC

1. MORCHEEBA
2. DANDY WARHOLS
3. RANCID
4. EMINEM
5. DIDO
6. BT
7. JURASSIC 5
8. A PERFECT CIRCLE
9. MOBY
10. DEFTONES

Newbury Comics **BETH DUBE**
21 Retail Stores
(Boston)

NEWBURY COMICS

1. EMINEM
2. RANCID
3. DISTURBED
4. DIDO
5. 3 DOORS DOWN
6. PAPA ROACH
7. NELLY
8. CREED
9. BIG L
10. NOW #4 (VAR)



OTT WHITE
13 Retail Stores
(Miami)

PEACHES

1. NELLY
2. EMINEM
3. YOLANDA ADAMS
4. PAPA ROACH
5. CREED
6. STING
7. NUTTY PROFESSOR II (ST)
8. BRITNEY SPEARS
9. RUFF RYDERS
10. ERIC CLAPTON/BB KING



STEVE BICKSLER
8 Retail Stores
(Los Angeles)

PENNY LANE

1. RANCID
2. TRAVIS
3. BAHAMADIA
4. JURASSIC 5
5. EMINEM
6. DIDO
7. MOBY
8. MORCHEEBA
9. PAPA ROACH
10. DEFTONES



BREAKOUTS

HOT NEW OR RESURGING ALBUMS AS REPORTED BY THE NATION'S LEADING RECORD MERCHANTISERS

WINNERS

1 JO DEE MESSINA (Curb/Atl Nash/AG 77977) 64%	6 MORCHEEBA (Sire 31137) 32%
2 BIG L (Rawkus 26136) 56%	7 PARENTAL ADVISORY (DreamWorks 450220) 22%
3 BRIAN SETZER ORCH. (Interscope 490733) 55%	8 DANDY WARHOLS (Capitol 57787) 12%
4 COYOTE UGLY (ST) (Curb 78703) 44%	9 NELLY (FR/Univ/UMG 157743) 10%
5 RANCID (Hellcat/Epitaph 80427) 36%	10 k.d. lang (WB 47605) 8%

ALLIANCE ONE-STOP
TONY BAZEMORE / CORAL SPGS
 Who Wants To Be...(Var)
 Morcheeba
 Brian Setzer Orchestra
 Big L
 Chicane
 Rancid

BAKER & TAYLOR
STEVE HARKINS / CHICAGO
 Big L
 Jo Dee Messina
 Coyote Ugly (ST)
 Chris Ledoux

BELIEVE IN MUSIC
RUSS STUTE / WYOMING, MI
 Big L
 Lucy Pearl
 Nelly
 Papa Roach
 Canibus
 Disturbed

BEST BUY
JOHN MICHAEL / EDEN PRAIRE, MN
 Big L
 Brian Setzer Orchestra
 Jo Dee Messina
 Coyote Ugly (ST)
 Rancid

BORDERS MUSIC
CHRISTINE BERIAS / ANN ARBOR, HQ
 Brian Setzer Orchestra
 Coyote Ugly (ST)
 Nutty Professor II (ST)
 Bela Fleck
 Rancid

CAT'S
STEPHEN BOWEN / KNOXVILLE
 Big L
 Pastor Troy
 Jo Dee Messina
 Rancid
 Nelly
 Papa Roach
 Morcheeba

CROW'S NEST
TODD HUPE / NAPERVILLE
 Big L
 Rancid
 Brian Setzer Orchestra
 Coyote Ugly (ST)
 Morcheeba
 Dandy Warhols

DOWN IN THE VALLEY
CHRIS WESTER / MINNEAPOLIS
 Papa Roach
 Rancid
 Brian Setzer Orchestra
 Morcheeba
 Finger Eleven

ELECTRIC FETUS
JON JON SCOTT / MINNEAPOLIS
 Big L
 C-Bo
 Morcheeba
 Dandy Warhols
 Parental Advisory
 Lil' Buddy

GALLERY OF SOUND
JOE NARDONE, JR / WILKES-BARRE
 Big L
 Rancid
 Third Eye Blind
 nine days
 Jo Dee Messina

HASTINGS
MIKE FULLER / AMARILLO
 Coyote Ugly (ST)
 Jo Dee Messina
 Rancid
 Brian Setzer Orchestra

MICHIGAN WHERE HOUSE
FRANK JENKS / DETROIT
 Everclear
 Big L
 Taproot
 Macy Gray
 Deftones

MOBY DISC
BOB SAY / LOS ANGELES
 Morcheeba
 Dandy Warhols
 Rancid
 Brian Setzer Orchestra
 Big L

MUSIC MILLENIUM
CALEB MILES / PORTLAND
 Dandy Warhols
 Morcheeba
 Brian Setzer Orchestra
 k.d. lang
 Jurassic 5

NATIONAL RECORD MART
DOUG SMITH / PITTSBURGH
 Jo Dee Messina
 Brian Setzer Orchestra
 Big L
 Disturbed
 Eve 6

NEWBURY COMICS
HAROLD LEPIDUS / BOSTON
 Rancid
 Big L
 Brian Setzer Orchestra
 Dandy Warhols
 Coyote Ugly (ST)

PACIFIC COAST O-S
MARK BALLARD / SIMI VALLEY
 Rancid
 Big L
 Morcheeba
 Brian Setzer Orchestra
 Dandy Warhols
 Parental Advisory
 Coyote Ugly (ST)

PEACHES
OTT WHITE / MIAMI
 Big L
 Coyote Ugly (ST)
 Brian Setzer Orchestra
 Eve 6

THE WIZ
GEORGE MEYER / NEW YORK
 Big L
 Brian Setzer Orchestra
 Yolanda Adams
 Will Downing
 Dandy Warhols
 Big L

TOWER SUNSET
JOHN CRAWFORD / WEST H'WOOD
 Brian Setzer Orchestra
 Morcheeba
 Dandy Warhols
 Big L
 Rancid

TRANSWORLD
VINNIE BIRBIGLIA / ALBANY
 Big L
 Jo Dee Messina
 Disturbed
 BBMak
 Canibus

UNIVERSAL O-S
SAM CASS / PHILADELPHIA
 Big L
 SR-71
 k.d. lang
 Beenie Man

VIRGIN MEGASTORE
VINCE SZYDLOWSKI / NATIONAL
 Morcheeba
 Big L
 Brian Setzer Orchestra
 Coyote Ugly (ST)
 Rancid
 Chicane

WHEREHOUSE
BOB BELL / TORRANCE
 Big L
 Coyote Ugly (ST)
 Jo Dee Messina
 Rancid
 Brian Setzer Orchestra

RERAP

BY MARK PEARSON

The fall edition of NARM (better known as "Mini-NARM") is scheduled for September 13-15 at the Coronado Island off the coast of San Diego. And as the confab nears, with a plethora of major issues to be talked about, one nagging question again is being raised: Will Sony Music Distribution be in attendance? Insiders tell us Sony is wrestling with that question right now, and trying to decide if it's appropriate to show up or not. NARM Prexy **Pam Horowitz** insists the thrust of the fall get-together will be on much larger issues, such as the profit model for digital downloads, and not necessarily on the "blow-ins" and "hyperlinks" included in CDs that sparked the unprecedented suit against Sony last February just weeks before the spring confab. NARM is currently awaiting a ruling on Sony's motion to dismiss the case, which could come any day but may not happen before next month's convention. Meanwhile, although Sony declined to attend the March edition of NARM, they have

renewed their dues, still sit on NARM's Scholarship Committee and have been responding to a recent NARM research project. With every major record company either having enacted a plan for digital downloading or revealed imminent plans to do so, Horowitz tells us the fall conference has much bigger issues on the table than the ones that brought about the ongoing lawsuit with Sony. Stay tuned... Speaking of conventions, the 2nd Annual CIMS (Coalition of Independent Music Stores) Convention is being held this week (8/10-12) in Portland, OR, the home of Terry Currier's indie mainstay, Music Millennium. The opening night's seminar panel includes such luminaries as Newbury Comics' Mike Dreese, VP New Media for EMI Digital Ted Cohen (formerly of WebNoize) and the irascible Bob Lefsetz of "Lefsetz Letter" infamy... Arrivals & Departures: Ex-Valley Media Sr. VP of Sales & Marketing **Ken Alterwitz**, who left the company last year, has landed. Alterwitz is signing on as CEO of U.S. Ops. & President Worldwide Corporate for Santa Monica-based **Magix Entertainment** products. Congrats... Also, Valley Media Director of Independent Accounts **Bill Gerstein** is leaving the company. After seven years at Valley, Gerstein will be VP/COO at **Northeast One-Stop**, reporting to President **Ron Nicks**... Another former Valleyite, Sr VP Purchasing **Ron Phillips**, is apparently in serious talks with a major Internet player.

THE MAGIX IS BACK



KEN ALTERWITZ: Landing on his feet in new gig.

MINI MUGS



REINVENTING THE MINI-MUG: Elektra triple-Grammy-nominated lords of metal **Pantera** and Vivid Video star **Kira Kener** set off the Tower Records sprinkler system during an in-store in Nashville shortly before the local vice squad stopped by to break it up. Members signed copies of their new album, "Reinventing the Steel," then pierced the gonads of the first 2,500 fans. Seen are (l-r) Pantera's **Vinnie Paul**, **Dimebag Darrell**, **Kener** and the group's **Rex Brown & Philip Anselmo**. The Ozzfest headliners then proceeded to cool down by taking a bongwater bidet.



THOSE LAZY, HAZY, CRAZY DAYS: Warner/Chappell Music writers gather for a weeklong summer camp/writing workshop in Nashville shortly before OD'ing on bug juice, going on a panty raid and getting their butts kicked in color war. Taking a break from composing the definitive jungle, trip-hop version of "Kumbiya" are (front, l-r) **Jewel & Jeff Stevens**; (middle, l-r) **Itaal Shure**, **Jude Cole**, **Daryl Simmons**, **Michelle McAffee & Marv Green**; and (back, l-r) **Stan Lynch & Cesar Lemos**.



RESTLESS MANIA: "Malcolm In The Middle" star **Frankie Muniz** gets his initiation to the record biz when he shows up at Restless Records and is immediately put to work doing regional promo. Muniz was on hand to tape a sketch for the label presentation at the BMG confab in Toronto. The label is putting out the soundtrack to the show in October. Shown before discovering even a Fox show is classier than appearing in this rag are (l-r) Restless President **Joe Regis**, **Muniz & VP Sales Jeff Grabow**.



EARPICKS

CURRENT FAVORITES AS CHOSEN BY MEMBERS OF ALL SEGMENTS OF THE MUSIC INDUSTRY

WINNERS

- | | |
|--|---|
| 1 BARENAKED LADIES Pinch Me (Reprise) | 6 CREED With Arms Wide Open (Wind-Up) |
| 2 FASTBALL You're An Ocean (Hollywood) | 7 DIDO Here With Me (Arista) |
| 3 MADONNA Music (WB) | 8 98° Give Me Just... (Univ/UMG) |
| 4 EVAN & JARON Crazy For This... (Col/CRG) | 9 D. FREEBISH Leaving Town (Capitol) |
| 5 THE CORRS Breathless (143/Lava/Atl/Atl G) | 10 WHEATUS Teenage Dirtbag (Col/CRG) |

KOZMAN

KALC/DENVER
Creed/BN Ladies

DYLAN

KMXV/KANSAS CITY
Creed/BN Ladies/Fastball

DEEYA

KPEK/ALBUQUERQUE
BN Ladies/J Oszajca

RONNIE ALEXANDER

WKZL/GREENSBORO, NC
Ideal/P Roach/Creed

JIM ALLEN

KRSK/PORTLAND
BN Ladies/Fastball/F Hill

MATTHEW ALLEN

WQSM/FAYETTEVILLE
Madonna/E & Jaron/Fastball/98°

JOE ARNOLD

WJET/ERIE
BN Ladies/Wheatius/Corrs

TOMMY AUSTIN

KKRZ/PORTLAND
Fastball/Ideal/98°

SCOOTER B

KZMG/BOISE
K Rock/Next

TIM BALDWIN

WOMX/ORLANDO
M Gray/F Hill

CHAD BENNETT

KKPN/CORPUS CHRISTI
Roxette/E & Jaron/D Freebish

GARY BLAKE

WAEZ/JOHNSON CITY
T Vega/BN Ladies/E & Jaron

TOMMY BODEAN

Z104/MADISON
E & Jaron/S Mumba/Kina/BN Ladies

STEVE BROWN

WQAL/CLEVELAND
Fastball/BN Ladies/Corrs

ANDY CARLISLE

WDAQ/DANBURY
E & Jaron/BN Ladies/Fastball

GREG CARPENTER

WWMX/BALTIMORE
Corrs/Fastball

MARK CARTER

CD WAREHOUSE/MANCHESTER, MO
OPM/Halford/H Williams II/W Nelson

SCOTT CHASE

WSSR/TAMPA
Corrs/D Matthews/SPNT Richer

CHUCK COLLINS

WKDD/AKRON
Everclear/Corrs

BEN CROSS

KBEE/SALT LAKE CITY
BN Ladies/Corrs/J Simpson/Eve 6

JEFF CUSHMAN

WKSI/GREENSBORO
BN Ladies/F Hill

GINA D

KGGI/RIVERSIDE
BE Peas/98°/Madonna

DAVE DALLOW

KIZS/TULSA
Madonna/V Horizon/Fastball

NEVIN DANE

B94/PITTSBURGH
Dido/E Badu/Wheatius/Corrs

MIKE DANGER

98PXY/ROCHESTER
T Vega/Kandi/V Horizon

SHARON DASTUR

Z100/NEW YORK
Dido/Pink

BOB DAVIS

CONSULTANT/CHICAGO
Phish/Dido

JAY DAVIS

WCPT/ALBANY
BN Ladies/S Lynne/Fastball

DAVE DECKER

WZPL/INDIANAPOLIS
V Horizon/Madonna/TE Blind/BN Ladies

PETE DEGRAFF

XL106.7/ORLANDO
Kandi/V Horizon



EARPICKS

CURRENT FAVORITES AS CHOSEN BY MEMBERS OF ALL SEGMENTS OF THE MUSIC INDUSTRY

TOMMY DEL RIO

KSEQ/FRESNO
Angelina/98°

CHRIS EBBOT

KZON/PHOENIX
BN Ladies/Dido

ROBERT ELFMAN

WAEV/SAVANNAH
BN Ladies/TE Blind/Creed

JACK FROST

KLAZ/HOT SPRINGS
7th House/Fastball/Madonna

CHARESE FRUGE

WLTS/NEW ORLEANS
Fastball/M Gray/Creed

MICHAEL GIFFORD

KIMN/DENVER
TE Blind/Fastball/Roxette

ALISA H

KPLZ/SEATTLE
Fastball/BN Ladies/Phish/A Paris

MICHAEL HAYES

WPHH/PITTSBURGH
Dido/E & Jaron

RON HERALD

KIMN/DENVER
Moby/Dido/BN Ladies

SEAN HICKEY

CHESTER CNTY BOOK & MUSIC/WESTCHESTER, PA
DL Soul/C Brodsky/G Brown

JASON HILLARY

KKPN/CORPUS CHRISTI
Roxette/E & Jaron/D Freebish

WOODY HOUSTON

WKFR/KALAMAZOO
BN Ladies/Corrs

CHARLIE HUERO

KKFR/PHOENIX
S Sheist/Relatives/Mystikal

DAVID J

WZOK/ROCKFORD
Wheatu/K Rock/Roxette/Corrs

JEFF JACOBS

KKUJ/TRI-CITIES
Pink/98°/Madonna

E. CURTIS JOHNSON

KALZ/FRESNO
BN Ladies/F Fighters

CHRIS K

KDND/SACRAMENTO
Kandi/T Vega/Eve 6

LOUIS KAPLAN

KLLC/SAN FRANCISCO
SPNT Richer/K Noel

MIKE KASPER

KZMG/BOISE
Madonna/98°/K Rock

CASEY KEATING

KZQZ/SAN FRANCISCO
R Endz/Ideal

PAUL KELLY

WAYV/ATLANTIC CITY
Corrs/Fastball/Wallflowers

KID KELLY

Z100/NEW YORK
R Endz/Pink

STEVE KICKLIGHTER

KFAT/ANCHORAGE
L Kim/D Child

STEVE KING

WBAM/MONTGOMERY
T Vega/Roxette

JEN KNIGHT

WKRZ/WILKES-BARRE
Wheatu/Corrs/Dido

PAUL KRAIMER

WXPT/MINNEAPOLIS
E & Jaron/TE Blind/Fastball

RANDY LANE

CONSULTANT/LA
BN Ladies/Creed

JOE LARSON

WVRV/ST. LOUIS
Bottlefly/BN Ladies/S Lynne/D Freebish

PATRICK LEMIUEX

KAMX/AUSTIN
BN Ladies/Santana & D Matthews

ROXY LENNOX

KMXS/ANCHORAGE
BN Ladies/Madonna

DON LONDON

WPTE/NORFOLK
TE Blind/Eve 6/Fastball/ST Pilots

MIKE LOWE

WAOA/MELBORNE
98°/K Rock/T Vega

CHRIS MANN

WAEZ/TRI CITIES
Fastball/Madonna/E & Jaron/BN Ladies

KEVIN MANNION

KZON/PHOENIX
D Freebish/BN Ladies/Wheatu

TONY MATTEO

KLCA/RENO
Tonic/F Fighters/BN Ladies

MICHELLE MATTHEWS

KTOZ/SPRINGFIELD
K Noel

JIM MATTHEWS

KZZO/SACRAMENTO
K Rock/E & Jaron/Fastball/Eve 6

JEFF MCCARTNEY

KZHT/SALT LAKE CITY
Creed/Pink

RIK MCNEIL

KFMS/LAS VEGAS
Kandi/R Endz

DARREN MCPEAKE

KBBY/OXNARD
E & Jaron/BN Ladies/Fastball

TIM MICHAELSON

WCDA/LEXINGTON
Fastball/Santana & D Matthews

STEVE MONZ

WWMX/BALTIMORE
BN Ladies/Corrs

PATTIE MORENO

KKUU/PALM SPRINGS
Tamia/Madonna/BE Peas

DEREK MORAN

KDWB/MINNEAPOLIS
Cleopatra/Madonna/98°

JOE NARDONE, JR

GALLERY OF SOUND/WILKES-BARRE
Rancid/Everclear/QOS Age



TOP 50

Most Powerful MP3 Songs

Cuts That Impact Album Sales



	ARTIST	TITLE	LABEL	COMMENTS
1	NELLY	COUNTRY GRAMMAR...	Fo'Reel/Univ/UMG 156800	MTV, BET, BOX, X-over, requests, monster LP sales
3	PAPA ROACH	LAST RESORT	DreamWorks N/A	MTV (Buzzworthy.com), BOX, A Rock, PoMo, almost 2 mil
2	EMINEM	THE REAL SLIM SHADY	After/Interscope 497334	4x Platinum LP, MTV, BOX, radio, "The Way I Am" breaking
6	NSYNC	IT'S GONNA BE ME	Jive 42664	MTV, BOX, phones, hot press, LP 12 million, lots of radio
7	3 DOORS DOWN	KRYPTONITE	Repub/Univ/UMG N/A	Top 40, #1 phones, A Rock & PoMo, MTV, VH1, LP near 2 mil
10	STING	DESERT ROSE	A&M/Interscope 497321	MTV, XL VH1, lot's of radio, phones, LP past Platinum
9	DESTINYS CHILD	JUMPIN' JUMPIN'	Columbia/CRG N/A	Re-mix stimulating more action, requests, LP continues hot
13	JANET	DOESN'T REALLY...	Def Soul/IDJ N/A	"Nutty Professor" (ST), movie #2, BET, VH1, MTV, BOX, radio
11	DR. DRE	THE NEXT EPISODE	After/Interscope 497333	MTV, BET, BOX, lots of Top 40 now, Platinum-plus LP
16	RED HOT CHILI PEPPERS	OTHERSIDE	Warner Bros N/A	Top 40, VH1, 4x Platinum LP, title track hot
12	JOE	I WANNA KNOW	Jive N/A	VH1, radio, phones, huge LP, "Treat Her.." now
37	BRITNEY SPEARS	LUCKY	Jive N/A	Phones, Top 40, MTV, BOX, Top 40, phones, so many LPs
14	JESSICA SIMPSON	I THINK I'M IN LOVE	Columbia/CRG N/A	Hot phones, BOX, MTV, Top 40, solid LP sales
5	CREED	HIGHER	Wind-Up N/A	BOX & VH1 & has Top 40, "With Arms..." exploding now
17	TONI BRAXTON	HE WASN'T MAN ENOUGH	LaFace/Arista 24463	LP continues gaining, MTV, VH1, Top 40, X-over, JAMZ
8	EVERCLEAR	WONDERFUL	Capitol N/A	MTV, VH1, Top 40, PoMo, some A Rock, LP selling, phones
20	BBMAK	BACK HERE	Hollywood 64040	LP getting stronger, Top 40, phones, MTV, single selling
18	BON JOVI	IT'S MY LIFE	Island/IDJ N/A	VH1, MTV, BOX, APM, Top 40, some A Rock, selling LPs, phones
19	EVE/JADAKISS	GOT IT ALL	RR/Interscope 497360	MTV, BET, X-over air, JAMZ, from the Ruff Ryders LP
15	KID ROCK	AMERICAN BAD ASS	Lava/Atl/Atl G N/A	BOX, on both LPs, PoMo, A Rock, Top 40, "Wasting.." starts
—	EMINEM	THE WAY I AM	After/Interscope N/A	Exploding, BET, MTV, X-over, Top 40, JAMZ, huge LP
42	YOLANDA ADAMS	OPEN MY HEART	Elektra/EEG N/A	Strong advances on LP, JAMZ, BET, X-over
—	EVE 6	PROMISE	RCA N/A	Developing LP, PoMo, some Top 40, BOX, MTV
25	NINEDAYS	ABSOLUTELY (STORY..)	550 Music N/A	Top 40, PoMo, A Rock, MTV, VH1, developing LP, phones
29	PINK	MOST GIRLS/THERE U..	LaFace/Arista N/A	LP continues gaining, MTV, BOX, X-over, Top 40, JAMZ

STING DESERT ROSE

FEATURING

CHEB MAMI

TOP 40 AIRPLAY IGNITING SALES!!
3 WEEK TREND:

<u>TW</u>	<u>LW</u>	<u>2 weeks ago</u>
#13*	#16*	#20*
73833	66755	56948

KRBE #1
WKIE #1
STAR 94 #3
WPRO #3
KISS 108 #6
GI05 #7

TOP 40 MAINSTREAM BDS 21*

ADULT TOP 40 BDS 4*

TRIPLE A #1

Miles A. Copeland, III for Firststars Artist Management

Large
Behind The Music



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Most Powerful MP3 Songs

Cuts That Impact Album Sales



			ARTIST	TITLE	LABEL	COMMENTS
4	22	26	BRITNEY SPEARS	OOPS, I DID IT AGAIN	Jive N/A	Still valuable on the way out, "Lucky" exploding
24	25	27	NEXT	WIFEY	Arista 13856	MTV, BOX, BET, X-over, Top 40, JAMZ, solid LPs
40	39	28	SAMMIE	CRAZY THINGS I DO	FW/Capitol N/A	LP continues to gain, BOX, BET, Top 40, X-over
27	31	29	DISTURBED	STUPIFY	Giant N/A	MTV (Buzzworthy.com), breaking LP and radio story
44	38	30	CREED	WITH ARMS WIDE OPEN	Wind-Up N/A	MTV, VH1, BOX, Top 40 and Active Rock, PoMo, mega LP sales
34	32	31	COMMON	THE LIGHT	MCA N/A	MTV (Buzzworthy.com), BET, BOX, Rap air, JAMZ, X-over, LP up
35	33	32	MOBY	PORCELAIN	V2 N/A	MTV, VH1, PoMo and Top 40, Platinum now on the LP
39	36	33	BILLY GILMAN	ONE VOICE	Epic Nashville N/A	Country kid phenom, Country radio, huge LP sales, BOX
46	42	34	MACY GRAY	WHY DIDN'T YOU...	Clean Slate/Epic N/A	MTV, BET, VH1, BOX, hot Top 40, huge LP, PoMo
21	21	35	MATCHBOX TWENTY	BENT	Lava/Atl/Atl G 84704	VH1, MTV, radio, requests, LP and single selling
38	37	36	LARA FABIAN	I WILL LOVE AGAIN	Columbia/CRG 79375	VH1, Adult, Hot Adult, Top 40 airplay, LP selling
—	43	37	DIDO	HERE WITH ME	Arista N/A	PoMo, more Top 40, spawned from Eminem track, LP up
—	46	38	CHRISTINA AGUILERA	COME ON OVER BABY	RCA N/A	VH1, phones, tons of Top 40, MTV, gigantic LP
23	27	39	KELLY PRICE	AS WE LAY	Def Soul/IDJ N/A	BET, VH1, JAMZ and X-over air, steady LP sales
48	44	40	SR-71	RIGHT NOW	RCA N/A	Developing LP, BOX, MTV, PoMo and Active Rock
30	30	41	A*TEENS	DANCIN' QUEEN	MCA 156704	Radio Disney, BOX, selling single and LP, Top 40
47	45	42	VERTICAL HORIZON	YOU'RE A GOD	RCA N/A	VH1, Platinum LP, PoMo and Active Rock, lots of Top 40
28	29	43	LIMP BIZKIT/METALLICA	TAKE A.../I DISAPPEAR	Hollywood N/A	"Mission: Impossible 2" (ST), MTV, BOX, radio
22	28	44	LIL' KIM	NO MATTER WHAT...	QB/Undeas/Atl/Atl G	BOX, MTV, BET, X-over, Rap, LP sells
—	—	45	DMX	WHAT YOU WANT	Def Jam/IDJ N/A	Follow up to smash, MTV, BOX, BET, X-over, RAP, killer LP
45	41	46	DMX	PARTY UP	Def Jam/IDJ N/A	Top 40, mega LP, "What You Want..." breaking
31	35	47	THREE 6 MAFIA	SIPPIN' ON DA SYRUP	H Minds/Loud N/A	BOX, BET, solid LP sales, Rap, X-over
26	40	48	BACKSTREET BOYS	THE ONE	Jive N/A	Hot requests, big Top 40, LP past 12 million, MTV, VH1
33	47	49	AVANT	SEPARATED	MJM/MCA 155725	BET, BOX, LP selling, X-over air, JAMZ, Top 40
36	48	50	SISQO	THONG SONG	Def Soul/IDJ 562599	Falling now after killer run, "Incomplete" a smash

POWER POTENTIALS:	BAHA MEN (S-Curve/Artemis)	MADONNA (Warner Bros)	FASTBALL (Hollywood)
	RUFF ENDZ (Epic)	SISQO (Dragon/Def Soul/IDJ)	98° (Universal/UMG)
	THIRD EYE BLIND (Elektra/EEG)	BARENAKED LADIES (Reprise)	THE CORRS (143/Lava/Atl/Atl G)

SISQÓ

INCOMPLETE

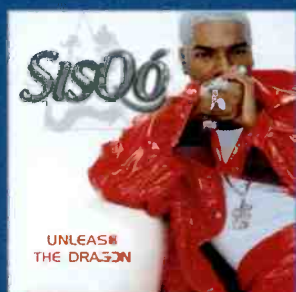
THE NEW SMASH SINGLE FROM
THE 5X PLATINUM
UNLEASH
THE DRAGON

#1 on the SoundScan Chart 3 Weeks in a Row!!
#1 on the Hot 100 Singles Chart 2 Weeks in a Row!!!!

New This Week:

B96 KQKS KFMS
WJJS WBHT WXLK

And many more!!!



#13 Overall in RateTheMusic.com

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THE ISLAND DEF JAY MUSIC GROUP
A UNIVERSAL MUSIC COMPANY

Rhythm Monitor: 29*-27*!
R&B Mainstream Monitor: 2*-1*!
Crossover Monitor: #7!
R&R CHR/Rhythm: 18*!

SHOWING GREAT POTENTIAL IN
CALLOUT AMERICA!

#13 with teens -3.79
Top 15 with females 18-24 / 3.59





Pop Plays



T O P 6 0

LW	TW	ARTIST	TITLE	LABEL	TOTAL PLAYS	MAJOR MARKET PLAYS	ADDS	REPORTS
1	1	MATCHBOX 20	BENT	LAVA/ATL/ATL G	12357	3413	1	241
2	2	NINEDAYS	ABSOLUTELY...	550 MUSIC	11974	3312	1	244
4	3	AALIYAH	TRY AGAIN	BLACKGROUND/VIRGIN	8858	2565	0	171
3	4	NSYNC	IT'S GONNA BE ME	JIVE	8760	2155	2	181
5	5	JOE	I WANNA KNOW	JIVE	8740	2471	1	182
8	6	DESTINY'S CHILD	JUMPIN' JUMPIN'	COLUMBIA/CRG	8603	2907	7	190
7	7	JESSICA SIMPSON	I THINK I'M IN LOVE	COLUMBIA/CRG	8443	2066	1	196
10	8	BBMAK	BACK HERE	HOLLYWOOD	8213	2160	4	210
12	9	JANET JACKSON	DOESN'T REALLY MATTER	DEF SOUL/IDJ	7770	2460	2	210
6	10	CREED	HIGHER	WIND-UP	7657	2595	0	168
9	11	VERTICAL HORIZON	EVERYTHING YOU WANT	RCA	7419	2480	0	165
15	12	EVERCLEAR	WONDERFUL	CAPITOL	6964	1840	2	233
16	13	3 DOORS DOWN	KRYPTONITE	REPUBLIC/UNIV/UMG	6898	1823	2	203
13	14	STING	DESERT ROSE	A&M/INTERSCOPE	6720	1728	0	219
14	15	MANDY MOORE	I WANNA BE WITH YOU	550 MUSIC	6232	1727	0	170
18	16	CHRISTINA AGUILERA	COME ON OVER BABY	RCA	6148	1582	1	199
17	17	TONI BRAXTON	HE WASN'T MAN ENOUGH	LAFACE/ARISTA	5884	1945	2	152
11	18	PINK	THERE YOU GO	LAFACE/ARISTA	5855	1772	0	126
24	19	BRITNEY SPEARS	LUCKY	JIVE	5157	1524	5	185
20	20	SOUL DECISION	FADED	MCA	4793	985	0	157
19	21	SISTER HAZEL	CHANGE YOUR MIND	UNIVERSAL/UMG	4755	1195	0	168
54	22	MADONNA	MUSIC	WARNER BROS	4463	1733	19	205
21	23	NELLY	COUNTRY GRAMMAR	FO' REEL/UNIV/UMG	4357	1880	13	136
26	24	BON JOVI	IT'S MY LIFE	ISLAND/IDJ	3974	1004	6	171
31	25	VERTICAL HORIZON	YOU'RE A GOD	RCA	3719	1034	7	202
27	26	JAY-Z	BIG PIMPIN'	ROC-A-FELLA/IDJ	3666	1585	2	96
23	27	GOO GOO DOLLS	BROADWAY	WARNER BROS	3495	942	0	98
—	28	98°	GIVE ME JUST...	UNIVERSAL/UMG	3475	1192	5	191
25	29	LARA FABIAN	I WILL LOVE ...	COLUMBIA/CRG	3367	687	0	142
29	30	NO DOUBT	SIMPLE KIND OF LIFE	TRAUMA/INTERSCOPE	3231	721	0	138

JAY-Z

**NEW
THIS
WEEK!**
WBLI
KHTO
KHTT
WRTS
and more!

**MAINSTREAM TOP 40
MONITOR: DEBUT 37*!**

RHYTHM MONITOR: #2!

CROSSOVER MONITOR: #10!

R&R CHR/POP: 36*!

**#3 OVERALL IN
RATETHEMUSIC.COM!**

**"THIS IS HUGE...
TOP 5 PHONES!"**
- JOY ZELLNER/KMXV

**' THIS IS A MONSTER RECORD
FOR US! IT'S *NOT TOO URBAN*...
IF PEOPLE ARE NOT PLAYING IT,
THEY ARE MISSING OUT!'**
- MARK N THE DARK/KSMB

AUDIENCE OVER 41 MILLION!

"BIG PIMPIN'"

FEATURING UGK

CALLOUT AMERICA

#11 OVERALL - 3.59!

#6 WITH FEMALES 18-24 - 3.78!



THE SMASH SINGLE FROM THE DOUBLE PLATINUM ALBUM
VOL. 3... LIFE & TIMES OF S. CARTER



THE ISLAND DEF JAM MUSIC GROUP
A UNIVERSAL MUSIC COMPANY



Pop Plays

T O P 6 0



LW	TW	ARTIST	TITLE	LABEL	TOTAL PLAYS	MAJOR MARKET PLAYS	ADDS	REPORTS
33	31	NEXT	WIFEY	ARISTA	3212	1084	0	100
39	32	PINK	MOST GIRLS	LAFACE/ARISTA	3212	1315	15	134
36	33	THIRD EYE BLIND	DEEP INSIDE OF YOU	ELEKTRA/EEG	3177	837	5	184
22	34	MACY GRAY	I TRY	CLEAN SLATE/EPIC	3166	1037	1	97
30	35	SHAGGY	DANCE & SHOUT	MCA	3129	637	1	140
35	36	MACY GRAY	WHY DIDN'T YOU CALL ME	CLEAN SLATE/EPIC	3122	718	4	181
34	37	DR. DRE	THE NEXT EPISODE	AFTERMATH/INTERSCOPE	2880	1180	0	82
38	38	NINA GORDON	TONIGHT AND THE REST...	WARNER BROS	2612	710	3	126
32	39	SPLENDER	I THINK GOD...	C2/CRG	2539	597	0	79
28	40	EMINEM	THE REAL SLIM SHADY	AFTERMATH/INTERSCOPE	2299	806	0	75
44	41	KANDI	DON'T THINK I'M NOT	COLUMBIA/CRG	2184	928	4	65
40	42	DMX	PARTY UP	DEF JAM/IDJ	2118	783	0	72
48	43	BAHA MEN	WHO LET THE...	S-CURVE/ARTEMIS	2098	610	14	123
41	44	DA BRAT	WHAT'CHU LIKE	SO SO DEF/COL/CRG	2082	1057	1	42
50	45	RUFF ENDZ	NO MORE	EPIC	1932	863	8	64
45	46	THIRD EYE BLIND	NEVER LET YOU GO	ELEKTRA/EEG	1867	734	0	60
49	47	DEBELAH MORGAN	DANCE WITH ME	ATLANTIC/ATL G	1839	510	10	109
42	48	SAVAGE GARDEN	CRASH & BURN	COLUMBIA/CRG	1681	601	0	49
47	49	DON HENLEY	TAKING YOU HOME	WARNER BROS	1677	523	0	78
—	50	EVAN & JARON	CRAZY FOR THIS...	COLUMBIA/CRG	1666	413	18	124
46	51	FAITH HILL	BREATHE	WARNER BROS	1592	508	0	56
37	52	ENRIQUE IGLESIAS	BE WITH YOU	INTERSCOPE	1583	404	0	55
51	53	JAGGED EDGE	LET'S GET MARRIED	SO SO DEF/COL/CRG	1564	820	0	43
43	54	BRITNEY SPEARS	OOPS, I DID IT AGAIN	JIVE	1558	456	0	49
55	55	NO AUTHORITY	CAN I GET...	MAVERICK	1522	211	1	94
—	56	MYA	CASE OF THE EX	UNIVERSITY/INTERSCOPE	1499	714	4	52
53	57	RED HOT CHILI PEPPERS	OTHERSIDE	WARNER BROS	1431	626	0	38
—	58	FASTBALL	YOU'RE AN OCEAN	HOLLYWOOD	1414	284	45	148
60	59	AVANT	SEPARATED	MAGIC JOHNSON/MCA	1329	581	0	34
52	60	NEVE	IT'S OVER NOW	PORTRAIT/C2/CRG	1314	316	0	65

JJ Rice, WBLI PD

"2gether was one of 10 artists at our Summer Jam at Jones Beach and they received just as much enthusiasm, even more, than any other artist on the show. 2gether is still getting consistent requests and phones several weeks after the show! **Can't wait** to check out the new music from the series."

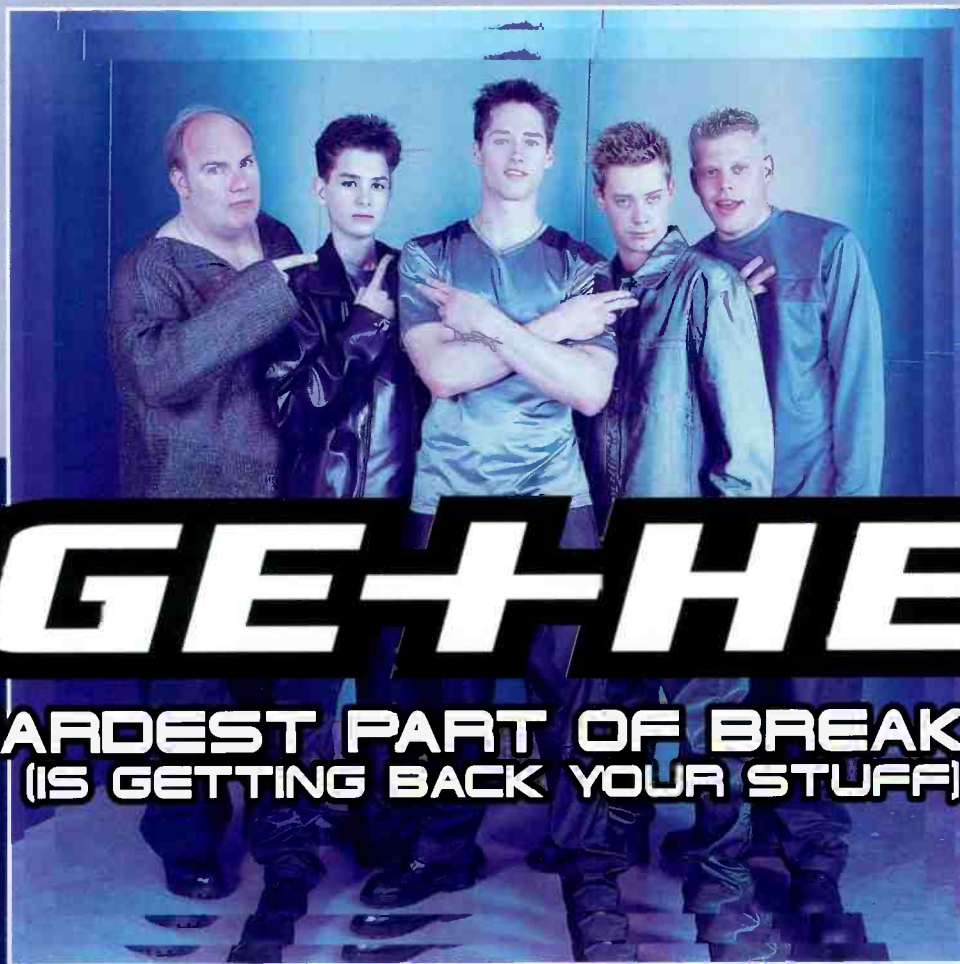
Mike Danger, WPXY PD

"We pushed to have 2gether perform at our Summer Jam. The response was overwhelming and at the in-store over 2,000 screaming girls showed up. Then they absolutely stole the show. **I can't wait** to check out their new music and invite them back."

Dave Universal, WKSE PD

"We got a huge response here in Western New York and sold a ton of CDs. **I look forward to working with the guys in the future and to hearing their new CD.**"

THE WAIT IS OVER



2GETHER

THE HARDEST PART OF BREAKING UP
(IS GETTING BACK YOUR STUFF)

THE FIRST SINGLE FROM THE NEW ALBUM
2GETHER: AGAIN

The new album
hits stores 8/29

Celebrity Dream Date
episode featuring live
performance by 2gether
airs 5x week of 8/7

"Making Of
The Video"
MTV 8/7

"The Hardest Part of
Breaking Up (Is Getting
Back Your Stuff)" video
premieres on MTV 8/7



Hear it now at TVrecords.com



2GETHER
THE SERIES

Premieres August 15th
ONLY ON MTV

Performing live
on MTV's TRL
8/29

SHIPPING GOLD!



REQUESTS

Sir Alec Guinness Does Not Call In

LW	TW	ARTIST	TITLE	LABEL	HOTS	INCLUDING	%
2	1	BRITNEY SPEARS	LUCKY	JIVE	51	KGGI KFFM KMXV KHTT WIOQ WKPK	34
1	2	3 DOORS DOWN	KRYPTONITE	REPUBLIC/UNIV/UMG	44	KPLZ KLAZ WRVW WLAN WZPL WVAQ	29
4	3	DESTINY'S CHILD	JUMPIN' JUMPIN'	COLUMBIA/CRG	34	WBLI WKHQ WIOQ WMRV WWZZ WSSX	22
8	4	NELLY	COUNTRY GRAMMAR	FO' REEL/UNIV/UMG	27	B97 KBTE KDWB KRO KKFR WFBC	18
5	5	EMINEM	REAL SLIM SHADY	AFTER/INTER	26	98PX KDUK KDND KRO KZZP Z104	17
7	6	NSYNC	IT'S GONNA BE ME	JIVE	24	KHTS KSLY WLTS WHTS WNKS WSTO	16
3	7	NINEDAYS	ABSOLUTELY...	550 MUSIC	23	KZQZ KMHX KZZO WKTI WKSI WMGB	15
6	8	MATCHBOX TWENTY	BENT	LAVA/ATL/ATL G	22	KKRZ KFMS KMXB KIZS WRVW WAEV	14
15	9	JESSICA SIMPSON	I WANNA LOVE...	COLUMBIA/CRG	21	KDWB KSII KKRZ WDAQ WWZZ WRTS	14
—	10	BAHA MEN	WHO LET THE...	ARTEMIS	20	KQAR WIXX KZHT WPST XL106 Z104	13
11	11	NINA GORDON	TONIGHT & THE...	WB	19	CKEY KCDU KYKY KTOZ WOMX WJLK	13
12	12	EVERCLEAR	WONDERFUL	CAPITOL	18	KRSK KAMX WKSI KKPN WOAL WKDD	12
19	13	CHRISTINA AGUILERA	COME ON OVER...	RCA	17	KKRZ KSXY KZZP WAEZ WDJX WAYV	11
9	14	BBMAK	BACK HERE	HOLLYWOOD	16	98PX KURB KDWB WZOK STR94 WZYP	11
—	15	MADONNA	MUSIC	WB	15	KIMN KLCA KZQZ WNNK WZPL WSTW	10
—	16	98°	GIVE ME JUST...	UNIV/UMG	14	B94 WBBO KZHT WCIL XL106 WPST	9
16	17	SOULDECISION	FADED	MCA	13	98PX KDUK WKZL KSLY WSSX WRTS	9
13	18	BON JOVI	ITS MY LIFE	ISLAND/IDJ	12	KFMB KSRZ KYSR KUCD WPHH WMC	8
—	19	VERTICAL HORIZON	YOU'RE A GOD	RCA	11	KEZR G015 KPLZ WKRZ WVRV WSKS	7
10	20	STING	DESERT ROSE	A&M/INTERSCOPE	10	KALC KGOT WWMX WCDA WZTR WQSM	7

Total stations reporting this week: 152

- 250 Stations!
- 80 Majors!
- 4300 Spins!
- 46 Million In Audience!

DON'T THINK OF YESTERDAY...



ALREADY BLOWING UP THE PHONES AT:

Z100 WWZZ KIIS Y100 B96
 WSTR WIOQ KFMB KHKS KKMJ
 WKTU KUBE KTFM KGGI KLUC

36*-20* Mainstream Top 40 Monitor – Greatest Gainer

Debut 26* Rhythmic Top 40 Monitor – Highest New Entry and #1 Greatest Gainer

Single In Stores August 29
 Album In Stores September 19



“MUSIC” THE TITLE TRACK & VIDEO FROM THE NEW ALBUM

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POP MART



Pop Go The Weasels

by Billy Bored

So what's really going down when the Clear Channel purchase of AMFM finally closes? You can conjecture all you want, but remember this one thing: it's ALL about Randy. End of discussion... With a ton of proven #1 callout stories, #1 phones & sales surges at a bunch of majors, Arista's Dido is strongly in the game & ready to make a run at the top. Should be the first huge success for the new Bartels, Becker & Elliot team... Kudos to Atlantic's Andrea Ganis, Danny Buch & Lisa Velasquez on



Steve Bartels:
What a Dido!

serious action with the brilliant new Corrs record. We're big believers... Speaking of no-brainers, we love the new Barenaked Ladies on Reprise. So does radio, as the airplay is already flying for Costello & Leben... In Walk, Leipsner & Green's Columbia world, there's massive action as Lara Fabian callout kicks in and starts heading for power rotation. The Wheatus is exploding the phones from just a few night plays—look for this to be the next giant reaction record. Evan & Jaron sounds so great on the radio, this has just got to be a smash! We love the new Marc Anthony, too, which goes 8/21... WB hitters Biery, Boulos, Connore & Flea will have loads of action on the new Faith Hill smash, launching now. Be patient with Nina Gordon, this one WILL come through. Madonna is already going nuclear... RCA's Tarsha Vega debut is in the game now, as Ron Geslin & Ray Carlton get ready to take the new Eve 6 killer to Pop... Mondo kudos to IDJ domo Ken Lane on bringing home the Bon Jovi against all odds. This is a REAL hit... Big gooey gobs of love to Hollywood's Justin Fontaine, Tony Smith & Scot Finck for their powerful start on the new Fastball, getting a lot of play in very heavy traffic... The Baha Men is way bigger than you thought. Artemis topper Todd Glassman will take it all the way... Epic's Dan Hubbert & Brian Rhoades are powerfully closing out the new Macy Gray, with Ruff Endz & PYT both lurking & looking like the next big ones for the house that Polly built... Do not doubt No Doubt! This one's the goods, and Interscope's Lopes, Neiter & Coddington will not take "no". Early buzz turns into a lotta early airplay on Samantha Mumba... Beautiful growth on Third Eye Blind as Elektra domos Reese, Pfordresher, Whited & Schuon deliver again... After slamdunking 98° in a heartbeat, Universal's Charlie Foster has big callout action on Brian McKnight & a major buzz starting on SPM (sounds great on Z100)... Expect Shaggy to continue to grow steadily & close strong for MCA attack dogs Craig Lambert & Bonnie Goldner... Chatterers chattering about Capitol's Dexter Freebish—listen a couple of times & you'll be hooked like a big trout. Burt Baumgartner, Michael Steele & Dave Sholin are setting up to go on 8/28... In a crowded field, Giant's i5 stands out on the radio and cuts through. Label promo leader Bob Catania is on the case... Early airplay on Virgin's Ideal is producing big response. Michael Plen & Jeffrey Nauman will shave each other's backs & bring this in... Music we love: Josh Joplin, Enrique Iglesias & Brian Setzer...

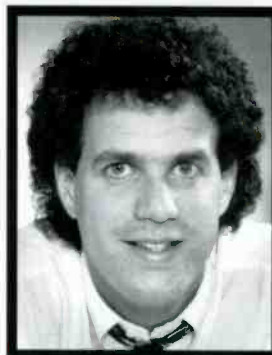


THUMB'S THE WORD: Universal's Martin Melius (c) and KYLZ's Robb Royale (r) were having a hard time deciding which film to see. Nelly offered to help. "I've been watching Roger Ebert!" Nelly's horizontal thumb move confused the guys into seeing "Pokémon" again. "Works every time," thought Nelly with glee.



IN LIKE FLYNT: Reprise Records Senior VP Phil Costello has been watching far too many '60s spy flicks. So many, in fact, he's assumed the identity of groovy, ladykiller super-sleuth Derek Flint. However, 99X's Leslie Fram, thought Costello was actually outspoken publisher Larry Flynt. "If I pose with you, can I get a discount at the Hustler store?"

This Week's Special



Ken Lane:
Not I-a-m-e, dammit!

Since taking the promo throne at the Island-Def Jam Music Group, Ken Lane has delivered a steady string of major hits. Many of these were records that faced serious resistance at the radio level, from Sisqo to Jay-Z to DMX to Bon Jovi. So how does he do it? Damned if we know. Throughout his career at Chrysalis, EMI, Jive and Arista, Ken's learned from the best in the business – including modern-day promotion legends Daniel Glass and Richard Palmese. In his radio career, he toiled for Scott Shannon, Steve Kingston and HITS' own Shadow Steele, who remembers Ken as "that guy who was really good answering the request lines and putting nice clean labels on all the carts." Ken went on to become the man who brought you the Proclaimers, Joshua Kadison and the immortal Elisa Fiorillo. Now he's one of the most dynamic and powerful promotion execs in the business, and we still can't figure out why.

POP MART



GOOD OLD DAYS: Adolescence may be hard, but no one had it worse than KRBE's Jay Michales. He tells the Hanson lads, "When I was your age, we didn't have CDs. If we wanted new music, we had to walk 20 miles uphill in the snow to buy an 8-track." The boys smiled politely while waiting for the prune juice to kick in.



NAME GAME: HITS' own Bobbii Hach spotted a vision of tousled hair and pearly teeth. "I love you, Johnny!" She shrieked, then launched into an off-key rendition of "Name." "Sorry, I'm actually Jon Bon Jovi," he replied. Unfazed, Hach grabbed Bon Jovi's butt anyway.

Set-Up Box



Lori Holder-Anderson:
Mouth Wide Open.

Virtually every Pop and Modern Adult programmer said they'd never play "Higher" by Creed. They all ate their words, and have now played it in power rotation as the album has sold millions. There should be no struggle with "Arms Wide Open", as Wind-Up Pop queen Lori Holder-Anderson has majors already on board ahead of the 8/21 impact for this radio-friendly power ballad. He who hesitates will be eaten for lunch.



Charlie Walk:
Latin heartthrob?

Columbia's Charlie Walk cranks the machine into high gear once again for the next from the label's newest superstar, Marc Anthony. This Latino Pop king's debut album is deep with hits, and next up is the powerful and hypnotic "My Baby You"—which is already grabbing some serious spins at the heaviest majors on both coasts. Look for Walk to deliver big on 8/21 (and to deliver Donnie's dry cleaning on a timely basis.)



Top Thirty Countdown

While the dog days of summer are just beginning, it's hotter than ever at Jive. Teen queen Britney Spears continues her reign atop the Radio Disney chart. Teen King Joe Riccitelli has four of the Top 5. So grab a lemonade and enjoy this week's 'Corner.



Joe Riccitelli:
Top Dog

LW	TW	ARTIST	TITLE	LABEL
1	1	BRITNEY SPEARS	Lucky	Jive
2	2	BRITNEY SPEARS	Oops...I Did It Again	Jive
3	3	NSYNC	It's Gonna Be Me	Jive
5	4	NSYNC	Bye Bye Bye	Jive
4	5	EIFFEL 65	Blue	Repub/Univ/UMG
16	6	HAMPTON THE HAMSTER	Hamsterdance	Koch
6	7	BACKSTREET BOYS	The One	Jive
10	8	SMASH MOUTH	All Star	Interscope
8	9	POKÉMON	Pokémon World	Koch
11	10	SAMMIE	I Like It	Capitol
12	11	BRITNEY SPEARS	(You Drive Me) Crazy	Jive
7	12	BACKSTREET BOYS	Larger Than Life	Jive
9	13	M2M	Mirror Mirror	Atlantic/Atl G
14	14	POKÉMON	Pokémon Theme	Koch
15	15	WEIRD AL YANKOVIC	The Saga Begins	Volcano
24	16	HANSON	If Only	Island/IDJ
20	17	BBMAK	Back Here	Hollywood
17	18	BRITNEY SPEARS	Baby One More Time	Jive
28	19	CHRISTINA AGUILERA	Come On Over	RCA
13	20	A*TEENS	Dancing Queen	MCA
19	21	CHRISTINA AUGILERA	I Turn To You	RCA
22	22	S CLUB 7	S Club Party	Interscope
30	23	JESSICA SIMPSON	I Think I'm In Love...	Col/CRG
18	24	HOKU	Another Dumb Blonde	Interscope
21	24	BACKSTREET BOYS	I Want It That Way	Jive
26	26	CHRISTINA AGUILERA	What A Girl Wants	RCA
27	27	BACKSTREET BOYS	It's Gotta Be You	Jive
23	28	LFO	West Side Story	Arista
25	29	LOU BEGA	Disney Mambo #5	Walt Disney
29	30	POKÉMON	2B A Master	Koch



40-34*
Active
Monitor!!

On Tour
with
Kid Rock

dope

You Spin Me Round (Like A Record)

Already requesting at KXXR (#2), WBZX, WAAF, WIYY, KIL0 and many more!
Also spinning on Q101, WXDX, WEND
Sales exploding in airplay markets!



Produced by Edsel Dope Mixed by Andy Wallace Management and Direction: Chip Quigley for Kingdom Entertainment
www.dopeweb.com www.dopeonline.com www.epicrecords.com www.flip-records.com



HITS

WAVELENGTH

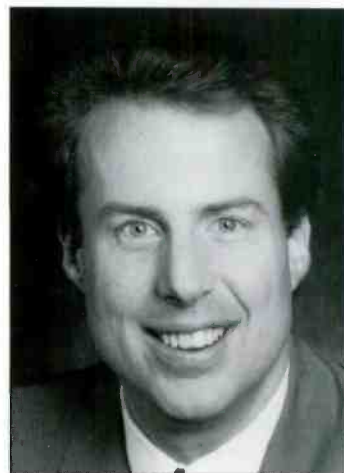
(continued from page 126)

word on the street is getting louder about comedian **Steve Harvey** signing to do mornings at LA's **KKBT**. The company has also just completed a purchase of **WPEK** Greenville/Spartanburg for \$7.5m. Look for the station to flip to **Urban** after the sale..... What highly successful Midwest PD is being courted for two high-profile Top Ten market jobs?..... Has former **KMEL SF** PD **Joey Arbagey** been offered a major position in **L.A. Reid's** new universe?..... **ABC Radio Network** VP/Urban Programming **Steve Harris** has resigned. No announcement on his replacement..... **WBTT** Dayton has switched monikers to **94.5 KISS-FM**, with new calls pending. Look for the **WBTT**

calls to go to Clear Channel's sister station **WQNU** in Ft. Myers..... **KVSR** Fresno MD **Julie Logan** has exited. No replacement named..... **Ann Carlos** has resigned her position with **Wind-Up Records**..... **WBLI** Long Island midday jock **Holly Lewis** exits for a position at **Sirius Satellite Radio**..... What long-rumored major change in the Marketing & Promotion department at a West Coast label is now on the verge of reality?..... In an imminent move, **Emmis** will split their radio and television divisions into separate companies, which will then trade separately on the stock market. The company is also in purchase mode, with developments to be announced shortly..... **Spring**

Arbitron kudos to the following market leaders: **WRVW** Nashville & PD **Jimmy Steele**, **WZEE** Madison & PD **Rich Davis**, **KQCH** Omaha & PD **Erik Johnson** and **WKRZ** Wilkes-Barre & PD **Jerry Padden**..... **WKFR** Kalamazoo PD **Woody Houston** seeks nite talent. **WAYV** Atlantic City PD **Paul Kelly** is looking for nite talent..... Congrats to **Columbia's** **Cindy Levine** & **Roadrunner's** **Eric Baker** on their wedding, 8/5; and to our own **PoMo** goddess **Karen Glauber** on her 29th birthday, 8/5..... The **Top Ten Most Played** this week at **MTV** are: #1 **Christina Aguilera**, #2 **Eminem**, #3 **Nelly**, #4 **Papa Roach**, #5 **P.O.D.**, #6 **Madonna**, #7 **Janet Jackson**, #8 **98 Degrees**, #9 **Busta**

Rhymes & #10 (tie) **Incubus** & **DMX**..... **Blowin' in the Wind**: **Jon Zellner**, **Dusty Hayes**, **Lacy Neff**, **Sean Sellers** and **Bruce Wayne**..... And here's new **Arista** promo domo **Steve Bartels**. He's baaaack!



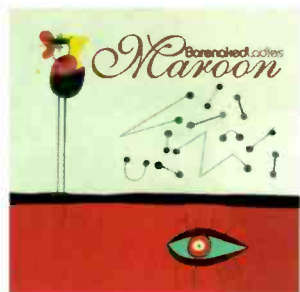


You're not dreaming ...

BarenakedLadies

PINCH ME

From the **new album**
Produced by Don Was



in stores September 12th

**#1 Most Added At 4 Formats:
Top 40, Adult Top 40, Modern Adult, AAA**

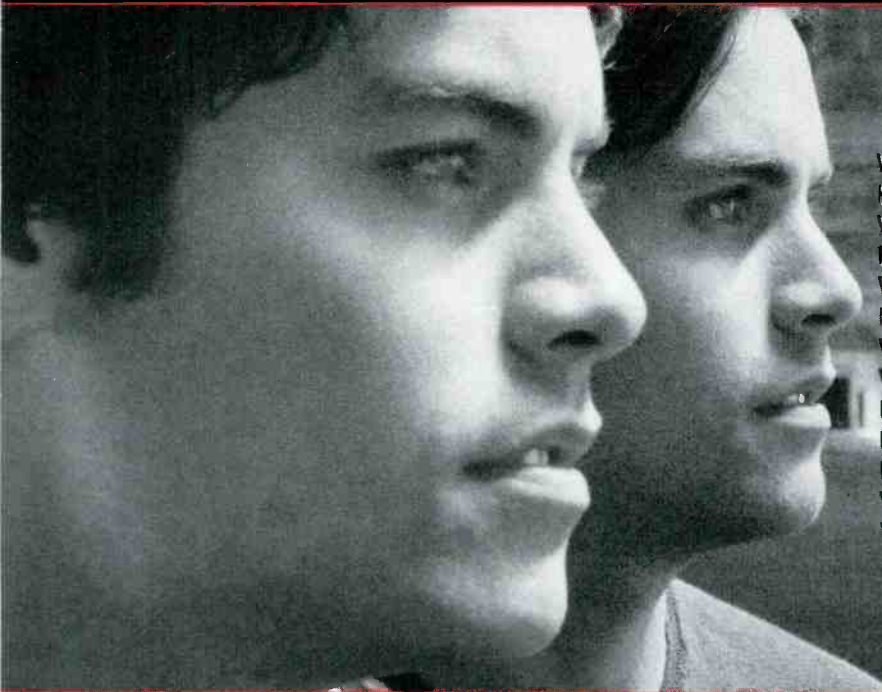
The follow-up to their quadruple-platinum album *Stunt*



Nettwerk Management
www.repriserec.com/barenakedladies
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WDRQ	Detroit	WKQI	Detroit	WSTR	Atlanta
WPLJ	New York	Star 98.7	Los Angeles	KDMX	Dallas
KLLC	San Francisco	KPLZ	Seattle	WTMX	Chicago
WXKS	Boston	WBMX	Boston	WNCI	Columbus
WPRO	Providence	WSNE	Providence	KALC	Denver
WBZZ	Pittsburgh	WZPL	Indianapolis	WTIO	Hartford
WDCG	Raleigh	WKRZ	Wilkes-Barre	KRSK	Portland
KMXV	Kansas City	WRVW	Nashville	KZON	Phoenix
WPXY	Rochester	KZZO	Sacramento	WQAL	Cleveland
KSLZ	St. Louis	WVRV	St. Louis	WSSR	Tampa
WKSE	Buffalo	KEZR	San Jose	KMXB	Las Vegas
KAMX	Austin	WXPT	Minneapolis	WMMX	Baltimore

evan and jaron: crazy for this girl



Top 40 Adult Monitor Debut #32*
Modern Adult Monitor #33*

Multi Format Impact!

- | | |
|--------------------------------|--|
| WPLJ / New York City | KYKY & WYRV / St. Louis |
| KLLC / San Francisco | WWMX / Baltimore |
| WKQI / Detroit | WSSR / Tampa |
| KDMX & KVIL / Dallas | KIMN / Denver |
| WXKS & WBMX / Boston | WKFS / Cincinnati |
| KRBE / Houston | KDND & KZZO / Sacramento |
| WSTR & 99X / Atlanta | KXXM / San Antonio |
| WHYI / Miami | WXSS / Milwaukee |
| KPLZ / Seattle | WPRO & WSNE / Providence |
| KHTS & KMSX & KFMB / San Diego | WNCI / Columbus |
| KZZP & KMXR / Phoenix | KZHT & KQMB & KBEE & KOSY / Salt Lake City |
| WBLI / Long Island | KFMS & KMXB / Las Vegas |
| WLTE & WXPT / Minneapolis | |
- and so many more!



The first single from the self-titled Columbia debut album. In stores Tuesday, September 12.

EXECUTIVE PRODUCER: T. BONE BURNETT. PRODUCED BY: EVAN LOWENSTEIN AND JARON LOWENSTEIN WITH JOHN FIELDS. MIXED BY: TOM LORD-ALGE. MANAGEMENT: STUART WAX FOR MIDNIGHT MUSIC MANAGEMENT
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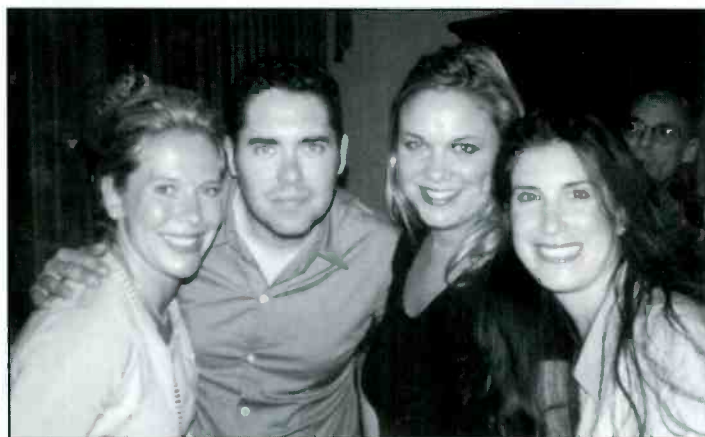
HITS

WAVELENGTH

BY LENNY BEER & TODD HENSLEY

DISCLAIMER: With that ignorant redneck Hensley off fishing & running from grizzly bears in Alaska & with that no-account Beer still recovering from a holiday stint in the rain at Yankee Stadium, if this week's column is more boring than usual, the answer is simple—**BLAME MURPHY!!!!** As for news, the Clear Channel/AMFM merger is still not complete. There are no big new albums debuting on this week's chart. Fridays in August have officially been declared as holidays in the music business. 550 Music's Joel Klaiman's golf game is not nearly as good as he wants you to think it is. Elektra has the biggest sleeper smash that you've never heard of in Yolanda Adams. Steve

Bartels (protege of the late, great Charlie Minor), as we have predicted here for at least the last five years, is



Our own ubiquitous Bobbi Hach is pictured with Ed Robertson of the Barenaked Ladies, Charese Fruge from WLTS New Orleans and Etoile Zisselman of Arista. As soon as the photo was snapped, Bobbi inhaled and then continued talking for the next 4,678,234 hours.

going to be a great head of promotion, & Arista's Dido will be the first recipient of his talents. The Corrs are

FINALLY going to duplicate their worldwide domination with a hit in the good ol' U.S. of A. Madonna is back bigger, more pregnant & better than ever, as Tom Biery's team is slamming this one right to the top. Everyone, and we really mean everyone, loves the Barenaked Ladies. Michael Plen has still not filled his head of PoMo promo & National Pop promo slots but is getting closer. And, Nelly is bigger than Jesus.... Radio One updates: Tom Joyner has signed a deal to syndicate his show in markets where ABC does not have a station. Look for action in Boston & Houston. Joyner will be based at WMMJ/FM in Washington, D.C., beginning 8/28. Also, (continued on page 124)

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