

INTERNET  
SPECIAL 4.0  
It Bytes...

# WINNERS

## REQUESTS

- BACKSTREET BOYS Jive
- N5YNC Jive
- MATCHBOX TWENTY Lava/Atl/A&I G
- CREED Wind-Up

## EARPICKS

- GREEN DAY Reprise
- BON JOVI Island/IDJ
- DIDO Arista
- EVERCLEAR Capitol

## BREAKOUTS

- JAY-Z Roc-A-Fella/IDJ
- OUTKAST LaFace/Arista
- U2 Interscope
- GODESMACK Republic/Universa

## WILDCARD

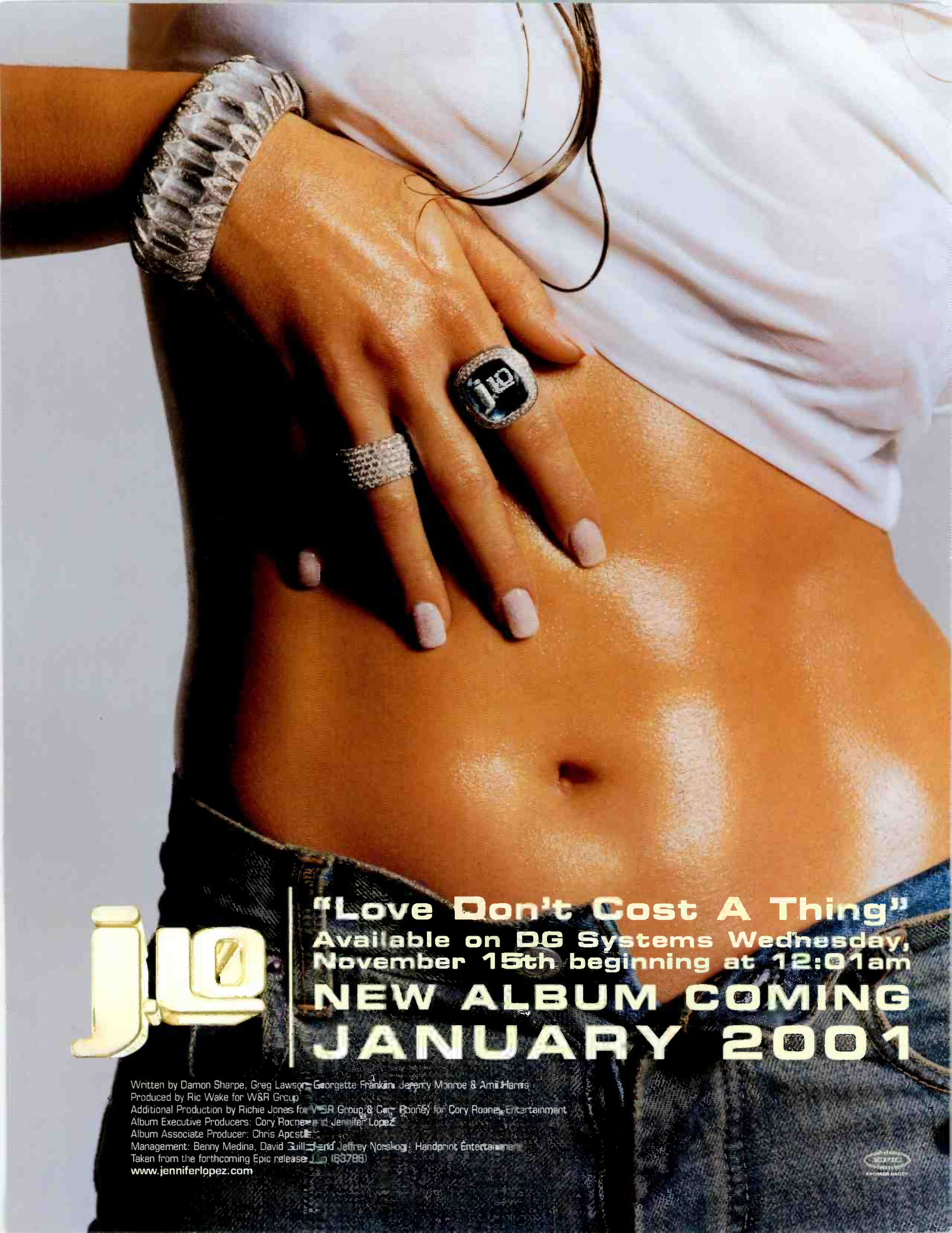
- U2 Interscope

# HOT NEW RELEASES

- 3LW  
*No More (Baby I'm A Do Right)*  
Epic
- BEENIE MAN  
*Girls Dem Sugar*  
Virgin
- ROBERT BRADLEY  
*Baby*  
RCA
- FUEL  
*Hemorrhage (In My Hands)*  
Epic
- JAY-Z  
*I Just Wanna Love U*  
*Roc-A-Fella/IDJ*
- MOBY F/ GWEN STEFANI  
*Southside*  
V2
- OFFSPRING  
*Original Pranks*  
Columbia/CRG
- PROFYLE  
*Liar*  
Motown

OUTKAST





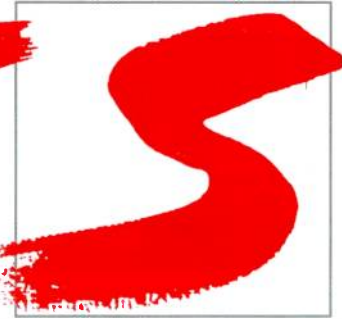
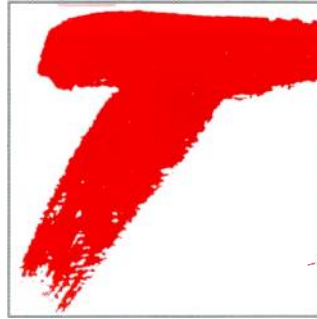
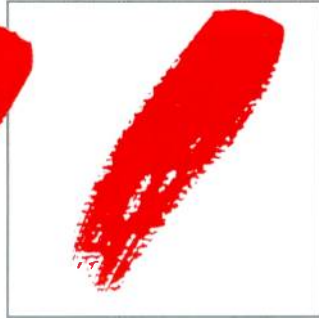
**"Love Don't Cost A Thing"**

Available on DG Systems Wednesday,  
November 15th beginning at 12:01am

**NEW ALBUM COMING  
JANUARY 2001**

Written by Damon Sharpe, Greg Lawson, Georgette Frankin, Jeremy Monroe & Ami Harris  
Produced by Ric Wake for W&R Group  
Additional Production by Richie Jones for W&R Group & Cory Rooney for Cory Rooney Entertainment  
Album Executive Producers: Cory Rooney and Jennifer Lopez  
Album Associate Producer: Chris Apstein  
Management: Benny Medina, David Guill and Jeffrey Norstog; Handprint Entertainment  
Taken from the forthcoming Epic release **JL** (63786)  
[www.jenniferlopez.com](http://www.jenniferlopez.com)





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**4 VIBE-RATERS**

Jill Scott is hot, Linkin Park and Fatboy Slim are phat and Avant comes back while Dream, Nelly Furtado and At The Drive-In take a number.

**6 ALBUMS**

Outkast edges Jay-Z in the closest battle this side of Bush-Gore, as #3 U2 and #5 Godsmack own a piece of the Top 10 rock.

**33 INTERNET SPECIAL**

Show me the money. Where's the beef? It's now time for the online music revolution to turn a profit, as techno-pundits share their views on the bottom line, featuring exclusive dialogues with an all-star new economy roundtable, Maverick owner/Internet radio pioneer Mark Cuban, GetMusic's Andrew Nibley, ClickRadio's David Benjamin and much, much less.

**67 ROCK2K**

Ivana votes for Mahnolo Blahnik (69), APM Birkenstock broker Mike Morrison takes a trip to Beantown (79) and Rock mocker John Lenac still hasn't found what he's looking for (83).

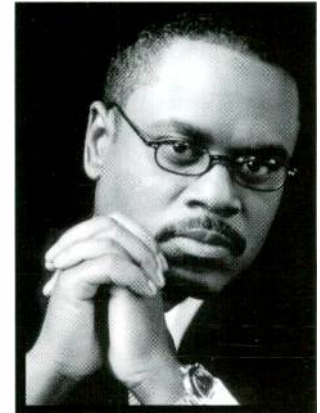
**89 FLAVA CAMP**

Michelle S. gets on the bad foot (91), Da Mensh asks whatnot you can do for your country (95) and his hip-hopness Nasty makes himself at home in yer dome (97).

**101 JAMZ**

Juice offers congrats to Chicago radio legend Elroy Smith, auditions DJs for "The Jenny Jones Show" and welcomes Che Gueverra to WB Records, as we start the revolution without JAMZ jefe Gary "Bay of Pigs" Jackson.

**LEARNING TO REID**



**K**eeping his focus despite the turmoil at BMG, Arista President/CEO Antonio "L.A." Reid celebrates LaFace Atlanta rap twosome Outkast's victory in the closest race since Bush-Gore. The group's new "Stankonia" album lands in the top spot on the HITS chart—a first for Reid and his management team, which coordinated a masterful set-up that led to sales over 525k. Unfortunately, the best-laid plans couldn't prevent this HITS Contents nod.

**POP**

Jay-Z is most "Want"-ed at **MPS**, Backstreet Boys get in step at **REQUESTS** and **POP MART** notes that Reprise's Costello and Leben have attracted a majority to Green Day's "Minority," while this week's Radio Disney is just about the same as last week's Radio Disney...which is more than you can say for the always-groundbreaking **WAVELENGTH** column.

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- 110 EARPICKS**
- 113 RERAP**



**ON THE COVER**

LaFace/Arista hip-hop duo Outkast win the election, thanks to their chart-topping "Stankonia" album, only to get hit with this HITS cover "Bomb."

# VIBE-RATERS

OUR PICKS TO BREAK • CHOSEN BY THE HITS EDITORIAL BOARD

## 1 JILL SCOTT • HIDDEN BEACH/EPIC

2 LW 2 2W 2 3W

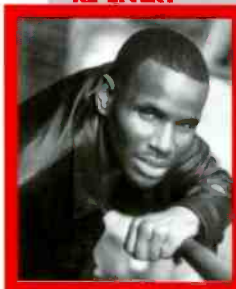


**album:** WHO IS JILL SCOTT?  
**track:** GETTIN' IN THE WAY

LP scorching, radio sparking flames. Hot sales at B'Buy, M'land, T'World, W'house. Gettin' #1 spins at WMXD, WYLD. Top 5 at WDAS, WILD, WVAZ; Top 10 at KMIQ, WHQT. Big at KJLH, KMEL, WEDR, WBLS, WOWI, WGCI, more. MTV, BET, VH1, MTV2. *Soul Train*. Mgmt: Tony Rice and Colin Gayle/Rhythm Jazz.

## 5 AVANT • MAGIC JOHNSON/MCA

RE-ENTRY



**album:** MY THOUGHTS  
**track:** MY FIRST LOVE

LP re-ignited by new Ketaara-featured duet. Big sales at T'World, Anderson, M'land, B'Buy and W'house. Big Rhythm radio story. Top 5 spins at KJLH, WERQ, WPGC, WTLC, WUSL, WHQT, WIIZ; Top 10 at KKBT, WVEE, KKDA, WOWI. Big spins at WBLS, WGCI, WPHI, WDAS, more. Mgmt: Eric Payton.

## 2 LINKIN PARK • WARNER BROS.

5 LW 11 2W 15 3W



**album:** HYBRID THEORY  
**track:** ONE STEP CLOSER

Sales continue to step up; huge at B'Buy, Tower, M'land. 360k+ shipped. Track is Top 5 phones everywhere; KROQ, WXRK, KITS, 99X, way more. Top 5 spins at KUPD; Top 10 at CIMX, KPNT. MTV Buzzworthy.com, The Box, MTV2. Touring Nov. w/P.O.D., Dec. w/Papa Roach. Mgmt: Rob McDermott/Andy Gould Mgmt.

## 6 SAMANTHA MUMBA • INTERSCOPE

6 LW 7 2W 9 3W

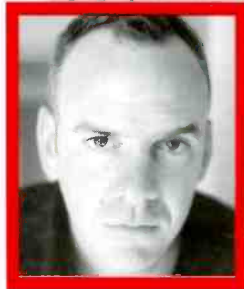


**album:** GOTTA TELL YOU  
**track:** GOTTA TELL YOU

Debut album building momentum at indies. Hot single giving a big push. #1 at T'World. Tell-ing on T40, with Top 5 spins at WFLY; Top 10 at KBIG, WBLI, WIOQ, WSTW, WDRQ, KZQZ, WKFS. Big at Radio Disney, KIIS, WKIE, KDND, more. Jump at MTV. Mgmt: Louis Walsh.

## 3 FATBOY SLIM • ASTRALWERKS/VIRGIN

3 LW 5 2W 7 3W



**album:** HALFWAY BETWEEN...  
**track:** YA MAMA

The real Slim streets at presstime, shipping 400k+. Track is in *Charlie's Angels* movie/stk./trailers. On at WHTG, WLIR, KNDD, WFNX, 91X, more. Just did "World's Largest In-store" simulcast. Clip delivered to MTV, VH1. "Bird of Prey" huge at The Box, MTV2, Much Music. Giant press story; *RS*. Spin. Mgmt: Gary Blackburn/Anglo.

## 7 LIFEHOUSE • DREAMWORKS

9 LW 14 2W 16 3W



**album:** NO NAME FACE  
**track:** HANGING BY A MOMENT

Getting a Life, as a ton of adds follow solid first week in the streets for LP: KNPX, WXTB, KLB, more. Already Top 5 at WXD, KXK; Top 10 at WEND, 99X, KDGE. Facing the music at WXRK, Q101, KITS. W'House, B'Buy rockin' the House. New video coming. Mgmt: Jude Cole/Watertown.

## 4 DAVID GRAY • ATO/RCA

4 LW 4 2W 4 3W



**album:** WHITE LADDER  
**track:** BABYLON

Multi-format love keeps climbing. #1 at KLLC! Top 5 at KXST, KFOG, WTMX; Top 10 at WXRK, KHMX. Gray-zing at WLIR, KYSR, WPLI, WSTR, WWMX. Added at KIMN. Great research at Hot/Mod. Adult. 420k+ shipped. Jumps at W'House, B'Buy, M'land. MTV, VH1. *SNL* 11/18, *Letterman* 11/24. Mgmt: Rob Holden Mgmt.

## 8 SOULDECISION • MCA

7 LW 9 2W 11 3W



**album:** NO ONE DOES IT BETTER  
**track:** FADED

Hot trio touring with NSYNC turning on T40. Top 5 spins at KMXV, WDRQ; Top 10 at KBIG, WFLY. Big spins at KDND, WBLI, WIOQ, more. 12 MTV spins! Sales solid with M'land leading. Slated for Orange Bowl halftime show. Mgmt: Garry Francis. Arthur Spivak + Stu Sobol.

# VIBE-RATERS

OUR PICKS TO BREAK • CHOSEN BY THE HITS EDITORIAL BOARD

## 9 DREAM • BAD BOY/ARISTA

DEBUT



**album:** IT WAS ALL A DREAM  
**track:** HE LOVES YOU NOT

NSYNC tour and huge single a Dream come true for L.A.-based quartet. Top 5 at T'World, M'land; Top 10 at W'house. Huge phones; Top 5 at Y100, Top 10 at KIIS. Dreamy spins. Top 5 at KHHS, KHKS; Top 10 at WFLZ. #1 Box Breaker! MTV. LP streets 1/23/01. Mgmt: Kenny Burns/2620 Mgmt.

## 13 NELLY FURTADO • DREAMWORKS

DEBUT



**album:** WHOA NELLY  
**track:** I'M LIKE A BIRD

First track from Canadian songwriter's debut LP is galloping at radio. Top 5 at CIMX; Top 10 at KLLC, KZZO. Flying spins at WBLI, WXKS, WPLT, WXPT. Adds at KPLZ, KMXP, KKP. MTV2, The Box. Radio dates ongoing. Sales starting to fly. A+ EW review. *Letterman* 12/13. Mgmt: Chris Smith Mgmt.

## 10 DEBELAH MORGAN • ATLANTIC/ATL G

13 2w 13 3w



**album:** DANCE WITH ME  
**track:** DANCE WITH ME

LP solid; single hot, too. #2 at T'World, #6 at Anderson. T40 headed to the big Dance, with #1 spins at KRBE. Top 5 at WBLI, WFLZ; Top 10 at KQMQ, WSTW. Spinning big at Radio Disney, KIIS, WKIE, WIOQ, KDND, more. MTV, VH1. *BET Live*, *Titans*. Mgmt: Scott McCracke/DAS Communications.

## 14 COLD • FLIP/GEFFEN

15 1w 16 2w 14 3w



**album:** 13 WAYS TO BLEED  
**track:** JUST GOT WICKED

Feeling the heat at PoMo for panel-closing Active track. Top 10 at WLUM, KHTQ, more. *Chillin'* at WAAF, KUPD, KXXR, WRIF, KNDD, WYSP, more. MTV, MTV2. Sales heating up at Best Buy. Touring now w/3 Doors Down through 11/20, Orgy 11/22-24, w/M. Manson 11/25-12/16. Mgmt: Rob McDermott/Andy Gould Mgmt.

## 11 BEENIE MAN • VIRGIN

12 1w 12 2w 12 3w



**album:** ART & LIFE  
**track:** GIRLS DEM SUGAR

Xover radio on a Sugar high. Top 5 spins at KCAQ, WPYO; Top 10 at WJMN, WEDR, WLLD, WOWI, WPHI, WPGC, WERQ, more. Plus, big spins at KKB, KMEL, WIIZ, KYLD, more. *BET*. Touring. Headlining tour. Dallas, New Orleans next week. Mgmt: Clyde McKenzie, Patrick Roberts/Shocking Vibe Productions Inc.

## 15 CRAZY TOWN • COLUMBIA/CRG

DEBUT 16 1w



**album:** THE GIFT OF GAME  
**track:** BUTTERFLY

Crazy radio story getting band to sting like a bee. Top 5 at WKQX; Top 10 at KROQ, WEND. Flying high at WXRK, WXDX, WBCN, KNDD. Added at 99X. Sales strong at indies, picking up altitude at chains. Video in pre-production. 11/13-19 w/Orgy, then club tour. Mgmt: Q Prime.

## 12 VITAMIN C • ELEKTRA/EEG

14 2w 15 3w



**album:** MORE  
**track:** THE ITCH

Buzz building and Itch spreading. Rash fans awaiting *More* when LP streets 1/30. T40 taking Vitamins. Added at WNVZ. Spinning big at WBLI, WIOQ, WBTS, KQMQ, WSTW, WHYI, WKRQ, more. Video premiering on *TRL* 11/15. Shows in Philly, Miami, New York upcoming. *Regis*, *Teen People*. Mgmt: Ron Baldwin/Cabal Mgmt.

## 16 AT THE DRIVE-IN • GRAND ROYAL/VIRGIN

DEBUT



**album:** RELATIONSHIP OF COMMAND  
**track:** ONE ARMED SCISSOR

MTV Buzzworthy.com add slices things wide open for phenomenal live band's major label debut. Huge sales jumps at Tower, M'land, B'Buy, W'house. MTV2, The Box. Top 10 phones at KITS. Armed and ready at PoMo and Active: KROQ, WXRK, Q101, KNDD, WAAF. *Letterman* 12/15. Sold-out tour ongoing. Mgmt: Blaze James/Black Sheep.

top 50

ALBUMS

2W	LW	TW	ARTIST	TITLE COMMENT	LABEL	POWER INDEX	PERCENT CHANGE
DEBUT	1	<b>1</b>	OUTKAST	STANKONIA <i>Two tracks hot</i>	LaFace/Arista 26072	530.2	—
DEBUT	2	<b>2</b>	JAY-Z	DYNASTY: ROC LA FAMILIA <i>"I Just Want To..." hot</i>	Roc-A-Fella/IDJ 548203	517.8	—
DEBUT	3	<b>3</b>	U2	ALL THAT YOU CAN'T... <i>"Beautiful Day" leading the action</i>	Interscope 524653	435.2	—
1	1	<b>4</b>	LIMP BIZKIT	CHOCOLATE STARFISH... <i>"Rollin'" &amp; "Generation" &amp; touring</i>	Flip/Interscope 490759	286.0	-29%
DEBUT	5	<b>5</b>	GODSMACK	AWAKE <i>"Awake" the lead track</i>	Republic/Universal 150688	285.1	—
3	3	<b>6</b>	NELLY	COUNTRY GRAMMAR <i>"E.I." hot now</i>	Fo' Reel/Universal 157743	137.1	+8%
—	2	<b>7</b>	LENNY KRAVITZ	GREATEST HITS <i>"Again" hot radio track</i>	Virgin 50136	129.1	-23%
5	4	<b>8</b>	BAHA MEN	WHO LET THE DOGS OUT <i>Shipped over a million &amp; a half</i>	S-Curve/Artemis 751052	114.0	-4%
6	5	<b>9</b>	CREED	HUMAN CLAY <i>"With Arms..." really big and tour</i>	Wind-Up 13053	108.8	+4%
—	13	<b>10</b>	CHARLIE'S ANGELS	SOUNDTRACK <i>#1 movie, "Destiny's Child" song</i>	Columbia/CRG 61064	105.8	+70%
2	6	<b>11</b>	JA RULE	RULE 3:36 <i>"Between Me And You" all over radio</i>	Murder Inc./IDJ 542934	85.9	-18%
4	7	<b>12</b>	LUDACRIS	BACK FOR THE FIRST TIME <i>"What's Your Fantasy" leading</i>	Def Jam South/IDJ 548138	85.8	-5%
8	8	<b>13</b>	3 DOORS DOWN	BETTER LIFE <i>Touring &amp; "Loser" the track now</i>	Republic/Universal 153920	79.2	+1%
12	10	<b>14</b>	BRITNEY SPEARS	OOPS!...I DID IT AGAIN <i>"Stronger" all over MTV</i>	Jive 41704	73.3	+10%
13	12	<b>15</b>	NSYNC	NO STRINGS ATTACHED <i>"This I Promise You" now</i>	Jive 41702	66.4	+5%
DEBUT	16	<b>16</b>	INSANE CLOWN POSSE	BIZAAR <i>"Tilt A Whirl" the track here</i>	Island/IDJ 548175	65.3	—
7	9	<b>17</b>	MYSTIKAL	LET'S GET READY <i>"Shake Ya Ass" hot</i>	Jive 43696	63.3	-9%
DEBUT	18	<b>18</b>	INSANE CLOWN POSSE	BIZZAR <i>"Let's Go All The Way" here</i>	Island/IDJ 548174	62.9	—
11	14	<b>19</b>	EMINEM	MARSHALL MATHERS LP <i>"Stan" at radio now, A Mgt tour</i>	After/Interscope 490629	60.7	-2%
9	11	<b>20</b>	MADONNA	MUSIC <i>Did David Letterman &amp; private show</i>	Warner Bros. 47598	60.2	-8%
DEBUT	21	<b>21</b>	SNOOP DOGG	DEAD MAN WALKIN' <i>Never before released material</i>	D3 Entertainment	60.2	—
10	15	<b>22</b>	98°	REVELATION <i>"My Everything" up now &amp; tour</i>	Universal 159354	54.8	-11%
—	16	<b>23</b>	LINKIN PARK	HYBRID THEORY <i>"One Step Closer" and touring</i>	Warner Bros. 47755	53.1	+8%
DEBUT	24	<b>24</b>	TWIZTID	FREEK SHOW <i>Hangs &amp; tours with ICP</i>	Island/IDJ 548179	48.2	—
19	29	<b>25</b>	DIDO	NO ANGEL <i>"Here With Me" &amp; "Thank You"</i>	Arista 19025	48.1	+41%



# THE RETURN OF THE ROCK TOUR

PRESENTS:

## STONE TEMPLE PILOTS GODSMACK DISTURBED

### SPECIAL THANKS

Atlantic Records, Delsener-Slater, Paul Geary Management, Giant Records, KMA Management, Q Prime Management, Reprise Records, Skouras Design, Universal Records, William Morris Agency

## MTV'S KICKIN' YOUR ASS ONE CITY AT A TIME

FRIDAY, 10/20	PITTSBURGH, PA	MELLON ARENA	THURSDAY, 11/2	DENVER, CO	MAGNESS ARENA
SATURDAY, 10/21	DAYTON, OH	HARA ARENA	FRIDAY, 11/3	SALT LAKE CITY, UT	E-CENTER
SUNDAY, 10/22	TOLEDO, OH	SPORTS ARENA	SATURDAY, 11/4	LAS VEGAS, NV	THE JOINT
TUESDAY, 10/24	NEW YORK CITY	ROSELAND	MONDAY, 11/6	SAN JOSE, CA	SAN JOSE EVENTS CENTER
WEDNESDAY, 10/25	FAIRFAX, VA	PATRIOTS CENTER	TUESDAY, 11/7	BAKERSFIELD, CA	CENTENNIAL GARDEN
THURSDAY, 10/26	CHARLOTTE, NC	INDEPENDENCE ARENA	THURSDAY, 11/9	LOS ANGELES, CA	UNIVERSAL AMPHITHEATER
SUNDAY, 10/29	HOUSTON, TX	THE WOODLANDS	FRIDAY, 11/10	PHOENIX, AZ	VETERANS MEMORIAL COLISEUM
TUESDAY, 10/31	SAN ANTONIO, TX	FREEMAN COLISEUM			

# top 50 ALBUMS

2W	LW	TW	ARTIST	TITLE COMMENT	LABEL	POWER INDEX	PERCENT CHANGE
26	19	<b>26</b>	MATCHBOX TWENTY	<b>MAD SEASON</b> "If You're Gone" breaking and tour	Lava/Atl/Atl G 83339	45.3	+14%
50	18	<b>27</b>	SHAGGY	<b>HOTSHOT</b> "It Wasn't Me" exploding	MCA 112096	42.9	+5%
17	17	<b>28</b>	PAPA ROACH	<b>INFEST</b> "Broken.." + Anger Management tour	DreamWorks 450223	41.1	-6%
24	20	<b>29</b>	FAITH HILL	<b>BREATHE</b> "The Way You Love Me" & tour	Warner Bros. 47373	39.4	+1%
15	22	<b>30</b>	GREEN DAY	<b>WARNING</b> "Minority" hot at Top 40	Reprise 47613	38.9	+4%
<b>DEBUT</b>	<b>31</b>	<b>PJ HARVEY</b>	<b>STORIES FROM THE CITY...</b> Big fan base	Island/IDJ 548144	38.6	—	
27	32	<b>32</b>	LIL' BOW WOW	<b>BEWARE OF DOG</b> "That's My Name" the new cut	So So Def/Col/CRG 69981	38.3	+16%
16	27	<b>33</b>	RADIOHEAD	<b>KID A</b> Continued press and tour	Capitol 27753	38.1	+10%
34	30	<b>34</b>	DESTINY'S CHILD	<b>WRITING'S ON THE WALL</b> "Jumpin' Jumpin'" still selling the LP	Columbia/CRG 69870	37.1	+9%
22	34	<b>35</b>	BARENAKED LADIES	<b>MAROON</b> "Pinch Me," on tour	Reprise 47814	35.2	+7%
25	21	<b>36</b>	WYCLEF JEAN	<b>ECLEFTIC: 2 SIDES II A BOOK</b> "911" features MJ Blige	Columbia/CRG 62180	35.1	-6%
37	36	<b>37</b>	BON JOVI	<b>CRUSH</b> "Thank You..." breaking at Top 40	Island/IDJ 542474	34.4	+6%
29	35	<b>38</b>	AARON CARTER	<b>AARON'S PARTY...</b> "Aaron's Party..." on Radio Disney	Jive 41708	34.2	+5%
41	41	<b>39</b>	NOW VOL. 4	<b>VARIOUS</b> Compilation of this year's hits	UTV/Universal 524772	34.2	+10%
—	44	<b>40</b>	UNIVERSAL SMASH HITS	<b>VARIOUS</b> Nelly, B II Men, Godsmack, & more	UTV/Universal 158299	33.0	+14%
45	26	<b>41</b>	DIXIE CHICKS	<b>FLY</b> Touring now	Monument 69678	32.6	-7%
—	25	<b>42</b>	CELINE DION	<b>COLLECTOR'S SERIES...</b> Hits package	Epic 85148	32.5	-7%
28	43	<b>43</b>	PINK	<b>CAN'T TAKE ME HOME</b> "Most Girls" the cut, Platinum-plus LP	LaFace/Arista 26062	31.7	+4%
36	28	<b>44</b>	FUEL	<b>SOMETHING LIKE HUMAN</b> "Hemorrhage" Buzzworthy.com, & touring	Epic 69436	31.2	-9%
33	37	<b>45</b>	KENNY CHESNEY	<b>GREATEST HITS</b> Hits package	BNA 67976	30.9	-3%
23	31	<b>46</b>	DISTURBED	<b>SICKNESS</b> MTV Return of the Rock tour, WWF exposure	Giant 247382	30.6	-8%
<b>DEBUT</b>	<b>47</b>	<b>BILLY GILMAN</b>	<b>ONE VOICE</b> Title cut crossing to Top 40	Epic 62086	30.5	—	
31	23	<b>48</b>	SCARFACE	<b>LAST OF A DYING BREED</b> "It Ain't" the cut	Rap-A-Lot/Virgin 49855	29.3	-18%
49	46	<b>49</b>	JILL SCOTT	<b>WHO IS JILL SCOTT</b> "Gettin' In the Way" Buzzworthy.com, tour	Hidden Beach/Epic 62137	29.2	+8%
39	48	<b>50</b>	CHRISTINA AGUILERA	<b>CHRISTINA AGUILERA</b> MTV Diary and tour w/ D Child	RCA 69690	29.2	+12%



# FUEL

## "Hemorrhage (In My Hands)"

The first single from their new album *Something Like Human*  
the follow-up to their platinum debut album *Sunburn*



**Early Believers:**  
**KBKS / SEATTLE**  
**G105 / RALEIGH**  
**B94 / PITTSBURGH**  
**WABB / MOBILE**  
**WKRZ / WILKES-BARRE**

**Album  
 Certified  
 Gold**

**Impacting Top 40 11/14!**

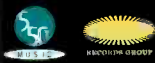
**#1 Modern Rock Monitor for  
 3 weeks and counting!**



Produced and Mixed by Ber Grosse  
 Co-Produced by Carl Bell

Management: Gregory Epler & David Sestak, Media Five Entertainment

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**Most Added AGAIN! Over 75 Stations in 2 Weeks... WXKS, WWZZ, WRVQ, KSLZ, KRBE, WKSL, WKTU...  
NEW BREAKING PHONE STORIES: Z100/New York #8 Phones! WXSS/Milwaukee #2 Phones! KQAR/Little Rock #1 Phones!  
WXXL/Orlando Top 10 Phones! WFLY/Albany Top 10 Phones! Y100/Miami Top 10 Phones...**

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records

# HITS: Something Even George Dubya Can Comprehend.

## HITS FRONT PAGE

PJ HARVEY:  
SEX AND  
"THE CITY"



NOVEMBER 10, 2000

VOLUME 15

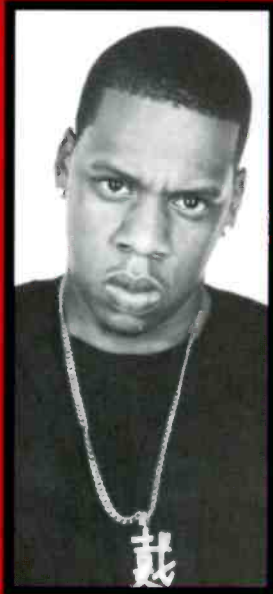
ISSUE 719

\$6.00

Outkast And Jay-Z Take It Down To The Wire As U2 Proves It Hasn't Reached Its Nadir...

# VOTES OUTKASTED!!!

# JAY-Z



PIMP UP THE VOLUME



**ACTION**

There are no adds this week at Radio Disney. The **Top Five Most Requested** are: #1 **Britney Spears** "Lucky" (Jive), #2 **Baha Men** (S-Curve/Artemis), #3 **Backstreet Boys** "Shape" (Jive), #4 **Britney Spears** "Oops" (Jive) and #5 **NSYNC** "Bye" (Jive).

It was sooooo close. The bumbling, mentally challenged Texas Governor, whose candidacy was funded by soft money from corporate special interests, versus the opportunistic, deceitful lifelong Washington bureaucrat, whose candidacy was funded by soft money from corporate special interests.

And the winner was... **LaFace/Arista's Outkast** in a squeaker over **Roc-A-Fella/IDJ's Jay-Z**, with **Inter-**



U2

scope's **U2** providing a formidable third party at #3. Indeed, despite the two nauseating slugs vying to become the most important corporate whore in the world, it really was quite a week.

"Sales this week were explosive due to the anticipation of two of rap's biggest stars releasing albums on the same day," said **Wherehouse Music's Violet Brown**. "First-day sales were very immediate on Outkast due to their video and radio play on 'Miss Jackson.' Jay-Z appears to be building to his biggest album to date."

And then there's **Mike Fuller** of **Hastings**, who took a minute from his sexual fantasies about **Hadassah Lieberman** to reflect on the strength of the **U2** album. "Them sell lots," said Fuller, stroking his **Dick Cheney** doll.

And while the top three bows were enough to confuse **George W.** by virtue of there being more than two, they were followed by some other debuts that Junior would find reason to drink to. Check out **Republic/Universal's Godsmack** at #5, **Island/IDJ's Insane Clown**

Godsmack



Posse at #16 ("Bizaar"), **Island/IDJ's Insane Clown Posse** at #18 ("Bizar")—note the cleverly subtle distinction), **D3's Snoop Dogg** at #21, **Island/IDJ's Twiztid** at #24 and **Island/IDJ's** (notice a trend here?) **PJ Harvey** at #31.

"Daddy always told me I shouldn't cater to the music industry," said **George Dubya**.

"Daddy always told me I shouldn't cater to the music industry," said **Al Gore**.



Pic Of The Week



# Slippery When Wet

HITS' poofy-haired junior stalker **Bobbie Hach** was no longer livin' on a prayer when she met noted thespian and *People* mag's "Sexiest Rock Star," **Jon Bon Jovi**. "Lay your hands on me," Hach begged, backing him against the wall like **Shaq** boxing out for a rebound. She then insisted that he feel her heart—with both hands. Bon Jovi's lawyers later felt Hach up with a restraining order.

## TOP SELLING SINGLES

The Top 10 Best-Selling singles this week are #1 **Christina Aguilera** (RCA), #2 **Deborah Morgan** (Atl/Atl G), #3 **Samantha Mumba** (Interscope), #4 **Madonna** (WB), #5 **Faith Hill** (WB), #6 **Aaron Carter** (Jive), #7 **Billy Gilman** (Epic), #8 **Dream** (Bad Boy/Ari), #9 **Leann Rimes** (Curb) and #10 **98°** (Univ/UMG).

## WILD CARD

### U2 INTERSCOPE

Sensational set-up has led to multi-format success & an enormous first-week sales picture. Credit PoMo radio for rediscovering one of their former core acts & blowing it wide-open, leading to big wins at Hot & Modern Adult, MTV, VH1 & now the big close at Top 40. Brenda Romano & the entire Interscope team deserve major credit for the great opening, so don't wait too long now that it is time for the big close! This one's going, going gone!

# ERG Gets A Clean Shave

Forget Grant Hill, Christian Laettner and coach Mike Krzyzanski.

The Duke Blue Devils' most illustrious alumna may well be **Hilary Shae** "And A Haircut, Two Bits," who was named Executive Vice President Promotion for the recently merged promo departments of **Epic Records Group** by ERG President Polly Anthony "And Cleopatra."

The New York-based executive will be responsible for the development and implementation of promotion strategies on behalf of all Epic Records Group artists and projects, overseeing the office's annual NCAA basketball pool and running the local chapter of the **Danny Ferry Fan Club**.

Shae has served as Sr. VP Promotion for **550 Music** since 1997, joining the label at its inception in '93 as VP Pop & Video Promotion. She began her music industry career in '87 as a college rep

for CBS Records in charge of supplying kegs for fraternity parties. She joined **SBK Records** in '89, serving in a variety of roles, including National Manager AC/Video, National Director Top 40/Video, Northeast Promotion Manager and **Daniel Glass'** Marathon trainer. Shae was named Sr. Director Alternative & Video Promotion for **EMI Records Group** in '91. She holds a Bachelor of Arts degree in English and Jock Worship from Duke.

Commenting on the appointment, Anthony said: "Hilary has been a crucial member of the Epic team for the last seven years. I have watched her grow from a great promotion person into a

great executive. Her impeccable leadership skills, combined with her keen sense of strategy and musical instinct, will allow her to guide and direct this new team to great heights. I am thrilled to announce my support of Hilary as the next Senator from this great state of New York."



**Hilary Shae**: Ready to put up her promotion Dukes.



## Viacom Wins BET

Viacom made it official last Friday (11/3): The owner of the MTV Networks is buying **BET Holdings**, the nation's largest African American-owned media company, for about \$2.5 billion in stock, plus debt.

As part of the pact, Viacom will assume about \$500 million in BET debt, bringing the deal's total value to \$3 billion.

BET Chairman and co-founder **Robert Johnson** and BET President and COO **Debra Lee** will retain their positions in the network. They'll report to Viacom President/COO **Mel Karmazin**. BET will remain based in Washington, DC.

"This accretive transaction is a major step forward in our strategy to expand in the fastest-growing media industry segments and will immediately benefit shareholders, as well as broaden our already formidable presence as the largest national and local platform for advertisers," said Karmazin, who made his name in radio advertising, as opposed to, say, stand-up comedy.

The purchase ends the 20-year control over the privately held cable company by Johnson, who will convert his 63% stake into Viacom stock.

BET has struggled as a niche player, ranking 27th among cable channels in the ratings. But cable networks are cash cows and BET is uniquely valuable as one of the few remaining independent cable channels with a wide reach.

With BET, Viacom catapults over **Time Warner** to become the nation's leading owner of advertising-supported cable channels. Viacom's cable empire, worth an estimated \$30 billion, includes **MTV**, **VH1**, **Nickelodeon**, **Noggin**, **TV Land**, **Country Music Television** and the **National Network**.

BET Holdings includes **Black Entertainment Television**, **The Cable Jazz Channel**, **BET International**, **BET Books** and **BET.com**.

Karmazin promised to bring his company's advertising and distribution strengths to bear on BET, whose flagship channel reaches 62.4 million of the nation's total 76 million pay-TV households.

In a conference call with analysts last Friday, Karmazin said advertisers pay at least 50% less to reach African American audiences than for comparable white audiences. "Advertisers are absolutely discriminating," he said, adding that establishing parity was a major opportunity.



**Robert Johnson:** *The one with the green, not the blues.*

He pointed out that, while African Americans account for 13% of the nation's population, only 1% of the targeted advertising is aimed at the demographic.

Karmazin said that under the new five-year employment contracts, management control over BET would remain in the hands of Johnson and Lee (who owns 2% of the company). **Liberty Media** owns the remaining 35% of BET.

"We won't force any synergies, but we have these great products that we would make available to them," Karmazin said.

For instance, he noted, Viacom's 27 Urban and Smooth Jazz stations have large African American followings that could be useful to BET. He said BET could be part of the "Viacom Plus" pitch that sells advertisers time across the company's media outlets.

The deal, if approved by regulators, is expected to close early next year.

# HIT LIST

A Blatant Rip-off of a Good Magazine

WHAT WEASELS ARE WEASELING ABOUT THIS WEEK

- OUTKAST:** They love L.A.! Bombs over Chartland as LaFace/Arista hip-hop innovators blow out at retail.
- JAY-Z:** His Dash to the top of the charts provides yet another boost for Lyor's "Dyanasty."
- RUDI GASSNER:** That was a short retirement—Bertie vet gets blown out, then sucked back in.
- U2:** Another lovine hat trick as Interscope's rock icons find what their label's looking for—a smash.
- GODSMACK:** Universal rockers' sophomore album has retail fully "Awake," as Lipman brothers get heavy.
- THOMAS MIDDELHOFF:** Content is King—and he's Kaiser. But Napster deal has music peers fuming.
- STRAUSS ZELNICK:** Strauss no longer in the house. His new digital gambit—dialing up some old friends.
- ANDREAS SCHMIDT:** The Schmidt hits the Fanning as e-commerce CEO wires Napster deal.
- MICHAEL DORNEMANN:** File-sharing leads to desk-clearing. BMG Chairman an early casualty of Bertie's digital revolution.
- SHAWN FANNING:** Pet project brings about seismic industry changes. Buy that man a drink—if he's got a fake I.D.

## QUICK

### HITS



The adds this week at **MTV** are **Eminem** (Aftermath/Int), **Shaggy** (MCA), **Spice Girls** (Virgin), **ICP** (Island/IDJ), **Macy Gray** (CS/Epic), **A Perfect Circle** (Virgin), **At The Drive-In** (Grand Royal/Virgin), **Outkast** (LaFace/Arista) and **K-Ci & JoJo** (MCA). At The Drive-In is named **Buzzworthy.com**.



The adds this week at **VH1** are **Bon Jovi** (Island/IDJ), **Everclear** (Capitol), **Faith Hill** (WB), **Uncle Kracker** (Atl/Atl G), **Elton John** (Univ), **K-Ci & JoJo** (MCA) and **NSYNC** (Jive). **U2** (Int) is named the **Artist of the Month**.



# BERTELSMANN'S BLOCKBUSTER OF THE WEEK

**With Napster In Tow, Middelhoff Cleans House,  
Masses Forces For A Digital Future**

BY MARC POLLACK



What have Napster and an amped-up Internet directive really cost German media giant Bertelsmann?

Less than a week after announcing a controversial deal with the legally challenged file-swapper, Strauss Zelnick and Michael Dornemann, Bertelsmann's two highest-ranking music executives, announced they were exiting the company.

In a surprise move, after six years as BMG President/CEO, Zelnick resigned, effective Dec. 31, while Dornemann, executive board member in charge of BMG Entertainment, has decided to step down from the Bertelsmann executive board on the same date.

Simultaneously, Bertelsmann named former BMG International President/CEO Rudi Gassner, who has long-standing relationships with both Bertelsmann brass and the BMG label heads, to replace Zelnick, whose rift with Gassner resulted in the latter's departure in January.

"My first actions at BMG are going to be simple," Gassner told HITS from Germany on Tuesday (11/7). "We will, on every level in the company around the world, look at our music activities and see where we are at, how we can improve and what additional help the labels need to be more profitable as we continue to build our marketshare."

At 57, Gassner is just three years away from the mandatory retirement age for Bertelsmann board members. With the five-year deal that Gassner just signed, however, he could continue to oversee BMG operations well beyond age 60.

While news of Zelnick and Dornemann's exit shocked the industry last Sunday (11/5), the impact of the high-level executive shuffle will likely be felt for months.

Indeed, several recent Zelnick-initiated moves have yet to fully run their course.

How will recently appointed Arista head, Antonio "L.A." Reid, named to the post by Zelnick, react to his boss' abrupt departure?

What about Clive Davis—who had heated arguments with Zelnick—and his J Records, which signed a large joint venture deal with BMG? Will Clive Calder's Jive Records be more likely re-up at BMG without Zelnick in-house? How big a role did the loss of RCA's top-selling act, NSYNC, play in Zelnick's resignation? The reshuffling will have no effect, however, or the long-expected promotions of RCA chiefs Bob Jamieson and Jack Rovner?

These are just a few of the questions being asked following Zelnick's sudden departure. Many, however, believe that Zelnick's bottom-line directives played a role in these and other deals, causing animosity. Widely publicized battles with the two Clives and the loss of NSYNC surely did not help the Zelnick-Dornemann team in the eyes of bosses at parent Bertelsmann.

While at BMG International, Gassner solidified strong ties with Davis, Calder, Reid and Jamieson, whom he hired to be President of BMG Canada. Prior to joining BMG, Gassner spent 18 years in the PolyGram organization.

Questioners are also questioning whether Bertelsmann's own music and Internet moves, orchestrated by Chairman Thomas Middelhoff—notably, its controversial deal with Napster, its starting of its own music Internet division separate from BMG and its purchase of CDNow—prove financially sound?

Middelhoff's aggressive pact with Napster last week underscored his impatience with the company's standing in the global music marketplace, especially following news of the AOL-TW and Seagram-Vivendi mergers.

Despite BMG's great runs in the U.S. and international marketplaces of late, a power struggle at the highest level at the German media giant has been going on for some time now.

While rumors of Dornemann and Zelnick leaving the fold have been circulating on and off for months, they intensified after the Napster deal. Middelhoff's online guru, Andreas Schmidt, head of the relatively new Bertelsmann e-Commerce Group, is largely credited with sealing the Napster pact.



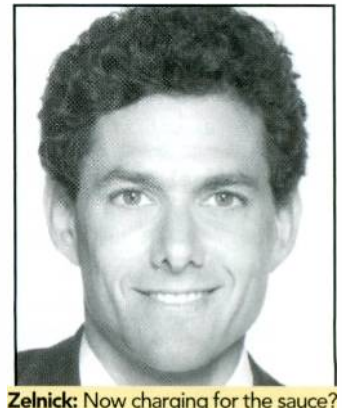
Middelhoff: Man mit a plan.



Gassner: The old out and in.



Dornemann: A hard day's nacht.



Zelnick: Now charging for the sauce?



Both Dornemann and Zelnick were said to be unhappy with the company's move to restructure their positions and diminish BMG's role in the television and Internet areas.

Middelhoff has called for the company to be reorganized into three divisions: content, media services and direct-to-customer businesses. As a result of the reorganization, responsibility for the music clubs and online music distribution will be placed under the control of Schmidt; they were formerly part of the music division.

These changes, as well as the executive shuffling, offer insight into how Middelhoff, who rose to power in 1998, is trying to put his stamp on the company and shift all of its businesses onto the digital space. With these moves, Middelhoff is effectively putting all e-commerce duties in the hands of his computer-savvy executives, while forcing BMG execs to focus on making music and artist relations, sources said.

While both Dornemann and Zelnick stated last week that they backed the Napster deal, sources said the surprising pact faced some initial opposition from Zelnick. Dornemann and Zelnick apparently had very little input in the CDNow purchase and Napster deal, both of which clearly fall under their domain as music heads of the company, sources said.

"By [resigning], I will facilitate the restructuring of Bertelsmann's TV, music and new-media divisions and allow for a swift transition," Dornemann said in a letter to employees. "I will also assist with the transition to ensure management continuity. Subsequent to my departure, I will maintain a relationship with Bertelsmann in various functions."

Sources said Dornemann told the board he was planning to resign in June when his contract expired. Bertelsmann then offered Zelnick the additional role as Chairman, while at the same time stripping some of his functions as CEO, including overseeing Internet operations, according to the same sources.

The power struggle at the German giant is nothing new and can be traced back to the recent departure of Bertelsmann top dog Mark Woessner, who stepped down as Chairman of the company's supervisory board in September. Woessner had long been viewed as Dornemann's mentor and protector. When Woessner left, sources speculated that his departure foreshadowed a larger shakeup (HITS, 7/7). How right they were.

Middelhoff and Dornemann vied for the Bertelsmann chairmanship when Woessner stepped down in 1998, with Middelhoff emerging victorious. Insiders said that Middelhoff then helped engineer Woessner's resignation from the supervisory board.

Zelnick, when faced with the corporate restructuring, which would have significantly reduced his responsibilities, contended that his contract had been breached and decided to leave the company. Sources said he has about three years left on his contract and is walking away with a sizable severance package that could run as high as \$50 million.

While widely acknowledged for turning BMG's operations around, Zelnick has also been criticized in the past for not being a "true" music man. The other label group heads—Doug Morris, Roger Ames, Ken Berry and Thomas Mottola—have been entrenched in the music wars for years. By contrast, before joining BMG Entertainment, Zelnick was President/CEO of Crystal Dynamics, a producer and distributor of interactive entertainment software. Prior to that, he worked for four years as President/COO of 20th Century Fox. Now he's headed to ON2.com, a "broadband service provider."

Gassner, who was named Chairman and CEO of BMG, has been in the music industry for more than two decades. The executive is no stranger to Bertelsmann politics. He was caught in the power struggle

that cost him his job 10 months ago, with the victorious Zelnick taking over worldwide operations from him.

Under Zelnick's leadership, BMG enjoyed record revenues and profits while operating with the lowest overhead in the industry. BMG's current album share has grown from less than 13% in 1994 to almost 20% year to date. In addition, the company's overall album share has grown from less than 12% to more than 16%, while its singles share has grown from 19% to 22% percent.

Dornemann will remain in his role of Chairman, BMG Entertainment, until the end of the fiscal year (June 30, 2001), when his contract expires, to assist with the transition and to ensure management continuity.

Zelnick joined BMG in January 1995 as President/CEO of the company's North American business unit and was named President/CEO of BMG Entertainment in July 1998.

In addition to overseeing the company's commercial success, Zelnick has been instrumental in establishing BMG as an industry leader in the digital space, including the 1999 formation of the online commerce and content joint venture GetMusic with Universal Music Group.

Dornemann has been with Bertelsmann for 18 years, including 16 years as an active member of the executive board. He and Woessner, then Chairman of Bertelsmann AG, together orchestrated the acquisition of book publisher Doubleday and RCA.

The resignation of Zelnick and Dornemann comes amid reports that Middelhoff is looking to merge the BMG music unit with EMI.

Herr Middelhoff seems to be getting his way lately. Could he succeed where Warner Music Group failed?

**"We will look at our music activities and see how we can improve and what additional help the labels need to be more profitable as we continue to build our marketshare." — Rudi Gassner**





# Johnson's Magic Scores At Arista

Michael "Sir Elton" Johnson has been promoted to Senior Vice President R&B Promotion at Arista Records by Executive VP Lionel Ridenour "Daily Bread."

In his new position, Johnson will oversee the direction of the Urban promotion staff, the execution of the department's programs at all levels and re-recording the vocals on the Milli Vanilli album. The N.Y.-based exec will be responsible for developing and implementing promotional strategies at street, radio and at retail on behalf of all Arista and joint venture label artists. He will also run the anchor leg in the men's 4x400. Oh, he's not that Michael Johnson?

Said Ridenour, to whom he'll report: "Michael is a veteran promotion executive whose accomplishments at Arista over the past 12 months have contributed greatly to our success. This is a well-deserved promotion. We look forward to Michael's continued leadership and innovative ideas, which are a vital part of our team. At least that's what my Ouija board tells me."

Johnson has served as VP R&B Promotion at the label since October 1999, following a four-year stint in the same position at RCA Records, and, three years prior to that,

at Mercury Records. He began his career on the retail side before transitioning into wholesale distribution at L.A.'s City One-Stop. In 1979, he took his first job in promotion as Warner Bros. Regional R&B Promotion Director. He is also the first man ever to successfully defend a 400-meter title in the Olympics.

Added Johnson: "I am ecstatic to be working under the guidance and direction of Lionel Ridenour. With the caliber of artistry, music and human resources available here at Arista, I am determined to contribute all of my efforts to the team as we re-write musical history well into the millennium. Whaddaya mean the new century doesn't really start until January?"



Michael Johnson: Lionel trains him to go the distance.



## ACTION

The adds this week at BET are **Eminem** (Aftermath/Int), **Outkast** (LaFace/Arista), **K-Ci & JoJo** (MCA), **Cash Money Millionaires** (Cash Money/Universal), **Cuban Link** (Terror Squad/Atl/Atl G) and **Lil Zane** (Worldwide/Priority).

# Nancy With The Laughing Eyes

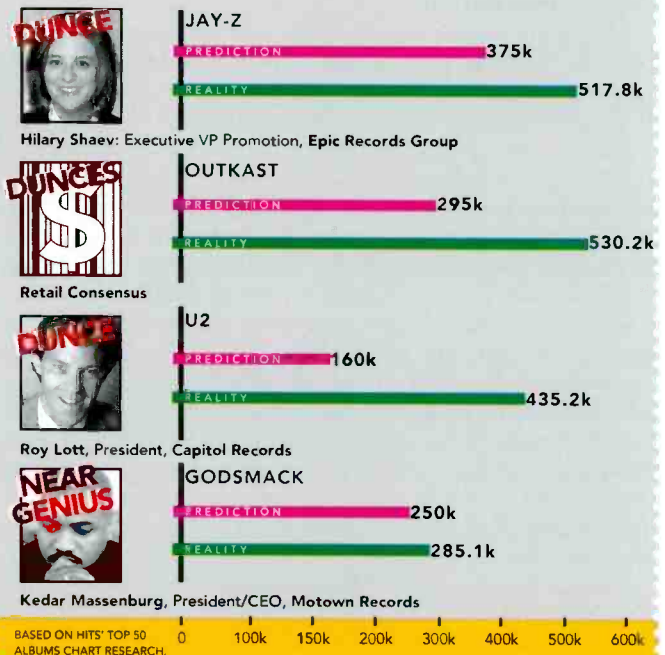


"We're mean, we're angry, we're shocking," said rock's newest messiahs **Amen**, who released their first record on *I Am/Virgin* on Halloween. "How dare you fly us business-class to Detroit?!? Hey, this Perrier isn't bubbly enough!" And with those words, the real cool angry guys prepared to play a cocktail mixer at the EMI warehouse in Toledo. Jammed into the tour bus with the band members and manager **John Reese** (l) is smiling *Virgin* queen **Nancy Berry**, who's in her element, although she's chaperoned by (from l-r) label bigwigs **Tony Berg** and **Ashley Newton**, producer/*I Am* Prez **Ross Robinson**, tour mgr. **Bill Fold** and *Virgin's* **Ray Gmeiner**.

## A NO-WIN SITUATION

A ROUNDUP OF FIRST-WEEK SALES PREDICTIONS (AS PRINTED IN ISSUE #699)

When will our esteemed guesstimators get with the program and start guessing on the high side? Once again, as has happened throughout our weekly 4Q contests, the label geniuses we queried fell far short—sometimes hundreds of thousands short—of the final totals on all of the debuts in question. Not only that, but the generally more accurate retail panel demonstrated this week that four heads are not necessarily better than one. C'mon, people—next time bend your knees, put some arch on your shots and stop throwing up airballs! Hilary, you, of all people, should know better. At least Kedar's showing decent form—keep it up, big guy.





#2 Debut On Soundscan  
162,171 Units Sold First Week

Top 40 Mainstream D40\*/863-1048 +185!  
Adult Top 40 AC 27\*+23\*/810-973 +163  
Modern AC 19\*-11\*/742-853 +111

New Believers This Week  
Include (at press time):

**KDWB**

WRHT  
WFBC  
WLAN  
WPST  
WBAM  
WVSR  
WAEZ  
WDDJ  
KMCK  
WVOR  
KMXP  
WMMX  
KSII  
WINK  
KSRZ  
WMT  
WFAT  
WKWK

Great  
Phones At:

KYSR  
KZZP  
KISS 108  
WCPT  
WJET  
WDAQ  
WGZO

Great  
Research At:

KZZP  
KFMB  
WPRO  
KQAR  
WXPT



The Story Continues To Grow - Believers Include:

KIIS/34x	WKCI/30x	WPUJ/27x	KBKS/14x	WHYI/30x
WXKS/20x	WXVY/17x	KYSR/33x	KFMB/38x	WFLZ/10x
WSTR/24x	WIOQ/15x	WTMX/27x	KXXM/44x	WMEG/10x
WKQI/10x	WSTW/30x	WZPL/19x	KQAR/40x	KRBE/16x
KHTS/25x	WNKS/35x	WFMF/25x	WXPT/34x	WABB/36x
KZZP/37x	WNOU/25x	KSLZ/10x	WBMX/21x	KLLC/17x
KRQP/10x	WKFS/10x	KFMS/22x	WWMX/20x	KHFI/10x
WPRO/50x	KUMX/17x	KZHT/27x	WKZL/19x	KMXB/44x

Radio Is Saying:

"Timeless lyrics and great musical production combine to create tremendous emotional impact. 'Again' could be the biggest hit of Lenny's career." — Dusty Hayes, PD/WXPT  
"Again is a great song from a core KRBE artist." — Jay Michaels, PD/KRBE  
"Again' is top 10 phones and callout... find how 'bout that ass!" — Karen Aite, APD/KZZP

# Lenny Kravitz Again

the new song from  
the new Greatest Hits album,  
in stores October 24.



Produced, written, arranged and performed by Lenny Kravitz  
Representation: Craig Fruin and Howard Kaufman/HK Management

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# NET NEWS

BY SIMON GLICKMAN



## Will Pure Peer-To-Peer Make Us Poor?

### THIS BYTES

It's obvious from the upper-tier reorganization at BMG that Bertelsmann's Napster move reflects more than just a trendy corporate embrace of P2P technology. Indeed, the breakout of Andreas Schmidt and BeCG demonstrate the first serious digital-era reorientation of a media conglomerate's approach to marketing music—and a willingness to look to (rather than just talk about) a post-CD world. Of course, bigger moves mean bigger challenges. Even those of Bertie's competitors not openly antagonistic toward the MP3-swapping craze are at best ambivalent about the possibility of supplanting today's high-margin, hard-goods business model with subscription swapperies, celestial jukeboxes and micropayments. If they decide to punish Bertelsmann for abandoning some unspoken code of record-biz unity and don't play, whither the copyright-friendly Napster? Will another dot-com, with a comparable architecture and better relationships, move on in? Other players, meanwhile, are rushing onto the field. Peer-to-peer companies are being bought out of debt and rolled out of mothballs, many of them retrofitted with novel (and dicey) security tech. Despite everything we've learned about the possibilities of the Net, apparently one fundamental point remains opaque to legions of would-be digital-music warriors: Just because you build it doesn't mean they'll come. Applications that let music fans get what they want when they want in the ways they want will *always* trump ones that give them what you want in ways that placate your business allies or litigious media lobbyists... How do artists feel about the big alliance? Manager Michael Hausman, who reps Aimee Mann and Michael Penn, among others, expresses what some might consider a healthy skepticism: "I am happy Napster has finally realized that they have to deal directly with the copyright holders of the content they have been exploiting," he notes. "However, I do not have much confidence that Napster or Bertelsmann will find the wisdom to fairly compensate the artists, who have created the content they exploit." The New Media gurus would do well to address the "same as the old boss" sentiment that's becoming pervasive among big-label artists... DEWEY CARE?: I suspect we might have a Republican President-elect by the time you read this, in which case the media-technology axis may be the last thing on your mind. But one wonders how the bal-

ance of power between copyright holders and digital distributors might change, especially given the fondness in some GOP circles for new technology and the frosty relations between that party and most of the entertainment biz... E-mail: [simonHITS@aol.com](mailto:simonHITS@aol.com)...

.....  
**Andreas Schmidt:**  
*Down with P2P.*



### DOT DOT DOT COM BROUGHT TO YOU BY HITS daily double

MP3.com launched a new service on 11/6 that allows music lovers to instantly link downloaded song collections to their wireless devices. The service is made possible through a partnership with FusionOne, which provides the technology to synchronize the audio files. A song downloaded to a PC also can thus automatically appear on the user's mobile phone, PDA and other hand-held gadgets. Financial details of the partnership were not available, but as part of the alliance, MP3.com will offer its visitors FusionOne's software for free... Online music company Tonos has closed a \$10 million Series B venture-capital funding round, led by Softbank Venture Capital. Also included in the Series B round are returning investors Sequoia Capital and Bob Daly, Chairman of the Los Angeles Dodgers, and new investors Bob Lessin, Chairman/CEO of Wit SoundView, and Bo Peabody, founder of Tripod. We got a sneak preview of the netco's soon-to-be-unleashed software application, and it's pretty sweet... MCY has licensed its digital encryption and distribution technologies, including its NETrax software, to Applied Digital Solutions. MCY will receive \$30 million in Applied Digital stock as part of the deal. Applied Digital will use the encryption and distribution systems in non-entertainment B2B applications, including medical and educational—and there's nothing entertaining about education... BOOK-MARKED: Reciprocal, CuteMX, nakednews.com...

### WEBMUGS



**Elephant Bucks**  
 Nitzer Ebb alumnus Bon Harris (l) ponders four possible years of Dubya with Soundbreak.com's Janda Baldwin. "Hey, at least we'll be able to bring our guns to church now," Harris mused. "True," replied Baldwin. "And an increasingly illiterate public will be more likely to buy anything we want to sell them. Let's party!" Later, some kid got the chair for illegal downloading.



**Backward Masking**  
 Netizen Andy Baio's Halloween costume was intended as a wry commentary on the relationship between free music and free candy—but much to his surprise, he found himself with a multimillion-dollar loan in exchange for an equity stake in his goodie bag. Later, his friends called him a sellout and took away all his Smarties. (Photo credit: [Andy@waxy.org](http://Andy@waxy.org).)

The follow up single to the smash hit  
*Give Me Just One Night (Una Noche)*

# 98°

**#1  
MOST  
ADDED**

**"MY EVERYTHING"**

### Already on in these Major Markets!

WHTZ	KIIS	WKTU	WBBM	KZQZ	WIOQ	KHKS	KRBV	WDRQ	WXKS
WWZZ	KRBE	WSTR	WHYI	WPOW	KHTS	XHTZ	KDWB	KSLZ	WXYV
WFLZ	KQKS	KKRZ	WKFS	WNVZ	WZPL	KFMS	WQZQ	WKSS	WKSE
WBBO	KHFI	KQBT	WLDI	WFKS	WKGS	WDJX	KJYO	KKWD	WDFK
WFLY	KQMQ	KIKI	KXME	KIZS	KBFM	WBHT	KSEQ	WSNX	WAEB
WXKB	KQKQ	KDON	WWHT	WNTQ	WTWR	WERO	WRHT	WFMF	KLAL
KQAR	KHTE	KDGS	KKRD	KWIN	WSSX	WSSP	WNOK	KZZU	WA1A

And many more



From the multi-platinum album **REVELATION**

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# A NEW DAY HAS YAWNED... WE MEAN DAWNED

OK, so we now have a new President who will fulfill all those promises that he made during the campaign—each and every one! So be happy, folks, because poverty is now eradicated, Social Security is completely revamped and our public education system has been completely restored to its former glory. Gone is racism, ageism and even narcissism, not to mention sado-masochism. Happy days are here again—we have a new President! Here is the list of forthcoming releases for pretty much the remainder of the Clinton administration..

RELEASE DATE	ARTIST	LABEL	LAST MAJOR RELEASE	1ST WEEK SALES	OTC-U.S.
<b>11/7/00</b>	Alan Jackson	Arista Nashville	10/26/99	110,000	1,200,000
	Ally McBeal (Xmas)	Epic	11/9/99	32,000	390,000
	blink-182 (Live)	MCA	6/1/99	110,000	3,500,000
	Blur (G. Hits)	Virgin	3/23/99	20,000	125,000
	Fatboy Slim	Astralwerks/Virgin	10/20/98	11,000	1,300,000
	Incubus	Immortal/Epic	10/19/99	18,000	825,000
	MTV Return of the Rock Vol. II	Roadrunner	6/13/00	35,000	210,000
	Natalie Cole	Elektra/EEG	9/24/96	45,000	610,000
	R. Kelly	Jive	11/10/98	215,000	2,300,000
Spice Girls	Virgin	11/4/97	85,000	4,100,000	
<b>11/14/00</b>	Babyface (G. Hits)	Epic	10/29/96	100,000	1,500,000
	Beatles (G. Hits)	Apple/Capitol	9/14/99	70,000	450,000
	Bone Thugs-N-Harmony	Ruthless/Epic	2/29/00	280,000	1,200,000
	Chante Moore	Silas/MCA	5/25/99	40,000	275,000
	Eagles (Box)	Elektra/EEG	11/1/94	270,000	7,100,000
	Keith Sweat	Elektra/EEG	9/22/98	100,000	800,000
	Marilyn Manson	Nothing/Interscope	9/15/98	225,000	1,200,000
	Now Volume 5 (Var)	Columbia/CRG	7/18/00	320,000	1,000,000
	Offspring	Columbia/CRG	11/17/98	200,000	4,500,000
	Prodigy (of Mobb Deep)	Loud	8/17/99 (Mobb Deep)	200,000	800,000
	Ricky Martin	Columbia/CRG	5/11/99	660,000	6,600,000
	Sade	Epic	11/8/94	80,000	2,800,000
Totally Hits 3 (Var)	Atlantic/Atl G	5/30/00	80,000	590,000	
<b>11/21/00</b>	Backstreet Boys	Jive	5/18/99	1,100,000	11,300,000
	B.G.	Cash Money/Universal	4/13/99	45,000	1,000,000
	Dave Hollister	DreamWorks	5/25/99	40,000	530,000
	Eightball & MJG	Jcor Ent.	5/11/99	95,000	440,000
	Elton John (Live)	MCA	9/23/97	100,000	760,000
	Enya	Reprise	11/11/97	33,000	1,500,000



RELEASE DATE	ARTIST	LABEL	LAST MAJOR RELEASE	1ST WEEK SALES	OTC-U.S.
<b>11/21/00</b> continued	Erykah Badu	Motown	11/18/97	180,000	1,600,000
	Everclear	Capitol	7/11/00	110,000	600,000
	Neil Young	Reprise	4/25/00	55,000	310,000
	Oasis (Live)	Epic	2/22/00	55,000	170,000
	Tim McGraw (G. Hits)	Curb/Atl G	5/4/99	250,000	2,800,000
	Vitamin C	Elektra/EEG	8/31/99	8,000	640,000
	Wu-Tang Clan	Loud/Col/CRG	6/3/97	600,000	1,800,000
<b>11/28/00</b>	Lyricist Lounge Vol. 2	Rawkus	4/14/98	1,100	125,000
	Master P	No Limit/Priority	10/26/99	150,000	620,000
<b>12/5/00</b>	Aaliyah	Blackground/Virgin	8/20/96	40,000	1,900,000
	Eve	Ruff Ryders/Interscope	9/7/99	215,000	1,900,000
	Funkmaster Flex Vol. 4	Loud	8/11/98	125,000	480,000
	Juvenile	Cash Money/Universal	12/7/99	290,000	1,200,000
	K-Ci & JoJo	MCA	6/22/99	140,000	1,100,000
	Memphis Bleek	Roc-A-Fella/IDJ	8/3/99	120,000	380,000
	Rage Against The Machine	Epic	11/2/99	430,000	1,900,000
	Source Hip Hop Awards (Var)	Def Jam/IDJ	11/30/99	30,000	520,000
<b>12/12/00</b>	Usher	LaFace/Arista	9/16/97	67,000	3,900,000
	Cypress Hill	Columbia/CRG	4/25/00	140,000	825,000
	Lil' Wayne	Cash Money/Universal	11/2/99	230,000	1,200,000
	Source Presents Vol. 4 (Var)	Def Jam/IDJ	11/23/99	27,000	530,000
	Tool (Box)	Volcano	9/24/96	150,000	2,200,000
<b>12/19/00</b>	Xzibit	Loud	8/25/98	25,000	200,000
<b>12/19/00</b>	Snoop Dogg	No Limit/Priority	5/11/99	190,000	1,300,000
<b>12/26/00</b>	Nas	Columbia/CRG	11/16/99	230,000	1,000,000
<b>tba</b>	DJ Clue	Roc-A-Fella/IDJ	12/15/98	130,000	900,000
	Ginuwine	Epic	3/16/99	125,000	1,600,000
	Jennifer Lopez	Epic	6/1/99	110,000	2,400,000



# "Aijuswannasieng" Just Means He Trusts You



Def Soul's new sensation **Musiq Soulchild** (3rd from r) prepares for the release of his new album, "Aijuswannasieng," by hanging with radio, label and management people. "There is an honesty and love in this room," said Musiq. "And I know that even if I don't sell a single record, you folks will be here for me. I can feel that." Seen laughing hysterically before checking on the well-being of their good friend **Lou Maglia** are (l-r) management guy **Michael McArthur**, Def Jam/Def Soul's **Kevin Liles** and **Tina Davis**, WUSL PD **Helen Little**, Musiq, Def Jam/Def Soul's **JoJo Brim** and management rep **Jerome Higgs**.

## 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
<b>UNIVERSAL</b> (TOTAL: 19)	<b>612</b>	2, 3 4, 5 6	11, 12 13, 16 18, 19	22, 24, 27, 28 31, 37, 39, 40
<b>BMG</b> (TOTAL: 10)	<b>253</b>	1, 9	14, 15 17	25, 38, 43, 45 50
<b>WARNER MUSIC GRP.</b> (TOTAL: 7)	<b>148</b>		20	23, 26, 29, 30 35, 46
<b>SONY</b> (TOTAL: 9)	<b>124</b>	10		32, 34, 36, 41 42, 44, 47, 49
<b>EMI</b> (TOTAL: 3)	<b>65</b>	7		33, 48

## THE LADDER

A RUNDOWN OF EXECUTIVES ON THE MOVE



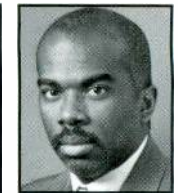
Blake



Marinaccio



Najarian



Bell

**"H**ush Hush Sweet" Charlotte Blake has been named Head of Marketing for Giant Records by label GM Larry "Less Than" Jacobson. Blake was most recently with Alchemy Marketing, where she turned base metals into breakdance mats... Toni Ann "Veal" Marinaccio is appointed Vice President International for Universal Music Publishing Group by Worldwide President David Renzer "Bums." Ms. Marinaccio's duties include identifying and negotiating international sub-publishing deals and catalog acquisitions, maintaining current UMPG sub-publishing deals and saving money by using pilfered Sweet-N-Lows in the office kitchen... Lois "E & Clark" Najarian has been tapped as Vice President Publicity for J Records by Executive VP Worldwide Mktg. & Sales Tom "A Horse Is A Horse Of Course Of" Corson. Najarian will oversee the press team, lead the national media efforts for the label and deliver room service to Clive's suite at the Waldorf... Greg "Saved By The" Bell has been promoted to Vice President of Finance & Administration at R.E.D. Distribution by Sr. VP of Finance & Administration Mitchell Wolk "Like A Man." Bell will continue to oversee the day-to-day operations, see to the needs of RED's personnel, manage financial issues, work with management to

improve work flow and systems and lick the stamp on all album shipments... Kristine "Ashes To" Ashton is raised to Vice President of MSO by President Mitch "E. and Scratchy" Schneider. Ashton will continue her role as publicist, add administrative and managerial duties to her responsibilities and hold down Mitch's feet when he's doing sit-ups... Tommy "My Back" Page has been named Director of Top 40 Promotion for Reprise Records by Sr. VP Promotion Phil "This Year's Model" Costello. Page began his music industry career as a recording artist, with three Sire albums, on none of which did he cover "How Much Is That Doggy In The Window?"... Laurie "Speedy" Gonzalez is declared Director Label Copy and R.A.A.S. Admin for the recently merged RCA Music Group by Michelle "You" Ryang. Gonzalez will digitize and maintain the credit copy for all RMG releases, oversee standards for the song database and re-cut the vocals on the Lou Bega album in Yiddish... Jessica Siracusa "Orangemen" is named National College Promotions Coordinator for Universal Records by Sr. VP Promotion Steve "Only Women B" Leeds. Siracusa will coordinate promotion activities at College, Alternative and Metal specialty radio formats and organize an annual goldfish-eating contest at campuses nationwide.



Ashton



Page



Gonzalez



Siracusa

- \* On the Britney Spears tour this summer!
- \* Featured artist for Nabisco campaign this fall!
- \* Teen People promotion & sampler in November issue!
- \* Highlighted artist in Alloy fall fashion catalog!
- \* Headliner at Carnegie Hall at the age of 12!

Catch Mikaila on the Fox Family Channel float at the Macy's Thanksgiving Day Parade!!

Mainstream Top 40 Monitor: D40\*-36\* (+195x)!!  
Rhythm Monitor: 34\*-33\*!

# mikaila

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# NEAR TRUTHS

BY I. B. BAD, LOS ANGELES

The industry was still rocking from **Thomas Middelhoff's** bold **Napster** move when the **Bertelsmann** topper unleashed his latest earthquake with a **BMG** shake-up that puts **Michael Dornemann** and **Strauss Zelnick** out and recently departed **BMG** vet **Rudi Gassner** way in. Needless to say, there's massive conjecture over the after-shocks. Eyes are now focused on former **BMG International** chief **Gassner**, who returns to the fold after losing to then-North American head **Zelnick** in a heated and nasty battle for the top **BMG** spot, resulting in **Gassner's** ouster. There's bigtime chatter inside **J Records** over the strength of the **Gassner/Clive Davis** relationship, with fingers pointing to **Gassner's** aggressive support of the former **Arista** chief during his bitter public feud with **Zelnick**. Others note a solid relationship with **Arista** topper **L.A. Reid** and **RCA** chief **Bob Jamieson**, whom **Gassner** initially recruited to head **BMG Canada**. Look for **Gassner** to continue and conclude current negotiations with **Jamieson** and **RCA's**

**GERMAN SHEPHERD**



**RUDI GASSNER:** At least he knows everyone's name.

**Jack Rovner**, which will see them elevated to **Chairman** and **President**, respectively. And then there's hot, profitable independent **Jive** and its chief, **Clive Calder**, who insiders claim doesn't care who's at the helm of its distributor. That said, there's massive tongue-wagging over the departure of **Zelnick**, who was offered the exiting **Dornemann's** title, though it was a significantly *diminished* position in **Middelhoff's** new universe—which now finds online music distribution, manufacturing and music clubs switched to the **e-commerce** division's control. With those terms representing a breach of **Zelnick's** current contract, he took his payout and bolted. **Zelnick's** tenure at **BMG** was eventful, to say the least. His highly publicized battle with **Davis** and his bloody, losing fight with **Calder** over **NSYNC** (which could cost **BMG** north of \$100 million in profits) were, according to detractors, partially due to lack of music-industry know-how and experience—which stood in stark contrast to such industry-veteran competitors as **Doug Morris**, **Tommy Mottola**, **Ken Berry** and **Roger Ames**. And while tongue-waggers claim that **Zelnick** was generally well-liked and did not wreak havoc on his company like such other industry outsiders as **Bob Morgado** and **Jim Fifield**, many fingers point to **BMG's** resurgent 20% marketshare (which made it #2) being dependent on its non-owned (and less profitable) joint ventures and distributed product—including the aforementioned **Jive**, which is

responsible for a whopping 7%. In fact, **BMG-owned** labels are responsible for less than 9% of the company's marketshare. And what about **Dornemann**? Many believe his number was up when he lost the battle to replace **Bertelsmann** chairman **Mark Woessner** to **Middelhoff**. Personnel changes aside, **Middelhoff's** moves are a reflection of a rapidly changing industry where the online world is altering the role of content at the media monoliths. Are they also a harbinger of things to come at the other majors? Will the **technology** divisions become dominant over the content providers within the corporate superstructure? All eyes are now turned to **AOL-TW's WMG**, **Vivendi-Seagram's UMG** and technology-driven **Sony**, as their corporate parents follow their own technological mandates. Are similar restructurings forthcoming? And naturally, there's talk of **Middelhoff's** next moves. Will there be a play for **EMI**, which he needs to assist his **Napster** play? Many claim the same **EC** that denied **WMG-EMI** would never approve the union of the two European music groups. Others say that the same **UMG** that helped derail **WMG-EMI** would commit its massive might to blocking a similar marriage with **BMG**. That conjecture has gone hand-in-hand with massive speculation over other music groups' unwillingness to provide content to **BMG's** **Napster** play. Questioners question why competing companies would let the German

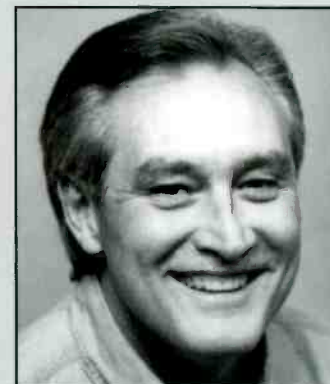
**AND A #1 RECORD!!!**



**L.A. REID:** Doesn't feel like an *Outkast* with the boss.

giant control the pipeline. Buckle up, folks. Lots of action to come.... Eyeballers eyeballed a recent public dinner pow-wow between the aforementioned **Clive Davis**, **Charles Goldstuck** and **L.A. Reid**, **Larry Mestel** and **Jerry Blair**. Lots of conjecture over what was discussed... **Backstreet Boys** could be shipping an unprecedented 7 million units of their upcoming 11/21 release... Names in the Rumor Mill: **Bob Pittman**, **Howard Stringer**, **Kevin Conroy**, **Andrew Nibley** and **Arnold Bahlmann**.

**A REUNION OF FRIENDS**



**BOB JAMIESON:** Why does **Rudi** call him "Buziak"?



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WRTS	WBDR	WXYK	WKSZ	WPRR

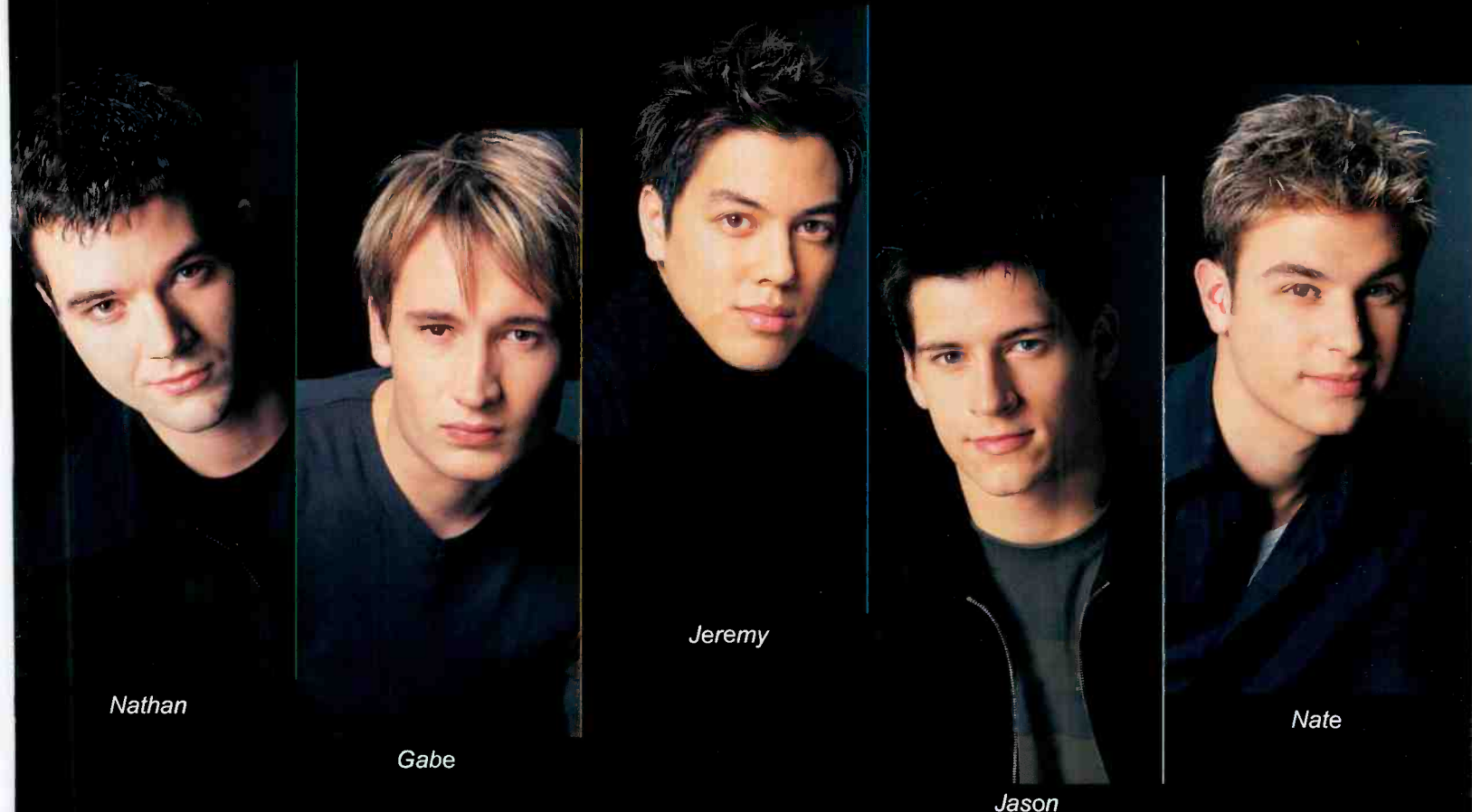
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The Promise

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Gabe

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Jason

Nate

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Vocals Produced By Chris Farren  
Executive Producers: David Foster, Barry Landis and Jaymes Foster-Levy

Management: Mitchell Solarek For Mitchell Artist Management

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# LETTERS

## Yeah, Schur

To: HITS

As press representatives for Jordan Schur, we've attached an updated copy of his bio for your files. Jordan founded Flip Records in 1994 and developed a successful roster including Limp Bizkit, Staind, Cold and Dope. He became President of Geffen Records in 1999. Please keep Jordan in mind for any music industry stories you might be working on.

Mitch Schneider  
MSO  
Sherman Oaks, CA

*HITS replies: That's terrific, Mitch. He can help us on our master's thesis: "How Fred Durst's Success Is One of the 10 Signs of the Apocalypse."*

## Belgian Waffle

Dear Roy:

Although I don't normally do publicity, I've been asked by our Belgian affiliate to make a pitch to HITS for a spot regarding the extension of our deal with the band Hooverphonic. We are hoping to mention the celebration of Hooverphonic's third Sony album, as well as their U.S. tour. If you could help me place something, I would be most sincerely appreciative. A spot in HITS would not only be a great opportunity for this band, but also greatly appreciated by our Belgian affiliate. Thanks.

Paige Parsons  
EMI Music Publishing  
N.Y.C.

*HITS replies: No problem, Paige, but after this appearance in HITS, they'll be lucky if they're allowed back in Belgium. Anyway, just to even out the trade exchange, we'll send you a Billboard subscription and a selection of editor Timothy White's favorite bow-ties for a one-way ticket to Antwerp.*

## Kitchen Sinks

Gary Jackson:

Hi Gary! There's a lot cooking in the Soulife kitchen. Just thought I'd send you a photo caption for possible inclusion in HITS. If you have any questions, don't hesitate to call me.

Regina Daniels  
Daniels Entertainment Group  
Chicago, IL

*HITS replies: Unfortunately, Regina, we last saw Gary around the office on the day his beloved Sox were eliminated from the pennant race, which means he's been missing in action since the middle of August.*

## Samit Ever Was

Roy:

Please remove all old photos of Jay Samit and use his new headshot.

Dara Horwitz  
EMI Recorded Music  
Hollywood, CA

*HITS replies: Cool, Dara, but next time, how about having him face the camera?*

## Love Jones

Marion:

Here's the photo of Jenny with Nelly. Call if you have any questions.

Rebecca Murray  
Jenny Jones Show  
Chicago, IL

*HITS replies: Of course, Rebecca, but which one's Jenny and which one's Nelly?*



# Tube TIMES

## The Today Show

Mon. 11/13 - Reba McEntire  
Tue. 11/14 - Ricky Martin

## Good Morning America

Fri. 11/17 - The Return

## The Early Show

Wed. 11/15 - Dido

## Rosie O'Donnell

Mon. 11/13 - Carole King  
Fri. 11/17 - "Suessical" (Broadway)

## Jenny Jones

Mon. 11/13 - Mystikal

## David Letterman

Tue. 11/14 - Arturo Sandoval w/band • Wed. 11/15 - Ricky Martin  
Thur. 11/16 - Michael McDonald w/band • Fri. 11/17 - Everclear

## Jay Leno

Tue. 11/14 - Natalie Cole  
Fri. 11/17 - Smashing Pumpkins

## Conan O'Brien

Mon. 11/13 - North Mississippi Allstars  
Tue. 11/14 - Queens of the Stone Age • Fri. 11/17 - R.L. Burnside

## Austin City Limits (check local listings)

Fri. 11/17 - Brad Paisley, Eric Heatherly

## Sessions @ West 54th (check local listings)

Fri. 11/17 - Elvis Costello & Burt Bacharach (R)

## Saturday Night Live

Sat. 11/18 - David Gray

## MTV

11/13 - SNM: R. Martin, S. Mumba, S. Girls; DFX: Outkast • 11/14 - TRL: The Offspring; DFX: B.G. & Lil' Wayne  
11/15 - M. Manson; Vitamin C; DFX: Wu Tang Clan • 11/16 TRL: B. Boys; Studio App: Master P & Silk  
The Shocker • SNM: Eve, 98° f/J.Simpson; DFX: Eve; Studio App: Jay-Z & Memphis Bleek

## VH1

Fri. 11/17 - Rock Show: STP • Sat. 11/18 - Hootie Rocks: Hootie & TBF; B. Marsalis, E. McCain, D. Bryan of Bon Jovi • Sun. 11/19 - BTM: Snoop Dogg

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

Check out Vitamin C on the back cover of Teen People's "What's Next" Issue

vitamin c

Top 5 phones @ WBTS- Atlanta

Added this week @ Z100 / New York

## the itch

The contagious first single from her upcoming album

Catch it from the girl with the PLATINUM debut album, the hit single GRADUATION (FRIENDS FOREVER), and the GOLD single SMILE.

Soon to be appearing in the upcoming Dimension Film GET OVER IT

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KKRZ - Portland	KDND - Sacramento
WKST - Pittsburgh	KHFI - Austin
WXKS - Boston	KFMS - Las Vegas
KBKS - Seattle	WXYV - Baltimore
WBZZ - Pittsburgh	WBLI - Long Island
WKRQ - Cincinnati	KFMD - Denver
WKQI - Detroit	WXSS - Milwaukee
WDRQ - Detroit	WZPL - Indianapolis
KZHT - Salt Lake City	WNOU - Indianapolis
WAKS - Cleveland	KCHZ - Kansas City
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# WHEELS & DEALS

BY JEFF RABHAN & SIMON GLICKMAN

**BACK IN THE SADDLE:** The undisputed champion of the world is Rock. And judging by the blurred playlists between Active Rock and Post Modern, the boundaries that previously governed radio development methods have been expanded—showing label folk that there's more than one way to skin an act. We praised Blue and Co. at the **Bunny** last week for **Linkin Park**, but there's more on the horizon: The **Bill Silva/Les Borsai**-managed, **Philip Steir**-produced demos of **Rokstar** have L.A. heads buzzin' over their stadium-rock potential. And with a **Troubadour** showcase set for 11/14, a beer-sponsored Coliseum love-fest may not be far off. Meanwhile, the **Steve Hutton/Chris Allen**-managed **Hotwire** have built themselves up a sweet little bidding war, proving that there is a market for young, good-looking boys who rock hard. And on the other end of the spectrum, yet still fully related, **Kevin Martin (Candlebox)** has crafted a demo that touches upon all elements of rock with a real song-

writer's sensibility. There's room on your roster for all of it, because the spillover to Modern-Adult formats covers all your radio bases. Three unsigned acts, three formats, all Rock... **PEOPLE YOU SHOULD KNOW:** Big ups to **Immortal's Jason Markey** on his inaugural signing of **Michael Goldberg's** Chicago rockers **No One**. Are two more signings imminent for Markey in the coming week? Watch this space... Big ups to **Barry Squire** and his kick-ass work on BT's band... Have you kept your eye on manager/A&R wonderboy Joe "3H" **Weinberger** and his artist **Hot Carl**? With strong interest from two majors, it looks like the **Ron Laffitte**-groomed **minimogul** has a bright future... **Greg Boggs** jumps the **Timebomb** ship for a **Columbia A&R** gig in N.Y., while **Mark Nathan** ankles **Farmclub** in exchange for a title at **Inter-scope**... Congrats to **Tom Morris**, who ups his ante with a phat new title and office at **Hollywood Records**... Are two majors preparing to poach two employed A&R guys as we go to press? Could get interest-

ing... **The Wine Field** keeps attracting admirers, and the pop-rock collective's 11/7 showcase at the **Mercury Lounge** was undoubtedly thick with corporate rodents—as well as a slew of sweet-talking prospective managers. Will TWF take the offer currently on the table, or will other labels be on one knee soon? All bets are off at presstime... If you were a punk-rock booster in another life, you may remember **Stephen DePace** from aggressive **Flipper**. Now, Steve's managing ex-Dead Kennedys member **D.H. Peligro's** band **Peligro**, who celebrate their indie CD release at the **Viper** Wed. (11/8) at 11. Another act from the DePace fold, **The Mimsies**, open up at 10... There's an unbelievable, unsigned, career female artist out there named **Charlotte Martin** who won't stay unsigned for long. Could be a career for you as well—so do your homework... **Tuffbreak Entertainment** ([evan@tuffbreak.com](mailto:evan@tuffbreak.com)) and their artist **AB** have seen three label prexies in the past week. Call us crazy, but we believe serious dol-

lars are about to fly... We could fill a column with bands whose music we posted on **Wheels Online** and who subsequently scored deals with majors. We hate to sound immodest, but with a new look and a bevy of new features on the way, a subscription is as indispensable as your Platinum Card. Call 818-501-7900 for details... **BUZZIN':** **Bleu**, **Leslie Reed**, **Sigor Ros**, **Jay Buchanon**, **Ill Nino**... E-mail: [rudoll@aol.com](mailto:rudoll@aol.com) or [akrinst@aol.com](mailto:akrinst@aol.com)...

## Rokstar



Arena-ready.

some artists just click. ★



meet RCA artist **tarsha vega** previously heard on

**WHEELS & DEALS** online edition

## BUZZ GIGS

WHO'S BUZZIN' & WHERE

WHO	WHEN	WHERE	HOW COME?
<b>CISCO</b>	Thurs., Nov. 9 9pm	The Mint L.A.	No silver hair, just Platinum-ready songs.
<b>STARA ZAGORA</b>	Fri., Nov. 10 9pm	Curtain Club Dallas	Under the radar...for now.
<b>SUBATOMIC</b>	Sun., Nov. 12 8:30pm	House of Blues N.Y.	Publishers, start your engines.
<b>STILL STANLEY</b>	Thurs., Nov. 16 9:30pm	Viper Room L.A.	Will the secret be exposed?
<b>NEUROTICA</b>	Fri., Nov. 17 10:30pm	State Room Tampa	The frenzy of Florida.

# WHEELS & DEALS

## Shoots & Scores

BY JEFF RABHAN

**A SIGN FROM HEAVEN:** After a confidence-building 60k opening week at retail, followed by a record-breaking, vindicating weekend at the box office for "Charlie's Angels," the film-music biz is breathing a collective sigh of relief. Meanwhile, fingers remain crossed for the Brunman-helmed ST and Columbia pic in hopes that the painful dry spell affecting STs across the board is finally coming to an end. And despite mediocre reviews and public reports of problems on the set, moviegoers still ventured out to see the three beautiful girls kick ass. But, as we delve deeper and deeper into the Q4 movie wars, one thing remains a constant among all films: lousy reviews. From "Bagger Vance" to "Blair Witch," "Red Planet" to "6th Day" to "Pay it Forward," the plague of critical drubbings seems to be affecting every studio. And judging by the 6% drop in admissions over the year (with

predictions for a bigger decline this holiday season), I will state what music execs and supes have been whispering all year: Good STs don't stand a chance when the film is a dog. And with a kennel full of 'em, let's hope that a few escape the pound without being put to sleep. Good bet: the Powerman 5000-led Columbia ST charge of the Wes Craven-directed Miramax chiller "Dracula 2000," which just may make this holiday season especially jolly for the Sony folks... **THE BIG PICTURE:** Much chatter around town concerning the DreamWorks studio distribution deal and the possible effect a deal outside of Universal might have upon music options. As talk of a possible WB offering circulates, some high-profile execs wonder if the WMG labels will have first crack at the STs as well. With SKG wanting a new deal by year's end, watchers have their eyes open... Just one week before the elec-

tion, Democratic VP nominee Joe Lieberman sent a new letter to major players in the film world reintroducing the criticism of violent content (and the marketing thereof), originally addressed weeks ago. The missive left several studio execs with a bitter taste in their mouths as they contemplated pulling the handle. Is it just me, or does that seem a bit like cutting off your nose just to spite your face—a few days before the plastic surgery?... **NEWS YOU CAN USE:** The very talented Jennifer Hawks joins Burt Berman and the Paramount Pictures music dept. in a marketing capacity, leaving artist-management behind and starting over with a clean slate... My friend Fraser Hill at EMI Music Canada has thrown together a very cool Toronto Film Festival sampler of cinema-friendly artists looking for supe love, and I believe it would be a sound decision to call him at 905-677-5050...

Rocker Joe Walsh is in final negotiations with NBC to star in a comedy pilot that makes fun of the entertainment biz, and insiders at the Peacock say it's a funny one... Rumor has it a huge single is in the works for the Chris Rock starrer "Down To You" that involves two high-profile writers and an "epic" voice. Let's hope it happens—we could all use another hit... E-mail: rudoll@aol.com... **BEHIND THE SCENES:** Centropolis Entertainment, "Ally McBeal," DreamWorks...

### Powerman 5000



Could help give ST some teeth.

## Closing Credits

CLUES FOR CUES

"FRIENDS": 150 episodes, two STs—and still going strong.



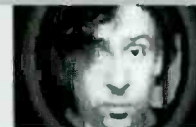
"ROSWELL": The Frog Network orders up the back nine episodes.

DIGITAL VIDEO: George Lucas says it'll go mainstream. Care to argue?

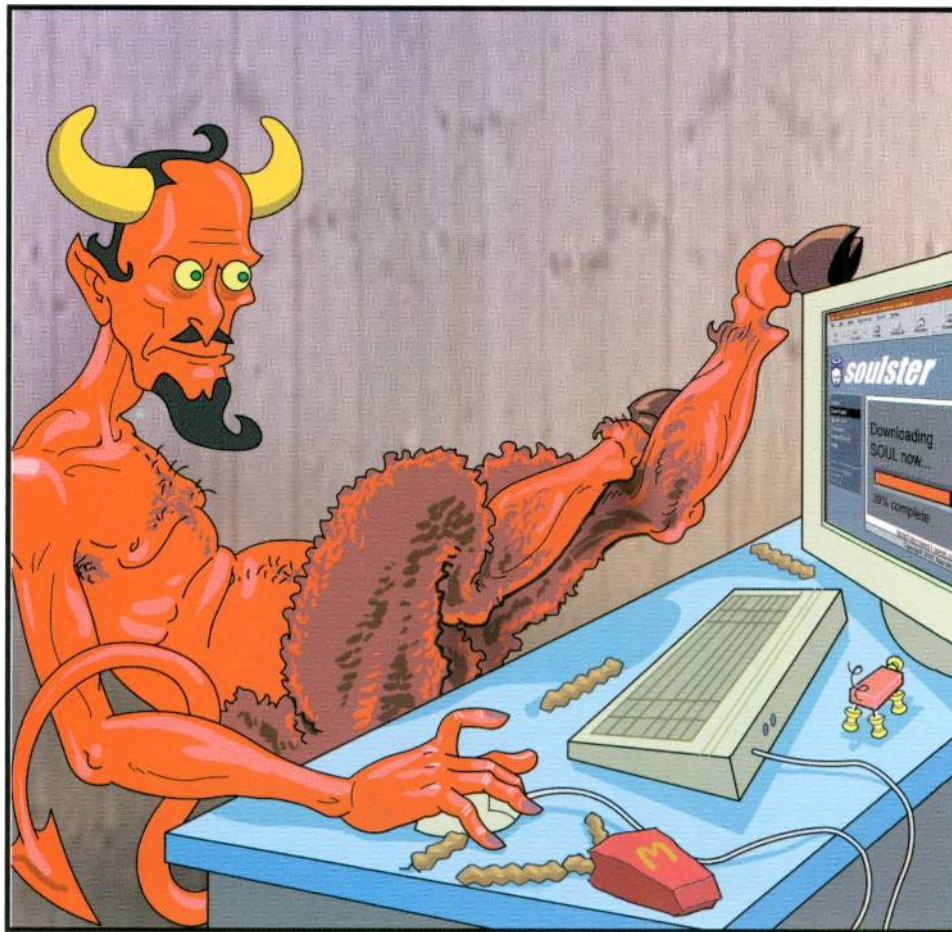


BET: New friends at MTV and VH1 shouldn't hurt its profile.

SHOCKWAVE.COM: Check out Tim Burton's animated freak, "Stainboy."



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# SHOW US THE MONEY

FROM **FILE-SHARING** TO **PROFIT-SHARING**

**Where's the beef?** The Internet has been touted as a revolutionary marketing and promotion tool, especially for the music industry. Killer app Napster has run up against the wrath of the industry and copyright-holders, but its value persuaded Bertelsmann to come with the cash. IPO money for music sites has pretty much dried up. Why hasn't anyone made any substantial money yet? What's the next step towards profitability? If online advertising and sales aren't enough, what are the business models of the future for music on the Net? Hey, who do we look like, Faith Popcorn?

We examine these issues in this special report, which includes dialogues with GetMusic.com's Andrew Nibley, Click Radio's David Benjamin, ex-Broadcast.com ruler and current Dallas Mavericks owner Mark Cuban, Egreetings' Nancy Levin and Julia Trainor, Sony's Fred Ehrlich and Al Smith and Universal eLab's Larry Kenswil on the new subscription music model, along with a special roundtable discussion.

When future history texts are written, 2000 may be remembered as the psychic depression following the roaring '90s. As recent market turbulence suggests—most notably, the plummeting Nasdaq and dried-up IPO funds—investors have finally begun demanding fiscal accountability from the tech sector. There's a clear message underscoring Wall Street's sagging confidence in Amazon.com, MP3.com, Musicmaker and similar online music ventures: "Start showing profits, or else!"

But are investors just being impatient and unrealistic? Is long-term tech profitability a short-term possibility? What role will file-sharing technologies play in the industry's hopes for a massive cyberspace payoff? To get some answers, HITS asked pundits, pros and Internet insiders a simple question: "When and how can music on the Internet be profitable?"

It's a relevant query, especially considering the empirical evidence indicating music's online potential. From CDs, video, radio, downloads, merchandise, concert Webcasts, memorabilia, instruments and other music-related services and products, music is a medium perfectly suited for the Internet. "Behind books, music is probably the next most mature market there is," says Lori Iventosch-James of Harris Interactive, a Rochester, NY, online consultant. "Certainly, with online companies like Amazon, we see volume and profitability increasing considerably. Music is one of the first things newer Internet users tend to go to, because it's easy. Buying music is not as risky as purchasing clothing or furniture."

While cyberspace and music may be a virtual match, the industry must clear numerous legislative, regulatory, technical and logistic hurdles before realizing profits. HITS' own debt-saddled [www.BruceBritt.com](http://www.BruceBritt.com) consulted a bevy of experts, including Sean Ryan (Listen.com), Ken Hertz (manager, Alanis Morissette), Jim Swindel (Amplified.com), Stephen Felisan (HOB.com), David Pakman (myplay.com), Dick Wingate (liquidaudio.com), Larry Stessel (MCY.com), Brett Markinson (DES), Ken Alterwitz (MAGIX.com), David Gould (imix.com), Mark Hall (RealNetworks), and John G. Schwarz, (Reciprocal, Inc.).

Though opinions vary, most everyone agrees that the Internet fever of 1998-99 has subsided. It's gone from "get rich quick" to "put-up or log-off."

# TURNING DIGITS

An exclusive HITS Internet Special roundtable by Bruce Britt

## When and how can music on the Internet be profitable?

### SEAN RYAN,

President and Chief Operating Officer of Listen.com.



If I had to guess, I would say we'll see profitability by 2002. I see profitability attached to mainstream penetration of digital media. Our current projection is that next Christmas is when a number of issues start to hit the mainstream. The copyright issues start to get worked out over the next year, through a combination of court cases, Congress and business negotiations. Also, within the next year, hardware like MP3 players start to hit the right mixture of power, price and simplicity. We should also have drastically increased broadband penetration by then. We all hoped profitability would be faster, but realistically, there's not enough mainstream content and the technology is still too hard for many people to use. But I'm absolutely optimistic; music is going to be a huge space with significant winners. It's just taking longer than people anticipated.

Music is going to be a huge space with significant winners. It's just taking longer than people anticipated.

### KEN HERTZ,

Manager, Netrepreneur



I would say we're looking at 12-18 months. The problem is that changes may happen offline in the interim to affect that prediction. I'm seeing some really exciting ideas where music is used as a way of attracting an audience for a new business that could only exist online. Successful offline businesses will continue to find ways of allowing the Web to help them be more successful. But online businesses need to stand on their own, and music should be used by offline and online enterprises alike to promote those businesses. The big surprise in the virtual space is that it's not virtual at all. It takes people, skill, time and capital to build an electronic business. Everybody thought it was about eliminating middle men, inventory, warehouses and overhead by digitally delivering downloads off servers. But we've since discovered that servers, streaming, bandwidth and promotion are expensive. Most importantly, we've learned it's extraordinarily expensive to build a brand in cyberspace. Two years ago, people were wondering, "Who's going to be the AOL, Yahoo and Amazon of the future?" and here we are two years in the future, and it's still AOL, Yahoo and Amazon. I don't think that digitizing offline businesses online is a profitable pursuit. Nobody's going to put Ticketmaster or Winterland out of business. People are only now coming to realize that trying to take an offline business model and translate it into a more efficient online business may not be possible in the music industry. There are a great many new businesses, though, online and offline, that would benefit from a relationship with music. Nobody would pay extra to get music on DirecTV, but lots of people order DirecTV simply because of the free music. So DirecTV is making money providing music, without charging for the music itself. In my opinion, e-business means a new kind of business, as opposed to an electronic version of a real-world business.

People are only now coming to realize that trying to take an offline business model and translate it into a more efficient online business may not be possible in the music industry."

# INTO THE NEXT ACTS

**JIM SWINDEL,**  
President, Amplified Entertainment



E-commerce will continue to change shopping habits. However, there are only a few great stores in any segment. Those great stores are the ones that make the experience smooth and easy, helping the customer get to what they want with limited BS along the path. It's clear people will continue with brand loyalty in this space only if their experiences are good ones, just like brick-and-mortar, but perhaps they will be even more fickle. There is no social statement attached to where you shop online. When will it be profitable? When everyone grows up and starts realizing it's all about the customer. Online music must be a wonderfully easy user experience. As for digital delivery of music, it is all about bandwidth and portability. We need to make it easy and get it away from the computer and into the family room, car or belt loop."

“  
Online music must be a wonderfully easy user experience.”  
”

**STEPHEN FELISAN,**  
Senior VP of Technology and Interactive, House of Blues Entertainment



Though it's hard to say when, I believe profitability is inevitable because users will demand higher value and more compelling, interactive ways to consume music content. Profitability will occur when the quality is there, and I equate that to the mass penetration of broadband. That's when we'll see profits. Here at HOB, we've been offering broadband content for almost two years. It's a case of trying to get the egg before the chicken, because we want to help grow this space. Right now, there's no content out there, so there's no broad penetration. It's a case of consumers wondering, "Why buy cars if there are no highways?" while the people who build highways are asking, "Why build highways when there are no cars?" House of Blues is planting a flag and saying, "We are going to provide content and give users a reason to get broadband connections." But we can't do it alone. Companies can't just sit around and wait for broadband to hit. They need to start preparing for penetration now, because when it hits, they're going to be left in the dark. Right now, it's expensive for us because there's not a lot of broadband broadcasters. But broadband penetration and profits will happen. They go hand-in-hand. There was a point when people were very happy with black-and-white television, but after seven years or so they started demanding more value in the form of color televisions, then VCRs, DVDs and so on. The same is true of broadband. Once people experience it, there will be no going back.

“  
Broadband penetration and profits will happen. They go hand-in-hand.”  
”

**DAVID PAKMAN,**  
Founder/Senior VP Business Development, myplay.com



If you're unable to show profitability by the first quarter of 2002, your company won't be around much longer after that. I don't believe there are many Internet music companies with a market capitalization above \$250 million at this point. MP3.com, with their other issues notwithstanding, went from \$3 billion in market capitalization to under \$200 million, and this is pretty much true of every other public Internet music company—Launch, ARTISTDirect, Liquid Audio, etc. I don't think it's a particular indication of any relative strength or weaknesses in each of those business models, but really a message that we need to see a very clear path to profitability within the next four-to-five quarters. However, there's one good reason why this is not a very good thing. Many companies in the music space, ours included, are dependent on licenses or partnerships with record labels. The labels may not license a partner in an appropriate amount of time to let them reach profitability in short order. Imix is an interesting example. These guys have amazing technology and have had great consumer benefit for years, yet their entire model is pretty much dependent on being able to license large catalog from record labels. And they've had some traction, but the bulk of it has only been very recently. If the labels arbitrarily don't cooperate in a short amount of time, it's clear investors will not remain patient forever.

“  
If you're unable to show profitability by the first quarter of 2002, your company won't be around much longer after that.”  
”

**DICK WINGATE,** Senior VP, Content Development and Label Relations, Liquid Audio



We will not likely see profitability in the digital music space until the major labels coalesce around one or two formats for digital distribution and streaming, as well as business models that are compelling to both the consumer and the retailer. Unfortunately, at this moment in time, consumers are confused by myriad software requirements that are different for almost every major label. They are also being asked to pay the same price for digital songs they can buy on CD (with artwork, etc.) and in some cases the labels are not allowing export to CDR or portable devices. It's not a compelling enough value proposition to consumers right now. Subscription services offer great opportunities, but again, if labels do not allow exportability, the upside will be more limited.

**We will not likely see profitability in the digital music space until the major labels coalesce around one or two formats for digital distribution and streaming.**

**LARRY STESEL,** Director of Music, MCY.com



While there are only a handful of e-businesses that are already profitable, such as eBay, the reality is that most Internet companies are reinvesting most of their revenue to expand their business. In the music (and entertainment) business, while we can certainly expect some level of earnings in the near-term, we're facing a set of technological and content challenges that directly impact the path to long-term, significant profitability. On the technological side, we're still two-to-five years away from the widespread deployment of high-speed distribution systems, such as DSL or broadband, that will make accessing content both faster and easier. On the content side, copyright and piracy battles have effectively stalled any short-term profits to be made from digital downloads. The key, therefore, is to develop and implement a business strategy that combines both the new world economy and the old world economy—in essence, a bridge to the future.

At MCY, this approach is generating immediate results, and we're targeting significant revenues for 2000. Looking towards the new world economy, we're building a state-of-the-art digital platform that will be capable of distributing content via the Internet and broadband channels such as cable and satellite, and will be extendable to support wireless services. The platform incorporates our proprietary encryption and copyright protection technologies called NETrax, which we currently use to secure the music events and downloads offered exclusively on our site. The revenues we're generating today, however, come from the old world economy. In addition to acquiring exclusive digital rights to music content, we also acquire all other available media rights, including broadcast, cable, satellite, DVD and home video, which we then license to distributors serving those markets. Our position today as a B2B digital content provider complements and supplements our long-term vision for the online music industry; we're generating revenues today while building an extraordinary library of exclusive digital content that we'll exploit tomorrow.

**We're generating revenues today while building an extraordinary library of exclusive digital content that we'll exploit tomorrow.**

**BRETT MARKINSON,** CEO/Founder, Digital Entertainment Solutions



The world is changing and the Internet is the catalyst. The global brain is upon us, and the ability to use multimedia globally will be here before we know it. How people survive in business—online or offline—will continue to change, and the people who are not paying attention to how this emerging communication system affects them will be left behind.

The people in the best position to profit today are those that provide content consumers are interested in, as well as the people that provide the tools and services that enable consumers to pry open the Internet—those selling the picks, axes and shovels to the businesses looking to mine this environment. I'm referring to the people that build data centers, fiber-optic pipe providers, optical network switching systems, routers, application tool writers, consultants and others who stand to make money quickest from e-business on the Internet. That's the category of business we're in. Consultants stand to make a lot of money, as they're helping educate how to build business models to be successful. The dot-com Web site, which is a destination designed to attract people, will struggle to get a critical mass of eyeballs at reasonable prices. Companies that have destinations as the by-product of their core profitable business offline are inevitably going to be in a better position. The standard Web site better have enough value that people will pay for subscriptions, or it's doomed.

**Companies that have destinations as the by-product of their core profitable business offline are inevitably going to be in a better position.**

**KEN ALTERWITZ,** President/CEO, MAGIX Entertainment Corp.



The profitability—or more accurately, the lack thereof—of e-business was fueled early on in the game by promises of marketing opportunities, of reaching dormant consumers, of revolutionizing commerce in general. But it never happened. E-tailers overspent, overpromised, underserved and underdelivered. One of the primary reasons is a serious lack of differentiation, coupled with uncontrolled costs and the delivery of a product in the same old fashion. The Web offers the unique ability to directly market to individuals and to have these potential consumers interact with product in ways that go well beyond the boundaries of the clichéd "brick-and-mortar." The problem is, virtually no label, artist, retailer, nor e-tailer has fully grasped this paradigm shift and exploited the opportunity. Music and video are not passive experiences, yet, for myriad reasons, continue to be presented in that fashion. MAGIX Entertainment offers a line of unique products that gets the consumer actively involved with the creation of audio and video content. When there is active participation, consumers "consume" more. The sooner the entire makeup of the industry recognizes how best to serve the consumer, the sooner profitability will be achieved.

**When there is active participation, consumers 'consume' more.**



## Over 4,000,000 music fans now have a myplay Locker™

In October 1999, we created the first digital music Locker™.

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When you advertise with myplay, you can reach more people than subscribe to ROLLING STONE, SPIN, VIBE, THE SOURCE, COUNTRY WEEKLY, JAZZ TIMES and GRAMOPHONE - combined.\* And guess what? We know exactly what music our customers listen to. We know what music they share (legally, mind you). And we know what music they own.

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YOUR MUSIC COLLECTION - ONLINE

## DAVID GOULD,

Chairman/CEO, **imix**



Never mind profitability. Elusive revenues are killing all the companies involved in "new media" music distribution. Why are revenues so elusive? There are three reasons:

1) There are still no legitimate new media music distribution channels. Without pointing fingers, artists, managers, labels, lawyers, technologists, retailers and e-commerce companies have all failed to reach a consensus on a simple, viable, cost-effective distribution infrastructure. We are bogged down in format wars, pricing, coupling issues, DRMs, devices, anti-piracy schemes, proprietary tests, contracts, user-unfriendly promotions, etc. It's a long laundry list of foibles and failures that have only served to alienate and piss off our customers. This is a violation of rule #1 of business.

2) There is so little legitimate, economically viable content available. We have signed more than 250 labels, including two majors. We have over 250,000 songs in our active database. We have invested millions of dollars in securing legitimate copyrights. Yet we are still not close to securing access to a commercially viable library of music or currently relevant popular songs. The same holds true for everyone else in the space. Content publishers are supposedly waiting for the "system" to develop. Of course the "system" is waiting for the content...It's a vicious Catch-22. The end result is there is not even one legitimate place where someone can go to get all the music they want in the format they want.

3) Napster. In this instance, I use Napster as a metaphor for the entire illegal alternative. File-swapping, sharing, copying, pirating, etc. are thriving. I am not sure if many artists, managers, labels, lawyers, technologists and e-commerce executives have spent any real time on Napster, but I will tell you this—from the consumers' perspective, Napster is great. Every song anyone could want is there and it's really easy and immediate. There is no registration, no time-outs, no dead links, no 20 mouse clicks between you and the music. You get everything you want, you're surrounded by music lovers... I could go on, but why?

So a free, simple alternative has been created that is now widely embraced by a large swath of our music-buying demo. Hundreds of companies have spent hundreds of millions of dollars, and millions of man hours, trying to blaze a path to the future of music—and entertainment—distribution. We are all nowhere. We have all lost huge sums of money, and worse, time. In the meantime, Napster, with a little over \$15m in invested capital, has kicked our collective butts. Talk about depressing. What a mess. Profits will not be realized until our sick industry remedies the above ailments. We need to stop worrying about everything that can go wrong. Everything has gone wrong. It can only improve. I wish there was even one legitimate alternative out there. I know our company could be profitable in one quarter if we had access to the right content. The good news is that Napster validates at least one thing: we were all right in terms of sensing the native consumer demand for the new digital future. People want access to all music, in all formats, all the time. The potential for explosive growth in the music business is very, very real.

**I know our company could be profitable in one quarter if we had access to the right content.**

## MARK HALL,

VP Media Publishing, **RealNetworks**



Many of the critical building blocks are now in place. We have a critical mass of consumers who are on the Internet and actively interested in acquiring digital music. We have software applications, like RealJukebox, that make it easy for those consumers to manage their digital music collections. We have the necessary software and technical infrastructure in place. And the consumer electronics industry is manufacturing a wide variety of good, low-price point devices that allow music fans to take their digital music with them anywhere.

Now we need the music labels, retailers and leaders in the Internet industry to put these pieces together to distribute music in a new way; one that adds value to the music fan and that deepens the incredible emotional connection between fans, artists and music. Just as the film industry found new revenue channels and new ways to reach movie fans after the introduction of the VCR, we believe artists, labels and retailers will all profit by embracing this new, powerful and unique distribution medium.

**We need the music labels, retailers and leaders in the Internet industry to put these pieces together to distribute music in a new way; one that adds value to the music fan and that deepens the incredible emotional connection between fans, artists and music.**

## JOHN G. SCHWARZ,

President/CEO, **Reciprocal, Inc.**

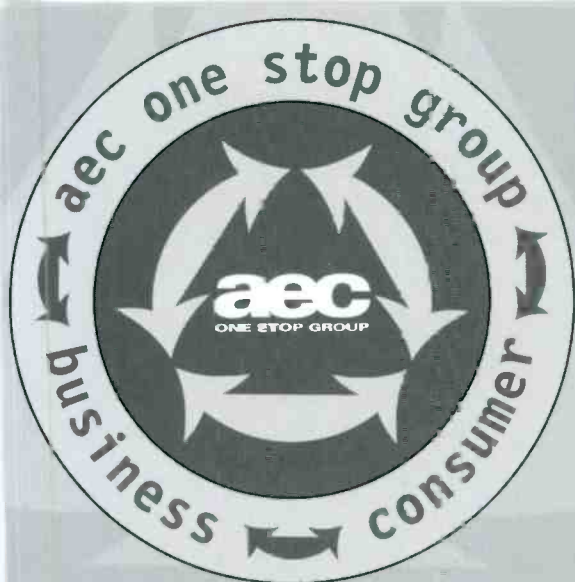


The advent of the Web has provided us with the technology capable of redesigning the economics of trade by removing the layers of distribution between the creator of value and the buyer. Sometimes referred to as "frictionless trade" or the "perfect market," doing business on the Web carries the promise of addressing essentially the entire online population, with market-of-one precision, if only the sellers and the buyers could get through the incredible noise and confusion of that medium.

But it is precisely this noise and confusion that lies at the heart of the problem. In this regard, Web commerce is no different than any other market in the history of trade. Sellers and buyers must find each other and agree on the terms of sale. The process of finding each other and of negotiating terms in large markets always falls to intermediaries—retailers, distributors, value-added resellers, agents and the like. In the Internet world, such intermediaries are just as necessary as they were in the physical markets of yesterday. In addition to physical intermediaries, the Web has a new dimension—the digital intermediary who handles directories and metadata, which are critical to finding content and sources. This can be an actual digital service business or a simple, but intelligent, digital agent.

The Web enablement of the physical market intermediaries is proceeding at a furious pace. The creation of digital intermediaries ("infomediaries") is also proceeding quickly, although so far without standards and an ability to interoperate. New business models that give the infomediaries a commercial role and that remove much of the inventory from the distribution process are evolving and being tested. The technology components and bandwidth for online access are in place or being added quickly enough to meet real demand. As a result, we can continue to expect the growth of e-commerce for both the physical and digital goods and services to exceed the growth of any market in the history of trade. Combining the velocity of technology and communications and the potential efficiency that the online markets bring makes this conclusion inevitable. ■

**We can continue to expect the growth of e-commerce for both the physical and digital goods and services to exceed the growth of any market in the history of trade.**



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# SMOKE 'EM IF YOU GOT 'EM

AN EXCLUSIVE HITS INTERNET SPECIAL DIALOGUE WITH  
**MARK CUBAN**  
BY BRAD KING

Mark Cuban made his first—and second—billion selling Broadcast.com. His next venture is reinventing the music industry.

You don't have to ask him for his opinion about Webcasting. Cuban founded audio and video content distributor Broadcast.com in 1995 and sold it to Yahoo four years later. The \$2 billion—yes, billion—golden parachute he netted from the sale has afforded Cuban the ability to do—and say—almost anything without fear of reprisal. With an insider's knowledge of the music and technology industry, Cuban has spilled many of the secrets that smaller Webcasters remain tight-lipped about.

His mantra: The five major labels and the Recording Industry Association of America have made it impossible for Webcasters to create a viable, stand-alone business because of the threat of litigation and the uncertainty of royalty structures.

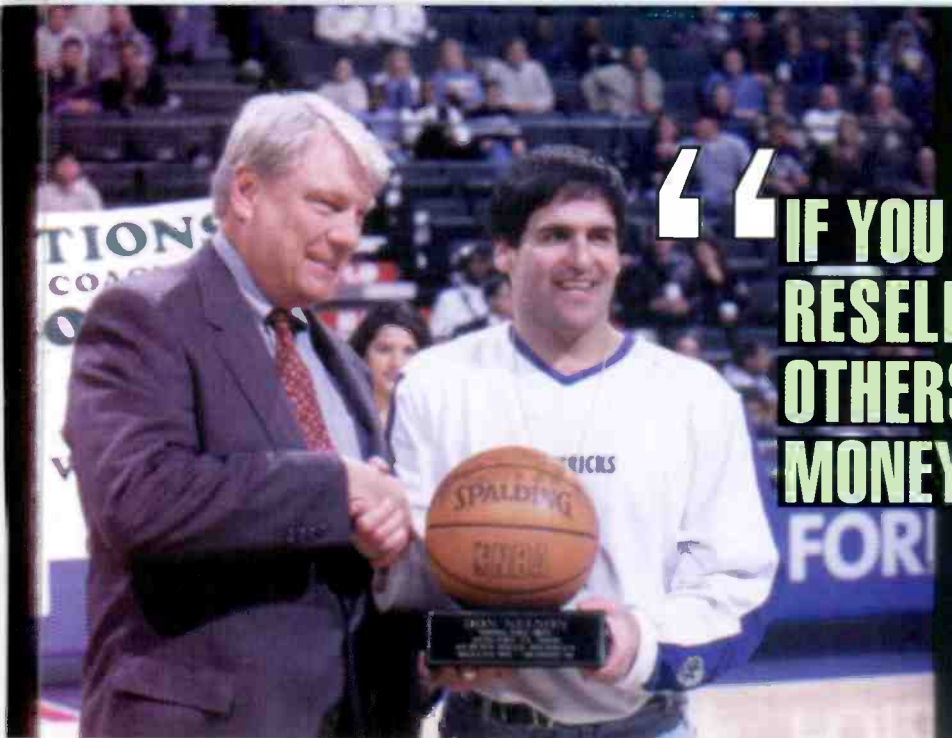
Cuban claims that, in its negotiations with Webcasters, the RIAA lays out a royalty structure based on a per-song, per-stream basis. That's analogous to a radio station being charged every time a new listener tuned in—if radio stations paid royalties, which they don't. It's a royalty structure destined for failure, according to Cuban.

He is so adamant that he actively encourages Webcasting businesses to look to Canada and Mexico when searching for a home base. In fact, he claims that, without radical changes to the Digital Millennium Copyright Act and the practices of the RIAA, Webcasters will universally be forced to shut down.

OK, maybe not universally. The major labels and large affiliate portals such as AOL would still have the ability to run profitable businesses.

"You can't Webcast as a stand-alone business," Cuban said in discussing the state of Webcasting. "The market is not mature enough. It needs to be part of a bigger business that you can invest in and grow. The only exception is if it's a one-person business—and you don't pay yourself anything and have an uncle in the hosting business."





“ IF YOU ARE PRESENTING OR RESELLING THE MUSIC OF OTHERS, YOU CAN'T MAKE MONEY IN THIS BUSINESS. ”

**FULL NELSON**(above): Dallas Mavericks coach Don Nelson (l) congratulates team owner Mark Cuban for finally getting all of Dennis Rodman's stuff out of his guest house, by recycling his only trophy. **ALL THUMBS**(left): Mark Cuban celebrates a rare Mavericks victory by buying two young men and painting them from head to toe with ink squeezed from 100 dollar bills.

So Cuban has taken the mantel as the RIAA-killer.

It seems that he's not content to just sit back and run his newest business, the NBA's Dallas Mavericks. There have been rumors of Cuban's attempt to sign Courtney Love—the Dennis Rodman of the music industry—and launch his own label. With his connections to the digerati and Love's name recognition, Cuban would have the chance, and the money, to reinvent the structure of a record label.

Cuban has been uncharacteristically mum on the new project, but insiders throughout the digital music industry fully expect—and eagerly anticipate—Cuban's new endeavor. Many consider Cuban the best hope to cut through the litigation, bickering and general unease that has shackled the emerging entertainment economy.

Of course, all this might get put on hold until after the basketball season since his Mavs actually have a chance to make the playoffs for the first time in 10 years.

**You've said that there can't be any successful stand-alone Webcasting business because of the RIAA's royalty rates. So what then does the future of Webcasting look like? Isn't there any way for a business to compete?**

As long as the RIAA cartel is in business, they will work to keep music Webcasters at a disadvantage and out of business. So, for stand-alone music Webcasters, music Internet radio stations, their future is as long as their funding holds, or as long as they are willing to do it as a labor of love, rather than a business. It will be like the newsletter business.

**Music companies have really hit a rough patch recently, with venture capitalist money drying up. With your obvious disdain for the system and your desire to be in the music business, does this mean that you are going to start funding companies?**

No. It means I think that the existing businesses are focused on protecting, rather than optimizing, their industries. The money I would invest in the music space would be to change the existing music industry, knowing that the digital future will be there waiting to make the investments stronger.

**The rumor is that you are going to sign Courtney Love and Hole to a recording deal and use that to launch your own music company. Where does that stand?**

In discussions.

**The two of you have attacked the major labels rather harshly in public over the recent months. The majors have a history of only working with companies like myplay.com, Liquid Audio and Musicbank, which have toed the party lines. Have you found that to be true? And how can you get around that?**

You don't work around it. You watch the companies they work with go out of business, and hopefully the courts will get the message that this is a cartel with no interest in having competition. Beyond that, you realize that the Net is international, as is the music industry, and that the laws are not corrupt in other countries. So any digital business should start in Canada or Mexico, not the U.S. Then they can be successful. Just as film work has gone north, so should the digital media world.

**What does the digital music space need to do right now to convince the public, and investors, that there are viable businesses to be made? Or is the space so caught up in litigation and licensing issues at the moment that nothing can be done?**

Basically, the only company capable of selling digital music is Napster. As long as the RIAA is involved, the rest shouldn't even try. The only place for digital music right now is as part of a larger company, or starting up in Canada or Mexico. Hopefully, legislators will realize that as patsies for the RIAA, they are chasing away the entrepreneurial spirit of the Internet. There is no way I would suggest to anyone to start a digital music-related business here in the United States.

**Napster—good or bad for the digital music industry?**

GREAT. They will sell more downloads once they add that service. Plus, because music downloaded to your PC via Napster is not inherently portable to all the places we play music, it only enhances sales. It's the "try before you buy" kiosk moved to your home, and it works to sell music. Many times I have downloaded and tried music on Napster and then bought

the CD. I don't want to go through the hassle of burning a CD. I don't want the hassle of waiting for the download and then wondering if it will finish, if it's the song I thought it was or what the quality will be. Napster allows me to experience music; buying the CD gives me portability and quality, which most people are willing to pay for.

**What about MP3.com—good or bad for the digital music industry?**

Irrelevant.

**Now that those two goofy questions are out of the way, what companies do you think are worth a damn, that are providing a quality service to consumers?**

I think ArtistDIRECT does a decent job; Microsoft and RealNetworks both do a good job moving the digital media ball forward, and of course, Yahoo.

**How do you make money as a digital music business? Advertising? Subscription? Theft?**

If you are presenting or reselling the music of others, you can't make money in this business. The RIAA/DMCA won't let you for all the reasons I mention above. If you are a creator, then you need to build an audience through traditional means and use the Net as a means to fulfill demand rather than to create demand. The people who are actually making money are those bands who use the Net to sell to people who otherwise might go to the store and not find their CD. And, of course, to sell them merchandise, tickets, etc. If you are a Webcaster of music, fuggedaboutit.

**I'm a Knicks fan, and the four-team trade that would have brought Glenn Rice from the Lakers and Vin Baker from the Sonics fell through. What in the world happened?**

The Lakers wanted Christian Laettner; so did we. We made a better offer to the Pistons for him.

**The Mavs have had their share of problems over the years, overshadowed largely by the ineptness of the L.A. Clippers. Now that the Rodman fiasco is behind you, when can we expect a playoff run?**

This year. And who says Dennis was a fiasco? It was fun, and I learned a lot. ■

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"The online music distribution vision is unfolding and showing flexibility towards a subscription model." Al Smith, SME Sr. VP

# Labels Online For Subscription Model

A HITS INTERNET SPECIAL REPORT BY MARC POLLACK

As the dust begins to settle around the infamous Internet music-delivery saga, a clearer picture of the industry's vision for the online future has begun to emerge—and the music subscription service appears to be the early digital business model of choice.

Meanwhile, the struggle to win back Net surfers accustomed to downloading free music to their hearts' content remains an uphill one.

With free online music delivery company Napster entering into a historic alliance with Bertelsmann, the major label groups are now eyeing a subscription system that mimics file-sharing services but charges users a monthly fee.

While the notion of a flat-fee, all-you-can-hear subscription service was once resisted by the major labels because it could diminish the value of each individual CD, Napster has quickly revised that thinking. The outlandish growth in file-sharing—combined with early indications that there is little interest in the one-at-a-time paid-download services that all the majors are testing—is beginning to nudge the industry toward such subscription models.

Striding into the fray, Universal Music Group launched the beta test of its streaming music sub service Oct. 23. The closed trial provides 5,000 music fans access to more than 20,000 songs from the UMG catalog. Participants were selected from registered users at UMG's convergence label, Jimmy and Doug's Farmclub.com. And, joining Universal shortly in its foray into the world of subscription services will be Sony Music, which plans to add songs from its catalog to the existing service.

"This is certainly a future," said Universal eLabs President Larry Kenswil. "No one knows if it's the future. There seems to be a big buzz in the public sector regarding the subscription model. What we can give people is something they can't get any other way without making additional expenditures. I'm sure there will be other ways to distribute music online and someone will invent those other ways."



SME Sr. VP Al Smith

Universal eLabs President Larry Kenswil

SME President New Technology and Business Development Fred Ehrlich

"What we are offering is a legalized version because I believe people inherently want to be honest," said SME President New Technology and Business Development Fred Ehrlich. "Is there a problem with the idea that music online has been free due to services like Napster and MP3.com? Definitely. But, I'm not so sure that [users] have been conditioned to accept music for free. It's a hurdle, but in order for music to exist online it is one that needs to be cleared."

SME Sr. VP Al Smith added, "There has to be a legal option [to Napster] that gives up, through the quality of its offerings, a legitimate alternative to the consumer. And we are exploring every possible way to achieve that end. We need to find a way of altering behavior so users recognize copyright holders' rights."

While UMG and Sony are not the first to offer a music subscription service—MP3.com and Emusic have launched similar offerings—it does mark the first time a major label group has taken this step, which may very well be the model for the future of online music distribution.

"The online music distribution vision is unfolding and showing flexibility towards a subscription model," said Smith. "The subscription model is an outgrowth of digital downloading. The industry is currently very flexible, and given the advances in the way people are able to access music on the Web, that type of delivery is the music industry's response to the large demand. We, as an industry, are offering music to people who want it through online means."

"I would never say that anyone has figured out the best online delivery yet," Ehrlich contends. "The subscription service is a new offering based on technological expansion."

UMG and Sony's rivals are not far behind. Warner Music Group announced a partnership with tech company MusicBank, which also has deals with UMG and BMG, to offer a streaming service which, like My.MP3.com, will be geared toward letting users listen online to CDs they already own. EMI, meanwhile, has added another 60 albums to its North American download trial and plans to expand the initiative to include other online retailers. Plans for a Sony-UMG joint online subscription venture are in the works, while BMG, at least until their parent company hooked up with Napster last week, has stuck to the previous business model of choice, digital singles. Warner's proposed merger partner, America Online, in turn, has reportedly been talking to record companies about licensing WMG's music for subscription services.

A problem that faces these major music groups' forays is that a consumer is unlikely to log on to one specific subscription service if that service does not provide a majority of the songs offered by all the companies.

"We have every reason to believe that other music, through the independent labels and elsewhere, will become available to our service," Kenswil said.

"A subscription service would obviously have to be more encompassing," Ehrlich said. "We recognize that there are limitations to what we alone can offer. The intention of our relationship with UMG responds to that. Sony has always been interested in distributing music to as many people as possible and providing consumers with the largest choice of product available. We are in the beginning stages of a new world. But, let's not forget, packaged media is not going away."

The initiative to enter the subscription business comes from the highest levels at all the major labels.

"All the top executives at Sony have been intimately involved in this for the past five-six years," said Ehrlich. Smith added that "[the company] will continue to increase the number of titles it will make available in the digital downloading space. We are going to expand content, look to work with tech partners and grow our presence online."

UMG's service—first announced by Interscope's Jimmy Iovine and Universal eLabs President Larry Kenswil at a Vivendi-Universal shareholders' presentation in New York last month—is streaming only. Once the technology passes muster, plans are in place to offer music and videos on demand to computers, wireless devices and TV set-top boxes.

UMG is not charging music fans to use the service during the testing phase. But once testing finishes, UMG plans to charge a monthly fee, which sources estimate will be around \$15.

With its test model, the company has demonstrated, at the very least, that it can provide services that are nominally competitive with the digital outlaws it has been prosecuting. If it can bring in the other label groups and offer consumers a comprehensive streaming alternative for a reasonable all-in price—or find a way to offer digital listening for free in order to boost product sales—it might even prevail. Meanwhile, will AOL simply offer streaming music as an additional perk to its subscribers and proceed to blow the other players out of the water? And what do the current deals struck by Bertelsmann with Napster and Listen.com with Scour mean for file-sharing?

It's way too early to predict, but we're glad to see somebody putting their music where their lawyers usually are.

While AOL execs are mostly mum about the specifics, Barry Schuler, the President of AOL's interactive services group, said that the combination of new software and Warner Music content would allow the company to set an example for other record labels to follow. "We'll use our assets to provide leadership that selling music online is not a bad thing, but an opportunity," said Schuler. "Our strategy is to show the way." ■

"We recognize that there are limitations to what we alone can offer."  
Fred Ehrlich,  
SME President  
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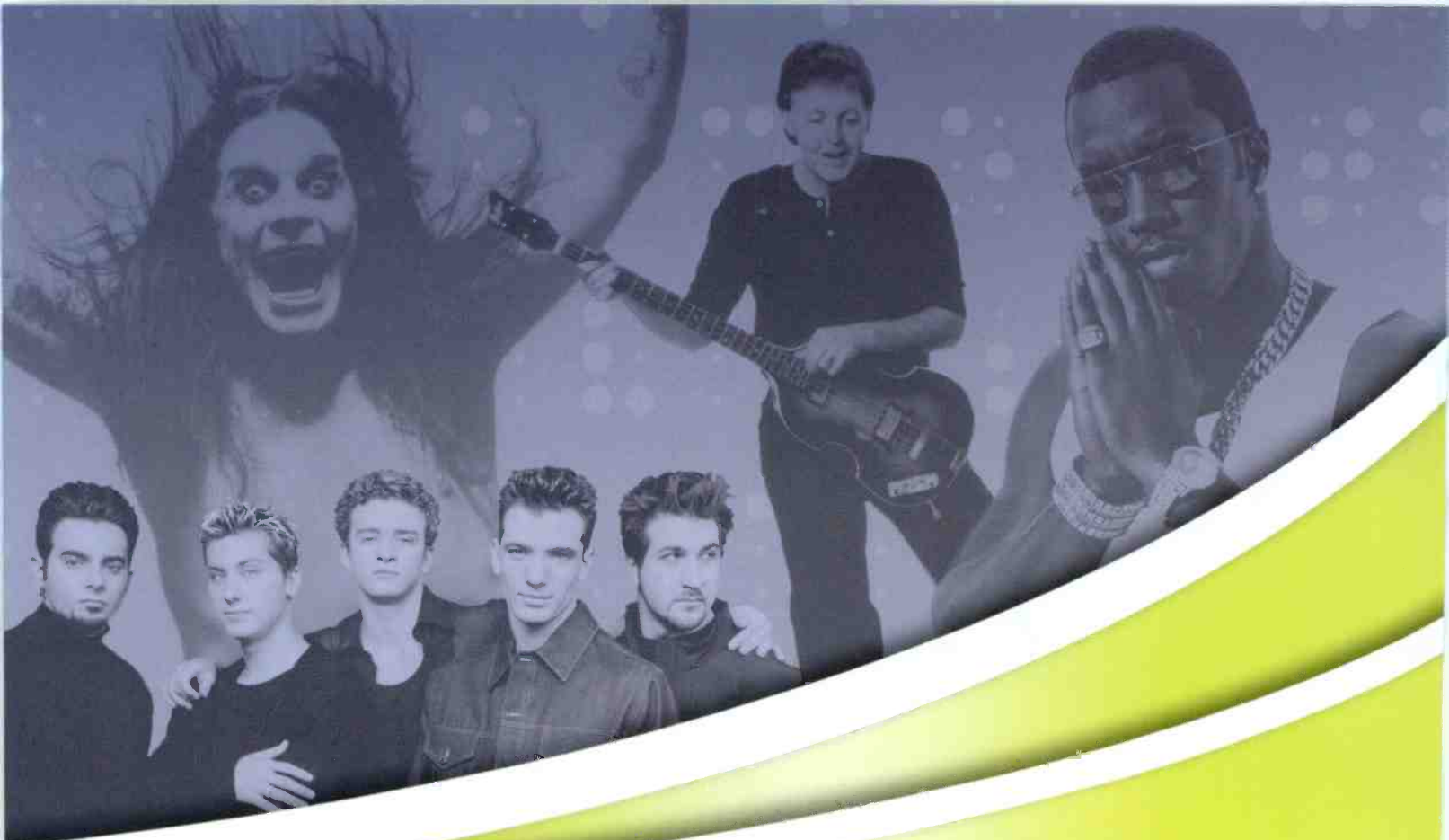
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# COME AND GETMUSIC

AN EXCLUSIVE HITS INTERNET SPECIAL DIALOGUE WITH GETMUSIC.COM PRESIDENT/CEO ANDREW NIBLEY

BY JONATHAN GREVATT

**A**ndrew Nibley, a reporter who co-founded Reuters New Media in 1994, has now been GetMusic.com's President/CEO for a year. One of his primary missions was to shift the focus on the site from online retailing to interactive content and programming. The move has garnered good results. According to Mediatrix and Netratings, they are now the top music site for youths 17 and younger, averaging 1.2 million unique users a month, thanks to special features like "Videolab," "Absolute Zero" (an animated series) and the chance to win prizes. The site, a co-venture between BMG and Universal Music Group, also focuses on developing artists by introducing users to promising new talent. GetMusic has been ahead of the curve on artists like SR-71, Pink, At The Drive-In, David Gray and Nelly, among others. The site also recently kicked off a huge promotion with General Mills, where users who buy a box of cereal can receive one of eight CD compilations on the GetMusic site. HITS' own Jonathan "Is Not a Rich Man" Grevatt, braved the nasty Nasdaq downturn to break bread with Nibley and get the "scoop" on life after the gold rush.

**You came from a hard news journalism background. What drew you into the music business?**

I've always loved music. I played in a band, then I managed a group later on. I was in the news business first, though, in Washington, D.C. I got interested in the Internet in late '93. We formed a venture capital group and bought 4% of Yahoo. We ended up making a little bit of money, but the main thing we did was to take the Reuters brand, which wasn't very well-known in the U.S., and put it all over the Internet; we made it ubiquitous. Reuters is now known by the Internet generation as the place where you go to get reliable news. I'm very grateful to Reuters. I guess, because of my experience there, I got the reputation, probably undeserved, as an Internet guru. I was doing a lot of panel discussions and apparently I was on headhunters' lists. This joint venture between Universal and BMG, competing rivals, looked very interesting and a lot of fun to take on. I thought the business model didn't work, so I wanted to change it. I had complete freedom to hire whom I wanted and starting from scratch is always a great challenge. News tends to be more thought-based in provoking emotion, whereas music tends to be more emotion-based in provoking thought.

It was definitely a shift for me, but it is still selling something creative—protecting the creative people from the suits and letting them create content for a new generation.

I was on the board at the Graduate School of Journalism at UC Berkeley and saw how this whole generation uses the Internet. At Getmusic, we're #1 in the 2-17 demographic. To watch the way this age group uses the Internet is fascinating. The early adopters like me used it for info, e-commerce and stock portfolios back before the Internet stock market crash. My 22-year old son likes to say to me, "Gee Dad, you're supposed to be this Internet guru, but you still say things like, 'I was online today,' like that was a big deal. Not unlike, 'I talked to your grandmother today on the telephone,' like it was a big deal. Or, 'I saw the president today on the television.'" The medium is so remarkable that you have to mention it in the sentence. Now, and especially with my nine-year-old son or eight-year-old daughter, if they say, "I talked to my friend Sally today," it could be via e-mail, telephone or on the street. And that's what I noticed when I started at Getmusic. I would hang around nieces, nephews, kids...they would come home after school, maybe get on Dad's AOL account, and they would have the TV on, their cell phones with them, the stereo would be on, their pager, homework, magazines... They multi-task on a scale that we can't believe.

I thought that this was an interesting challenge in a marketing and content sense. How do we feed cool content into this mix and use viral marketing? Napster—whatever your opinion of it is—is a phenomenal marketing story. In a very short period of time, without spending a dime, it got passed around so that every college kid on the planet knew about it. With Getmusic, where we are just starting our marketing campaign, when we look at the generation that grew up with the Internet, it's nothing new to them. If we toss some content in there, it's interesting how it gets passed around. For most of us who work, time is of the essence. We only have 24 hours in the day. We are overwhelmed by media between answering e-mail, faxes, voice-mail, TV and radio, newspapers and magazines. Just keeping up can become a full-time job.

For us, the Internet is just a way to get info quick, then we're out of there. An 11-year-old has nothing but time. They want to see an artist interview or a Britney Spears e-post card, which will get passed around to their friends via instant messaging, cell phones, pagers, etc. You then watch what the reaction is

in real time... it's instantaneous. We're trying to develop this new kind of content that is outside the traditional medium models of one-way transmission, like TV and radio.

We have "Videolab," where you pick one of the tracks from an artist, like Sisqo, Hanson or Sonic Youth, and then take snippets from their video, along with animation and stills that you can select and make into your own video. Kids can upload pictures into the mix as well, so it becomes a Sisqo video that includes their own home pictures. Each day, we pick the ones we like best, feature them on the site and give a prize to whoever makes the best one. And they can send it to their friends, who can re-mix it and send it back. It's very communal and it almost elevates the user to the same status as the artist. The artists like it because it promotes their music, and the users like it because they get to be involved with the artists they love and get to show the results to their friends.

**There have been numerous announcements about new programming from GetMusic.**

We have a show called "Absolute Zero" starring a very edgy teenage girl who is running a renegade Icelandic TV station with music news and interviews. Her sidekick is a neurotic puffin who is really upset that he is not as famous as she is. The show changes directions based on the feedback we get from our users. We almost see ourselves as facilitators; we take our site where the users want to go.

Everything we do is interactive. If they don't like something we do, we stop; if they want something we don't do, we'll start doing it. We think it's very tedious to sift through literally thousands of MP3s of unsigned bands, so we distinguish ourselves by putting bands on our site that are already signed, but that most people don't know about. Our people have great ears; they get on top of acts early on. We offer exclusive video interviews. We do interactive chats and we are getting a pretty good track record for breaking artists. We were six-to-eight weeks ahead of the charts on Nelly, Papa Roach, 3 Doors Down and Pink. Pink is a great example because we sandwiched her right in between Britney and Christina and saw right off the bat that she was hot. We produce 15-20 hours of original programming every week of three-to-five-minute interviews, animated shows, interactive games. We just built some games for No Doubt that are kind of modeled after Pac Man with Gwen Stefani running around. It's really fun.

**Describe GetMusic's business plan.**

We are not an Internet music company. We are a media company and the content—audio and video—that we are producing here can be syndicated to radio, TV, Internet or otherwise. Broadcasters around the planet cannot get enough entertainment news. Our job is to build good, high-quality, exclusive content and sell and protect it through whatever pipeline we want to use.



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**ART FOR TECH'S SAKE:** GetMusic President/CEO Andrew Nibley (r) offers to pose nude for Peter Max (l), only to learn the renowned artist would rather do a still like as they attend Gen Art's National Visual Art Search Kick-Off, sponsored by BMG Entertainment, Neuberger Berman and GetMusic. Offering to dress up as a bowl of fruit instead are BMG Entertainment boss Strauss Zelnick (second from l) and singer/songwriter Kevon Edmonds (second from r).

That's why I changed the focus when I first came here. This was an e-commerce site like Amazon. To me, it never made any sense to sell CDs at a two-to-three-dollar loss, and live off the IPO fumes. It's not something you can make up in volume; eventually, you have to pay the piper. We've seen that now. It wasn't helping the artists or the labels. We have a store, but we've always sold our CDs at a profit and tried to give the fans some extra-added value. If you buy the Foo Fighters album, you get a poster; if you buy a Britney CD, you get an autographed one. The business plan at GetMusic—even with the Internet winter that we are in right now—is to continue to survive as a media company and we have a fairly standard media plan. We're building a brand. It takes something like four years to break even and at that rate it takes seven years for a return on investment. But it's really the same model as MTV, CNN, *USA Today*, *Entertainment Weekly*, *People*. We will build a brand and come up with original content that satisfies the demand of our audience. Profitability and brand are both extremely important. Look how long it took CNN, *Sports Illustrated* and MTV. They slogged along for a while until they built up a loyal audience.

Our revenue sources are advertising, sponsorship and e-commerce. Eventually, we see syndication of our original programming to be a pretty significant revenue stream and maybe at some point, subscription, which may mean more than just the music. I like to say: "When you're around here, you're not really selling 'Baby One More Time,' you're selling what it's like to be a 12-year-old girl. Music is the glue, but there is also a lifestyle element. In our

classical section, one of the most popular things is wedding music. Maybe you don't know much about classical music, but you're getting married and you don't want to sound like an idiot when you go to the wedding planner. So we recommend some of the best pieces. We have also put together some really beautiful flash artwork and once a week, we will have a classical piece that you've heard a million times but you don't know who the composer is, and this flash artwork teaches you who wrote it. Look, Ted Turner had a vision with CNN and he stuck with it. Bob Pittman at MTV, same thing. Steve Case at AOL... I hope that Edgar Bronfman Jr. and Strauss Zelnick, whom I think are really out in front on their thinking about the Internet and what it means to the industry, continue to share the vision that we have for GetMusic. Companies that can build a good brand with good content and good community, and have deep pockets, will be the eventual winners. It takes patience and money.

#### **Who are the key players on your GetMusic team?**

The first person I hired was Sandy Smalens, who helped build Sonicnet and was the content guy at MTVi. I also got Len Tomlinson as our Creative Director; Joseph Rosenthal as our Managing Editor; Sherry Chang is our guru for artist chats and interviews; Heidi Wendorff's in artist relations and content, and we have some great producers like Amik Richards, Dana Maslin, Mary Joe Heath, Scott Hurwitz, David Krinsky, Kenny Wicks—who does his own weekly show out of Nashville—Nicole Dollison, Gerome Fitzgibbons in sales, Ken Parks in business

affairs. Jay Rubiner, Peter Rouse is our marketing head and Laurie Rubenstein in PR. It's a high-class all-star team and it just keeps getting better.

#### **What's a typical day like for you?**

Much of my time is spent trying to do deals with the labels, talking with Strauss Zelnick, Zach Horowitz, Larry Kenswil and Kevin Conroy—just keeping up on the technology. You see, I love music, all kinds of music. I listen to four or five new CDs a day. I can't imagine doing anything else; I feel like a fish in water. I get to do the Internet, work with young creative people and listen to great music all the time.

#### **What goals have you made for GetMusic and yourself?**

I want the company to be profitable and I want it to survive long after I'm gone. I want the brand name to be identified with intelligence, fun, community and great content, something users can have a visceral relationship with.

For me, personally, I would like to pass this on to somebody else at some point. I'm very proud of the people I have here. I really like working with them. It's a great bunch of very talented people and I consider it an honor and privilege to be in a position to protect and allow them to be creative and to make enough money that they can continue to do those creative and wonderful things. I feel that music and musicians are important and the people who help make that connection between music and fans can be just as important. If I can do that for a living, then that's a great way to spend the precious minutes I have on this rock. ■

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# PICKTOCLICK

An exclusive HITS Internet Special dialogue with ClickRadio.com Vice Chairman/Sr. VP David Benjamin by Sharon Steinbach

Music veteran David Benjamin has witnessed music delivery formats evolve from vinyl to 8-track, cassette to CD, and now to the Net. With each format's new marketing and branding challenges, especially the move from analog to digital, Benjamin saw diminishing means of giving fans in-depth information with their music. He believes that the economics of mass media advertising sadly left niche music out of the marketing loop.

As ClickRadio.com's Vice Chairman/Sr. Vice President of Entertainment—with Bill Freston as VP Entertainment and John Cannelli as VP Music & Talent—Benjamin greets the Net's reinvention of radio as the solution by bringing listeners the music they want to hear with added-value information.

Advertising is central to ClickRadio's business model, upping the probability of ad response by showing users ads only for the type of music they like. Listener tastes, analyzed person-by-person, determine which songs listeners like, will probably like, and the commercials they are apt to react to. Commercials that are "interactive, persistent and rich-media creative" run during music breaks. ClickRadio reports to advertisers how many consumers heard a commercial, who heard it and how often, and when they responded. Advertisers can also send promotions, concert information and other messages directly to targeted consumers through a proprietary ClickRadio e-mail in-box. Commercials keep this service free. It's available at Clickradio.com or through genre-specific CD-ROMs that can be picked-up at music retailers, concerts and college campuses.

The one time attorney for Bruce Springsteen and Paul Simon, and executive with CBS Records, NBC's "Friday Night Videos" and BMG takes to heart his influence on reaching people with music. "The only other reason anyone ever buys a record is because they hear a song that touches their soul and they must have it," he says. "But they've gotta be able to hear it." Which would be difficult over the persistent din of HITS' own walking jukebox, Sharon Steinbach "Draft."

### What inspires you most about ClickRadio?

Music is the only thing that can change your blood pressure, increase or decrease your pulse, make you more manic-depressive than you already are and put a smile on your face—in three minutes. I love people who write, sing and perform the songs. I've spent my life wanting to be them, but understanding that I was much better behind the scenes than behind the mic. Pre-ClickRadio, moving into this digital age, a Pandora's Box was opened the day we agreed to take our analog content to CD. We're just starting to see the fruits of that change now. Our core business is selling records—whether it's vinyl, 8-track, cassette or CD—and as we move to the future of having no sound carrier at all, you have to know why people buy music.

In the '70s, when I worked at CBS, we made album packages with pictures, liner notes, bumper stickers, lyrics and everything we could think of. They were creating brands, and the more evocatively you could craft it, the more you were able to communicate with whom it's going to resonate, and the more records we sold. We took that marketing package and squeezed it onto 8-track, then cassette and CD, and eventually, no sound carrier—but we lost our ability to market and brand our own goods. We then used mass media to market our product. You buy mass media on a cost-per-thousand basis, so the only economical way to advertise is with product that appeals to a large percentage of people. That limits our ability to market anything that is niche or fringe, like blues, jazz, classical and genres that have died because we can no longer market them. With ClickRadio, we bring all that back. While listening to a song, when you hit that info button, there are liner notes, lyrics, tour dates, merchandising, sheet music, whatever it is that bridges the gulf between the artist and the listener. Then you'll want to buy those records.

### How does ClickRadio deliver different music to each listener?

The concept behind ClickRadio is, don't change the station, change the song. This was made possible by the Digital Millennium Copyright Act. We've been working through this for three years with the labels. There are two different types of systems for Net radio. One is terrestrial radio on the Internet—like Spinner, Sonicnet and NetRadio—a stream of content where everybody gets the same thing. Those services qualify for a compulsory license and pay a royalty to the copyright holder for delivering a linear stream of content. On the other hand, if you want to deliver individual radio stations person-by-person, you have to negotiate separately with each content-holder and get a voluntary license. We are the first and only ones to have received voluntary licenses under that law, allowing us to deliver to every human being in the United States their own radio station with as many different formats of music as they desire.

### How do listeners discover new music?

We have veteran programmers like Charlie Kendall, Dan Neer, Scott Shannon, Patti Galluzzi and Pat Shannon, among others, organizing these things. With ClickRadio, if it's on, it means you're listening. The ability we have as programmers—what we call music guides—is to become your best friends. We know everything about the kind of music you're interested in. I challenge you with new things you probably haven't heard before based on other things we know you like. We're constantly trying to expand your sphere and get you to listen to new things. As you're listening, you look at the artist photos, their bios and history. If you want to buy that record, you do it right there. Based on your "thumbs up" or "thumbs down," until the end of that song, nobody knows what the next song will be. It is only as a song leaves your box that a playlist is created, and it is solely created by you.

### Your music guides determine the available music, then.

Their role is music-intensive, creating a collection of music that together provides a compelling experience. We collect a universe of songs that will popu-

late, or potentially populate, all these stations. If I present you with more songs that are like what you like, then I have a chance of selling those to you. That's how we get our rent paid, feed our kids and put clothes on our backs. That's how we pay for the huge amounts of creativity I see everyday.

### What do you need to access ClickRadio?

You can go to our Web site, and if you have a high-speed connection, you hit a button and it all comes down. If you have a dial-up connection, you give us your name and address and we send you our CD. If you buy a new Gateway computer next month, ClickRadio will be there with all the music. Hewlett-Packard is coming in behind them as well as other manufacturers. You can walk into a local retailer and pick up one of our discs. On the CD-ROM, we put about 300-350 songs together with all of the interstitials, voice-overs, sweepers, bumpers, contests and commercials that make up ClickRadio. You put it in your computer drive and in about ten minutes you're ready to roll. At a local retailer there are about half a dozen CDs in different formats. We change the CD-ROMs every month. You can't use it anywhere but ClickRadio. If you put it into your CD player, it doesn't play. We have our own codec, which is the way we send the music out, under an exclusive license with Lucent [Bell Labs]. That allows us to create a library of radio stations. When you're on the Internet with an open connection, our software recognizes that. It gathers information about all the songs you've liked or you

haven't liked, and the ads you heard since the last time you connected to the Internet. The package sends it up to our mother ship and then holds down the songs, voice-overs, bumpers, contests and commercials that fit what we're learning about you. If you're checking your e-mail on a 56K dial-up for a half-hour a day, we can send down four or five new songs and all the associated stuff. We add three, four, five or sometimes eight or 10 songs a day. You get more variety because we don't have to worry about pleasing everyone. We try to please you. You could skip a song or choose "thumbs down," but at least I presented it to you. On ClickRadio, if I play it once, it was presented to the consumer.

### You've already partnered with most record labels.

We have signed agreements with WEA, Universal and Bertelsmann. Based on these, and the indies we have deals with, we're sitting at about 70-75% of the market. We have Alligator, Koch and Tommy Boy. We have to go out to each of them, or get them to come to us, and pay them for playing their music.

## "THIS IS RADIO; WE SELL ADS."



**CLICK CLIQUE:** The Click Radio team gather for their weekly darts competition, with you-know-what serving as the target (front row, l-r) Director of Entertainment Programming **Amy Winslow**, VP of Music & Talent **Traci Jordan**, Sr. VP of Entertainment Programming **Charlie Kendall**, Vice Chairman/Sr. VP **David Benjamin** and VP of Entertainment **Bill Freston**; (back, l-r): Director of Product Design/Music Programmer **Phil Rose**, Director of Entertainment & Program Ops. **Sal D'Aleo**, Music Advisor **Patti Galluzzi** and VP Music & Talent **John Cannelli**.

### What about satellite radio partners?

We expect to have a wonderful relationship with the satellite guys. But they have the same problems as other radio; nobody wants to prevent me from hearing music I don't like. ClickRadio fixes those problems. I think satellite companies will eventually have a ClickRadio application. But they have to get rid of the blips and the dead zones. Right now, if I have a choice of hearing four or five commercials and getting it for free, I'll take the four or five minutes of commercials. I think most of the public would, too.

### Are you facing any unsecured download issues?

I didn't want to put myself in a position of stealing from my friends. ClickRadio is a completely new model for the distribution of content. We start with a closed client-server architecture. The problem with something like RealAudio is that once you sell your servers, some 12-year-old can hack through. You have no control over the clients. With ClickRadio, we maintain constant control over every server. We know when that 12-year-old is trying to hack through. As soon as he tries, his system goes dead, we capture his hack, and we automatically reconfigure everything else. I hope the music industry will periodically update code, which is what ClickRadio has been doing for three years now. It's the only way to do it. Beneath that, we have feedback, which is the only way to securely deliver digital sound of a high quality. MP3 and the codecs prior to ePAC [Lucent's



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music coder] carry with them background noise. ePAC is ours exclusively in this space.

#### How did you get the exclusive use?

They took a look at what we had in the patents. We answer several problems inherent in the Internet space. The Internet is cheap because there is no 100% guarantee of service—the quality of service is “best efforts.” Digital is not a forgiving format, but analog is. With your TV, there are glitches and pops, but you don’t notice. With digital, there’s a drop-out; something slows down or the streams get interrupted. ClickRadio fixes all that. The underlying nature of our bread and butter—music, film, television, books—is that little of it is time-sensitive, except maybe the traffic report and weather report, a stock quote, or news bulletin. But my newspapers were printed last night, my magazines last week, and my records three months ago. Who said I’ve got to hear music in real time? That’s a waste of bandwidth in a bandwidth-constrained world. We take advantage of the inherent efficiencies of the system when it’s not 3 or 4 in the afternoon or 11 at night, when you can’t even get on AOL. ClickRadio sits there, and when you turn on your radio, you hear stuff that’s ready to be heard. That’s what it’s about. It was intended to solve the technical problems of the Internet and the legal and rights problems of the music space.

#### Your business model depends on advertising revenue?

This is radio; we sell ads. We start with the audio slug, the staple of the radio business for 50 years. Then, the most important part of an ad is what’s called the “call to action”: buy my books, see my movie, listen to my record. What if, when there’s an evocative call to action, you could hit a button and get full-motion video of that ad? The great thing about the Internet is that it is a two-way pipe. While you’re listening and watching, you could click to buy, or get more information. In print, you don’t have to run an ad again. It’s still there when you want it. It’s persistent. We do that, too. No one has ever combined the dynamic qualities of radio, sound, television, the Internet and persistence of print in one ad medium. We can do one more thing, too. The promise of the Internet has been mass marketing one-to-one, but no one’s been able to pull it off. At Amazon.com, they think I’m 11-years-old because I bought Harry Potter books there. And CDNow thinks I’m a classical music fan because I bought a Chopin record for my dad. With ClickRadio, we don’t know your blood type or Social Security number, but we know whether you like Backstreet Boys, NSYNC, Christina, Britney or Dave Matthews. Based on that, we can target ads to you. You will probably never have an ad for something you’re not interested in. Once we know you’re interested in something, we can send you more ads. We want to present this as a free service. In order for it to be free and take care of all the people who are entitled to get paid, you’ve got to make money. We have two choices—either you have ads or you pay for it. I don’t think you’re going to pay for it. I hear all this talk about subscriptions, but what happens when I pay \$10 a month for my music and the DJ plays songs I don’t like? I go someplace else. And eventually I am going to stop paying that \$10.

#### Is the Internet becoming oversaturated with music sites?

Most of the players will go away because most are not businesses. Most of them aren’t prepared to pay what they will have to under the Millennium Copyright Act. Therefore, they will fail. From a record company point-of-view, you want to make sure that some will succeed. You can’t get kids to stop using Napster by telling them not to use it. You have to present some-



#### Who is the ClickRadio audience?

People have wasted money on big TV campaigns and things like that, but our focus groups and research tells us, if I can get you to try it, I’ve got you. If you’re a college kid, I hand you a disc. If you go to a concert date booked by SFX, I hand you a disc; if you go to WWF, I give you a disc. Getting the application to you is my goal. Go to my Web site, download it, boom, done. Many of our partners have links to the Web site, too. Our research is just starting to come in. We haven’t even announced that we’re out there yet. We want to work the bugs out, because there are going to be bugs before we really jump up and down. We’re getting 200-300 new users a day without telling anybody—just by word-of-mouth.

**“CLICKRADIO will put out music that would have never seen the light of day.”**

thing that’s easier, with high-quality audio, where they only have to hear what they want, but don’t have to steal to do it. Whoever presents them with something they want that’s legal, will win. When I talk to college and high school kids, I say to them, “You’re not hurting Sony, Universal and Bertelsmann, you’re hurting artists, you’re hurting people.” When confronted with the reality of what they’re doing, the majority of people will choose to live in a society where they don’t have to worry that somebody is going to take their stuff. If you believe you should be able to take music off Napster, you can’t object when somebody picks your pocket, because that’s what you’re doing.

#### What are your long-range development plans?

ClickRadio will put out music that would never have seen the light of day. It will allow genres of music that have been gone for years to regain their voice and take their rightful place in the musical spectrum. ClickRadio will expand the breadth of the musical experience for everyone. It will reconnect the marketing dots for the people responsible for creating those brands. It will increase the samplings of more songs that will touch your soul, so that at the end of the day, the music business can be a healthier, happier place for all of us. ■



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# VENTURE ADVENTURE

AN EXCLUSIVE HITS INTERNET SPECIAL DIALOGUE WITH NETVENTURES' GIAN CATERINE

BY BRAD KING

The digital music space is about as popular with venture capitalists as a virgin on prom night—she looks good, but nobody wants to ask her to dance because they know it's not going anywhere.

In the past year, VCs have turned off the money spigot, forcing layoffs and flameouts throughout the digital music sector. Firms such as Acacia Research have shifted their funds away from entertainment and into bio-tech start-ups. Companies without strong business models—see [Spinrecords.com](http://Spinrecords.com)—imploded. Even label-friendly Supertracks has been forced to cut back its staff. Music companies must now come to the table with solid business plans that include, very high up in the pitch, how the executives plan to make money.

But music is still where the cool kids want to be. With a recent investment in RadioAmp and a pending deal with a video company, the moneymen at NetVentures believe that there is still a bright future in the entertainment space. Gian (pronounced John) Caterine is one of the people at the VC firm who scopes out and finds new businesses.

Caterine did his time on the other side of the digital music space, working as a licensing specialist for Emusic. In fact, Caterine was responsible for the first licensing deals at Emusic, lining up Elvis Costello and They Might Be Giants, before moving into the venture capital field.

**Last year, any company that asked secured funding. This year, even the strongest companies can't secure funding. What happened?**

The Internet has gotten bigger. We've seen peer-to-peer and Napster technologies develop—less as a response to the business models of music companies and more of a response to the realities of navigating the Internet. I'm not sure that [Napster creator] Shawn Fanning sat in his dorm room and thought he was trying to develop a way to get his music for free. I think he thought that the Internet is so big, "How do I get from point A to point B?" The Internet has gotten big in a very short period of time.

**And yet, Fanning's creation has just about shut down the forward motion of the industry. So what has stalled this?**

Quite simply, last year, if you were Emusic and you had a billboard, people would find you. That isn't the case at all anymore, because the Internet is so large. The other thing holding up this space are the rights issues.

**You mean, who owns the digital rights to music?**


Right. It's gone from a very clear picture of who owns the rights in the analog world to a blurry picture in the digital world. There's an interesting

dynamic occurring: There is an urgency by record companies and copyright holders to get their material distributed online, while at the same time there is reluctance to do that, because the rights issues are hazier. When you don't know who owns the rights to a song, or who should get paid for streaming a song, that changes your business model, in that you can't be sure what your business model is supposed to be. Of course, with the pending Napster case, the issue facing companies is that music might be legally online whether they want it to be there or not.

**And that affects the venture capitalists who aren't willing to pump money into a company that might have to create a business model without the benefit of selling content.**

People don't know what the future digital music business is going to look like, so they don't want to put money into music. I'm answering that question differently than you want, but I'm doing that deliberately. If all of the licensing and other issues were clear, people might want to put money into music. When the issues were clearer, giving money was easier.

**So that begs the question: Why are you in this space?**



**"IF ALL OF THE LICENSING AND OTHER ISSUES WERE CLEAR, PEOPLE MIGHT WANT TO PUT MONEY INTO MUSIC."**

We believe in new media. What happened with copyrights hasn't altered our sense about media. We are comfortable with what RadioAmp is doing because inherent in its business model is the message that they are record company and copyright friendly. While there is still some uncertainty how licensing and royalty rules are going to play out in regards to [terrestrial] broadcast on the Internet, there is less uncertainty there than about licensing and royalty structures for downloads. Besides, if you look at any of the statistics about adoption of radio on the Internet, you find that more people are adopting the technology every week.

**People are gravitating towards radio. That seems to fly in the face of RealNetworks or Windows Media, which are developing players to personalize playlists and content while providing users multiple interfaces and skins. Has the space gotten too complex? Have they forgotten that the average Joe just wants to hear some music in the background while they work?**

There are some who want what you first described with all of the personalization tools, but that's a minority. A model like RadioAmp offers something that is user-defined, but not user-built. You don't have to be a programming genius or technically savvy to personalize a music offering through this kind of product. There is enough choice so that it can be something that you identify with.

**But it still has to be easy to use, for consumers to want to come—and maybe pay—to use.**

The answer is yes, it has to be easy to use.

**So is that what Net Ventures looks for?**

We aren't explicitly looking for simplicity, but in any

sort of end-user play, it's important. When people send us their product and we try to use it but can't, let's just say that doesn't give us a great feeling.

**If the Internet Underground Music Archive and sites where users can post MP3 files was the first wave of digital music businesses, WinAmp and RealJukebox players are the second wave and Napster and peer-to-peer technologies are the third wave, what is the next wave of digital music businesses?**

I'm not sure what the fourth wave will be. If you try to incorporate everything that has happened up until now, the only way to imagine it would be something that the Internet couldn't support. If I'm anywhere in the world and want any piece of music or a movie, the infrastructure isn't there to support that kind of business. What is the model going to look like? I think people want suggestions and tips from other people; otherwise, how do you find new music? There is still a role for intermediaries—people and technologies help users connect with the media that they want to get in touch with.

**I don't think people appreciate being told what to like.**

If you talk to people in the radio business, they'll tell you that people want to hear new music, but they also want to hear the hits. People feel comfortable hearing new music in the context of hearing what they already know. That's what's going to work in this space

**What hasn't worked?**

It's pretty obvious. The models that need users to find them, rather than the other way around. I think that means destination sites, to a great extent. I would say that music is something that needs to find people, so a

model that exists where people need to search out music isn't going to survive. This goes back to the Internet getting bigger. If you are a content owner, why wouldn't you find ways to get your content out there? It's amazing that people don't do that, and the companies that haven't been syndicating their content are finding life very difficult right now. Companies that haven't recognized the growth, or ignore the growth of online music and the Internet in general, are in trouble.

**Licensing issues have been a big part of the reason this sector stopped expanding. How will it look when all of this gets sorted out?**

Licensing issues have caused us to become very cautious, but I'm trying to look beyond that. Ultimately, there will be a resolution in some way. People won't stop creating art and the people that don't create art won't stop desiring to interact with that art. Those two things will always continue to find themselves. Since we believe in convergence, one of the ways we feel that will happen is through the Internet. But when you are making an investment in a business that depends on intellectual property, whether it's in audio or video, everything depends on licensing.

**With all of the licensing problems, does that mean that you are only going to look at companies that have very favorable relationships with the labels—companies that aren't on the fast track to getting sued?**

Before we invest in a company, we have to believe there is a way through all of these issues. That doesn't mean that a business which is doing something aggressive wouldn't get an investment from us, but we have to believe that there is a way for those issues to get resolved. ■



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TONIC    3 DOORS DOWN    BARENAKED LADIES    FASTBALL    MXPX    MARILYN MANSON  
PANTERA    CARROT TOP    P.O.D.

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# GLAD TIDINGS

An exclusive HITS Internet Special dialogue with Egreetings' Nancy Levin and Julia Trainor  
by Simon Glickman

It's hardly a rare thing to see experienced record-biz pros moving into the digital-music space. But while scores of former label players have chanced the murky waters of start-ups predicated on MP3 streaming or downloads—and seen either their stock plummet or their legal fees skyrocket—former label honcho Nancy Levin and promo maven/ex-HITS staffer Julia Trainor chose a path of less resistance and pioneered the music division of Egreetings.com.

The company specializes in digital greeting cards containing Flash animation; gratis to consumers, they provide myriad opportunities for strategic tie-ins, e-commerce and viral marketing. But the music department's content is a cut above, with artwork that's as attentive to the personality of the musicians represented as the covers of the CDs the cards help to sell. Best of all, the 30-second music excerpts that accompany these arresting visuals help promote the acts without alarming labels already freaked about digital delivery. It's a business plan that looks solid enough to survive a landscape littered with the skeletons of dot-coms gone by.

Still, you may want to send Nancy and Julia a sympathy card after their ordeal with HITS' Hallmark of Geekdom, Simon "Return to Sender" Glickman.

**"To the artists, managers and record companies, they actually act as mini-commercials to help break and sell records." Nancy Levin**



Egreetings.com's Nancy Levin (l) and Julia Trainor hold up the industry equivalent of a letter bomb.

#### For the uninitiated, what is Egreetings?

Nancy Levin: It provides my sanity! Just kidding! Initially, the site was strictly about holiday-oriented greetings cards. The company brought us in to fully launch the music initiative, realizing that no online company—not one—had cornered the market on providing free music greeting cards that included a 30-second song hook, the artist's image and a sentiment that appealed to consumers.

Julia Trainor: And, unlike a lot of e-card companies, we focused on using Flash animation, so there is no hassle downloading. Not only is it totally secure, this is a technology your average Joe in Idaho has.

#### Of all the options open to you, why did you decide to go there?

Levin: Because it was a "bridge company" between the music industry and the Internet, and they were allowing me the opportunity to run my own business within the business.

"The importance of viral marketing can't be underestimated." Julia Trainor

#### How has the music division changed or evolved since you got there?

Levin: Our Media Metrix numbers beat most of the huge Internet music companies already in existence. And because of our contracts with labels and the relationships we have developed, we now have 120 artists represented—80 of them Platinum.

#### What are music cards? What is their value? How much do they cost?

Levin: They're free! To the consumer, they operate as an intimate connection to the artist. And to the artists, managers and record companies, they actually act as mini-commercials to help break and sell records.

#### What special value does an Egreetings promotion have for a label?

Levin: I've worked for four record labels, and the budget lines that are available for marketing artists are tiny compared to the setup and results that we can get reaching millions and millions of consumers the way we do.

Trainor: The importance of viral marketing can't be underestimated. Remember the shampoo commercial, "And they tell two friends, and they tell two friends, and so on..."? This is the living, breathing, singing version of that.

#### What are some unique promotions you've developed?

Nancy: Between the matchbox twenty and Pink promotions, we've had fans sending, on their own, 3.4 million cards. You just can't buy that kind of exposure these days.

Julia: And we're doing these card just like you'd do with a radio spot: "98° is sending you somewhere warm for the winter...Hawaii!" For every card sent, you're entered into the contest. Barenaked Ladies, Outkast, blink-182—these are all artists we are have slated for this quarter.

#### Which music offerings have been especially successful?

Levin: We thought we were going to have to be cool like MTV is. Now we know for a fact that our consumers who are sending cards and buying CDs represent music across-the-board—from pop to hip-hop to alternative to country to Christian. Given our traffic and our demos, the sky's the limit.

#### Do you have any sense of how many CD sales result directly from the cards?

Levin: CDs are the #1 seller on our site, beating even holiday favorites like flowers and chocolates. Plus, we are driving fans to go out and buy in regular retail outlets as well.

#### How can the Net be lucrative for artists and labels, yet still attractive to consumers?

Levin: Simple. We are the "nobody hates us" music site. We're helping to break artists and sell records for labels. And Net users are responding to us like we're the Internet-card version of MTV.

#### The style and vibe of the music area are quite distinct from the rest of Egreetings. Do you see yourself as almost a separate brand?

Levin: Absolutely. That was a big part of our recent changes. In fact, we are working on separating or spinning off the "Music Scene" into its own world. Our success has been so exponential, it only makes sense.

#### Is there any statistical user info you can provide to the industry?

Levin: We started this initiative about a year ago, and right now, we're at 12 million sends. It just keeps growing. And if you think of the amount of views artists get with the cards sent—both the sender and the receiver see that card and hear the hook of the song—the impressions are staggering!

#### What are your criteria for the design of the music cards?

Trainor: We work closely with the labels and managers in advance to come up with a signature look and feel for each artist's card. And we have an amazing staff of designers in San Francisco who absolutely love music and create cards to really represent an artist's style. But one of the coolest things we've seen happening is the amount of people that come to the "Music Scene" at Egreetings to send holiday-oriented or specific message-themed cards.

Levin: We turned Christina Aguilera's "I Turn To You" into a Mother's Day card last spring, and it exploded. Something like 29,000 sends in 10 days. I recently called up Bill Leopold and said, "Hey, Melissa Etheridge's '2001' would make a great New Year's card." Granted, this is an album track from nine years ago, but by using it and featuring it on the homepage, it re-introduces an audience to an artist in a completely unique way.

#### At what point do you envision the Net becoming a source of direct, substantial revenue for the music business, rather than primarily a means of promotion?

Levin: The Net is not any different right now then years ago when cable TV started. Back then, there were too many channels and half of them were like "Wayne's World"—local-access television. The big dogs that survive, the ESPNs and MTVs of the Net, will be cash cows.

Trainor: I just read this amazing piece on MTV in *Vanity Fair*, where Warner Bros. Exec. VP Stan Cornyn recounted the early days of MTV trying to make the record business understand the value of music videos: "When it comes to interest in new technology, the record business finishes just ahead of the Amish." The Internet is a valuable promotion and marketing tool, and it translates directly into revenue. So trying to monetize it with an old school mentality is just antiquated thinking. ■



# SOME ARTISTS JUST CLICK.



*PAPA ROACH · NINEDAYS · AT THE DRIVE-IN  
BIONIC JIVE · SINISTAR · PIMPADÉLIC · GODHEAD  
SUM-41 · ONE SIDE ZERO · ELWOOD · TAPROOT · BRMC  
TARSHA VEGA · DYNAMITE HACK · BLUE MONDAYS · RELATIVE ASH  
ANNETENNA · ADEMA · BRAND NEW IMMORTALS · IKE REILLY · FLYING BLIND  
SUBATOMIC · VIKTROLA · RAMA DUKE · PALO ALTO · WHEATUS · JOSH JOPLIN · ELWOOD*



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WHFS KKND WSFM  
99X WZPC WIXO  
WCYY

**ALREADY GOING CRAZY:**

KROQ WBCN KPNT KTCL WEND  
Q101 KNDD KFRR KFMA WEDG  
WXRK KEDJ KNRK KRZQ WMRQ  
WPLY WDXD WRZX WPBZ  
and many, many more...

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# ROCK2K

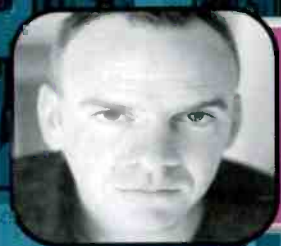


## ROCK REIGNS AT RETAIL

U2, Godsmack debut in Top 5 and sell beyond expectations and ICP, Twizted, PJ Harvey and Lifehouse also make strong showings.

## POMO SIGN-ONS WORTH TWO IN BUSH COUNTRY

Jacobs Media-consulted 97X Tampa and PD Alan Smith's WOCL Orlando make Florida safe for Alt-Rock.



## FATBOY SLIM TECHS IT TO THE STREETS

New album launched with world's largest in-store DJ performance at 17 Virgin Megastores and on PoMo radio Web sites as "Ya Mama" blows up thanks to "Charlie's Angels" movie.

## Fast Five

## Rock Box

1

### LEE DANIELS:

WJBX Ft. Meyers PD heads to Active Rocker WZTA Miami as APD/middays. Says he just wants to be closer to Gloria Estefan.



2

### ROB ACAMPORA:

Former WHTG PD offers greetings from Asbury Park as he returns to fold after station's sale.



3

### RUSS SCHENK:

Ex-WIXO Peoria PD heads to Nashville to take over as MD at WZPC. Too bad he got there after Garth Brooks retired.



4

### OUTKAST:

"Bombs" burstin on-air at WXRK, Q101, 99X, KMYZ, WFNX, with huge album sales bow.

5

### JAMES EVANS:

Interscope APM god has grits in his granola, with four in Top 10 (Wallflowers, U2, Joan Osborne, Sting).



### GREGG LATTERMAN Aware Records, Chicago

The year was 1993 when Boston CPA Gregg Latterman changed careers and started **Aware Records**, an independent label devoted to creating a national community of unsigned bands that could share resources (mailing lists, tours, etc). Among the then-unsigned acts that Latterman's "Aware" compilations brought onto the national radar

were **matchbox twenty**, **Hootie and the Blowfish**, **Better Than Ezra**, **Vertical Horizon** and several other now-platinum artists. This led to a label deal with **Columbia Records** where he was instrumental in developing **Shawn Mullins** and **Train**. Now, with **Five For Fighting's** "Easy Tonight" exploding at APM and a new Train single dropping early next year, Latterman is riding high. "The roster we're working with right now is as strong as any indie (or major label, for that matter) could ask for. And our staff is doing an *incredible* job. Ultimately, we're hoping to build Aware into a fully staffed, stand-alone, major label." Given his success, we suspect this will happen sooner rather than later.



# LIFEHOUSE

hanging by A moment

## New adds:

KOMP	KNRK	WXTB	KLBJ	WAQX
WXBE	KWHL	WRWK	WVRK	

## Amazing phone stories:

#1 WPLY 99x	#1 WBRU WHFS	#1 WAVF KMYZ
WMRQ	WFX	WEDG
WXNR	WMFS	

Debut sales week  
on the New Artist Chart

 2 Spankin New Music Month Artist

On over 55 rock and over 75 alternative stations  
Alternative BDS #18-14 OVER 1200 SPINS

## Already hanging at:

WXRK-18x	KQRC	WHFS-46x	WIYY	WPLA-42x
KXXR	WXDX-36x	WRIF	KDGE-35x	KUFO
WLUM	KCXX-30x	KXRK-30x	KOMP	WXRC

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# POST modern

## top 25 post toasties

lw	tw	artist-label	comments
1	1	LIMP BIZKIT - Flip/Interscope Rollin'	#1 WBCN, KPNT
—	2	U2 - Interscope Beautiful Day	#1 WKRL, WZPC
2	3	3 DOORS DOWN - Republic/Universal Loser	#1 KFRR, WEEO
3	4	FUEL - Epic Hemorrhage (In My Hands)	#1 WHFS, WPLA
4	5	PAPA ROACH - DreamWorks Broken Home	WEQX Add
5	6	GREEN DAY - Reprise Minority	#1 99X, KNRK
—	7	GODSMACK - Republic/Universal Awake	#1 WNFZ, KRBR
6	8	RADIOHEAD - Capitol Optimistic	#1 KNRQ, WROX
7	9	LINKIN PARK - Warner Bros One Step Closer	WPLY, CFNY Add
10	10	ORGY - Elementree/Reprise Fiction (Dreams In Digital)	#1 KNDD, WEDJ
12	11	INCUBUS - Immortal/Epic Stellar	Add "Drive"
8	12	EVERLAST - Tommy Boy Black Jesus	#1 WXSJ
9	13	DISTURBED - Giant/Reprise Stupify	#1 KFMA, X-96
—	14	LIFEHOUSE - DreamWorks Hanging By A Moment	KNRK, CFNY Add
15	15	COLLECTIVE SOUL - Atlantic/AG Why Pt. 2	on tour now
13	16	A PERFECT CIRCLE - Virgin 3 Libras	MTV Add
16	17	LENNY KRAVITZ - Virgin Again	#1 WEQX, WDST
11	18	CREED - Wind-Up Are You Ready?	home state goes to Gore!
19	19	MOBY - V2 Southside	WHRL, KFRR Add
15	20	DEFTONES - Maverick Back To School (Mini Maggit)	tour w/Incubus
18	21	WALLFLOWERS - Interscope Sleepwalker	#1 KACV
17	22	BARENAKED LADIES - Reprise Pinch Me	#1 WGRD
20	23	RED HOT CHILI PEPPERS - Warner Bros. Californication	#1 WDYL
25	24	DAVID GRAY - ATO/RCA Babylon	WXNR, WHRL Add
23	25	GOOD CHARLOTTE - Epic Little Things	99X, WXEG Add

based on a combination of airplay and sales

## most added

1. RAGE AGAINST THE MACHINE "Renegades Of Funk" (Epic)
2. SR-71 "Politically Correct" (RCA)
3. COLDPLAY "Yellow" (Nettwerk/Capitol)
4. INSANE CLOWN POSSE "Let's Go All The Way" (Island/IDJ)
4. OPM "Better Daze" (Atlantic/AG)
4. CRAZY TOWN "Butterfly" (Columbia/CRG)

## post toasted

BY IVANA B. ADORED

**CONFEDERACY OF DUNCES:** My stomach is in knots over the still-unknown outcome of today's election. If the results are as dire as I fear, "failing upwards" will be the new national objective—ah, finally a goal we can all achieve!... It was heartening to see Moby on "Letterman" last night in a Gore/Lieberman T-shirt. Did you notice Gavin Rossdale playing keyboards in the background? Was he there to represent the Bush camp? I guess the rumor about his and Moby's break-up is just that... Most of the action in the PoMo format this week happened in Florida. That wasn't Air Force Two you saw at the airport, it was Jonathan Lev, arriving at the 'PBZ Buzz Bake Sale in W. Palm Beach, with Oedipus and John Moschitta in tow. Major props to PD John O'Connell and MD Dan O'Brien on the phenomenal success of this annual event. We promise a full report (with pictures) next week... I tracked Dave Beasing down in Tampa Bay, just as he was signing on the market's first PoMo station. Cox Radio flipped 97.1 to 97X, with Chuck Beck in-house as OM. Our friends at Jacobs Media will be consulting and they're looking for a full staff, including an on-air PD. Give it a listen at [www.tampas97X.com](http://www.tampas97X.com).... We're happy to announce that, although KDGE has changed ownership, Duane Doherty and Alan Ayo will remain at the helm. Duane says, "For the first time in the station's history, you'll be able to hear The Edge from inside buildings in



**DAVE BEASING:**  
Our Favorite Buccaneer.

Dallas!".... As Duane's former MD Alan Smith begins to find his way around Orlando as the new PD at WOCL, Lee Daniels exits WJBX Ft. Myers for the APD/middays gig at Active powerhouse WZTA Miami. Replacing Lee is WRXK PD John Rozz, who will now be programming both 'JBX and 'RXX. Prior to his arrival in Ft. Myers, John's career included stops in Ft. Wayne and Ft. Lauderdale. We're not making this up... After a decade of driving back and forth across the Tobin Bridge in rush hour traffic, Laurie Gail has tendered her resignation at WFNX. Email your favorite passage from Guy Oseary's new book, "Jews Who Rock," to LaurieGail@earthlink.net.... I haven't gotten a copy of Guy's book yet, but I assume there's a chapter on Gaby Skolnek, especially after the X-traordinary week she's having on P.O.D.'s "School Of Hard Knocks," including WRXK, WXDX, WROX and WJBX (they all end in "X"—get it?). Gaby was generous enough to invite me to the premier of "Little Nicky" last week—this movie is going to be a complete smash with YOUR audience and "School Of Hard Knocks" is the most prominent music cue. Call your P.O.D. add in when you wish Gaby a Happy Birthday on Nov. 12—so what if it's Sunday—like she ever rests.... We may be in the throes of a political maelstrom, but having the new Rage Against The Machine single land at stations today AND fly on the radio as #1 Most Added offers some consolation. If Bush wins, maybe Rage will rethink their break-up. We need them. Congrats to the 3 J's: Joel, Jacqueline and Jo on their slam dunk. Watch them repeat this achievement next week with the new Incubus smash, "Drive".... If we can pry your focus away from something other than the impending Apocalypse, we'd like to point out that second-week sales for Linkin Park exceeded the band's phenomenal 45k sales debut! This album could be certified Gold before they finish counting the absentee ballots!.... Florida went to Gore—there's hope!.... So many debuts, so little time: U2 enters the PoMo chart at #2 (Yay!), Godsmack's new one debuts at #7 and rising (as rotations increase, so will this chart #) and Lifehouse's debut makes a remarkable showing at #14 (we told you so).... The new Insane Clown Posse albums sold over 120k this week as "Let's Go All The Way" scores another dozen big PoMo adds. This morning I thought I preferred "Bizaar" to "Bizzar," but then I changed my mind. Which one do you like better?.... How exciting is it that MTV added At The Drive-In's video for "One Armed Scissor" into "Buzzworthy.com"! Get ready to watch this record explode!.... What song had 35 spins this week at KROQ, 41 spins at KNRK, 21 spins at 91X, 18 spins at WMRQ AND was #3 Most Added? If you answer Coldplay's "Yellow," you're even brighter than our President-elect. Nothing quite "sells" this song like Erika's singing it to you over the phone. Ask Duane Doherty.... The Josh Joplin Group road show hits L.A. this week. The response to "Camera One" has been overwhelmingly enthusiastic, including raves from 99X, WRAX, WEND, WWVV, WXZZ and WEQX.... With the new Outkast album debuting at #1 this week, look for other PoMo stations to follow WXRK, WFNX, KROQ, KPNT, Q101 and 99X's lead by adding "B.O.B".... Crazy Town's "Butterfly" is a MONSTER. Tell the world... SONG TO HEAR: PJ Harvey's "This Is Love" (since the album sold 38k this week, you might want to pay attention).... PEOPLE TO WATCH: Jeff Sanders, Dave Richards, Dave Beasing, Jon Borris (moving to Houston to be the new Epic local), Julie Muncy, Mike Martinovich and John Roberts.

## top 20 airplay

lw	tw	artist	label
1	1	<b>FUEL</b> Hemorrhage (In My Hands)	550
2	2	<b>BLINK-182</b> Man Overboard	MCA
4	3	<b>OFFSPRING</b> Original Prankster	Columbia/CRG
3	4	<b>3 DOORS DOWN</b> Loser	Republic/Universal
7	5	<b>U2</b> Beautiful Day	Interscope
5	6	<b>GREEN DAY</b> Minority	Reprise
6	7	<b>INCUBUS</b> Stellar	Immortal/Epic
8	8	<b>ORGY</b> Fiction (Dreams In Digital)	Elementree/Reprise
11	9	<b>LIMP BIZKIT</b> Rollin'	Flip/Interscope
9	10	<b>RADIOHEAD</b> Optimistic	Capitol
14	11	<b>PAPA ROACH</b> Broken Home	DreamWorks
10	12	<b>PAPA ROACH</b> The Last Resort	DreamWorks
13	13	<b>DISTURBED</b> Stupify	Giant/Reprise
18	14	<b>LIFEHOUSE</b> Hanging By A Moment	DreamWorks
15	15	<b>GODSMACK</b> Awake	Republic/Universal
12	16	<b>A PERFECT CIRCLE</b> 3 Libras	Virgin
20	17	<b>LINKIN PARK</b> One Step Closer	Warner Bros.
19	18	<b>EVERLAST</b> Black Jesus	Tommy Boy
17	19	<b>SR-71</b> Right Now	RCA
16	20	<b>DEFTONES</b> Change (In The House Of Flies)	Maverick

## upcoming new releases

### GOING FOR ADDS 11.13

**INCUBUS** • "Drive" - Immortal/Epic

**MARAH** • "The Catfisherman" - Artemis



**POWERMAN 5000** • "Ultra Mega"  
(Dracula 2000 OST)  
- Columbia/Sony Soundtrax/CRG

### GOING FOR ADDS 11.20

**AMANDA GHOST** • "Filthy Mind" (Remix) - Warner Bros.



**FIVE FOR FIGHTING** • "Easy Tonight"  
- Aware/Columbia/CRG

### GOING FOR ADDS 11.27

**LORDS OF BROOKLYN** • "Sucka MC's"  
- Republic/Universal

### GOING FOR ADDS 12.04

**MARVELOUS 3** • "Get Over It" - Elektra/EEG

e-mail new release info to [ivanageek@aol.com](mailto:ivanageek@aol.com)



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## MICHAEL YOUNG MD/WRZX Indianapolis, IN



WRZX's Michael Young prefers to stay out of the spotlight and focus attention on his station. With that in mind, and to insure his continued privacy, we joked that this would be running in **FMQB**. PoMo's answer to **Greta Garbo** may want to be left alone, but we do remember his quote for why the station does so well. Keeping their playlist lean and mean proves to be the answer. We may try bribing him with tickets to his choice of sporting events (even with a little **NASCAR** racing—his true passion!) and it *still* wouldn't put a fire under his butt. Oh well, what we DO know is Michael's a fan of good music. Although to get him to admit to liking anything except **Radiohead** is a bit of a chore. After a bit of sweet talk, and a promise to be nice, we managed to find out who's playing WRZX's December 10 Xmas show: **Incubus**, **The Offspring**, **Disturbed** and **Orgy**. Despite the seemingly gruff exterior, Michael is a sweetheart and still one of our favorites—and we have his direct line.

## requests

1. **Linkin Park** (Warner Bros.)  
2. **Limp Bizkit** (Flip/Interscope)

3. **Fuel** (Epic)  
4. **Radiohead** (Capitol)

5. **Lifehouse** (DreamWorks)  
6. **Papa Roach** (DreamWorks)

## hots

### WHRL / SUSAN GROVES / CHRIS / ALBANY

Papa Roach  
Lifehouse  
Lenny Kravitz  
U2  
Incubus

### 99X / LESLIE FRAM / CHRIS WILLIAMS / ATLANTA

Linkin Park  
The Offspring  
David Gray  
Limp Bizkit "Rollin'"  
Limp Bizkit "My Generation"

### WRAX / DAVID ROSSI / BIRMINGHAM, AL

Lifehouse  
Dexter Freebish  
Lenny Kravitz  
David Gray  
Fuel

### WBCN / OEDIPUS / STEVEN STRICK / BOSTON

Aaron Lewis & Fred Durst  
Fuel  
A Perfect Circle  
Limp Bizkit "Rollin'"  
Collective Soul

### WFNX / CRUZE / KEVIN MATHEWS / BOSTON

Outkast  
Limp Bizkit "Rollin'" (hed) P.E.  
blink - 182  
Moby

### WAVF / GREG PATRICK / DANNY V / CHARLESTON, SC

Disturbed  
Lifehouse  
Linkin Park  
Incubus  
David Gray

### WWCD / ANDY DAVIS / COLUMBUS

Radiohead  
U2  
Matthew Sweet  
Blur  
Twilight Singers

### KCCQ / BOBBY HACKER / JOHNNY MAZE / DES MOINES

Green Day  
Lenny Kravitz  
Barenaked Ladies  
Fuel  
U2

### CIMX / MURRAY BROOKSHAW / VINCE / MATT / DETROIT

Limp Bizkit "Rollin'"  
Limp Bizkit "My Generation"  
Eminem  
Nelly Furtado  
Linkin Park

### WWDX / JEFF WELLING / E. LANSING, MI

Crazy Town  
Moby  
Orgy  
Lenny Kravitz  
The Offspring

### KNRQ / STU ALLEN / EUGENE, OR

Papa Roach  
Linkin Park  
(hed) P.E.  
Limp Bizkit  
Everlast

### WPLA / RICK SCHMIDT / CRISSY / JACKSONVILLE, FL

Lifehouse  
Limp Bizkit "Rollin'"  
3 Doors Down  
Godsmack  
Linkin Park

### WNFZ / DAN BOZYK / BONER / KNOXVILLE, TN

Godsmack  
Marilyn Manson  
Linkin Park  
Limp Bizkit "Rollin'"  
Fuel

### WFBZ / NEIL CLOSE / LA CROSSE, WI

Vast  
Cherry Poppin' Daddies  
Limp Bizkit "Rollin'"  
Eminem  
On

### KROQ / KEVIN / GENE / LISA / LOS ANGELES

Aaron Lewis & Fred Durst  
Limp Bizkit  
Crazy Town  
Coldplay  
Linkin Park

### KMBY / CHRIS WHITE / RICH BERLIN / MONTEREY

blink - 182  
Limp Bizkit "Rollin'"  
The Offspring  
Green Day  
Good Charlotte

### WZPC / JIM HUNTER / NASHVILLE

Papa Roach  
Disturbed  
3 Doors Down  
Everclear  
Fuel

### WOXY / KERI / OXFORD, OH

Self  
Roni Size  
Radiohead  
David Gray  
Nada Surf

### WBRU / TIM SCHIAVELLI / PROVIDENCE

Lifehouse  
Linkin Park  
Aaron Lewis & Fred Durst  
Limp Bizkit "Rollin'"  
Dexter Freebish

### KPNT / TOMMY MATTERN / ERIC SCHMIDT / ST. LOUIS

Marilyn Manson  
Incubus/Big Pun  
Eminem  
Radiohead  
Linkin Park

### WXSJ / SCOTT PETIBONE / KENZIE / TALLAHASSEE, FL

Orgy  
Fuel  
Linkin Park  
6 Gig  
Godsmack

### KFMA / JOHN MICHAEL / MARC YOUNG / TUCSON

Marilyn Manson  
Linkin Park  
Limp Bizkit  
Slipknot  
Disturbed

### KMYZ / LYNN BARSTOW / RAYDOG / TULSA, OK

Eminem  
Marilyn Manson  
Limp Bizkit  
Linkin Park  
Godsmack

### WDST / RON VAN WARMER / R. MENELL / WOODSTOCK

Moby  
Matthew Sweet  
Joseph Arthur  
Paloalto  
The Jayhawks



**THE WICKED CLOWNS WILL NEVER DIE!!!**

# INSANE CLOWN POSSE



**ADD!**

## "Let's Go All The Way"<sup>TM</sup>

**2 COMPLETELY NEW ALBUMS**

**ALREADY ON:**

WBCN	WXDX	WEND	WAQZ	KXTE	KBPI
WXRC	WEDJ	KMYZ	KFMK	KFRR	WARQ
KWOD	WZPC	AND MANY MORE!			



ON TOUR THIS FALL

OVER 125,000 IN COMBINED SALES THIS WEEK!

NEW THIS WEEK AT 10 NEW MODERN ROCK STATIONS INCLUDING: KTEG, WMRQ, WWDX, WNFZ, KFMA, KAEP AND MORE!

**IN STORES NOW**



The label that runs beneath the streets

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Produced by Mike E. Clark and JCP  
Management: Alex Abbiss for Psychopathic Records  
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[www.islandrecords.com](http://www.islandrecords.com)



THE ISLAND DEF JAM MUSIC GROUP  
A UNIVERSAL MUSIC COMPANY

# POST modern

## top 20 retail

lw	tw	artist	label
—	1	<b>U2</b> All That You Can't Leave Behind	Interscope
1	2	<b>LIMP BIZKIT</b> Chocolate Starfish And...	Flip/Interscope
3	3	<b>RADIOHEAD</b> Kid A	Capitol
—	4	<b>PJ HARVEY</b> Stories From The City...	Island/IDJ
—	5	<b>GODSMACK</b> Awake	Republic/Universal
2	6	<b>LENNY KRAVITZ</b> Greatest Hits	Virgin
5	7	<b>JOHNNY CASH</b> American III: Solitary Man	American/Col/CRG
6	8	<b>BJORK</b> Selmasongs	Elektra/EEG
4	9	<b>LINKIN PARK</b> Hybrid Theory	Warner Bros.
7	10	<b>WALLFLOWERS</b> Breach	Interscope
—	11	<b>INSANE CLOWN POSSE</b> Bizzar	Island/IDJ
—	12	<b>INSANE CLOWN POSSE</b> Bizaar	Island/IDJ
—	13	<b>POE</b> Haunted	Atlantic/AG
17	14	<b>DAVID GRAY</b> White Ladder	ATO/RCA
9	15	<b>LESS THAN JAKE</b> Borders & Boundaries	Fat Wreck Chords
—	16	<b>DIDO</b> No Angel	Arista
18	17	<b>MARK KNOPFLER</b> Sailing To Philladelphia	Warner Bros.
11	18	<b>GREEN DAY</b> Warning	Reprise
16	19	<b>TONY IOMMI</b> Iommi	Divine/Priority
12	20	<b>EVERLAST</b> Eat At Whitey's	Tommy Boy

## ivana's secret

Go to your newstand and pick up the premier issue of **hot.dots**, a magazine devoted to shopping on the Web. Think of it as **MXG Online** magazine for an older, more-affluent consumer. (You will notice, however, that almost every Web site featured in "hot.dots" has been mentioned in this section). A big trend in fashion magazines is a concurrent Web site that sells items featured in the magazine. See something you like in *hot.dots*? go to [www.hotdots.com](http://www.hotdots.com) and let them direct you to the appropriate Web site. This brings extra traffic to the hot-dots Web site, which drives up the price of their online advertising. Don't you love synergy? **InStyle** magazine is taking a different approach—they've launched a catalog to sell items featured in the magazine (if you subscribe, I'm sure you've already received a copy). Will high-fashion magazines follow either of these trends? An outfit in **Vogue** could be just a mouse click (and many thousands of \$\$\$\$) away.

## retail top 5s

### MUSIC DROME / MICHAEL BROWN / ATLANTA, GA

Johnny Cash  
Linkin Park  
Limp Bizkit  
Lenny Kravitz  
Radiohead

### ATOMIC RECORDS / JOSH RICH / MILWAUKEE

Less Than Jake  
Radiohead  
Godspeed You Black Emperor  
Bjork  
Sea & Cake

### MOD LANG / PAUL NAOMI / BERKELEY, CA

PJ Harvey  
U2  
Radiohead  
Godspeed You Black Emperor  
Cinerama

### PHILLIPS ENTERPRISES / M. PHILLIPS / RALIEGH, NC

U2  
PJ Harvey  
Radiohead  
Limp Bizkit  
Godsmack

### MIDDLE EARTH / TIM CARTER / DOWNEY, CA

Pennywise  
Limp Bizkit  
Green Day  
Lenny Kravitz  
Johnny Cash

### RADIO KAOS / R. WAGNER / STEVENS POINT, WI

Godsmack  
Limp Bizkit  
Amen  
Linkin Park  
Nothingface

## post modem

Everyone needs a refresher course in how the body functions. After all, who can remember back to the good old days of sixth grade Health class? The virtual body, [www.ehc.com/vbody.asp](http://www.ehc.com/vbody.asp), is a visual, auditory and interactive exploration of human anatomy, including the brain, skeleton, heart and digestive tract. Even though the info is not extremely comprehensive, it is presented with attractive animated illustrations. Scroll your mouse over the heart, for example, and see its parts labeled with pop-out descriptions. Or watch how blood pulsates through an animated heart as you select either a fast, medium or slow blood rate. The brain section offers a detailed guide to facts and functions, a close-up view of its attendant parts and a narrated tour of the mind's processes. As we all get older, this site is a great resource to find out what is starting to break down.



# Wheatus

**ON YOUR  
DESK NOW!**

**EARLY BELIEVERS: WEND, WEDJ, WEJE, KPKX**

## **LEROY**

**The follow up to the multi-format hit  
TEENAGE DIRTBAG, from the debut album "Wheatus."**

Produced by Wheatus and Philip A. Jimenez  
MANAGEMENT: Ray Maiello for MoonTower Entertainment Group

[www.wheatus.com](http://www.wheatus.com)

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- ★★★★★ - *Rolling Stone*
- On tour with SR-71 and Eve 6
- Recent appearances on Farmclub.com and Later with Craig Kilborn
- Over 150,000 scanned

## top 25 specialty airplay

lw	tw	artist - label	comments
—	1	<b>U2</b> - Interscope All That You Can't Leave Behind	Top 5 @ WPLY,WBRU
4	2	<b>PJ HARVEY</b> - Island/IDJ Stories From The City, Stories From The Sea	Top 5 @ 91X,WHTG
3	3	<b>BLUR</b> - Virgin Blur: Best Of...	Top 5 @ WHTG
—	4	<b>COLDPLAY</b> - Nettwerk/Capitol Parachutes	Top 5 @ WXDX,WPLY
—	5	<b>CRAZY TOWN</b> - Columbia/CRG The Gift Of Game	Top 5 @ KXTE,X-96
—	6	<b>DIFFUSER</b> - Hollywood Injury Loves Melody	also on MI:2 OST
—	7	<b>GODSMACK</b> - Republic/Universal Awake	featured on WBRU
2	8	<b>RADIOHEAD</b> - Capitol Kid A	Top 5 @ KUPD
9	9	<b>SAMIAM</b> - Hopeless Ashtray	Top 5 @ WEJE
—	10	<b>PENNYWISE</b> - Epitaph Live At The Key Club	featured on WBTZ
17	11	<b>BADLY DRAWN BOY</b> - Beggars Banquet The Hour Of Bewilderment	Top 5 @ WPLY,WEOX
1	12	<b>J. MASCIS &amp; THE FOG</b> - Ultimatum More Light	Top 5 @ WHTG
10	13	<b>BT</b> - Nettwerk/Capitol Movement In Still Life	Top 5 @ WBRU
6	14	<b>BRANDTSON</b> - Deep Elm Trying To Figure Each Other Out	Top 5 @ KUPD
19	15	<b>INSANE CLOWN POSSE</b> - Island/IDJ Bizarre	Top 5 @ KXTE,X-96
—	16	<b>EVERCLEAR</b> - Capitol Songs From An American Movie: Voi. Two...	Top 5 @ 91X,KXTE
—	17	<b>BLINK 182</b> - MCA The Mark, Tom and Travis Show	in stores this week
15	18	<b>LIMP BIZKIT</b> - Flip/Interscope Chocolate Starfish and the Hot Dog Flavored Water	on tour now
—	19	<b>DAVID GRAY</b> - ATO/RCA White Ladder	one of our faves!
—	20	<b>LIFEHOUSE</b> - DreamWorks No Name Face	selling LOTS!
—	21	<b>MEPHISTO ODYSSEY</b> - Warner Bros The Deep Red Connection	Top 5 @ KXTE,KUPD
—	22	<b>GREEN DAY</b> - Reprise Warning	punk pop at its finest
24	23	<b>LITTLE NICKY OST</b> - Maverick P.O.D.	movie out 11/10
16	24	<b>NEW FOUND GLORY</b> - Drive-Thru/MCA New Found Glory	featured on WBRU
22	25	<b>WESTON</b> - Mojo/Universal The Massed Albert Sounds	www.weston.com

based on specialty show and key college airplay

## beauty school drop out

BY ERIKA STRADA

### LOOK AT THE STARS, LOOK HOW THEY SHINE FOR YOU...AND EVERYTHING YOU DO...YEAH THEY WERE ALL YELLOW:

Don't even get me started on this **Coldplay** SMASH! But if you want, call me—boy do I have the stories for you! When **WEJE**'s **JJ Fabini** quoted a line from "Yellow," I almost melted. Just like the cheddar atop a famous **Arby's** "Beef & Cheddar." That was my favorite YEARS ago when I actually ate meat. Now the thought is making my stomach turn. Yikes! I was reminded of the phenomenally large amount of Arby's in the Ft. Wayne area by **Nettwerk**'s darling **Tom Gates**. Comes from all his weary road hours I 'spose. As for JJ, he was having a bad day after hearing about the **Ben Folds Five** break up.



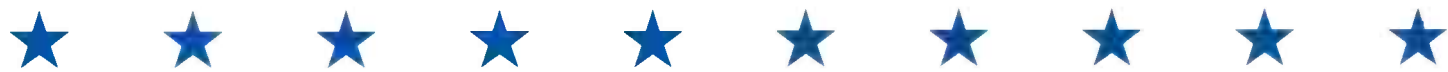
**COLDPLAY:**

'Mmm...more cute Brits—life is good...

Poor thing. I haven't had a chance to see how **Donny Mueller** from **KPNT** was faring. (After all, he named his little boy **Ben** after the aforementioned.) Shall I repeat the recently used affirmation that they *will* all go on to do even more wonderful things? Ahhh...the life of a counselor. Yeah right. So, while I am switching discs in my CD player among **U2**'s **MONSTER** "All That You Can't Leave Behind," **Coldplay**'s "Parachutes" and these two **Travis** B-side CDs (that **Sirius**' **Jerry Rubino** so kindly made for me), I am trying to console myself (yeah right)

after hearing about **George W**'s DUI conviction. Geez, the stuff that gets people in a tizzy. OK, now I can go back to just telling you what you ought to listen to. **Matt** from **KFMZ** knows all too well what that's like. Gonna check up on him soon and find out how he liked **Coldplay**, **Paloalto**, at the drive-in and **Diffuser**. I'm certainly a new fan of **Diffuser**'s "Karma" after JJ played it for me over the phone. It's nice when it works like that. He also tried to sway me on **Outkast**'s "Bombs Over Baghdad," as did **99X**'s **Chris Williams**, but I'm afraid that it may take a little longer to push me in that direction! Not that I can't appreciate the harder stuff, it just takes longer most of the time. You'll also have to call **Chris** and try and plead with him to send you a copy of the CD I mentioned last week, the **Live X 6**. Bribe him with something good. Ok, it's just a suggestion...not all my ideas are brilliant. I will tell you who puts on a brilliant show, **BT**. Ha—I've heard that from others besides **Nettwerk**'s **Michelle Doram**! Another brilliant show was the **Twilight Singers**, featuring super-sexy **Greg Dulli**, (and where I spied **Maverick**'s fabulous **Gaby Skolnek**—just like last week's **Foo Fighters** show...) who even did a few **Afghan Whigs** songs in the set. Yippee! I was sad because I called **KMYZ**'s **Lynn Barstow** to leave him a few tunes on his answering machine, but as I was ready to hoist the phone in the air to capture the moment, blaring across the screen was "NO SERVICE." Darn. So sorry. I was also sorry to miss seeing **Broadcast** with **Tommy Boy**'s **Notorious Liz** (thanks for the bagels!), but an 11 p.m. show made me run under my blankets for cover. Who knew I was getting old? The up-coming **Fatboy Slim** show has me shivering with fear. How in the world am I gonna make my way downtown for his show at midnight? I'll have to make sure that I have an EXTRA supply of Diet Coke stashed. Isn't that sad? I must just be getting spoiled. Instead I watched TV and noted that I'll have to be home on 11/17 to see **ABC**'s **Beatles Revolution**. Not only that, but I saw **Paul McCartney**'s first art exhibit. It was so cute how he was describing that painting just wasn't "manly" enough growing up in Britain. Kinda reminds me on the movie **Billy Elliott** out now. So TV and magazines was how I ended the evening. Might I just mention again how weird it is to see all the fur coats suddenly chic again...and the **Dynasty** clone on TV. Someone save me, I'm scared. Before I leave, Birthday LOVE to **HITS**' own **Mark Pearson**, 11/7 to **KDGE**'s **Alan Ayo**, and the double whammy on 11/10 to two absolute sweethearts: **Capitol**'s **Brian Corona** and **RCA**'s **John DiMaio**. Now let me get back to figuring out how I'm gonna get those **Spice Girls** sweatbands **Michelle Simutis** just told me about...Until next week...hugs and kisses.





# SR-71 Wins By A Landslide! The People Have Spoken!



Over 40 Modern Rock Stations!

WHFS	WBCN	WPLY	WWDC	Q101	WFNX	WLIR
WDYL	WCYY	WEND	WARQ	WJBX	KWOD	WGRD
			WXNR			



# VOTE SR71

Produced by Gil Norton ★ Mixed by Jack Joseph Puig ★ A&R: David Bendeth ★ Management: Andy Martin for Deep South Entertainment



[www.SR-71.net](http://www.SR-71.net)

**The best album of 1973 is now  
the best reviewed album of 2000!**

**"Instantly engaging...  
one of the great albums  
of 2000"**

- Boston Herald

**"He (Pena)  
deserves stardom"**

- NY Daily News

**"Paul Pena has made  
a great record"**

- San Francisco Chronicle

**"The real draw is  
Pena's inspired  
singing and  
songwriting"**

- Providence Journal-Bulletin

**"A remarkable find"**

- Ft. Lauderdale Sun Chronicle

**"Superb...typifies what  
a gem is all about"**

- The Orange County Register

**"Great music  
overcomes all  
barriers"**

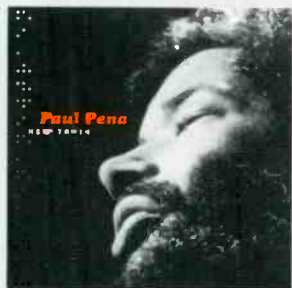
- Newark Star Ledger

**"...compares to  
Hendrix!"**

- Entertainment  
Weekly

**"The surprise  
of the year...  
This remarkable  
album finally  
arrives"**

- Billboard



# Paul Pena

**"NEW TRAIN"**

FEATURING THE SINGLE "GONNA MOVE"

**Now playing on over 100 radio stations!**

**H**  
hybrid

# ADULT POST MODERN

## top 25 adulterated

lw	tw	artist-label	comments
3	1	<b>U2</b> - Interscope All That You Can't Leave Behind	#1 CKEY
2	2	<b>BARENAKED LADIES</b> - Reprise Maroon	#1 WRLT
1	3	<b>MARK KNOPFLER</b> - Warner Bros. Sailing To Philadelphia	#1 KXST
4	4	<b>WALLFLOWERS</b> - Interscope Breach	#1 KLRR
5	5	<b>DAVID GRAY</b> - RCA/ATO White Ladder	#1 WorldClassRock.com
12	6	<b>SHAWN MULLINS</b> - Columbia/CRG Beneath The Velvet Sun	#1 KINK
6	7	<b>JOAN OSBORNE</b> - Interscope Righteous Love	#1 KMTT
10	8	<b>DANDY WARHOLS</b> - Capitol 13 Tales From Urban Bohemia	Top 5 KTHX
7	9	<b>STING</b> - A&M/Interscope Brand New Day	#2 KFOG
9	10	<b>JOHN HIATT</b> - Vanguard Crossing Muddy Waters	#1 KRSH
8	11	<b>PAUL SIMON</b> - Warner Bros. You're The One	Top 5 WMMM
11	12	<b>MATCHBOX TWENTY</b> - Lava/At/AG Mad Season	Top 5 KXST
14	13	<b>KEB MO</b> - Epic The Door	#1 WRNR, KBAC
13	14	<b>ERIC CLAPTON/BB KING</b> - Reprise Riding With The King	Top 5 KTCZ
15	15	<b>FIVE FOR FIGHTING</b> - Aware/Col/CRG America Town	Top 5 WRLT
16	16	<b>PHISH</b> - Elektra/EEG Farmhouse	Top 5 KFOG
18	17	<b>EMMYLOU HARRIS</b> - Nonesuch/At/AG Red Dirt Girl	Phones at WYEP
19	18	<b>EVERCLEAR</b> - Capitol Songs From...Vol.1	#1 KKMR
17	19	<b>DEXTER FREEBISH</b> - Capitol A Life Of Saturdays	KTCZ add
—	20	<b>RADIOHEAD</b> - Capitol Kid A	#1 WXRT
25	21	<b>COUNTING CROWS</b> - Geffen This Desert Life	Top 5 KROK
22	22	<b>INDIGENOUS</b> - Pachyderm Circle	Top 5 KTCZ
—	23	<b>PAUL PENA</b> - Hybrid New Train	#2 WRNR
24	24	<b>LENNY KRAVITZ</b> - Virgin Greatest Hits	KBXR add
—	25	<b>PAT MCGEE BAND</b> - Giant/WB Shine	Touring machine!

based on a combination of airplay and sales

## adultery

BY MIKE MORRISON

**TELL EVERYBODY THAT IT AIN'T NO DRAG:** I was in Boston last week-end and got to spend quality time with some of my favorite people in the format. First, it was a late lunch at **WXRV**. By the way, don't plan on bringing lunch into 'XRV until after 2PM. That's when PD **Joanne Doody's** air-shift ends. We sat around the conference table in the station's plush live performance studio with morning guy/AMD **Keith Andrews**. If your intention is to get a good sense of what a station's about, there is no substitute for getting into the market, hearing the station and hanging with the programmers. (Joanne, incidentally, is a fantastic jock.) A funny thing happened during my tour of master control; a request came in for the **Pat McGee** song "Rebecca." (I know what you're thinking. "He'll use any old, lame excuse for working Pat McGee into the column!" What can I say? I'm a fan.) For dinner, I hooked up with **WBOS MD Amy Brooks**, who's awesome. The conversation didn't flag for two hours straight! By the way, both stations sound incredible. The River is the more eclectic of the two—a station for real music fans, not unlike **KGSR** or **WXPN**. 'BOS is lean, focused and prepped for battle with the station it considers its main competitor, **WBMX**, an excellent Modern Adult where former **XRV MD Mike Mullaney** handles music. One interesting side note: these people are all either really great friends or really great actors—refreshing in this era of cut-throat, take-no-prisoners radio competition... **KBCO** is still way into **Shelby Lynne** said MD **Keefer**: "We knew the first time we heard Shelby Lynne that she had talent. But her recent visit to Studio C just knocked us out. It was nighttime. We had the lights turned low and she played 'Thought It Would Be Easier.' It was incredible. That's when we decided to really get behind the song." Come



**AMY BROOKS:**  
LOVE her!

to think of it, Keefer, that's the same tune that the powers-that-be here at **HITS** were pumped about when I started back in April. You're right. It's exquisite. And by the way, **WorldClassRock.com** added the track this week!... **KMMS MD Michelle Wolfe** called literally *freaking-out* about a live record by this band, **Frogwings**. "It's got **Butch Trucks [Allman Bros.]** on drums. **John Popper** is the lead vocalist on *all the tracks*. Check out [fyingfrogrecords.com](http://fyingfrogrecords.com) to get a copy. IT'S AMAZING!!" Michelle, you are a freak! Don't ever change... Time for another edition of [insert big fanfare] "FIRST CONCERT!" This week's guest is **KKMR PD Scott Strong**: "Sixteen years old... St. Louis, MO... Got my drivers license on Feb 21. On March 1 came the announcement that **Kiss** was coming to the Checker Dome. I asked a girl I had a crush on if she wanted to see the 'greatest band of all time.' She says yes. Day of show: She cancels! I took my buddy, **Tim Murphy**. Tim and I saw one of the greatest concerts of all-time! Being '6 and hearing 'I Wanna Rock and Roll All Night and Party Everyday' comes only once in a lifetime." Ain't it the truth... It's one thing for a record to be "Most Added Out Of The Box." The real challenge begins in the second week, when you need to convince the stations that are unmoved by the quality of the record alone. They need to "see more of a story" before they'll get on board. Well, this phenomenon has not stunted the growth of one of my new faves, "Camera One" by the **Josh Joplin Group (Artemis)**. Check out THESE second-week adds: **KINK**, **KENZ**, **WMMM**, **WXRV**, **WDOD**, **WMVY**, **KRVM** and **WVOD**, among others. Major story in development here. Stay tuned for updates!... My feeling has always been that, when you play a young artist's first single, the object is to build a relationship that will be mutually beneficial... that is, if the artist gets big in your market. This will not happen if you don't play subsequent tracks, especially when they're as good, or better, than the first (as is the new **Daniel Cage** song, "You Set Me Free," in my not-so-humble opinion). Stations adding this one the first week include **KRSH**, **KTHX**, **WXRV**, **WRNR** and **WRNX**. OK...I'm off the soapbox. OH WAIT! This just in: **KTCZ ADDS Dexter Freebish's "Leaving Town"!!!** Whoo-hooo!! E-mail: [HITSMM@aol.com](mailto:HITSMM@aol.com).

# limp bizkit

presents

## chocolate starfish and the hot dog flavored water

**1.5 Million pieces sold  
in the first two weeks!**

**#1 at Soundscan Top 200 Album  
Sales Chart 2 weeks in a row.**

### You Decide:

<b>WBCN</b>	<b>#2</b>	<b>30 spins</b>	<b>WAAF</b>	<b>#3</b>	<b>38 spins</b>
<b>WXRK</b>	<b>#6</b>	<b>31 spins</b>	<b>WBZX</b>	<b>#2</b>	<b>48 spins</b>
<b>WHFS</b>	<b>#2</b>	<b>47 spins</b>	<b>KBPI</b>	<b>#3</b>	<b>31 spins</b>
<b>KROG</b>	<b>#2</b>	<b>37 spins</b>	<b>KISS</b>	<b>#2</b>	<b>26 spins</b>
<b>KITS</b>	<b>#4</b>	<b>47 spins</b>			

11\*-9\* BDS Modern Rock Monitor  
1 - **1** Hlts Modern Rock Chart

16\*-12\* BDS Active Rock Monitor  
**11** Hlts Rock Chart

**"my generation"**

**in stores  
october 17**

**"rollin'"\***



**13 plays a week!**

Already researching Top 10 or better at:  
**WYSP, WRLR, WZTA, WEDG, CIMX, KPNT, WPLY**

- > album produced by terry date and limp bizkit
- > \* rollin' (hip-hop version) produced by swizz beatz
- > additional production by Josh abraham
- > additional production by scott weiland
- > mixed by andy wallace > executive producer and a&r jordan schur

**On sold out tour with Eminem now!**

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# PRAISE THE LOUD

## TOP 20 LOUD AIRPLAY

rank	artist	label
1	1 PAPA ROACH Broken Home	DreamWorks
2	2 3 DOORS DOWN Loser	Republic/Universal
3	3 FUEL Hemorrhage (In My Hands)	Epic
7	4 LIMP BIZKIT Rollin'	Flip/Interscope
4	5 A PERFECT CIRCLE 3 Libras	Virgin
6	6 GODSMACK Awake	Republic/Universal
5	7 THE OFFSPRING Original Prankster	Columbia/CRG
9	8 DISTURBED Stupify	Giant/Reprise
8	9 CREED Are You Ready?	Wind-Up
12	10 LINKIN PARK One Step Closer	Warner Bros.
10	11 DEFTONES Back To School (Mini Maggit)	Maverick
17	12 ORGY Fiction (Dreams In Digital)	Elementree/Reprise
11	13 GREEN DAY Minority	Reprise
13	14 COLLECTIVE SOUL Why Pt.2	Atlantic/AG
16	15 STONE TEMPLE PILOTS No Way Out	Atlantic/AG
14	16 INCUBUS Stellar	Immortal/Epic
19	17 NICKELBACK Breathe	Roadrunner
20	18 RED HOT CHILI PEPPERS Californication	Warner Bros.
15	19 EVERLAST Black Jesus	Tommy Boy
—	20 MARILYN MANSON Disposable Teens	Nothing/Interscope

based on a combination of pmo and active rock airplay

## ROCK squawk

### WILLIE B./APD-MD KBPI/DENVER



"Union Underground is completely dusting everything else in our research. 'Turn Me on Mr. Deadman' has consistently been one of our top testers. This week, it's #1, with all the demo scores over 100. The new **Rage Against The Machine** rocks. Hello nurse, their version of 'The Renegades Of Funk' is the shit. **Papa Roach's** 'Last Resort' is still killin' in the research and 'Broken Home' sounds great on the air."

### CHRIS WILLIAMS/APD-MD 99X/ATLANTA

"There's not a songwriter I admire more than **John Joplin**. We're looking forward to playing 'Camera One.' The next **Incubus** single, 'Drive'—I'll bet there's not a radio station in any rock or pop format that doesn't play it. It's going to be their biggest song. **Lifeshouse** is so great. 'Hanging By A Moment' is too powerful to ignore. I'm real excited about the **Outkast** record, too."



### GREG O'BRIEN/PD WRRV/MIDDLETOWN

"Lifeshouse has the potential to be super-huge for us. The **David Gray** record is just brilliant—he was also amazing live and his band was phenomenal. **Dexter Freebish** has put together a solid record with plenty of great tracks to choose from. Also, **Eve 6's** 'On The Roof Again' is sounding great while **Paloalto's** 'Sonny' has been a nice surprise."



### JEFF SANDERS/PD WXNR/NEW BERN, NC

"Nickelback deserves a break at Post Modern—DON'T let Active Rock own this band! **Lifeshouse** was instantly Top 5 phones after the first week on the air—it's one of our top performing records of the past few months. Another record PoMo needs to own is **Dust For Life**. In my humble opinion, I think **A Perfect Circle's** record is a masterpiece."



## P.T.L. power tool

Elektra National Director Rock Promotion **Hilaire Brosio** has taken on new responsibilities that includes interfacing the promotion department with new media outlets. "Radio is 'content-saturated' when it comes to their airwaves, but 'content-hungry' when it comes to their Web sites," he says. "We're filling the need with some creative content that's appealing to their listeners." Currently, Hilaire is helping to raise the profile of **The Doors'** tribute album "Stoned Immaculate." "We're promoting the in-store date of the album by fusing our jukebox stream in with our 'win it before you can buy it' weekends. In addition, we're able to promote the **VH-1 'Storytellers'** **Stoned Immaculate** Thanksgiving special (with **Creed**, **Perry Farrell**, **The Cult**, **Days Of The New**, **Train** and **STP**) through the visual stills they've provided from the taping. The real key is offering compelling content with minimal effort from the radio station except for having their Web master establish the link. We do all the legwork."



New Adds This Week:

KILO  
KDOT  
WPBZ  
KIBZ  
KAZR  
WQLZ  
WXRX



" I love the way it sounds on our station!  
This attitude-type track has gotten an  
immediate response."

—Brian Biller-MD, WXTB Tampa



Coming off dates with Godsmack,  
Foo Fighters, and Disturbed  
**ON TOUR NOW!**

# HIT THE GROUND



from their album TINCAN EXPERIMENT

"Hit The Ground" is the featured song for  
ESPN's coverage of the X-Games.

Already On:

WXTB	KUPD	KBPI	WBCN	WFNX
WJJO	WXRC	WLUM	KZRQ	WEDG
KTEG	WQXA	WNCB	KFZX	KHTQ
WCPR	WEDJ	WXHR	WKRL	KHOP
KTUX	KLFX	WCYY Debuted at #3 in Portland Soundscan		

and many more...

produced by  
6GIG

mixed by  
ROGER SOMMERS

Management by Bill Beasley and TJ McNaboe, Ripchord Artist Management  
www.Ripchord.net

contact  
SHERRI TRAHAN vp promotion 310-558-1206



ARTEMIS  
RECORDS

# ROCK

## top 25 active rock

1w	tw	artist-label	comments
1	1	<b>3 DOORS DOWN</b> - Republic/Universal Loser	#1 KUFO,WCHZ
2	2	<b>CREED</b> - Wind-Up Are You Ready?	#1 WRIF,WRWK
3	3	<b>PAPA ROACH</b> - DreamWorks Broken Home	#1 KRXQ
4	4	<b>FUEL</b> - Epic Hemorrhage (In My Hands)	#1 WIYY,WYSP
5	5	<b>A PERFECT CIRCLE</b> - Virgin 3 Libras	top 5 KISW,WAAF
6	6	<b>GODSMACK</b> - Republic/Universal Awake	WWDC add
7	7	<b>PRIMUS W/OZZY</b> - Divine/Priority N.I.B.	#1 KISS,WNPL
8	8	<b>COLLECTIVE SOUL</b> - Atlantic/AG Why Pt. 2	top 5 KUPD,WCCC
9	9	<b>DISTURBED</b> - Giant/Reprise Stupify,Voices	#1 KEGL,KAZR
10	10	<b>OFFSPRING</b> - Columbia/CRG Original Prankster	#1 KDOT
11	11	<b>LIMP BIZKIT</b> - Interscope Rollin'	top 5 KBPI,WAAF
21	12	<b>LINKIN PARK</b> - Warner Bros. One Step Closer	KEGL, KBER add
17	13	<b>IOMMI</b> - Divine/Priority Goodbye Lament	KRXQ,WRTT add
19	14	<b>CHARLIE'S ANGELS OST</b> - Columbia/Sony Soundtrax/CRG Aerosmith	#1 KILO
13	15	<b>STONE TEMPLE PILOTS</b> - Atlantic/AG No Way Out	WJXQ add
12	16	<b>NICKELBACK</b> - Roadrunner Breathe	top 5 WJJO,KNCN
16	17	<b>THE UNION UNDERGROUND</b> - Portrait/Columbia/CRG Turn Me On "Mr. Deadman"	#1 WQXA
15	18	<b>GODSMACK</b> - Republic/Universal Bad Religion	#1 KIOZ,WEBN
20	19	<b>DEFTONES</b> - Maverick Back To School...	KISS,KILO add
—	20	<b>EVERLAST</b> - Tommy Boy Black Jesus	top 5 KLBj,WQLZ
24	21	<b>MEGADETH</b> - Capitol Kill The King	top 10 WJRR,WAAF
18	22	<b>FULL DEVIL JACKET</b> - Island/IDJ Where Did You Go	top 10 KUPD,WKLO
23	23	<b>RED HOT CHILI PEPPERS</b> - Warner Bros. Californication	top 5 WHJY
14	24	<b>GREEN DAY</b> - Reprise Minority	top 5 WQXA,WHEB
22	25	<b>(hed) P.E.</b> - Volcano/Jive Bartender	#1 KLFX

## top 6 most added

1. ISLE OF Q	"Bag Of Tricks"	Universal
2. RAGE AGAINST THE MACHINE	"Renegades Of Funk"	Epic
3. EVERCLEAR	"When It All Goes Wrong Again"	Capitol
3. POWERMAN 5000	"Ultra Mega"	Columbia/Sony Soundtrax/CRG
5. U.P.O.	"Feel Alive"	Epic
6. P.O.D.	"School Of Hard Knocks"	Maverick

## between a rock and a hard place by john lenac

**RALPH AGAINST THE MACHINE:** By the time you read this, we, I mean the Electoral College, will have voted in a new interest-group figurehead, I mean President. I better switch to radio/music shtuff before I go off... Ch-ch-changes. Our good friend **Pat Martin** was just upped to PD at **KRXQ**. He was so excited when we spoke about it today, "I'm thrilled. Special thanks to Station Manager **Curtiss Johnson** for making this happen and to VP **John Geary** for believing in me. We've just came off our best book in eight years, so life is pretty good right now." **Gregg Steele** has named **WJBX** PD **Lee Daniels** APD at **WZTA**. Here's what Lee told me about his killer new gig: "I am extremely excited about working at one of the premier Active Rock stations in the country. Working with Gregg and the WZTA staff will be a blast." Huge congrats to Pat and Lee!... It's always a great escape from the reality of our political woes when I hear from **KBPI's Willie B**. We were discussing the new **Rage** release when he tossed this jive curveball my way: "It rocks. Hello nurse, their version of 'Renegades Of Funk' is the shit!" **KEGL, KIOZ, KXXR, KBPI, WNOR, WJRR, WCCC** and **WMFS** all got funky up this week... **WQXA** PD **Claudine DeLorenzo** tells me two of the three Arbitron markets "The X" covers are up in the Summer book: Harrisburg 5.4-5.8 and York 7.0-7.2 (Lancaster isn't rated in the summer book). Huge congrats to her and our friends at: **WJJO** 6.7-7.1, **WRXR** 3.4-4.0, **KRAB** 5.8-7.7, **KILO** 7.7-8.2, **KHTQ** 7.4-8.8, **KICT** 6.6-7.4 and **WXQR** 4.2-5.7. Both **Claudine** and **KIC's Jules Riley** were raving about **Linkin Park**.

"Humongous" is what Jules actually said. How awesome is it to see two successful female PDs kicking ass? I wish there were hundreds instead of a few. It would help balance all the misogyny that runs rampant in our world. Boy, I hope the wife reads this—maybe I'll get a little extra sumpin-sumpin tonight. The **Linkin Park** album is flying off the shelves. "Hybrid Theory" sold over 47,000 copies this week. As you know, last week's debut sold over 45,000. That's more than **3 Doors Down** (16,000) and **Papa Roach's** debut week (29,000). It won't be long before **Chester** and the guys have their very own Gold record... **Isle of Q** has a great follow-up to "Little Scene," which had great success with many stations getting Top 5 research (#1 at **KLBj**). **KNCN's "Big" Al Jones** relayed this to me about "Bag of Tricks": "These guys have delivered a solid follow-up that's melodic with a great hook." **Universal** power trio **Steve Leeds, Howard Leon** and **Kyle Wong** score #1 most-added honors with a bag full of adds, including **WYSP, WRIF, WLZR, WXRC, WCCC** and **WTPT**... **Sheri Trahan** continues to have stellar weeks with **6 Gig, KAZR, KILO, KDOT** and **KIBZ** all "Hit The Ground" this week... New sign-on **KWKD** Salt Lake City debuted their morning show last week. PD **Cory Draper** tells me he's hosting "Morning Mayhem" with **Micky Foxxx**. "I kicked things off with porn stars, dancers and gonad painting." I'd tell you what he said about the station stirring shit up in the heart of Mormonville, but fear my extra sumpin-sumpin might turn into NADA... In the New Year, you'll be hearing much more about new **Arista** signing **Adema**. Manager **Terry Lippman** invited me to their showcase right before they went into the studio last week. These guys rock! Each member is way talented and delivers the goods live. Lead singer **Mark Chavez** (the younger brother of **Korn's Jonathan Davis**) explodes with energy that will help carve out the band's inevitable success. Speaking of studios, another buddy tells me he stopped by **Tool's** rehearsal: "The new shit is unfuckinbelievable. It's 'Opiate' mixed with 'Aenima.' The new record will drop April 17 (that's **Maynard's** 37th birthday, by the way.) lenac@mindspring.com



**KRXQ'S PAT MARTIN**  
"Smilin in Sacramento."



# ROCK

## top 20 specialty airplay

lw	tw	artist	label
1	1	<b>AMEN</b> We Have Come For Your Parents	Virgin
6	2	<b>OVERKILL</b> Bloodletting	Sanctuary
2	3	<b>IOMMI</b> Iommi	Divine/Priority
15	4	<b>STRAIT UP</b> Strait Up	Immortal/Virgin
7	5	<b>MORBID ANGEL</b> Gateways To Annihilation	Earache
3	6	<b>SOULFLY</b> Primitive	Roadrunner
8	7	<b>DOWNSET</b> Downset	Epitaph
5	8	<b>PRO PAIN</b> Round 6	Spitfire
14	9	<b>SLAVES ON DOPE</b> Inches From The Mainline	Divine/Priority
19	10	<b>TYPE O NEGATIVE</b> The Least Worst Of	Roadrunner
11	11	<b>NILE</b> Black Seeds Of Vengeance	Relapse
12	12	<b>LAMB OF GOD</b> New American Gospel	Prosthetic/Metal Blade
13	13	<b>SIX FEET UNDER</b> Graveyard Classics	Metal Blade
9	14	<b>NOTHINGFACE</b> Violence	TVT
4	15	<b>SPINESHANK</b> The Height Of Callousness	Roadrunner
16	16	<b>ENTOMBED</b> Uprising	Metal-Is
10	17	<b>C.O.C.</b> America's Volume Dealer	Sanctuary
20	18	<b>SPEEDEALER</b> Here Comes Death	Palm Pictures
17	19	<b>MUDVAYNE</b> Dig	No Name/Epic
18	20	<b>FACTORY 81</b> Mankind	Medea

## upcoming new releases

### GOING FOR ADDS 11/13



**FINGER ELEVEN** • "First Time" — Wind-Up

**INCUBUS** • "Drive" — Immortal/Epic

**KID ROCK** • "My Oedipus Complex" — Lava/Atlantic/AG

**POWERMAN 5000** • "Ultra Mega" (Dracula 2000 OST) — Song Soundtrax/Columbia/CRG

### GOING FOR ADDS 11/20



**ALICE IN CHAINS** • "Man In The Box" (AIC Live) — Columbia/CRG

**DISTURBED** • "Voices" — Giant/Reprise

**FIVE FOR FIGHTING** • "Easy Tonight" — Aware/Columbia/CRG

**SLASH'S SNAKEPIT** • "Mean Bone" — Koch

### GOING FOR ADDS 11/27

**LORDS OF BROOKLYN** • "Succa MC's" — Republic/Universal

## specialty pick



**SICK OF IT ALL "Yours Truly" (Fat Wreck Chords):** The all-out rulers of the New York Hardcore scene are back with a brutal sophomore release on Fat. This hard-edged no-nonsense act tears it up with rippers "Blown Away," "This Day And Age" and "No Apologies." Their signature sound of

choppy, driving guitar forces are the highlights of an album that's by far their best to date. Don't miss this sick-as-hell band when they come to your town this winter. If you're sick of it, call Jason at Fat (415) 284-1790. (R.O.)

e-mail new release info to [rizzly696@aol.com](mailto:rizzly696@aol.com)



**#1 Most Added At Rock!**



ISLE  
OF  
Q

## Bag of Tricks

**"Don't think for a moment that 'Little Scene' made it to power on WYSP because they are from Philly. After weeks of steadily building research, the track exploded in our call-out. It's still one of our strongest testing currents. Now, we're getting geared up for 'Bag of Tricks', with its infectious groove and strong melody, Isle of Q has given us a song that is both unique and accessible. This will be a hit."**

**—Neal Mirsky/ PD, WYSP**

**"We dug their 'Little Scene' and now we are diving into their 'Bag of Tricks'. Isle of Q rocks WMMR!"**

**—Sam Milkman/ PD, WMMR**

**UNIVERSAL**

# ROCK2K

## rock2k picks

EDITED BY KAREN GLAUBER



**Godsmack "Awake" (Republic/Universal):** New England is legendary for its hauntings and the Boston-based rockers' sophomore offering is not far from those spooky roots. "Awake" is a collection of brooding, dark, testosterone-laden songs that are heavy on aggression. Sully Erna's writhing vocals plunge to depths just north of Hell, while the thunderous guitars and heavy bass lines garner enough strength to resurrect the dead. "Spiral" is sinewy and exotic, while "Sick Of Live" has a furious despondency. Stay "Awake," for Godsmack's demons may get you in your sleep. (D.D.)

**PJ Harvey "Stories From The City, Stories From The Sea" (Island):** Ever have the guilty pleasure of reading someone else's diary? "Stories..." is a telling glimpse into Polly Jean's psyche, encompassing sexuality, adventure, frustration and bliss. Our pick for a single, "This Is Love," proves strength and confidence are more admirable—and much sexier—than a bare midriff. "A Place Called Home" demonstrates shimmering, acoustic-based innocence while Radiohead's Thom Yorke's ethereal, echoed backing vocals help make the bass-laden "One Line" the climax of the disc. "Stories..." is a secret best not kept. (D.D.)



**Coldplay "Parachutes" (Nettwerk/Capitol):** These four British college buds glide from commanding to calming on this CD of emotionally alluring songs. Overall, it boasts slivery melodies of dreamy folkloric rock that linger over acoustic guitars and pianos and sit down safely in the soft cloud of lead Chris Martin's falsetto. In contrast, "Yellow" bursts open with echoes of U2 reminiscence. Still fans of pretty Post Mod will get into a lot of "Trouble," with its velvety passion, just as the band's Jeff Buckley tendencies will make them "Shiver." Open "Parachutes" and spin madly. (K.Y.)



**Fatboy Slim "Halfway Between The Gutter And The Stars" (Skint/Astralwerks):** Fatboy Slim does it again, merging thumping dance beats, big rock samples and a canny sense of groove. His third album incorporates live vocals (including a sample of the very dead Jim Morrison on "Sunset [Bird of Prey]"), taking it closer to the heavens. Macy Gray sits in for a pair of songs, "Love Life" and "Drop The Hate," lending a soulful, funky edge to the loping rhythms. Those tracks, alongside the 12-minute chill-out "Song For Shelter," make for a wild set. (D.S.)



## rock2k mugs

**THAT'S WHEN I REACH FOR MY REVOLVER:** A ruthless reign of global terrorism came to an end when **Q101 PD Dave Richards** (r) was cryogenically frozen. After decades of frosty slumber, Richards awoke in his evil lair, only to discover he was cloned. "I will call him Mini Me," he exclaimed to his diabolical henchmen. "Together, we will pillage and plunder and hold the world in our grips of terror." To which, his tiny twin replied, "Uh, excuse me. My name is **Moby** and I'm looking for the **Mission Of Burma Fan Club.**" Richards decided to chuck his hateful ways and record a remake of "Academy Fight Song."



**ANOTHER TIME, ANOTHER PLACE SETTING:** When **U2** agreed to have breakfast with **KROQ's Kevin and Bean**, they figured on an enjoyable meal of flapjacks and eggs. They arrived at the location famished, but found no food in sight. "Where's the food?" they asked. "We're starved!" Kevin (2 fr r) laughed maniacally, as Bean (r) licked his chops. "Wanna take a pre-meal hot tub?" The morning duo led the band toward a steaming pot filled with onions and potatoes. "When we say we're having 'U2 for breakfast,' we mean we're really having U2 for breakfast!"



**IT'S MY PARTY:** Elektra's **John Biondolio** (2 fr l), **Alex Garrafalo** and **Greg Dorfman** (4 fr r) and the guys from **Vast** decided to perform their civic duties and vote. They followed the signs leading to the polling place, which, surprisingly, looked a lot like the HITS office. One by one, they went behind the curtain, made a selection and pulled the lever. Each time, they heard a squeal. Finally, Vast's **Jon Crosby** (3 fr l) pulled the curtain, to find **Ivana** (l) and **John Lenac** (2 fr r) had switched the presidential ballots to read **Kate Bush** and **Lesley Gore.**



**IMPACTING  
NOW!**

**THIS ONE'S FOR YOU, DAD.**

**Couldn't Wait!**

**WYSP WRIF KRXQ  
WTPT KRZR WRXS**

**KID ROCK**

**"My Oedipus Complex"**

from the multi-platinum album

**THE HISTORY OF ROCK**

**Headline Tour This Winter**



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# NO TURKEYS

*(just delicious hits)*

**K-CI & JOJO** Added at   
"Crazy"

Top 15 @ Rhythm Radio Already Crossing To Pop: KHKS KDWB WFLZ Plus More...  
Top 5 Phones: KGGI Z90 KPTY WNVZ KQBT KIKI KXME Album In Stores Dec. 5th

**SHAGGY**  
"It Wasn't Me"

40,000 Albums Sold This Week, Sales Up 40% Nationally  
5\*-2\* Rhythmic Monitor/Top 10 Crossover Album Now GOLD! Add!

**AVANT**

"My First Love" (Feat. Ketara Wyatt)

Most Added At Rhythm/Crossover Radio Including: WPGC WJMH WERG Z90 WJBT WBHJ KBXX  
Top 10 At Urban Radio/Sales up 20% Nationally

**CHANTÉ MOORE**

"Straight Up" Feat. Jermaine Dupri

R&B Mainstream Monitor 25\*-20\* Crossover Monitor 37\*-36\* Top 10 Phones KQBT!  
Top 5 At KUUU! New Album "Exposed" Available November 14th

**COMMON**

"Geto Heaven" The Remix (Feat. Macy Gray)

12" Out Now! CD's On Desks Now! Impacting Radio December 4th  
Common On Tour This Month Nearing Platinum!

**MODJO**

"Lady (Hear Me Tonight)"

The Million-Selling #1 Single All Across Europe!

12" Out Now! In The Mix At: WKTU KYLD Plus More



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# the Flava Camp



## Ground Zero

Flippin' The Script With **Bat L. Axe**



You're being paged to Ground Zero—here's the 4-1-1 this week: In the hip-hop music industry, the Skytel situation has reached a total saturation point. Everybody's got 'em. But while these pagers might function for some as an added convenience or even a necessary work tool, it has most definitely changed the way we all talk to one another. Which is NOT "all good."

This is certainly the conclusion 92Q Baltimore MD **Buttman** came to when all of a sudden, the brotha had no pager! Struggling to stay relevant to a bunch of flossy music biz insiders who are obsessed with their decadent new toy, Buttah kept a very funny and enlightening journal about life on the "outside" of the two-way world. Get ready to fall out laughing when you see yourself in this piece. This is Buttah's "Diary Of A Man With No Two-Way": It's been over a month since I lost my two-way in Miami at the "Mixshow Power Summit." I had no idea that losing my two-way would turn me into Robinson Crusoe, but that's exactly how it feels. The isolation, the lack of communication and feeling of loss is now starting to hit very hard. If the two-way pager has taken the industry by storm, then I guess have been lost at sea. But not having a two-way has given me the ability to look at the music industry from the outside (literally) because not having a one has made me an outsider. (Funny-huh?) "WHAT! YOU LOST YOUR TWO WAY?" That's the initial reaction one gets when you tell a room full of two-wayers that you have lost your two-way. There's the initial look of shock, followed by another look, which could only be described as "sorrow-pity." I remember the first time I told a group of people I lost my two way, you would have thought I had just told them I lost a limb. In my lifetime, I have lost keys, wallets, girlfriends and pets. None of those losses have ever evoked the sympathy that I received after telling someone in the music biz about losing my two-way. If Hallmark made a card for this, I think I'd have a wall full of them by now. In my head I was thinking, "It's just a piece of technology!" Meanwhile, everyone was shaking their heads and looking to the floor. "Was it really that deep?" I thought to myself. I got my answer two seconds later, when all the people who were showing me such care and compassion flipped open their two-ways and walked away—leaving me feeling like a complete Herb. THE TWO WAY EX-



**BUTTAHMAN:**  
Don't hit him on the hip.

CHANGE PROGRAM: Not having a two-way eliminates me from the music industry ritual known as the "two-way exchange." That is the term used when two people trade two-ways and input each other's info, a ritual that will soon be replacing handshakes and pounds. I observe this ritual more closely now that I don't have a two-way. In the next six months, I don't think that people will even use terms like "exchange numbers" or "digits." Instead you'll hear, "I was feeling shorty, so we exchanged two-ways," or "I exchanged at least ten two-ways at the club last night." What's funny is that people once exchanged numbers for the purpose of having conversation, getting to know each other or building some type of personal or professional relationship. Now, it's possible to have a "two-way" relationship in which both parties don't even speak. What's next? Phone sex replaced by two-way sex? It's a brave new world... If you want the scoop on all the high-level DRAMA that went down this week in the record biz, the place to be, G, is [Hitsdailydouble.com](http://Hitsdailydouble.com).

## Street Snap



**OLD SCHOOL PHOTO OF THE WEEK—FOOLS RUSH IN WHERE ANGELS FEAR:** Donning wings and a halo, then Atlantic rep **Joey Carvello** (l) brought heaven to then **KISS108 PD Sunny Joe White** (r), while promoting **Stacy Lattisaw's** "Let Me Be Your Angel." "I can't believe they sent you. Usually they send scantily clad women with animal crackers," said White. Subsequently, animal cracker fiend Carvello left the label gig to become a radio geek himself.

## Phat Five

The Hype On The Street This Week

- 1 **BMG**  
Zelnick, Dornemann O-U-T. WOW. 
- 2 **BET**  
Viacom extends its reach.
- 3 **OUTKAST/JAY-Z**  
Hip-hop takes the 1-2 album spots.
- 4 **TOM MAFFEI**  
Exits Arista XO—what's next? 
- 5 **COX BROADCASTING**  
Gives Houston new Rhythm XO called "Hot 97.1."

Who's that burnin' up  
the charts...?

“ **Snoopdogg** ”

The self-titled lead single from  
his highly-anticipated new album

**THA LAST MEAL**

In Stores December 19, 2000

In Rotation:

WQHT 20x KBMB 13x

In The Mix At:

WERQ	WBOT	WWKX	WPGC
WJMH	WLLD	KBOS	KIKI
KLUC	KPWR	KKFR	KXJM
KCAQ	KUBE	KMEL	KOHT

And Many More!

Over 20 Stations Confirmed!  
Impacting Crossover 11/20



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Track produced by Timbaland for Timbaland Productions, Inc.  
Album produced and mixed by Dr. Dre  
Executive Producer: Master P



# CROSSOVER nation

## CROSSOVER AIRPLAY TOP 30 JAMS

2W	LW	TW	ARTIST	TITLE	LABEL
1	1	1	JA RULE	Between Me And You	Murder Inc./DJ/IDJ
3	2	2	DESTINY'S CHILD	Independent Women	Col/Sony ST/CRG
4	4	3	NELLY	E.I.	Fo' Reel/Universal
2	3	4	MYSTIKAL	Shake Ya Ass	Jive
10	6	5	SHAGGY	It Wasn't Me	MCA
8	7	6	LUDACRIS	What's Your Fantasy	Def Jam South/IDJ
5	5	7	MYA	Case Of The Ex	University Music/Int
9	9	8	R. KELLY	I Wish	Jive
6	8	9	LIL BOW WOW	Bounce With Me	So So Def/Col/CRG
7	10	10	PINK	Most Girls	LaFace/Arista
—	27	11	OUTKAST	Ms. Jackson	LaFace/Arista
27	18	12	3LW	No More	Epic
20	12	13	LIL' KIM	How Many Licks	QB/Undeas/Atl/Atl G
24	20	14	USHER	Pop Ya Collar	LaFace/Arista
18	13	15	PROFYLE	Liar	Motown
22	16	16	EMINEM	Stan	Aftermath/Interscope
—	—	17	JAY-Z	I Just Wanna Love U	Roc-A-Fella/IDJ
19	21	18	NSYNC	This I Promise You	Jive
11	11	19	KANDI	Don't Think I'm Not	Columbia/CRG
13	14	20	SISQO	Incomplete	Dragon/Def Soul/IDJ
23	23	21	WYCLEF JEAN	911	Columbia/CRG
14	15	22	RUFF ENDZ	No More	Epic
12	17	23	MADONNA	Music	Warner Bros.
21	19	24	BEENIE MAN/MYA	Girls Dem Sugar	Virgin
—	—	25	K-CI & JOJO	Crazy	MCA
17	22	26	CHANGING FACES	That Other Woman	Atlantic/Atl G
15	24	27	ERYKAH BADU	Bag Lady	Motown
16	25	28	NELLY	Country Grammar	Fo' Reel/Universal
—	30	29	MUSIQ	Just Friends	Def Soul/IDJ
—	—	30	SHADE SHEIST	Where I Wanna Be	London/Sire

## R \* E \* S \* P \* E \* C \* T MOST ADDED THIS WEEK

Artist	Title	Label
1. Jay-Z	"I Just Wanna Love U"	Roc-A-Fella/IDJ
2. Toni Braxton	"Spanish Guitar"	LaFace/Arista
3. Lil Bow Wow	"My Name Is (Bow Wow)"	So So Def/Col/CRG
4. Avant	"My First Love"	Magic Johnson/MCA
5. 98°	"My Everything"	Universal

## WORDs bond by Michelle S.

**THE GORE-Y DETAILS:** Between watching **Outkast** battle **The Jigga** for top honors in first-week sales and monitoring this stressful-ass Presidential election, it's a Tuesday for the nerves. I feel like my head is gonna explode. Since I tend to be a bit opinionated (read: big-mouthed beeyatch), I have too much invested in the hope that Outkast being embraced on such a huge level, is real validation of their prodigious sound—a clear signal to radio and beyond that their audience is *bigger than you think*. This group is absolutely **GROUNDBREAKING**. They are displaying musical range here that's **Parliament**-caliber, and "Stankonia" is an album that's got it in the grooves to win Grammys. This is some **Lauryn Hill** shit, OK? **L.A. Reid**, much respect. **BLUE**, you shoulda took **Damon Dash** up on that bet, yo. Not to be outdone, though, I have to say Jay-Z is proving there is no bigger star in the hip-hop universe right now. Nobody can deny that outta control **Nep-tunes** track and no fronting on Jigga as an MC, either. At least the brotha can *rhyme*. But if you want serious heat with "Dynasty," it's about digging out the **R. Kelly** joint (that they will never get singles rights on) and bumpin' that. **HOT**. Is that why Jay hit up Jive's **Joe Riccitelli** for clearance when they were seated next to each other in floss-class on American Airlines last week? I'm SAYIN'!... Meanwhile, there is a crazy buzz building on **Erykah's** album "Mama's Gun," which has been under **Kedar's** lock and key for **TOO LONG**. We're over "Bag Lady." Please give us a lil' sumthin'-sumthin' from her! Next single is called "Didntcha Know" and the new album drops Nov. 21. Y'all check for this six-cut vinyl Kedar put together. Can I hear you DJs say "collector's item"? Scoop yours up from Motown, now... Breaking on the under is this dope-ass bootleg, "Thug In Me, Thug In You," from **K-Ci & JoJo**, featuring **2Pac**. **MAJOR** secret weapon jam, everybody. "We got it off the vinyl at the mix show summit and put it on right away," said **KMEL's Glenn Aure**. "In one week, it's #5 in requests. This is the shit!" The fellas from **The Bomb** rave, "Do you **KNOW** how **BANANAS** this record is?" Track yours down before your competition does... Have you guys heard the new **112** record? They **FLIPPED** that beat, huh? Plus, the **Mobb Deep** remix of "Quiet Storm," which never really got the widespread airplay love it deserved, will end up inadvertently being the perfect setup for this... Highlights from **R. Kelly's** "TP-2.com" album: "Strip for You," "A Woman's Threat," "Just Like That." **BANGIN**. And "I Wish" hasn't even begun to peak yet... Sneaking up as a real hit is **Avant's** "My First Love." "This is consistently doing well for us," says **WPGC's Thea Mitchem**. "Already a familiar song with females, and it is reacting." Same report out of **Dorsey Fuller** at **The Beat** and **Buttah** at **92Q**... And busy musichead **John E. Kage** checked in long enough to report that **Wyclef's** "911," a record he definitely championed from the beginning, is "#2 in phones. A very active record. Spread the word!" **Greg Williams** from **KDGS** told **Feather** they were upping rotation on Clef based on requests, and **B95** homie **Travis Loughran** admitted, "I put my foot in my mouth on this one. We finally gave it a shot on the air and it is now getting A LOT of requests." Very strong pattern here... I just wish **Mary** could have resisted doing that (live) remake of "The Blues" with **Elton John**. **YIKES**. But we won't hold it against her... At Rhythm: The pop culture phenom that is **Limp Bizkit** is activating the **Red/Meth/DMX** remix for "Rollin'" at **WLLD, KSFM, KKSS, KYLZ, WHHH** and **Power 96**. Their album sales held steady during a **HUGE** week at retail, too... Hot Stack: **Musiq's** "Just Friends," **Xzibit's** "X," **Snoop Dogg/Timbaland's** "Snoop Dogg," **Modjoe's** "Lady"... Shouts: **KaShon Powell** (Happy B-day), **Carmen Cacciatore, Jennifer Norwood, Lisa Trigg, Steve Klein, Tina Davis** and **Howie Miura**... I'm out!

# CROSSOVER nation

## NEW RELEASES

### GOING FOR ADDS 11/14

Shyne	"That's Gangsta"	Bad Boy/Arista
Jay-Z	"I Just Wanna Love U"	Roc-A-Fella/IDJ
So Plush	"Things I Heard Before"	Epic
Baller Blockin'	"Project Chicks"	Cash Money/Uni
Genovese	"My Life"	Universal

### GOING FOR ADDS 11/21

112	"It's Over Now"	Bad Boy/Arista
Pru	"Candles"	Capitol
Kandi	"Cheating On Me"	Columbia/CRG
Mya	"Free"	University Music/Int
Xzibit	"X"	Loud/Col/CRG
Snoop Dogg	"Snoop Dogg"	No Limit/Priority
Mos Def/Pharoahe Monch/Nate Dogg	"Oh No"	Rawkus
Elton John f/Mary J. Blige	"I Guess That's Why They..."	Universal
SPM	"Oh My My"	Republic/Universal



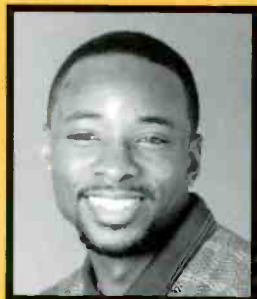
**RICK'S RICKI MAKEOVER:** Here is a look at KHTS San Diego APD Rick Vaughn before and after several sessions of body cleansing, professional make-up work, hair styling and fashion and wardrobe consultations. Four intensive days later, the studio audience stood in awe of the miraculous improvements to his appearance. Though much work was still left to be done, they all did a dance of celebration, intoxicated by their joy and the cheap wine Vaughn sprung for.

## BLOWIN' UP THE SPOT

### MOST REQUESTED JAMS

1. Shaggy "It Wasn't Me" MCA
2. Ludacris "What's Your Fantasy" Def Jam South/IDJ
3. Outkast "Ms. Jackson" LaFace/Arista
4. Ja Rule "Between Me and You" Murder Inc./Def Jam/IDJ
5. Nelly "E.I." Fo' Reel/Universal

## BIG WILLIE of the week



Fuller of it.

### DORSEY FULLER APD KKBT LOS ANGELES

The Summer ARBs have finished rolling in, and they've been a decidedly mixed blessing for our Crossover Nation. One station that was expected to have continued trouble, but instead has begun to right itself is KKBT Los Angeles. Owing to having to go through an ownership change, a frequency flip and

a PD search which continues to this day, it would have been easy to count THE BEAT out. Instead, the station surges forward 2.4-2.8 for P12+, behind a turnaround of 4.2 to 4.7 in the critical W18-34 demo. So, who gets the credit for keeping things moving forward in the midst of all the turmoil? How 'bout APD Dorsey Fuller? The LA native and UCLA graduate was promoted to his current position from the MD post by Radio One heavyweight Steve Hegwood (who has also recently announced his departure from the company), and obviously has the task of running the day-to-day operations of the station well in hand. Meanwhile, at HITS, we have things in our hands as well, but that's another article for another time in another kind of publication...

## FREESTYLE

### MUSIC QUOTES FROM INDUSTRY LEADERS



**E-BRO**  
OM KBMB Sacramento  
Dave Hollister "One Woman Man"  
Dreamworks

"We're playing this slow jam, and it really sounds good."

**PATTIE MORENO**  
PD KKKU Palm Springs  
Chante Moore "Straight Up"  
Silas/MCA



"We're right in the middle of moving into a new building, so things have been really crazy around here. But not too crazy to see the early warning signs of a hit...Chante is now Top 5 phones and still building momentum!"



**GREG WILLIAMS**  
PD KDGS Wichita  
Outkast "Ms. Jackson" LaFace/Arista

"This song is the single that will EXPLODE this group wide open! HUGE reaction as soon as it hit the air."

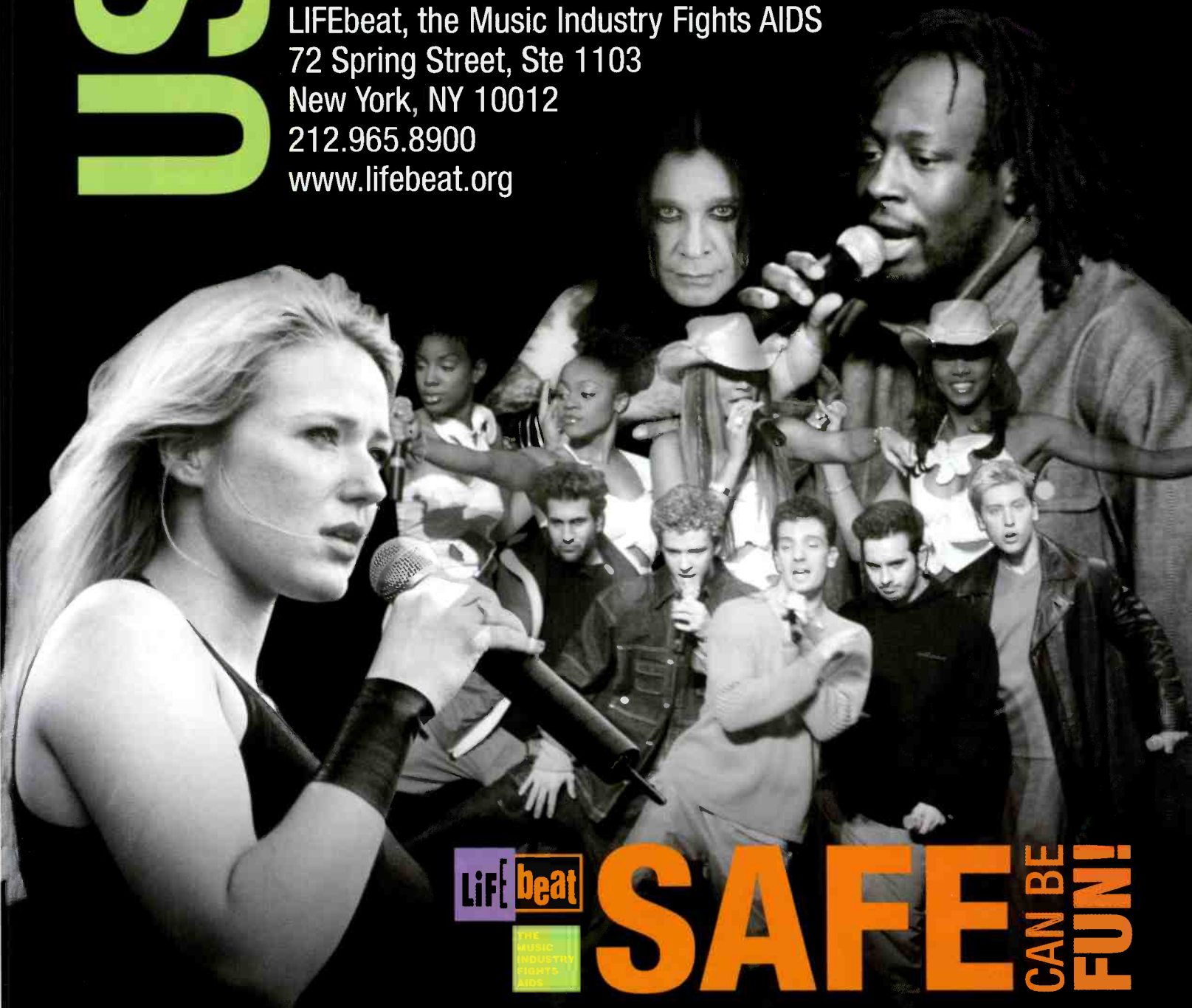
**TRAVIS LOUGHRAN**  
MD KBOS Fresno  
K-Ci & JoJo "Crazy" MCA



"This is doing great...already Top 5 requests! You just can't go wrong with their sound, and I'm always happy to hear it on B95."

# USING THEIR VOICES TO END THE SILENCE

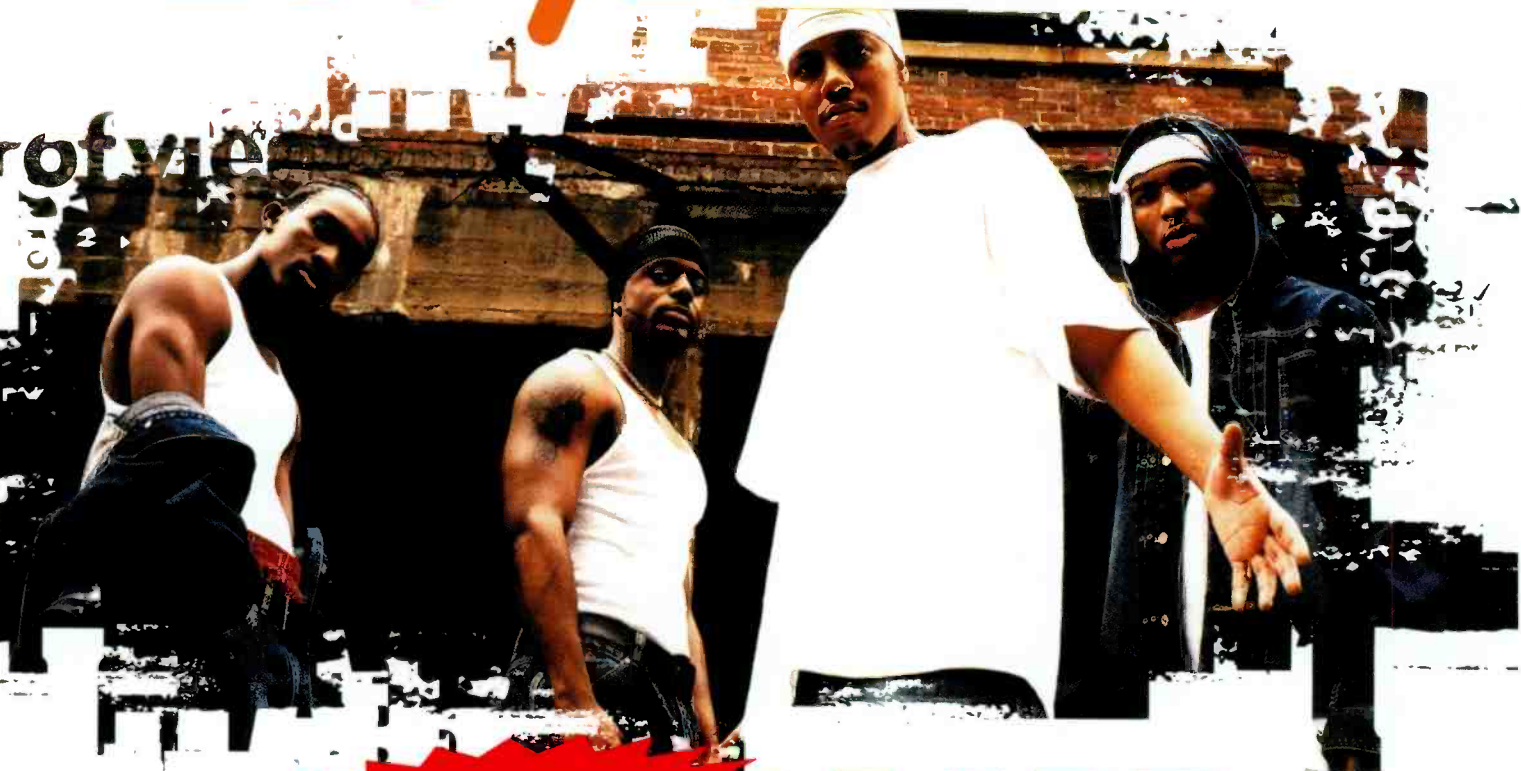
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**Executive producer: Kedar Massenburg**



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# in the mix



in the mix by ricky leigh mensh

## top 20 spinz

#	ARTIST	TITLE	LABEL	SPINZ
1.	JAY-Z...	I Just Wanna Love U	Roc-A-Fella/IDJ	315
2.	OUTKAST	Ms. Jackson	LaFace/Arista	293
3.	WU-TANG	Protect Ya Neck (Jump Off)	Loud/Col/CRG	291
4.	LUDACRIS	What's Your Fantasy	Def Jam South/IDJ	284
5.	DMX	Do You	Loud	283
6.	MYSTIKAL	Shake Ya Ass	Jive	275
7.	JA RULE	Between Me And You	Def Jam/IDJ	265
8.	SHYNE	That's Gangsta	Bad Boy/Arista	258
9.	SHADE SHEIST...	Where I Wanna Be	London/Sire	251
10.	LIL' KIM...	How Many Licks	QB/Undeas/Atl/Atl G	244
11.	SHAGGY...	It Wasn't Me	MCA	237
12.	DE LA SOUL...	All Good?	Tommy Boy	230
13.	E-40	Nah, Nah	Sic Wid It/Jive	226
14.	BEANIE SIGEL	In The Club	Roc-A-Fella/IDJ	224
15.	NELLY	E.I.	Universal	213
16.	LL COOL J...	You And Me	Def Jam/IDJ	210
17.	MYSTIKAL	Danger	Jive	207
18.	SHYNE	Bad Boyz	Bad Boy/Arista	201
19.	TALIB KWELI...	Move Something	Rawkus/Priority	199
20.	PRODIGY	Keep It Thoro	Loud/Col/CRG	193



(L-r) Loud's; Steve & Johnny Rifkind, Rich Issacson & Veronica Amarante puttin on an Xzibit-ion w/respect, Wu-style.

"W"... "RESTLESS"... Bout a wk. ago, I gotta call from Mr. Steve Rifkind, to invite me and LP & our krew here @ tha mag to cum up to hiz private abode to hear tha new albums by Wu Tang & Xzibit. Ya think he had to ask twice? Two luvlee hrs. & a whole lotta Roscoe's chicken & waffles later, this DJ iz here to report that tha Wu'z "The W" & Xzibit'z "Restless" are hit albums, no doubt. What impressed us, among many things, about tha Wu az artists iz they've done what they had to in order to have longevity; they've evolved & this album will display that clearly to all of you in tha mix. They sound az gritty & grimy az ever on sum kutz, like "Chamber Music" & "Careful" w/Snoop, while doin' their most radio-friendly cutz to date w/"...The Jump Off," which iz already in regular ro in allotta spozt along w/"Gravel Pit," which waz just added to BET outta tha box. Wu'z radio shittt duzn't fall into tha all-too-common trap of formula hip-hop. Or like Snoop once so brilliantly said on MTV a few yrz ago to Kurt Loder: "I didn't go mainstream. The mainstream came to me." & that, my dear mix show folkerz, like ReRun, iz "What's Happenin'" w/tha Wu & Xzibit, whoze first of four Dr. Dre-produced trax iz already in regular ro @ KPWR w/tha rest of America cummin on board in a minute az tha 12 haz just shipped. On "The W," tha Wu utilized tha services of Snoop, Nas, Busta & Isaac Hayes, while Xzibit collabbed w/Eminem, KRS-One, Erik Sermon, Battle Cat, Snoop & Tash. Videowize, Wu Tang connected w/Joseph Cann, who directed Destiny's Child's "Say My Name" & Janet's "Doesn't Really Matter" to direct a minimovie of "Jump Off," "Gravel Pit" & itz 12" B-side counterpart, "Careful". Xzibit's video, which iz bein' shot az we speak, iz bein directed by Outkast's "BOB" director, David Meyer. There'll be clean LPs on both tha Wu & Xzibit recordz, which hitz tha stores Nov. 21 & Dec 12, respectively. Look for Xzibit, currently on tour w/ Eminem & Limp Bizkit, while tha Wu heads out after tha holidayz on what could be a huge LOUD artist tour sponsored by Adidas. Congratz & thank you big-time to tha Wu, Xzibit & LOUD for givin us sum muzic we're gonna be gettin into for a long time to cum... Biggz congrat out to Jay Z (Roc-A-Fella/IDJ), whoze LP "The Dynasty" eezily holdz down #1 honors on our wkly commercial radio mix show conference call for tha 2nd straight wk az duz Eightball & MJG (Jcor Ent.) on tha unda. & az predicted, Snoop (No Limit/Priority) makes a biggz debut on tha call this wk. @ #5 while tha Wu & Talib Kweli (Rawkus/Priority) make tha biggzest moves... & not only iz DJ Scrap a picture of great hygiene, he's tha new mix show dir. w/six daze/wk of mix shows @ tha new urban WRJH Hot 97.7 in Jackson, MS under new PD Steve Poston, who's been recommended for intense therapy to prepare for havin to fukkin put up w/Scrap that often. Station address: 1985 Lakeland Dr., Jackson, MS, 39216. Ph# (601) 713-0977... & a biggz one to Angela & Jimmy Jam-Z (WJHM), who just got m-m-married this past wknd. There were reports of a collective sigh of relief outta Orlando az folks were given their first break from Mr. Jam-Z's mix show in 13 yrz... Just found out that Steve Poston iz crazier than we thought: he also brought in Lil Homies from WJML... & how bout KSFM slicin' 29 hrs.off their 44-hr/wk mix show schedule while changin tha format to a rhythmic CHR az Mixxula exits tha building. Look for Joey "Mixin'" Muzz to closely follow tha new order @ FM102 & rebuild tha mix show w/in these new parameters into a force in breaking recordz az he's done @ KSFM for 10 yrz in tha mix there... Soon-to-be conf. call pix: Ray J (Atlantic), Wu Tang & Xzibit (LOUD), Lucy Pearl (Pookie/Beyond), Shaggy (MCA), Cap One (Motown), Tru Life (Dreamworks), Koffee Brown (Divine Mill/Arista) & tha incredible duo of Melky Sedeck (MCA), Wydef's brother/sister combo whoze vocals & beetz LP & I witnessed personally @ a packed performance in Irvine to a mostly college audience that went fukkin nutz. They opened for Wyclef and tha show, overall, waz truly one of tha best theze DJ'z have EVER seen! Over three hrs worth!... So who'd ya vote for? How bout Michael Jordan? How kool would that be?... Tell ya bout anutha LP (not tha guy) I'm diggin: Musiq (Def Soul/IDJ). He's gonna sell sum recordz... Happy Nov. b-daze to my fella sufferin' Redskin partner Stephen Hill (BET), Willie Norwood (Brandy & Ray J's daddy & Sonia's hubby), "Miggedy" (WGCI), Earl McKinney (WDTJ), Fuzzy (KPWR), JB (KLUC), twinz Richie Rich & DJ Ray (WPOW), DJ Supreme (KMEL), Tracy Young (MTV) and Dwight Stone. & especially to my main man LPzee, who after many yrz of internal HITS abuse & allotta lapdances @ Mitchell Bros in tha "Yay" & many other fine adult establishments along Kearney St. & in & around America & Nicaragua, iz doin tha "M-werd" w/hiz luvlee fiancee Dezarae (that poor woman) this Sat. az we in tha mix show community descend upon LA for tha coronation. All of our love & best wishes to LP & Dezarae for a happy, healthy & prosperous life together w/tha hope that their children will all be girls...



(R-l) Lil Homie & DJ Scrap "Diggle" az they audition for Menudo tha MOVIE!

## outta tha box weekly conference call winners

#	ARTIST	TITLE	LABEL
1.	JAY-Z	"The Dynasty"	Roc-A-Fella/IDJ
2.	MYSTIKAL...	Danger	Jive
3.	WU-TANG	Protect Ya Neck (Jump Off)	Loud/Col/CRG
4.	CASH MONEY...	Project Chick	Cash Money/Universal
5.	SNOOP DOGG	Snoop Dogg	No Limit/Priority
6.	DMX	Do You	Loud/Col/CRG
7.	B.G.	I Know	Cash Money/Universal
8.	DE LA SOUL...	All Good?	Tommy Boy
9.	CUBAN LINK	Still Telling Lies	Atlantic/Atl G
10.	SHADE SHEIST...	Where I Wanna Be	London/Sire
11.	BEANIE SIGEL	In The Club	Roc-A-Fella/IDJ

## commercial ▲ ▼ underground

1.	EIGHTBALL & MJG	Pimp Hard	Jcor Ent.
2.	MOS DEF ...	Oh No	Rawkus/Priority
3.	M.O.P	Cold As Ice	Loud
4.	TALIB KWELI...	Down For The Count	Rawkus/Priority
5.	PHARCYDE	Trust	DV/Edel
6.	PRODIGY	Keep It Thoro	Loud/Col/CRG

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



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

**michael london • wkxn**



**Beanie Sigel  
"In The Club"  
Roc-A-Fella/IDJ**

"This muthafukkin record iz doin it'z thing, rockin tha klubz here in tha gump & rockin tha airwaves with strong phones. It'z safe enuff to make your PD smile at your Arbitron book. Good record for mix showz & also... definetly rotation material." Devin

Steel's (KXHT) note: That shitt iz tha gump down there. To make tha shitt hit, you probably have to play tha "Electric Slide" before & "Posse On Broadway" after... By tha way, can you vote down there yet?

**buttahman • werq**



**Lucy Pearl feat. Snoop & Q-Tip  
"You"  
Pookie/Beyond**

"Lucy Pearl + Snoop & Q-Tip=a fun record goin into tha winter-time. Definitely a good bounce track & it can werk in either day or night rotation." Justyn Tyme's (Farmclub.com) note: Buttahman haz no choice in tha rotation situation, but since you have

that prime 4 am-6 am time slot, he can play this joint after he runz tha promo for Chico's Bail Bonds.

**trouble t • wkkv**



**Common feat. Erykah Badu  
"The Light" (remix)  
Motown**

"Tha first one waz a smash, so tha remix iz a no-brainer 'cept for Kim James, who duzn't have a brain. Perhaps he should listen to tha record more & he'll see tha light, too. Common & Erykah Badu— what a beautiful combination. Can't wait for them

to do it again." Kim James' (WJLB) note: First of all, Woodie, if you had a brain, you might be dangerous. As far as seein tha light, Touch Tone can see tha light betta than you can hear tha light, ya hear meeeeee? (L-r) Veronica "McCaracol" Amarante & Bizarro.

**still wil • kcaq**



**M Def/P Monch/N Dogg  
"Oh No"  
Rawkus/Priority**

"Rawkus iz definitely cummin with sum heat on this fourth quarter. Mos, Pharoahe, a cameo by Nate Dogg & tha beet provided by tha Rocwilder gives you quality mix-show material that you can burn in tha mix." Unknown DJ'z note: Tha Pinoy pimp

speaks again on tha truth, but we feel it'z only fair you let your fellow playaz know bout a certain record you hold—our boy in tha mix ate a total of 3,000 lumpias in a day to bust tha werld'z record. So, Icy Ice & Marcutz, eat your hearts out. What what... Are ya jealous?

**dj enuff • wqht**



**Ray J  
"Wait A Minute"  
Atlantic/Atl G**

"This shitt iz absolutely hottt. This iz one of Ray J's strongest recordz. Eazy on tha rap, Ray J... Hehehehe! Tha Neptunes are definitely makin it happen & it'z a killer collaboration. Just waiting for more heaters on hiz album to drop." Night Train's

(WPRW) note: Speakin of droppin, I wish you'll drop me a line when I two-way your punk ass, or maybe you're too bizzee up to your neck with shit-tie diapers... Enuff & tha krew

**kelly g • wgci/bet**



**Wu-Tang  
"Gravel Pit"  
Loud/Columbia/CRG**

"This haz tha potential to be tha Wu-Tang's biggest mainstream record yet. It haz all tha right elements, yet it'z still street smart & very innovative." Chino-nutz's (KKFR) note: Elements iz tha key werd. I just wish I would have seen thoze elements durin my

Sunday afternoon outing with Ricky Leigh & Stephen Hill (BET) az tha Skinz got their asses handed to them. So, Mr. G, did you cum up with this fantastic quote while sittin in your new office on 106th & Park wearin your new argyle sweater, matchin socks & thoze cheap-ass penny loafers secretly fiendin to werk for VH1 Pop-Up Video?... (L-r) Miggedy & Kelly G.

**kim james • wjbt**

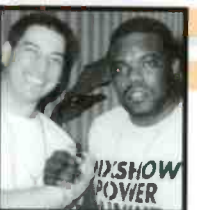


**Shyne  
"That's Gangsta"  
Bad Boy/Arista**

"Tha Bad Boy camp iz back with tha hottt new flava for tha Y2G. DJz, don't sleep, cuz this iz an instant turntable hitt wit a sample from your man. DJ Big Daddy speakz hottt lyricz like my hottt bitches." DJ Scrap's (Syndicated) note: Tha only thing that'z hotttt

iz tha chicken sandwich you got me from Burger King last night, & guess what I got you for your b-day? A year'z membership to the Jenny Craig institution, you fattt bastardo. (L-r) Kim "Big Daddy" James & Ricky Leigh.

**night train • wprw**



**Snoop Dogg  
"Snoop Dogg"  
No Limit/Priority**

"Timbaland beetz + Snoop vocalz=tha pop-a-colla kinda shitt that'z goin to have everyone in tha klub bouncin... This will be in all-day rotation in sum markets. So get off your ass, take this record outta your bullshitt crate & get ready to rumble." Bizarro's

(WKKV) note: What type of klubz are you playin in if you have a bullshitt crate? You're supposed to be playin straight hitz, but I guess that'z all you know. You don't even have a colla, you no-neck, T-shirt-wearin muthafukka. With your bullshitt, your two-way pager iz more like a one way pager... (L-r) Kid Capri & Night Train.



# Rap Attack



## RAP RADIO TOP THIRTY

2W	LW	TW	ARTIST	TITLE	LABEL
8	3	1	AFU-RA	Equality	D&D/Fat Beats/Koch
11	5	2	DILATED PEOPLES	No Retreat	ABB
30	17	3	TALIB KWELI	Down For The Count	Rawkus
5	4	4	AKROBATIK	Internet MCs	Eastern Conf/Rawkus
29	9	5	DE LA SOUL	Declaration	Tommy Boy
13	10	6	JEDI MIND TRICKS	Genghis Khan	Superegular/LS
12	12	7	BAHAMADIA	Common Wealth	GoodVibe
16	11	8	SWOLLEN MEMBERS	Camouflage	Battle Axe
24	13	9	151 PROOF	Ron B vs. FT	Tru Criminal
1	2	10	WU-TANG CLAN	The Jump Off	Loud
21	16	11	KRS-ONE	Shadup Ya Face	Antra
25	19	12	MR. LIF	Be Out	Def Jux/Fat Beats
17	22	13	MUSALINY/M.A.Z.E.	Blend Famz	Epic
—	—	14	K-OTIX	You Know The Name	Bronx Science
26	20	15	DOGGY'S ANGELS	Ridaz With Me	DoggyStyle/TVT
6	8	16	SOUL ASSASSINS	When The Fat Lady...	RuffNation/WB
—	—	17	OUTKAST	Ms. Jackson	LaFace/Arista
19	18	18	SELF	Fire It Up	Lethal
—	27	19	SOLITAIR	No Doubt	Knee Deep/Figure IV
—	29	20	CHECKMATE	These Days And...	Double Up
—	30	21	JURASSIC-5	W.O.E. Is Me	Interscope
—	—	22	MUSAB	Actin' Rich	Concrete
3	1	23	THE PHARCYDE	Trust	Edel/Delicious Vinyl
—	—	24	MASSACA	Motivate	Compound
—	—	25	Q-BALL/CURT CAZAL	The Real Live	D&D
27	26	26	MASTAMIND	Forever	Gotham O/TVT
—	28	27	PHIL THE AGONY	Clear The Lane	GoodVibe
22	24	28	STYLES OF BEYOND	Sub Culture	SpyTech
—	—	29	SHORT KHOP/ICE CUBE	One Way To Win	Heavyweight/TVT
—	25	30	RUBBERROOM	Black Box	Indus

## NASTY NEWS BY NASTY-NES

What's upper? Two weeks away from Turkey Day, which means we'll be taking radio and mix tape reports on Tuesday, November 21st by 4 p.m. (PST)... Big props to Loud Record's CEO Steve Rifkind for inviting HITS' Rap and Mixshow departments to his off-the-heezy mansion last week for an unlimited supply of fried chicken and music! Yo, on the real, Wu-Tang's new album, "The W," is gonna hit hard. Featured on Wu's album are Snoop Dogg, Busta Rhymes, Isaac Hayes, Reggae's Jimmy Reed and, yes, O.D.B. is back in full effect. Cuts I was checkin' are "Careful," "Red Bull," "Conditioner," "Gravel Pit" and "Do You Really." "The W" crops November 21. Rumor has it that after Christmas, heads can look forward to the Loud Tour, featuring Wu-Tang and other Loud artists. The tour will be sponsored by Adidas... Xzibit is about to hit multi-Platinum with his new album, "Restless," dropping nationwide December 12th. The CD is executive-produced by Dr. Dre. After peepin' the entire album, I know this will no doubt be one of my favorite albums of the year. DJs, look out for Xzibit's new joint, "X," featuring Snoop Dogg. You are gonna feel this baby! For more info, you can holla at my dawg Judd G at (310) 860-2100 or hit me up at HITS... I've got a tip on an artist outta lower eastside New York by the name of Tru Life. His debut single, "Uya" (Justus/DreamWorks), is straight up underground and is a crowd-response record. Be sure to check your mail soon for this. For more info, contact Mojoe at (917) 330-3438... Capone-N-Noreaga's b-side, "Invincible" (Tommy Boy), produced by Premier, is buzzing huge with our reporters. Expect this cut to blow up... Check your mail for the blazin' new joint by Long Island's ABK called "Everywhere I Go." Mix tape DJs need to jump on this out-the-box. To get laced with extra vinyl, or if you're looking for radio drops and interviews, contact my dawg Lee L'Heureux from WMHB and ESP Promotions at (207) 471-2096 or online at hiphopnation897@aol.com... Listen for the answer record to Destiny Child's latest hit single off the "Charlie's Angels" soundtrack, "Independent Women." It's by Sporty Thievez, called "Independent Men." This joint is hot! Expect out-the-box support on this... Also, check for the "What I Like" remix, featuring DJ Quik. Contact Shot Callas Entertainment at (646) 554-8151... Zane's 'bout to drop his "Mind Playing Tricks On Me" remix of his debut joint "Falling Down" (Greystone Records)... Philly mar Black Thought's "Hardware" (MCA) is bangin'. Show this single love... Columbia Records is gonna be droppin' hits before the year 2001 hits! New Nas, Cypress Hill, Nature, Ali Vegas and Lil Bow Wow are 'bout to make some big noise... Don't sleep on the latest: by 5 Footaz (Restless), R.A. The Rugged Man (Priority), Supreme-C (RCA), Fredro Starr (Koch), Tha Future (Select), Doggy's Angels & Eastsidaz (TVT), Outsidadz (RuffNation/WB) and Won-G (Happy World)... SHOUT OUT TZIME: Restless' Ryan Reyes, Judd G, Loud's B-Win & Brian, RCA's Jay Ones, MCA's Tony Curtis, Tiger Fist (Bilawn), Q-Ball & Curt Cazal (D&D), WCBN MI's Chill Will, CJUM Winnipeg's Jeff Herrera, Mike Nardone KXLU Cali's (saw you in Nov.'s Rap Pages; page 84. PHAT!), WKNC NC's D-Cutta and Happy B'day to Tommy Boy's Al Lindstrom... KUNG-FU FLICK OF THE WEEK: Rings Of Wu-Tang "Buddhist Fist & Chess Boxing" (Lion Video)... (S)

## TOP FIVE MOST ADDED

Artist	Title	Label
1. CASH BROWN/ROYCE THE 5'9	Double Homicide	Major League
2. THE EASTSIDAZ F/XZIBIT/KURUPT	Big Bang Theory	TVT
2. CORMEGA	You Don't Want It	Rawkus
3. D-12	I'll Sh#t On You	Shady/Interscope
4. CED F/KRIS/KROSS	Look How They...	Judgment/RCA
5. TIGER FIST	Scratchologist MD	Bilawn

## TOP FIVE MIX TAPE SONGS

Artist	Title	Label
1. MOS DEF/PHAROAH MONCH/NATE DOGG	Oh No	Rawkus
2. OUTSIDAZ	Keep On	RuffNation/WB
3. WU-TANG CLAN	The Jump Off	Loud
4. CNN	Invincible	Tommy Boy
5. JURASSIC-5	W.O.E. Is Me	Interscope

# Rap Attack

## MAKIN' IT HAPPEN



A native of the Bay Area, DJ Formula One, a.k.a. Jay Untalan, is locking ish down at San Jose's KSJS radio as their Urban Music Director. "I was in the 2nd grade [when], after hearing 'Planet Rock,' I fell in love with hip-hop music," says Jay. In '92, when DJs Q-Bert and Mixmaster Mike started to blow up, Jay began taking the art of turntablism more seriously.

"I would practice beat juggling, scratching and trick mixing all day and peep out old video tapes of DJ battles from the classic New Music Seminar tapes to perfect my skills," says Jay. Jay started hanging out at fellow HITS reporter D-Real's radio show on KCRH and in '96, he decided he wanted to get his own radio show. His dream became a reality in '99 while attending San Jose State. You can peep his show, "The War Zone," on 90.5FM KSJS, Tuesday nights from 10 p.m. to 2 a.m. (PST), with host, Oz. "Our format is straight underground, live mixing, with local artists guest MCing on occasion," says Jay. "My role model is my dad who left his hometown in Philippines to make a good life for his family here in the states. I also look up to the skills of DJ Shortcut and the Beat Junkies," he adds. Jay is single, ready to mingle and wants to one day win the lotto! Reach out to him at (408) 885-9028 or at akuma001@aol.com... SHOUTS: "To my fam at KSJS, everyone I met at NY's CMJ, the Bay Area DJs and to my family, 'MABUHAY!'"



**KILLA BEEZ INVADE HITS MAGAZINE:** Loud artists Wu-Tang Clan swarmed the HITS Rap and Mixshow cesspool recently, promoting their new album, "The W." Standing in for O.D.B. is our own Ricky Leigh Mensh (fr. l), HITS' Old Dirty Biyaatch!



**SPARK THE VOTE!** This group of fly guys forgot to vote. Instead, they watched re-runs of "Sparks" on BET! Pictured are (l-r): CT's Virtuoso, KWWA OR's Eugene Chism, WHBC DC's Marshall Gary, KOOP TX's Frank Fellows, KCR CA's Mike Soul, WDCE VA's Tyrone Francis, KUCI CA's Cue, KHDC CA's Kazzeo and MCA's Ty-C and Tony Curtis.

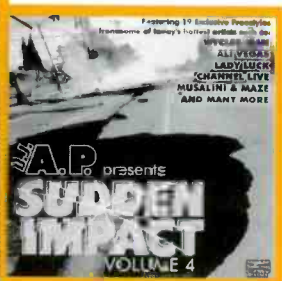
## TALES FROM THE TAPE DECKS

BY NASTY-NES & MICHELLE ORTIZ

### DJ PROTEGE'S TOP 5

- |                           |                    |                      |
|---------------------------|--------------------|----------------------|
| 1. AFU-RA F/K'MANI MARLEY | Equality           | D&D/FB/Koch          |
| 2. CHINO XL               | Let 'Em Live       | WB                   |
| 3. WU-TANG CLAN           | The Jump Off       | Loud                 |
| 4. MELLOW MAN ACE         | Guillotine Tactics | X-Ray                |
| 5. THE PHARCYDE           | Trust              | Edel/Delicious Vinyl |

He's the king of Ebonics, representin' New Joysee and our dawg4life—DJ A.P. Straight outta the Negative Reflection Crew and AV8 Records, A.F.



brings you "Sudden Impact Volume 4." This 70-minute mix features 19 exclusive freestyles from Wyclef, Channel Live, Musalini & M.A.Z.E., Craig Mack and Ja Rule, to name a few. A.P. also breaks it down with freestyles from up-and-comers like Al Vegas, Armareda, Blade, Fat Kat Kareem, Ike Dirty, Supreme-C and Tha Future. Props on Melky

Sedek's freestyle over Lil' Kim's "No Matter What People Say" beat. That ish is a banger! Show our dawg love as "Sudder Impact Volume 4" is up for an award for "Best Freestyle Mixtape." Log on to [www.mixtapeawards.com](http://www.mixtapeawards.com) to vote. For bookings and info, contact A.P. at (201) 981-1033 or at [mix4ever@aol.com](mailto:mix4ever@aol.com)... More drama in hip-hop as the latest Blaze battle in NY was bombarded by fights and artists showin' disrespect towards each other. Record labels and managers need to educate your artists on the do's and don'ts of hip-hop. We need to put our personal feelings aside at these events or there'll be no more events. Ya heard?...

## PICK HIT OF THE WEEK

TYRONE FRANCIS, WDCE/RICHMOND, VA

UTMASTA KURT PRESENTS "MASTERS OF ILLUSION" THRESHCLD

## TOP FIVE CONFERENCE CALL PICKS

- | Artist            | Title                   | Label           |
|-------------------|-------------------------|-----------------|
| 1. CAPONE-NOREAGA | Invincible              | Tommy Boy       |
| * 2. J-RAWLS      | Check The Clock         | Supperappin'/LS |
| 3. DJ A.P.        | Sudden Impact (various) | NRC/AV8         |
| 4. AFU-RA         | Body Of Life (album)    | D&D/FB/Koch     |
| 5. OUTSIDAZ       | Keep On                 | RuffNation/WB   |

## TOP FIVE UNDERGROUND

- | #  | ARTIST              | TITLE              | LABEL                              |
|----|---------------------|--------------------|------------------------------------|
| 1. | MASTA ACE/GENNESSEE | So Now U A MC      | FAT LACE/BAD MAGIC<br>718-694-0770 |
| 2. | THE SOLACE          | Themeless City     | UPRISE<br>310-229-3246             |
| 3. | TIGER FIST          | Scratchologists MD | BILAWN<br>818-703-7676             |
| 4. | JOHNNY BLANCO       | Keep It Poppin'    | 20 G<br>877-489-5444               |
| 5. | TRU LIFE            | Uya                | JUSTUS<br>917-330-3438             |

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— DAVID NATHAN, CONTRIBUTING WRITER  
BILLBOARD/LAUNCH.COM

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WMGL	34x	KDKO	20x
WHUR	15x	KMGQ	18x
WTLZ	30x	WGPR	19x

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# Jamz

## Whitney Plans To Invest In Ivory Soap



## Korean Team Awaits Stage Time At Pips Impersonators Competition

## Don't Cry Over Spilled

# JUICE!

Elroy Smith is elevated to Operations Director of WGCI-AM/FM and WVAZ-FM Chicago. He will also handle programming duties for WVAZ after Maxx Myrick's retirement last week... WKSP-FM Augusta PD Jerold Jackson moves to take the PD post at WDAI-FM Myrtle Beach... WQHT-FM New York taps WKTU-FM New York programming assistant Mara Melendez as Music Coordinator. WQHT seeks a morning show producer and weekend/PT air talent... The "Jenny Jones Show" seeks DJs across the nation to appear on a special episode. Viewers can nominate their favorite radio personalities at <http://jennyjones.warnerbrothers.com>... Eric Scott exits as PD



Elroy Smith  
Is In An OD Position  
In Chicago Radio

at WIBB-FM Macon. Gregg Roberts is handling PD duties on an interim basis and can be reached at (912) 781-1063, ext 151... WTLC-FM Indianapolis personality Marcus Chapman exits to pursue other opportunities. The station seeks a replacement... Workaholic!: Radio One promotes WWIN-FM Baltimore PD Kathy Brown to Regional Program Director. She will now oversee Richmond's WPLZ-FM and WKJS-FM in addition to WWIN-FM. Brown was also named PD of WMMJ-FM Washington, D.C... Viacom has purchased BET Networks for \$3 billion in stock. BET headquarters will remain in Washington D.C. Founder, Chairman and CEO Bob Johnson will remain and report to Viacom President and COO Mel Karmazin... Urban Box Office, the creation of late Motown Records President, George Jackson, has shut its doors and laid off its staff. Plans for its affiliated sites, such as SOHH.com and Soulpurpose.com have not been determined... Radio One will acquire Nash Communications, which owns and operates WILD-AM Boston, for \$5 million in cash and stock... Chris Cunningham, Restless Records' National Director of Urban Promotion, exits, along with Roxanne Parra and Leroy McGlathery... Andre "007" Barnes, former member of the 5th Ward Boyz, is a suspect in three Houston suburb bank robberies... Rapper Eminem lost his lyrics notebook during a Delta Air Lines flight from Cincin-

nati to New Orleans. He is offering a reward if found. Described as a spiral-bound notebook with Britney Spears on the cover, it was in an airport shopping bag containing a CD player, CDs and headphones. If found, please call (888) 311-4343 or email [found@eminem.com](mailto:found@eminem.com)... On 11/17 the "Invert 2000 Hip Hop Jam" will take place at the Anaheim Convention Center Arena in Anaheim, California and features Pharcyde, Souls of Mischief, Casual, Lord G, De La Soul and Slick Rick... Marion "Suge" Knight is expected to be released in April 2001 after serving nearly four years in a California State Prison... Hawaiian officials have reduced marijuana possession charges

against Whitney Houston to a "probationary" sentence after an agreement was reached with her lawyers. Houston faced a three-month sentence and a \$1000 fine. Charges will be dropped if Houston stays clean. However, they will be refiled if she refers to her hubby as "The King of R&B"... At Warner Bros. Records, Che Gueverra drops his revolutionary banter and joins the label as VP A&R Black Music... At ABC Radio Networks, Reginald D. "Dot" Denson has been appointed Director of Urban Radio Sales... At MCA Records, Kami Broyles "Great Steaks" is upped to Paralegal of Business & Legal Affairs. Broyles will coordinate all clearances and licensing issues and all trademark matters and clip money-saving coupons for Jeff Harleston... Amazon.Com will launch Ken Burns's Jazz Store on its site. Burns is the documentarian behind his ten-part "Jazz" series, which will air 1/8 on PBS. Video streams will be available about the making of the series; CDs on 22 artists ranging from Louis Armstrong, Miles Davis, Ornette Coleman, John Coltrane and more, including a 5-CD box set on the music of "Jazz," can be purchased and pre-ordered through Amazon.com; a companion book, "Jazz: An Illustrated History," is also available... Vicki Winans signs with Tommy Boy Gospel Records... Shake Ya Plat!: Mystikal's "Let's Get Ready" (Jive) album has been certified Platinum by the RIAA...

# Singled Out

## The Top Thirty

Week Of November 10, 2000

2W	LW	TW	ARTIST	TITLE	LABEL
1	1	1	PROFYLE		Motown
3	2	2	R. KELLY	<i>Liar</i>	Jive
2	3	3	JA RULE/C.MILIAN	<i>I Wish Between Me And You</i>	Def Jam/IDJ
6	6	4	DESTINY'S CHILD	<i>Independent Women</i>	Columbia/CRG
5	5	5	WYCLEF/MARY J. BLIGE	<i>911</i>	Columbia/CRG
13	9	6	JAY-Z		Def Jam/IDJ
9	7	7	MUSIQ	<i>I Just Wanna Love...</i>	Def Jam/IDJ
8	8	8	LUDACRIS	<i>Just Friends</i>	Def Jam/IDJ
4	4	9	MYSTIKAL	<i>What's Your Fantasy</i>	Jive
12	10	10	AVANT	<i>Shake Ya Ass</i>	Magic Johnson/MCA
27	14	11	OUTKAST	<i>My First Love</i>	LaFace/Arista
15	13	12	NELLY	<i>Ms. Jackson</i>	Universal
7	12	13	ERYKAH BADU	<i>E.I.</i>	Motown
11	11	14	BEENIE MAN/MYA	<i>Bag Lady</i>	Virgin
17	16	15	KELLY PRICE	<i>Girls Dem Sugar</i>	Def Jam/IDJ
21	17	16	USHER	<i>You Should Have...</i>	LaFace/Arista
10	15	17	SHYNE	<i>Pop Ya Collar</i>	Bad Boy/Arista
14	18	18	CHANGING FACES	<i>Bad Boyz</i>	Atlantic/Atl G
23	22	19	CHANTÉ MOORE	<i>That Other Woman</i>	MCA
16	19	20	LIL BOW WOW	<i>Straight Up</i>	So So Def/Col/CRG
25	29	21	YOLANDA ADAMS	<i>Bounce With Me</i>	Elektra/EEG
18	20	22	TONI BRAXTON	<i>Open My Heart</i>	LaFace/Arista
20	21	23	C-MURDER	<i>Just Be A Man...</i>	Priority
29	25	24	KEITH SWEAT	<i>Down For My N's</i>	Elektra/EEG
—	26	25	DAVE HOLLISTER	<i>I'll Trade...</i>	Dreamworks
19	24	26	SISQO	<i>One Woman Man</i>	Def Soul/IDJ
—	28	27	3LW	<i>Incomplete</i>	Epic
24	23	28	CAM'RON	<i>No More</i>	Epic
—	30	29	CARL THOMAS	<i>What Means The...</i>	Bad Boy/Arista
DEBUT	30	30	C.M.MILLIONAIRES	<i>Emotional Project Chick</i>	Cash Money/Universal

## By Gary Jackson



*Patti LaBelle:  
The Classiest  
Woman In  
R&B History*

**Radio Gives Thanks:** At KDKO-AM Denver, PD Jim Walker will coordinate a Thanksgiving food drive to feed 300 families in the Denver area. Walker, who also owns a catering business, will donate food baskets along with listeners' donations. The baskets will contain a turkey, vegetables, potatoes, stuffing, and more... KIPR-FM Little Rock's Joe Booker will give away 100 turkeys, as well as a 2001 Chrysler PT Cruiser during the Xmas holiday. My name has been submitted!...

KJLH-FM's Trina Hayes, who just returned from getting her groove on in Jamaica, says the station will give away 200 turkeys on the steps of Compton City Hall... WACR-FM Columbus plans a canned food giveaway by soliciting stores through Thanksgiving to donate canned goods... WAJZ-FM Albany will work through Equinox, a charitable donation company, where station jocks will cook and deliver food throughout the city... WBLX-FM Mobile will hold a food drive in which listeners will donate food in the name of their favorite air personality. "It's gets pretty intense to see who's going to be the most popular DJ," says WBLX's Myronda Reuben. WBLX will also fill a semi truck that charitable foundations will distribute to the needy... At WQQK-FM Nashville, a.k.a. 92Q, Terry Foxx has a unique concept: Feed 92 families via donations accrued from efforts of WQQK's air personalities as well as as-yet-unconfirmed artists. The donations will go to three community centers, which will then distribute the food to 92 families. "The turkeys have already been assigned to certain families," Foxx says. WQQK will also deliver Xmas trees to families that can't afford them... **Ready For My Close-Up:** I was in NYC for the World Series between the Yankees and Mets. During one of those interminable commercial breaks, lo and behold, there's BMG's Eugene Luckett on my telly hawking "Bud Light" beer! There's no mistaking the brother, despite his denial to friends that it wasn't him. Hey, we all gotta have a sideline, so you go, Eugene! Ain't no one mad or playa hating. If so, then kick 'em to the curb!... **Update:** That Radio One stock item I commented on several weeks ago appears to be on target. As of this printing, the stock price has risen 100% (yes, 100%) since. So, if you wanna own a piece of a major African American-owned and operated business, then we leave you with this hint: Alfred Liggins and Cathy Hughes are back on track... Finally, it ain't every day that the Diva of Divas, the lovely Ms. Patti LaBelle graces our offices. She stopped by on 11/1 to promote her "When A Woman Loves" (MCA) album, which was written by song-writing titan Diane Warren. The next day, LaBelle hosted a VIP party at the W Hotel in Westwood. While she was here, LaBelle cut a drop for our [HitsDailyDouble.com](http://HitsDailyDouble.com) Web site. You won't see some of the outtakes - FUNNY! Patti, you are a classy woman. Incidentally, In 2001, LaBelle, a diabetic, will release a cookbook targeted to people affiliated with diabetes...

Based Primarily On Radio Airplay & Retail Sales

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# Active Albums

## The Top Thirty

Week Of November 10, 2000

2W	LW	TW	ARTIST	TITLE	LABEL
—	—	1	JAY-Z		Roc-A-Fella/IDJ
—	—	2	OUTKAST	<i>Dynasty: Roc La...</i>	LaFace/Arista
2	1	3	NELLY	<i>Country Grammar</i>	Fo'Reel/Universal
3	3	4	LUDACRIS	<i>Back For The First...</i>	Def Jam South/IDJ
1	2	5	JA RULE	<i>Rule 3:36</i>	Murder Inc./IDJ
—	—	6	SNOOP DOGG	<i>Dead Man Walking</i>	Death Row
5	4	7	MYSTIKAL	<i>Let's Get Ready</i>	Jive
6	5	8	EMINEM	<i>Marshall Mathers LP</i>	Aftermath/Interscope
8	8	9	LIL' BOW WOW	<i>Beware of Dog</i>	So So Def/Columbia
11	10	10	DESTINY'S CHILD	<i>The Writing's On...</i>	Columbia/CRG
12	9	11	WYCLEF JEAN	<i>The Eclectic</i>	Columbia/CRG
17	11	12	JILL SCOTT	<i>Who Is Jill Scott?</i>	Hidden Beach/Epic
10	7	13	SHYNE	<i>Shyne</i>	Bad Boy/Arista
9	6	14	SCARFACE	<i>The Last Of A...</i>	Rap-A-Lot/Virgin
28	16	15	AVANT	<i>My Thoughts</i>	Magic Johnson/MCA
—	18	16	TAMIA	<i>A Nu Day</i>	Elektra/EEG
15	14	17	LL COOL J	<i>G.O.A.T</i>	Def Jam/IDJ
7	12	18	TALIB KWELI & HI-TEK	<i>Train Of Thought</i>	Rawkus
—	—	19	LIL' KIM	<i>Notorious K.I.M.</i>	Undeas/Atl/Atl G
20	20	20	YOLANDA ADAMS	<i>Mountain High...</i>	Elektra/EEG
19	15	21	DR. DRE	<i>Dr. Dre 2001</i>	Aftermath/Interscope
—	—	22	TRIPLE 6 MAFIA	<i>Kings Of Memphis</i>	Smoked Out/S-O-H
21	29	23	CHANGING FACES	<i>Visit Me</i>	Atlantic/Atl G
—	—	24	MONIFAH	<i>Home</i>	Universal
13	23	25	PROFYLE		Motown
14	21	26	BOYZ II MEN	<i>Nothin' But Drama</i>	Universal
—	—	27	DMX	<i>...And Then There</i>	Def Jam/IDJ
24	22	28	CAM'RON	<i>S.D.E.</i>	Epic/Entertainment
16	13	29	E-40	<i>Loyalty &amp; Betrayal</i>	Sick Wid It/Jive
27	26	30	SOUNDTRACK	<i>Baller Blockin'</i>	Universal

Based Primarily On Retail Sales

## Now Ya Know



**R. Kelly**  
"TP-2.com"  
Jive

The real brilliance of R. Kelly, whose career now spans a too-quick ten years, is his ability to see beyond ordinary constrictions, and then act on their shortcomings. Time after time, with "Bump And Grind," "I Believe I Can Fly," on to the revealing and deeply personal first single off this incredible album, "I Wish," Kelly simply twists the ordinary and mundane and infuses his vision toward the future. Take song #2, "Strip For You." Whoda thunk to come with a song that flips the script to find Kelly tantalizing his lover with an edgy proposal you have to hear. Of course, throughout his career, Kelly has utilized sex, sex and more sex to position himself as Dr. Ruth Westheimer's chief rival of carnal knowledge. Look no further than "R&B Thug," "The Greatest Sex," "Like A Real Freak" and "The Real R. Kelly." Not being afraid to open himself to scrutiny truly sets Kelly apart. While most artists come off as brash and filled with braggadocio, obviously to hide insecurities, he prefers to spill it out, and we love him that much more for his honesty. We're feeling "A Woman's Threat," "Don't You Say No," "I Decided," and "All I Really Want," a silky cut with a nice chorus. The album ends with the rousing "The Storm Is Over Now," a song with a gospel feel that will have you hollering "Church!" But that's R. Kelly, a man willing to open himself to ALL possibilities. (Gary Jackson)



**Chanté Moore**  
"Exposed"  
Silas/MCA

Chanté Moore is a big hit with the guys in the office. "Straight Up," her first single off this poppin' album, is in heavy video rotation. We've got the moves down, except for those tricky treadmill steps, so, will ya please come by and run it down in person? Hook some bruthaz up! For the most part, Moore tackles uptempo hip-hop-driven songs, thanks to Jermaine Dupri ("Straight Up," "Go Ahead With That,") and Tim & Bob ("Take Care Of Me" and "When It Comes To Me," which contains a searing rap by Da Brat). But Moore's real strength is when she embraces tender arrangements and doesn't compete with the music. Not that she can't handle uptempo, it's just that she's more comfortable with mid-tempos and ballads. To that point, Jimmy Jam & Terry Lewis reprise working with Moore on the sensual "Better Than Making Love" and the closer, "Love's Still Alright." Little is known of Moore's gargantuan writing talents, which are on display through most of the songs, but check for the Katrina Willis/Colin Morrison-composed "I'm Keeping You." If this doesn't turn any red-blooded male on, well... Lanie Stewart chips in with "Bitter," a song we'd recommend, but for the unnecessary overuse of the "N" word. Moore and Stewart redeem themselves on "Train Of Thought," a song that teases and hooks you with imagination alone. And that's the Chanté Moore we'd like to see "exposed" more. (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. OUTKAST
2. JAY-Z
3. U2

### MOST TOP 5's

1. OUTKAST
2. U2
3. JAY-Z

### MOST TOP 10's

1. OUTKAST
2. U2
3. JAY-Z

### WHEREHOUSE MUSIC

KEVIN MILLIGAN  
520 Retail Stores  
(Torrance)

#### WHEREHOUSE MUSIC

1. OUTKAST
2. JAY-Z
3. U2
4. LIMP BIZKIT
5. GODSMACK
6. LENNY KRAVITZ
7. NELLY
8. MYSTIKAL
9. CHARLIE'S ANGELS (ST)
10. LUDACRIS



JOE PAGANO  
363 Retail Stores  
(Eden Prairie, MN)

#### BEST BUY

1. OUTKAST
2. JAY-Z
3. U2
4. GODSMACK
5. LIMP BIZKIT
6. LENNY KRAVITZ
7. LINKIN PARK
8. NELLY
9. JA RULE
10. LUDACRIS

### Anderson Merchandisers

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

#### ANDERSON MERCHANDISERS

1. CREED
2. BAHAMEN
3. NELLY
4. BRITNEY SPEARS
5. LIMP BIZKIT
6. NSYNC
7. U2
8. 3 DOORS DOWN
9. 98°
10. BILLY GILMAN

### sam goody

DICK ODETTE  
934 Retail Stores  
(Minnetonka, MN)

#### SAM GOODY

1. OUTKAST
2. JAY-Z
3. U2
4. LIMP BIZKIT
5. GODSMACK
6. NELLY
7. LUDACRIS
8. JA RULE
9. I.C.P./BIZAAR
10. LENNY KRAVITZ



JEFF DAVIDSON  
21 Retail Stores  
(NYC)

#### HMV

1. U2
2. JAY-Z
3. OUTKAST
4. LENNY KRAVITZ
5. LIMP BIZKIT
6. CHARLIE'S ANGELS (ST)
7. MADONNA
8. DIDO
9. RADIOHEAD
10. PJ HARVEY

### THE WIZ

GEORGE MEYER  
39 Retail Stores  
(New York)

#### WIZ

1. JAY-Z
2. U2
3. OUTKAST
4. LIMP BIZKIT
5. GODSMACK
6. JA RULE
7. M.O.P.
8. JILL SCOTT
9. CHARLIE'S ANGELS (ST)
10. LENNY KRAVITZ



SAM CASS  
4000+ Accounts  
(Philadelphia)

#### UNIVERSAL ONE-STOP

1. JAY-Z
2. OUTKAST
3. GODSMACK
4. U2
5. PJ HARVEY
6. TWIZTID
7. BAHAMEN
8. MYSTIKAL
9. NELLY
10. JA RULE



LEW GARRETT  
10,000 Accounts  
(Woodland)

#### VALLEY MEDIA

1. U2
2. OUTKAST
3. JAY-Z
4. GODSMACK
5. SNOOP DOGG
6. I.C.P./BIZAAR
7. LENNY KRAVITZ
8. I.C.P./BIZZAR
9. LIMP BIZKIT
10. PJ HARVEY



DOUG SMITH  
189 Retail Stores  
(Pittsburgh)

#### NATIONAL RECORD MART

1. OUTKAST
2. JAY-Z
3. GODSMACK
4. LIMP BIZKIT
5. U2
6. NELLY
7. I.C.P./BIZAAR
8. JA RULE
9. I.C.P./BIZZAR
10. LUDACRIS





# TOP TENS

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

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

**MUSIC NETWORK**

1. OUTKAST
2. JAY-Z
3. MYSTIKAL
4. NELLY
5. LUDACRIS
6. BAHAMEN
7. WYCLEF JEAN
8. AVANT
9. PRU
10. JILL SCOTT

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

**BAKER & TAYLOR ONE-STOP**

1. U2
2. OUTKAST
3. JAY-Z
4. TRIPLE 6 MAFIA
5. LIMP BIZKIT
6. MYSTIKAL
7. LITTLE NICKY (ST)
8. LENNY KRAVITZ
9. COLLECTIVE SOUL
10. DWIGHT YOAKAM

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

**CENTRAL SOUTH**

1. OUTKAST
2. JAY-Z
3. LIMP BIZKIT
4. LUDACRIS
5. GODSMACK
6. U2
7. NELLY
8. SHAGGY
9. JA RULE
10. LENNY KRAVITZ

**CROW'S NEST MUSIC** TODD HUPE  
2 Retail Stores  
(Chicago)  
The Collector Choice

**CROW'S NEST**

1. U2
2. JAY-Z
3. OUTKAST
4. GODSMACK
5. I.C.P./BIZAAR
6. I.C.P./BIZZAR
7. LENNY KRAVITZ
8. LIMP BIZKIT
9. TAMIA
10. BOB DYLAN



STEVE BOWEN  
24 Retail Stores  
(Nashville)

**CAT'S**

1. OUTKAST
2. JAY-Z
3. U2
4. GODSMACK
5. TRIPLE 6 MAFIA
6. SNOOP DOGG
7. LIMP BIZKIT
8. I.C.P./BIZAAR
9. I.C.P./BIZZAR
10. WYCLEF JEAN



BOB SAY  
6 Stores  
(Los Angeles)

**MOBY DISC**

1. U2
2. OUTKAST
3. PJ HARVEY
4. RADIOHEAD
5. JAY-Z
6. LIMP BIZKIT
7. LENNY KRAVITZ
8. GODSMACK
9. DIDO
10. TALIB KWELI & HITEK



BETH DUBE  
21 Retail Stores  
(Boston)

**NEWBURY COMICS**

1. GODSMACK
2. U2
3. OUTKAST
4. JAY-Z
5. LIMP BIZKIT
6. PJ HARVEY
7. DIDO
8. I.C.P./BIZAAR
9. I.C.P./BIZZAR
10. LINKIN PARK



OTT WHITE  
13 Retail Stores  
(Miami)

**PEACHES**

1. U2
2. OUTKAST
3. JAY-Z
4. GODSMACK
5. SHAGGY
6. JA RULE
7. NELLY
8. MYSTIKAL
9. BAHAMEN
10. LUDACRIS



STEVE BICKSLER  
8 Retail Stores  
(Los Angeles)

**PENNY LANE**

1. U2
2. OUTKAST
3. PJ HARVEY
4. RADIOHEAD
5. JAY-Z
6. DIDO
7. LENNY KRAVITZ
8. DELTRON 3030
9. GODSMACK
10. LIMP BIZKIT



SHANNON LUMETTA  
97 Retail Stores  
(Ann Arbor)

**BORDERS BOOKS & MUSIC**

1. U2
2. OUTKAST
3. LIMP BIZKIT
4. LENNY KRAVITZ
5. PAUL SIMON
6. GODSMACK
7. RADIOHEAD
8. PJ HARVEY
9. JAY-Z
10. ANDREA BOCELLI



JASON TORRES  
4 Retail Stores  
(Sacramento)

**DIMPLES**

1. OUTKAST
2. GODSMACK
3. LIMP BIZKIT
4. U2
5. JAY-Z
6. SHAGGY
7. I.C.P./BIZAAR
8. LENNY KRAVITZ
9. LINKIN PARK
10. DISTURBED



JOHN KUNZ  
1 Retail Store  
(Austin, TX)

**WATERLOO**

1. U2
2. WILLIE NELSON
3. RECKLESS KELLY
4. OUTKAST
5. BOB SCHNEIDER
6. PJ HARVEY
7. RADIOHEAD
8. DAVID GRAY
9. BOB DYLAN
10. JOHN PRINE



# BREAKOUTS

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

## WINNERS

<b>1</b> <b>JAY-Z</b> (Roc-A-Fella/IDJ 548203) 94%	<b>6</b> <b>I.C.P. (Bizzar)</b> (Island/IDJ 548174) 36%
<b>2</b> <b>OUTKAST</b> (LaFace/Arista 26072) 92%	<b>7</b> <b>SNOOP DOGG</b> (Death Row 33350) 32%
<b>3</b> <b>U2</b> (Interscope 524653) 84%	<b>8</b> <b>TWIZTID</b> (Island/IDJ 548179) 26%
<b>4</b> <b>GODSMACK</b> (Republic/Universal 159688) 82%	<b>9</b> <b>PJ HARVEY</b> (Island/IDJ 548144) 22%
<b>5</b> <b>I.C.P. (Bizzar)</b> (Island/IDJ 548175) 54%	<b>10</b> <b>BOB DYLAN</b> (Legacy/Col/CRG 85168) 21%

**ANGELOS**  
JIM POMERANTZ / LITTLETON  
Twiztid  
Godsmack  
I.C.P. (Bizzar)  
I.C.P. (Bizzar)  
Jay-Z  
U2

**ANGOTT**  
STEVE ROBERTS / DETROIT  
Jay-Z  
Outkast  
Outlawz  
Monifah  
Snoop Dogg  
I.C.P. (Bizzar)  
I.C.P. (Bizzar)

**ARON'S RECORDS**  
RICHARD ELLIS / LOS ANGELES  
U2  
Outkast  
Godspeed You Black Emperor  
Jay-Z  
Godsmack

**BAKER & TAYLOR**  
STEVE HARKINS / CHARLOTTE, NC  
Outkast  
Triple 6 Mafia  
Jay-Z  
U2  
Little Nicky (ST)  
Dwight Yoakam

**BELIEVE IN MUSIC**  
RUSS STUUT / WYOMING, MI  
Jay-Z  
Outkast  
Godsmack  
U2  
I.C.P. (Bizzar)  
I.C.P. (Bizzar)  
Twiztid

**BEST BUY**  
JOHN MICHAEL / EDEN PRAIRE, MN  
Outkast  
Jay-Z  
U2  
Godsmack  
Snoop Dogg  
I.C.P. (Bizzar)  
I.C.P. (Bizzar)

**BORDERS BOOKS & MUSIC**  
SHANNON LUMETTA / ANN ARBOR, MI  
U2  
Outkast  
Godsmack  
PJ Harvey  
Jay-Z

**CAT'S**  
STEPHEN BOWEN / KNOXVILLE  
Outkast  
Jay-Z  
Godsmack  
Triple 6 Mafia  
Snoop Dogg  
U2  
I.C.P. (Bizzar)

**CD & TAPE OUTLET**  
LYNN BATCHECK / COLUMBUS  
Jay-Z  
Outkast  
Snoop Dogg  
Patti LaBelle  
Wow 2001 (Var)

**CENTRAL SOUTH**  
TONY ROSS / NASHVILLE  
Outkast  
Jay-Z  
Shaggy  
I.C.P. (Bizzar)  
I.C.P. (Bizzar)  
Poe

**CHESTER CNTY BOOK & MUSIC**  
JASON SHEAFER / WESTCHESTER, PA  
U2  
Jay-Z  
Outkast  
I.C.P. (Bizzar)  
Tom Petty  
I.C.P. (Bizzar)  
Twiztid

**CROW'S NEST**  
TODD HUPE / NAPERVILLE  
U2  
Jay-Z  
Outkast  
Godsmack  
I.C.P. (Bizzar)  
I.C.P. (Bizzar)  
Bob Dylan

**DESIRABLE DISC**  
DAVE HAUPT / DETROIT  
Twiztid  
I.C.P. (Bizzar)  
I.C.P. (Bizzar)  
Godsmack  
Jay-Z  
U2  
Primer 55

**DIMPLES**  
JASON TORRES / SACRAMENTO  
Outkast  
Godsmack  
U2  
Jay-Z  
I.C.P. (Bizzar)  
Shaggy  
Dido

**DISC JOCKEY**  
BRENT STARNES / KNOXVILLE, TN  
Outkast  
Jay-Z  
I.C.P. (Bizzar)  
Godsmack  
U2

**DJ'S MUSIC & VIDEO**  
TONY WILLIAMS / NORFOLK  
Jay-Z  
Outkast  
Patti LaBelle  
Triple 6 Mafia

**DOWN IN THE VALLEY**  
CHRIS WESTER / MINNEAPOLIS  
U2  
Godsmack  
Outkast  
I.C.P. (Bizzar)  
Jay-Z  
Snoop Dogg

**ELECTRIC FETUS**  
JON JON SCOTT / MINNEAPOLIS  
U2  
Jay-Z  
Outkast  
Snoop Dogg  
Bob Dylan

**EXILE ON MAIN ST**  
AL LOTTO / HARTFORD  
U2  
I.C.P. (Bizzar)  
I.C.P. (Bizzar)  
Godsmack  
Jay-Z  
Outkast  
PJ Harvey

**FACE THE MUSIC**  
CRAIG COTTEN / MINNEAPOLIS  
Godsmack  
U2  
Outkast  
I.C.P. (Bizzar)  
Jay-Z  
Snoop Dogg

**FRED MEYER**  
BRANT BERRY / PORTLAND  
Godsmack  
U2  
Outkast  
Jay-Z  
Charlie's Angels (ST)  
Linkin Park  
I.C.P. (Bizzar)



# BREAKOUTS

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

**HMV**  
**JEFF DAVIDSON / NEW YORK**  
 U2  
 Jay-Z  
 Outkast  
 Charlie's Angels (ST)  
 PJ Harvey  
 Godsmack

**HOODLUMS**  
**WILEY & LUCE / TEMPE**  
 Outkast  
 U2  
 Jay-Z  
 Godsmack  
 Snoop Dogg  
 PJ Harvey  
 Poe

**LOU'S RECORDS**  
**TONY VICK / ENCINITAS**  
 U2  
 PJ Harvey  
 Godsmack  
 Bob Dylan  
 Godspeed You Black Emperor  
 Tom Petty  
 Jay-Z

**MICHIGAN WHERE HOUSE**  
**TASHA JOHNSON / DETROIT**  
 Outkast  
 Jay-Z  
 Godsmack  
 U2  
 I.C.P. (Bizaar)  
 I.C.P. (Bizzar)  
 Twiztid

**MOBY DISC**  
**BOB SAY / LOS ANGELES**  
 U2  
 Outkast  
 PJ Harvey  
 Jay-Z  
 Godsmack  
 Poe  
 Afu-Ra

**MUSIC MERCHANTISERS O-S**  
**JOE SANCHEZ / LOS ANGELES**  
 Jay-Z  
 Outkast  
 Snoop Dogg  
 DaMizza Presents (Var)  
 Monifah

**MUSIC NET**  
**CHUCK SHOUP / ST. LOUIS**  
 Godsmack  
 Outkast  
 Jay-Z  
 I.C.P. (Bizaar)  
 I.C.P. (Bizzar)  
 Twiztid  
 U2

**NATIONAL RECORD MART**  
**DOUG SMITH / PITTSBURGH**  
 Outkast  
 Jay-Z  
 U2  
 Godsmack  
 I.C.P. (Bizaar)  
 Lifehouse  
 Twiztid

**NEWBURY COMICS**  
**HAROLD LEPIDUS / BOSTON**  
 Godsmack  
 U2  
 Outkast  
 Jay-Z  
 Limp Bizkit  
 PJ Harvey  
 WAAF Survive It (Var)

**OLSSONS BOOKS & RECORDS**  
**JON BASS / WASHINGTON DC**  
 U2  
 PJ Harvey  
 Bob Dylan  
 Outkast  
 Patti LaBelle

**PACIFIC COAST O-S**  
**MARK BALLARD / SIMI VALLEY**  
 U2  
 Outkast  
 Jay-Z  
 Godsmack  
 Snoop Dogg  
 I.C.P. (Bizaar)  
 I.C.P. (Bizzar)

**PARK AVE**  
**SANDY BITMAN / WINTER PARK**  
 U2  
 Outkast  
 PJ Harvey  
 Melt Banana  
 Godspeed You Black Emperor  
 Godsmack  
 Poe

**PEACHES**  
**OTT WHITE / MIAMI**  
 Outkast  
 Jay-Z  
 Godsmack  
 U2  
 I.C.P. (Bizzar)  
 I.C.P. (Bizaar)  
 Twiztid

**PENNY LANE**  
**STEVE BICKSLER / LOS ANGELES**  
 U2  
 Outkast  
 Jay-Z  
 Godsmack  
 I.C.P. (Bizzar)

**RECORD & TAPE TRADER**  
**ROSS HEWSON / BALTIMORE**  
 Godsmack  
 U2  
 Outkast  
 I.C.P. (Bizaar)  
 I.C.P. (Bizzar)  
 PJ Harvey  
 Twiztid

**ROLLING STONES**  
**IRENA SROMEK / CHICAGO**  
 U2  
 Twiztid  
 Jay-Z  
 Outkast  
 Godsmack  
 Bob Dylan

**THE WIZ**  
**GEORGE MEYER / NEW YORK**  
 Jay-Z  
 U2  
 Outkast  
 Godsmack  
 Monifah

**TOWER**  
**BOB WALSH / BOSTON**  
 U2  
 Jay-Z  
 Outkast  
 Godsmack  
 Patti LaBelle

**TOWER**  
**TAMMY RAMSEY / CAMBRIDGE**  
 U2  
 Outkast  
 Jay-Z  
 Bob Dylan  
 Godsmack  
 Tom Petty

**TOWER**  
**DARREN HALLIWELL / CHICAGO**  
 U2  
 PJ Harvey  
 Outkast  
 Jay-Z  
 Bob Dylan  
 Godsmack

**TOWER**  
**BOB SCHNELL / KING OF PRUSSIA**  
 Jay-Z  
 Outkast  
 Godsmack  
 Bob Dylan  
 I.C.P. (Bizzar)  
 I.C.P. (Bizaar)  
 PJ Harvey

**TOWER**  
**JOHN GUSTY / NASHVILLE**  
 U2  
 Outkast  
 PJ Harvey  
 Jay-Z  
 Dwight Yoakam  
 Godsmack  
 I.C.P. (Bizaar)

**TOWER**  
**FRANK BOUAI / NEW ORLEANS**  
 U2  
 Outkast  
 Jay-Z  
 PJ Harvey  
 Godsmack  
 Poe  
 I.C.P. (Bizaar)

**TOWER SUNSET**  
**JOHN CRAWFORD / W HOLLYWOOD**  
 U2  
 Outkast  
 Jay-Z  
 Snoop Dogg  
 Godsmack  
 Bob Dylan

**TOWER-WOW**  
**ADRIAN BISHOP / LONG BEACH**  
 U2  
 Outkast  
 Jay-Z  
 Godsmack  
 Snoop Dogg  
 Bob Dylan

**TRANSWORLD**  
**VINNIE BIRBIGLIA / ALBANY**  
 Jay-Z  
 Outkast  
 Godsmack  
 I.C.P. (Bizaar)  
 I.C.P. (Bizzar)

**UNIVERSAL O-S**  
**SAM CASS / PHILADELPHIA**  
 Jay-Z  
 Outkast  
 Godsmack  
 PJ Harvey  
 U2  
 Twiztid  
 I.C.P. (Bizaar)

**VALLEY RECORDS**  
**LEW GARRETT / WOODLAND**  
 U2  
 Outkast  
 Jay-Z  
 Godsmack  
 Snoop Dogg  
 I.C.P. (Bizaar)  
 I.C.P. (Bizzar)

**WATERLOO RECORDS**  
**DON LAMB / AUSTIN**  
 Outkast  
 PJ Harvey  
 Godsmack  
 Bob Dylan  
 Tom Petty  
 Jay-Z

**WHEREHOUSE**  
**BOB BELL / TORRANCE**  
 Outkast  
 Jay-Z  
 U2  
 Godsmack  
 Snoop Dogg  
 I.C.P. (Bizaar)  
 Twiztid

# BEAT'S ME

BY ROY TRAKIN

**TIMES THEY AREN'T A-CHANGIN':** Lotsa chatter in music journalist circles about ex-*L.A. Times* writer **Alisa Valdes-Rodriguez's** resignation letter, which made the e-mail rounds last week. In it, Rodriguez blasted, among others, chief pop critic **Robert Hilburn** as someone "who admits he knows very little about music." She goes on to say, "This newspaper continues to reward mediocre men while insisting outstanding women jump through more and more hoops before ever getting similar rewards." In fact, the *Times* Calendar section hasn't had a regular music writer of color since **Dennis Hunt** and even now uses a white college grad (**Soren Baker**) to cover hip-hop. But that's a problem every publication outside of *The Source* (published by white Harvard grad **David Mays**) and *Vibe* have—finding talented young ethnic writers to cover the scene...

**RETURN OF THE DEAN:**

The self-proclaimed Dean of American Rock Critics, **Robert Christgau**, is back with his third comprehensive Consumer Guide (St. Martin's Press), "Albums of the '90s." This is his once-a-decade pop-music version of **Leonard Maltin's** annual volume of film reviews, in which he gives letter grades (as well as stars, turkeys and pithy one-liners) to a typically inclusive amount of "Pazz and Jop" gems and deitrus. Oh yeah, Bob, thanks for the three-star M.O.T. review... **ROCK-**

**SCHOOL'S IN**



**BOB CHRISTGAU:** *Ultimate couch potato's guide.*

**CRITICS.COM:** That's the name of a Web site devoted to, you guessed it, rock critics. Check it out for interviews with Christgau as well as **J.D. Considine**, **Dave Marsh** and **Greg Tate** as well as a feature on "Whatever Hap-pened To Paul Nelson?"... **MEDIA CLOSURES:** **Shirley Halperin** has shuttered the doors of her slick N.Y.-based monthly *Smug*, and wants to head west to pursue music trade journalism (turn back before it's too late, Shirl)... **Erik von Himmelsbach** is another casualty of the dot-com shake-down; he was an editor at **Sony Music's** Web site... Heads-up to wacky *Torrance Breeze* pop music critic **Corey Levitan**, who, after **Epic Records'** publicity department refused his ticket request for **Pearl Jam's** recent show at the Greek Theatre in L.A., simply camped out in front of the venue and reviewed the show from a beach chair in between getting hassled by security guards. Say what you want about Corey—and most people do—he brings a welcome sense of absurdity to the job... **JUST WONDERING:** Is a red-hot, high-visibility indie PR firm in dire financial straits?... Is there a reunion on tap for two one-time publicity labelmates?... Has one corporate PR troubleshooter type gotten busted and demoted for an expletive-laced diatribe against an *ET*-styled TV entertainment news show?...

*(The HITS management wants you to know that Roy Trakin's column is Roy Trakin's column and does not necessarily reflect the opinion of HITS.)*

# MINI MUGS



**BRUSSELS SPROUTS:** **Epic Records Group Hooverphonic** celebrate the extension of their worldwide publishing deal with **EMI Music** by insisting the contracts be written up in Flemish. The Belgian technopop band has just released a new album, "The Magnificent Tree," and single, "Mad About You." Pictured before an SRO gig at Brussels's Botanique Garden insisting their mechanicals be paid in waffles, whipped cream and strawberries are (l-r) mgr. **Mo Hepple**, **EMI Music's Guy Van Handenhove** and the band's **Alex Callier, Geike Arnaert & Raymond Geerts**.



**NOTHING IN COMMON:** **MCA Records rap icon Common** is awarded an **RIAA Gold** plaque for his label debut, "Like Water For Chocolate," shortly before getting sued by **Hershey Foods** for copyright infringement. The Chicago rapper (center) then forced the following label execs to strip down to their skivvies, do 1,398 push-ups and run 2,543 laps around the back lot until the album went Platinum (l-r): **MCA Marketing Director Tim Reid**, Sr. VP A&R **Wendy Goldstein**, President **Jay Boberg** and manager **Derek Dudley**. Hey, it worked for blink-182.



**A BLADE GETS DULL:** **Bodybag/Virgin Records female MC Blade** (center) gets set for her upcoming debut, "Who Am I," by reenacting the famed "Wassup?" beer commercial with the following label honchos, who wonder if **George W. Bush** will like her more than **Clinton** did **Sister Souljah** (l-r): **Nat'l Dir. Street Promo. Shadow Stokes**, **Bodybag's June Lemon**, **Violator Sr. VP A&R Eric Nicks & Violator/AMG CEO Chris Lighty**.

*The New Single & Follow-Up To  
The Summer Smash "Dance & Shout"  
From The Album HOT SHOT  
In Stores Now*

**New This Week:**  
WKQI Detroit • Z100 New York  
KMXV Kansas City • KZHT Salt Lake City

**Most Increased!**  
Mainstream Top 40: 36 - 27 +787

**Top 5 Callout Everywhere!**



*"It Wasn't Me"*  
**SHAGGY**

The Story Continues...

Exploding At Retail  
Album Sales Up 40%

Over 40,000 Sound Scanned This Week

Huge Increases At: Musicland 75%, Warehouse 65%, Best Buy 56%

#2 At Rhythmic Radio

#1 Requesting Record At Rhythmic Radio!

Top 5 Callout At Rhythmic Radio!

Already A Hit At These Top 40 Stations With Over 2,300 Spins:

**KIIS KDWB KKRZ KHKS WFLZ KZZP KHTS WEZB WBTS KZQZ**

**Plus More!**

Produced by Shaun "Sting" Pizzonia for Big Yard Music  
Management: Robert Livingston  
[www.shaggyonline.com](http://www.shaggyonline.com) [www.mcarecords.com](http://www.mcarecords.com)

**M·C·A**  
MUSIC  
AMERICA



# EARPICKS

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

## WINNERS

- |   |   |
|---|---|
| <b>1</b> <b>GREEN DAY</b><br>Minority (Reprise)           | <b>6</b> <b>DAVID GRAY</b><br>Babylon (ATO/RCA)             |
| <b>2</b> <b>BON JOVI</b><br>Thank You For... (Island/IDJ) | <b>7</b> <b>BBMAK</b><br>Still On Your Side (Hollywood)     |
| <b>3</b> <b>DIDO</b><br>Thank You (Arista)                | <b>8</b> <b>98°</b><br>My Everything (Universal)            |
| <b>4</b> <b>EVERCLEAR</b><br>AM Radio (Capitol)           | <b>9</b> <b>U2</b><br>Beautiful Day (Interscope)            |
| <b>5</b> <b>SHAGGY</b><br>It Wasn't Me (MCA)              | <b>10</b> <b>U KRACKER</b><br>Follow Me (TD/Lava/Atl/Atl G) |

**KOZMAN**

KALC/DENVER  
Offspring/G Day

**JAMMER**

KKSS/ALBUQUERQUE  
Outkast/Beenie Man/Profyle

**DYLAN**

KMXV/KANSAS CITY  
E & Jaron/BBMak/SR-71

**DEEYA**

KPEK/ALBUQUERQUE  
Fuel/C Soul/Sting

**PABLO**

WABB/MOBILE  
U Kracker/G Day/Offspring/Fuel

**JANA**

WNOU/INDIANAPOLIS  
B Spears/Ja Rule/D Gray

**JASON ADDAMS**

WHZZ/LANSING  
S Mullins/Fisher/98 Degrees

**RONNIE ALEXANDER**

WKZL/GREENSBORO, NC  
U Kracker/G Day/Tank

**JIM ALLEN**

KRSK/PORTLAND  
Everclear/U2/J Joplin/R Bradley

**MATTHEW ALLEN**

WQSM/FAYETTEVILLE  
G Day/Everclear/B Jovi

**ALEK ANSLEY**

WCGQ/COLUMBUS, GA  
U2/m twenty/C Soul

**SCOOTER B**

KZMG/BOISE  
C Sierra/G Day/B Jovi

**JAMES BAKER**

KBIG/LOS ANGELES  
R Martin

**CHAD BENNETT**

KKPN/CORPUS CHRISTI  
N Smith/N Doubt/S Decision

**GARY BLAKE**

WAEZ/JOHNSON CITY  
D Gray/Everclear/BBMak

**FRANKIE BLUE**

WKTU/NEW YORK  
98 Degrees/Madonna

**TOMMY BODEAN**

WKXJ/CHATTANOOGA  
Everclear/D Gray/N Furtado/Fuel

**JT BOSCH**

WRHT/GREENVILLE  
G Day/Shaggy

**STACEY BRADY**

B97/NEW ORLEANS  
BBMak/Ja Rule/T-Boz

**DAVE BREWSTER**

WRMF/WEST PALM BEACH  
L Rimes/S Hazel/L Kravitz

**STEVE BROWN**

WQAL/CLEVELAND  
B Jovi/U Kracker/N Furtado/Moby & G Stefani

**CUBBY BRYANT**

Z100/NEW YORK  
Shaggy/98 Degrees

**DAVID BURNS**

WIXX/GREENBAY  
U Kracker/B Jovi/B Spears/G Day

**ANDY CARLISLE**

WDAQ/DANBURY  
Moby & G Stefani/N Doubt/Madonna

**GREG CARPENTER**

WWWX/BALTIMORE  
N Furtado/BS Boys/R Martin

**MIKE CASTANO**

WJBQ/PORTLAND, ME  
Shaggy/D Gray

**SCOTT CHASE**

WSSR/TAMPA  
B Jovi/G Day/Dido

**SHANE COLLINS**

WDJX/LOUISVILLE  
BBMak/Usher/Vitamin C

**CHUCK COLLINS**

WKDD/AKRON  
Dido/R Bradley

**ADAM COOK**

XL106/ORLANDO  
G Day/E & Jaron/Eminem

**"An immediate hit that goes on VH1 ASAP!"**

*-Wayne Isaak  
EVP Music, VH1*

**"Sounds like a smash to me!"**

*-Scott Shannon  
WPLJ*

**"During this high traffic time of the year with music,  
DO NOT miss this hit record! Uncle Kracker's 'Follow Me' will  
attract what you need to get through the Fall Book!  
A very smooth groove that will generate phones and sound  
amazing on the radio. Don't 'Follow' in this case,  
lead and your listeners will thank you!"**

*— Alex Tear, PD - Jay Towers, APD and  
Keith "Puddin'" Curry MD  
@ 93.1 DRQ, Detroit*

**Just Added  
WNOU**

**"Follow Me"**

the new single

**UNCLE KRACKER**

[www.unclekracker.com](http://www.unclekracker.com)  
[www.atlantic-records.com](http://www.atlantic-records.com)



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from the debut album

*Double Wide*

PRODUCED BY KID ROCK  
WITH ADDITIONAL PRODUCTION BY MIKE BRADFORD



# EARPICKS

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

**BOBBY D**

WRFY/READING  
B Jovi/G Day/Everclear

**VINCE D'AMBROSIA**

WLAN/LANCASTER, PA  
U2

**DAVE DALLOW**

KIZS/TULSA  
Shaggy/Eminem

**NEVIN DANE**

B94/PITTSBURGH  
Eminem/D Freebish/Z Nation/Usher

**MIKE DANGER**

98PXY/ROCHESTER  
Nelly/B Jovi/U Kracker

**BOB DAVIS**

CONSULTANT/CHICAGO  
Moby/Fuel

**SHEA DAVIS**

WCGQ/COLUMBUS, GA  
S Girls/N Furtado

**JAY DAVIS**

WCPT/ALBANY  
U Kracker/Moby & G Stefani

**DAVE DECKER**

WZPL/INDIANAPOLIS  
Fisher/S Hazel

**TOMMY DEL RIO**

KSEQ/FRESNO  
K-Ci & JoJo/Babyface

**CARRIE EDKIN**

WJET/ERIE  
U Kracker/Dido/Wheatus

**MIKE EDWARDS**

WWZZ/WASHINGTON, DC  
O-Town/Shaggy

**ALI FAITH**

WIFC/WASAU  
SR-71/Kandi/R Martin/BBMak

**JOE WADE FORMICOLA**

WRAL/RALEIGH, NC  
LA Womack/N Furtado

**MIKE FORTE**

WYKS/GAINESVILLE  
8 Stops 7/Ludacris/Ja Rule/BBMak

**JACK FROST**

KLAZ/HOT SPRINGS  
8 Stops 7/12 Volt Sex/G Day/Babyface

**RON GERONIMO**

KMXP/PHOENIX  
G Day/3D Down

**MICHAEL GIFFORD**

KIMN/DENVER  
N Furtado/D Gray/Dido

**JASON GRIFFIN**

KLLY/BAKERSFIELD  
Dido/G Day/Delerium/B Jovi

**JASON HILLARY**

KKPN/CORPUS CHRISTI  
N Smith/M Sweet/Electrasy

**ANGIE HONDA**

KZPT/TUCSON  
Wallflowers/S Mullins/L Nash

**WOODY HOUSTON**

WKFR/KALAMAZOO  
F Fighters/G Day

**LEE HUDSON**

KBIU/LAKE CHARLES  
B Jovi

**CHARLIE HUERO**

KKFR/PHOENIX  
Xzibit/112

**DAVID J**

WZOK/ROCKFORD  
B Jovi/Shaggy

**MARK JACKSON**

DMXMUSIC.COM/INTERNET RADIO  
B Spears/BN Ladies/L Kravitz/D Freebish

**JEANINE JAMES**

KVUU/COLORADO SPRINGS  
Dido/Fisher/B Jovi

**E. CURTIS JOHNSON**

KALZ/FRESNO  
Dido/Kina

**CHRIS K**

KDND/SACRAMENTO  
G Day/S Mullins/Offspring

**LOUIS KAPLAN**

KLLC/SAN FRANCISCO  
G Day/Delerium/D Freebish

**MIKE KASPER**

KZMG/BOISE  
Shaggy

**CASEY KEATING**

KZQZ/SAN FRANCISCO  
Ja Rule/S Paris/Crazytown

**BRAD KELLY**

WNOK/COLUMBIA  
D Freebish/U2

**KID KELLY**

Z100/NEW YORK  
Offspring/Madonna

**RUSTY KEYES**

KBEE/SALT LAKE CITY  
B Jovi/Dido/Everclear/G Day

**VALERIE KNIGHT**

KRBZ/KANSAS CITY  
ninedays/G Day/Dido

**PAUL KRAIMER**

WXPT/MINNEAPOLIS  
S Hazel/L Nash/D Freebish

**RANDY LANE**

CONSULTANT/LA  
Delerium/G Day

**JOE LARSON**

WVRV/ST. LOUIS  
G Day/Moby

**HARRY LEGG**

WKIE/CHICAGO  
Everclear/Shaggy/BBMak

**PATRICK LEMIUEX**

KAMX/AUSTIN  
Everclear/G Day

**ROXY LENNOX**

KMXS/ANCHORAGE  
Dido/N Smith

**DON LONDON**

WPTE/NORFOLK  
Everclear

**DAVID LOZZI**

WMRV/BINGHAMPTON  
B Jovi/G Day/Shaggy

**CHRIS MANN**

WAEZ/TRI CITIES  
D Gray/Everclear/BBMak/T Braxton



# RERAP

BY MARK PEARSON

This October, Alternative Distribution Alliance (ADA) posted the largest sales month in their history, breaking the record set just last April. President **Andy Allen** says they've posted a 30% gain for the third consecutive year. That's no easy feat, considering that last year they had some huge records, including Platinum discs from Tommy Boy's Everlast (triple-Plat), Squint's *Sixpence None The Richer* and Strictly Rhythm/Lava's *Vengaboys*. This year, Allen says they've had to do it with "100 different smaller titles." That includes the successful "Love And Basketball" ST, which sold around 350k and is seeing a new spark with the home video hitting retail. The new Everlast has done around 80k its first two weeks, and London-Sire's Paul Oakfold has followed-up his last release on Kinetic Records (which sold some 230k), selling over 40k in his first two weeks on the street. ADA continues to work with around 40 indie labels and, according to Allen, although they still distribute emerging acts from

parent company Warner Music, a full 95% of sales come from their indie base. Surprisingly, Allen has a less antagonistic attitude towards file-sharing than many of his peers. "I think radio has more to worry about than retailers. Most of the CDs we sell, especially by European acts, are on the Internet long before we put them on the market. It only serves to help increase interest." ... As Nov. 14 approaches, retailers are girding for what is expected to be the next round of "below-cost pricing." Ricky Martin is the most likely candidate, and many expect that Best Buy will be joined at least by Wal-Mart and very possibly Circuit City or Target in pricing below wholesale. So-called "specialty" music retailers have so far eschewed playing the price game, feeling that they would rather, for the time being, lose marketshare than profit margins. But Tower has just decided to test selling the new U2 CD for five days ending Tuesday 11/7 for \$11.99, or basically at cost. The \$11.99 price point has become a staple at Best Buy and Circuit City for first week on new releases. Tower's test, which includes only stores in L.A. and Orange County, was put in place by new advertising head Ron Nugent. Regional Director Bob Feterl says the results will factor into a decision whether or not to pick a title a week to price at \$11.99. If that were the case, it wouldn't start up until after the holidays, since all fourth quarter advertising is already in place.

**MUCH ADO ABOUT ADA**



**ANDY ALLEN:** A man of independent means.

# MINI MUGS



**SWEET DREAMS (ARE NOT MADE OF THIS):** Many young kids dream of joining the circus. Vintage Vinyl Promotions & Advts. Dir. **Jim Utz's** (back, 2d fr. r) aspiration was to become a member of Nothing/Interscope's Marilyn Manson. Utz spent years picking the perfect Manson name, applying pancake make-up and practicing his kazoo. Finally, the preparations paid off, as Marilyn (back, 3d fr. r) arrived in St. Louis for a rare in-store appearance. Said Utz: "Just call me RuPaul Bundy... I am here to serve you, master." Said Manson: "Call the cops."



**O-TOWN WITHOUT PITY:** The teen dreams of J Records' O-Town were just settling down for lunch at Roscoe's Chicken & Waffles with Trans Con's **Mike Cronin** (l) and the label's **Tom Corson** (r) when they spied a familiar face. "We just loved you in 'Tommy Boy,'" they gushed. To which their quarry replied: "Chris Farley is dead. I'm Lou Pearlman!" Before the lads knew it, Lou had left them with the check, minus 75% of the tip, 80% of merchandising and the shirts off their backs.



**BACK IN BLECCH:** When AC/DC vocalist **Brian Johnson** went backstage after the band's SRO show at N.Y.'s MSG, he was greeted by WEA's **Steve Rapsard**, Elektra's **Tony Martinez** and Trans World's **Mark Hudson**, who roared: "You guys rocked... Have some Kool-Aid." When he woke up, Johnson was face-down in an alley, clutching an empty Thunderbird bottle and a naked blow-up doll. Said Johnson: "For those about to puke, I salute you." Take magazine. Put in toilet. Flush.



# TOP 50

# Most Powerful MP3 Songs

## Cuts That Impact Album Sales



			ARTIST	TITLE	LABEL	COMMENTS
—	—	<b>1</b>	JAY-Z	I JUST WANT TO...	Roc-A-Fella/IDJ N/A	Monster LP sales, RAP, X-over, BOX, BET, MTV
—	—	<b>2</b>	OUTKAST	MS. JACKSON/B.O.B.	LaFace/Arista N/A	Huge first week LP sales, RAP, JAMZ, X-over, BOX, BET, MTV
—	—	<b>3</b>	U2	BEAUTIFUL DAY	Interscope N/A	Multi-format air, hot first week LP sales, VH1, MTV, BOX
<b>1</b>	<b>1</b>	<b>4</b>	LIMP BIZKIT	ROLLIN'/GENERATION	Flip/Interscope N/A	2 cuts, MTV, BOX, multi-format airplay, super-hot LP
—	—	<b>5</b>	GODSMACK	AWAKE	Repub/Universal N/A	From hot follow up LP, PoMo, Active Rock, MTV, BOX
<b>3</b>	<b>3</b>	<b>6</b>	BAHA MEN	WHO LET THE DOGS OUT?	SC/Artemis 751050	Video everywhere, Radio Disney, phones, LP Platinum-plus
<b>4</b>	<b>4</b>	<b>7</b>	CREED	WITH ARMS WIDE OPEN	Wind-Up N/A	Hot phones, huge Top 40, VH1, 6x Platinum LP
—	<b>8</b>	<b>8</b>	LENNY KRAVITZ	AGAIN	Virgin N/A	BOX, MTV, VH1, Top 40 and Mod A/C, from Greatest Hits LP
<b>15</b>	<b>9</b>	<b>9</b>	NELLY	E.I.	F'R/Universal N/A	X-over & Rap radio, BET, MTV, BOX, multi-Platinum
<b>2</b>	<b>2</b>	<b>10</b>	JA RULE	BETWEEN ME AND YOU	Murder Inc./IDJ N/A	BOX, MTV, BET, X-over, RAP, smash LP sales
<b>5</b>	<b>5</b>	<b>11</b>	LUDACRIS	WHAT'S YOUR FANTASY	DJ/South/IDJ 562944	MTV, BOX, BET, X-over, LP selling aggressively
<b>7</b>	<b>7</b>	<b>12</b>	3 DOORS DOWN	LOSER	Repub/Universal N/A	MTV, VH1, A Rock, PoMo, developing video, past 3x Platinum
<b>6</b>	<b>6</b>	<b>13</b>	MYSTIKAL	SHAKE YA ASS	Jive N/A	MTV, BET, BOX, X-Over, RAP, Top 40, huge LP, requests
—	<b>15</b>	<b>14</b>	LINKIN PARK	ONE STEP CLOSER	Warner Bros. N/A	MTV (Buzzworthy.com), BOX, Active Rock, PoMo, LP exploding
<b>24</b>	<b>17</b>	<b>15</b>	EMINEM	STAN	After/Interscope N/A	3rd track from multi-Platinum LP, early radio and requests
<b>34</b>	<b>18</b>	<b>16</b>	SHAGGY	IT WASN'T ME	MCA N/A	Exploding LP sales, huge requests, X-over, JAMZ
—	<b>19</b>	<b>17</b>	DESTINY'S CHILD	INDEPENDENT WOMEN	Co/CRG/SMS N/A	"Charlie's Angels" (ST), all video, ton 'o radio, #1 movie
<b>14</b>	<b>14</b>	<b>18</b>	DIDO	HERE WITH ME/THANK..	Arista N/A	VH1, BOX, APM, PoMo, Top 40, LP heading toward Platinum
<b>12</b>	<b>12</b>	<b>19</b>	DISTURBED	STUPIFY	Giant/Reprise N/A	Solid LP sales, MTV, BOX, PoMo, A Rock
<b>8</b>	<b>11</b>	<b>20</b>	NELLY	COUNTRY GRAMMAR	F'R/Universal 156800	Falling after breaking act, "E.I." now
<b>21</b>	<b>21</b>	<b>21</b>	MATCHBOX 20	IF YOU'RE GONE	Lava/Atl/Atl G N/A	MTV, BOX, VH1, Top 40, phones, LP selling
<b>9</b>	<b>10</b>	<b>22</b>	MADONNA	MUSIC	Warner Bros. 16816	BOX, MTV, VH1, Top 40, Mod A/C, requests, hot single
<b>13</b>	<b>20</b>	<b>23</b>	GREEN DAY	MINORITY	Reprise N/A	Now at Top 40, LP selling, VH1, MTV, BOX
<b>20</b>	<b>24</b>	<b>24</b>	JILL SCOTT	GETTIN' IN THE WAY	HB/Epic N/A	MTV (Buzzworthy.com), VH1, BOX, BET, X-over, JAMZ, Top 40, hot LP
<b>11</b>	<b>13</b>	<b>25</b>	BARENAKED LADIES	PINCH ME	Reprise N/A	Top 40, PoMo, Mod AC, phones, MTV, BOX, VH1, LP selling

# BON JOVI

THANK YOU FOR LOVING ME

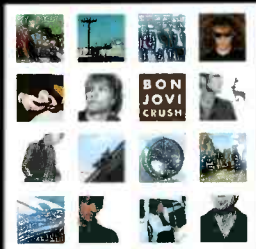
Check out Jon Bon Jovi in this week's PEOPLE magazine.... SEXIEST ROCK STAR... at newsstands now!

Over 200 Spins Already!!

### MOST ADDED!!!

KIIS WXKS KYSR  
 WKQI WXPT Y100  
 WSSR WKIE WNKS  
 KMXV WZPL WPRO  
 AND MANY MORE!!

FROM THE PLATINUM ALBUM "CRUSH"



"Between the great reaction to 'It's My Life' and the way the concerts are selling out, it shows that America wants Bon Jovi back! 'Thank You...' is a GREAT follow up! We're already playing it and it's a SMASH! - John Ivey/WXKS

"Bon Jovi have re-established themselves as core artists for Top 40 radio. This song will be going Top 10! Already getting requests!" - Jon Zellner/KMXV

"If you were late adding 'It's My Life' then you were late on the biggest feel-good rock and roll song of the summer. Now, it's time for the perfect balance to your rhythmic and boy/girl sound with a power ballad destined to become this generation's 'I'll Be There For You.' Adult females LOVE Bon Jovi, and you've got to admit as guys we kind of dig 'em too. What are you waiting for? Put 'Thank You For Loving Me' on the radio today! - Scott Sands/WZPL

"SMASH! This will be HUGE...!" - John Reynolds/WNKS

[www.bonjovi.com](http://www.bonjovi.com)

[www.islandrecords.com](http://www.islandrecords.com)

PRODUCED BY LUKE EBBIN, JON BON JOVI AND RICHIE SAMBORA

MANAGEMENT: DAVID MUNNS, PAUL KORZILIUS AND ILENE SCHREIBMAN FOR BJM

Over 6 Million Albums Sold World Wide! SOLD OUT US TOUR!



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# Most Powerful MP3 Songs

## Cuts That Impact Album Sales



	ARTIST	TITLE	LABEL	COMMENTS
16 16 26	PINK	MOST GIRLS	LaFace/Arista N/A	LP over a million, MTV, BOX, X-over, Top 40, JAMZ, phones
22 26 27	FAITH HILL	THE WAY YOU LOVE ME	Warner Bros. N/A	Top 40 and Country radio, VH1, 4x Platinum LP, some phones
35 30 28	<b>PAPA ROACH</b>	<b>BROKEN HOME</b>	<b>DreamWorks N/A</b>	<b>MTV, BOX, A Rock, PoMo, 2x Platinum LP</b>
27 29 29	LIL' BOW WOW	BOUNCE WIT ME	SS Def/Col/CRG 79476	Solid LP sales, still has radio, BET, MTV, BOX, single sells
26 25 30	NSYNC	THIS I PROMISE YOU	Jive N/A	MTV, BOX, Top 40, Radio Disney, phones, mega-Platinum LP
17 23 31	98°	GIVE ME JUST ONE...	Universal 153296	Multi-format air, phones, LP & single selling
18 28 32	RADIOHEAD	OPTIMISTIC	Capitol N/A	MTV, PoMo, A Rock, LP selling
40 35 33	DAVID GRAY	BABYLON	ATO/RCA N/A	MTV(Buzzworthy.com), VH1, Top 40, APM, PoMo, LP breaking
19 31 34	3 DOORS DOWN	KRYPTONITE	Repub/Universal N/A	Falling after ground breaking run, VH1, "Loser" now
39 36 35	SOULDECISION	FADED	MCA 56606	MTV, Top 40, Radio Disney, LP and single selling, phones
28 32 36	PAPA ROACH	LAST RESORT	DreamWorks N/A	Falling slowly after breaking band, "Broken..." hot now
10 22 37	ORGY	FICTION (DREAMS...)	Elem/Reprise N/A	PoMo, A Rock, MTV, BOX, LP selling
23 27 38	WALLFLOWERS	SLEEPWALKER	Interscope N/A	Developing LP, MTV, VH1, PoMo, APM, Top 40
30 34 39	FUEL	HEMORRHAGE (IN MY..)	Epic N/A	MTV(Buzzworthy.com), VH1, BOX, Top 40, A Rock, PoMo, LP sells
31 37 40	BON JOVI	IT'S MY LIFE	Island/IDJ N/A	Still has radio, phones, Platinum-plus LP; "Thank You..." next
29 33 41	BRITNEY SPEARS	LUCKY	Jive N/A	Falling now as "Stronger" breaks
25 39 42	DESTINY'S CHILD	JUMPIN' JUMPIN'	Columbia/CRG 79446	Falling slowly after killer run
41 41 43	SHYNE	BAD BOYZ	Bad Boy/Arista N/A	X-over, Rap, BET, LP selling, "That's Gangsta" next
32 42 44	AARON CARTER	AARON'S PARTY...	Jive 42691	Smash selling single, requests, Radio Disney, strong LP
38 38 45	PROFYLE	LIAR	Motown 158262	MTV, BET, selling single and LPs, JAMZ & Top 40 radio
42 43 46	YOLANDA ADAMS	OPEN MY HEART	Elektra/EEG N/A	VH1, BET, X-over, JAMZ, phones, Platinum-plus LP
36 45 47	RED HOT CHILI PEPPERS	CALIFORNICATION	Warner Bros. N/A	Still on the radio, LP past 4 mil now
46 46 48	LEANN RIMES	CAN'T FIGHT THE...	Curb/Lond-Sire 73116	"Coyote Ugly" (ST), single T10, CMT, Top 40, Country radio
45 47 49	CORRS	BREATHLESS	143/Lava/Atl/AG N/A	Top 40, Mod A/C, phones, VH1, LP selling
48 49 50	MOBY	PORCELAIN	V2 N/A	Falling now as "Southside" is beginning

**POWER POTENTIALS:**

EVERCLEAR (Capitol)  
 OFFSPRING (Columbia/CRG)  
 BRITNEY SPEARS (Jive)

R. KELLY (Jive)  
 SPICE GIRLS (Virgin)  
 98° (Universal)

MOBY F/GWEN STEFANI (V2)  
 LIFEHOUSE (DreamWorks)  
 RICKY MARTIN (Columbia/CRG)

Let go your heart, let go your head and feel it now.

**Simultaneous Combustion!**

# DAVID GRAY

the first single

## Babylon

**Already Over 2500 BDS Spins!**

23\*-21\* Adult Top 40 Monitor (+158)  
13\*-12\* Modern Adult Monitor (+48)  
587 BDS Spins @ Top 40 MS (+257)  
368 BDS Spins @ Modern Rock (+256)

"Brilliant..." -*The Wall Street Journal*

"...inspired songwriting..." -*Spin*

"Glorious" -*Melody Maker*

Every once in a great while you find a CD that you just can't stop playing.  
The one you play for all your friends.  
And you always remember where you were the first time you heard it.

WHITE LADDER is that CD.



GIANT sales leaps EVERY week!  
Scanning over 15,000/week!

"Babylon" Produced by Gray/McClune/Polson

[www.davidgray.com](http://www.davidgray.com) or [www.atorecords.com](http://www.atorecords.com)

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Multi-format leaders...

**Top 40:** KIIS, WXKS, WKQI, STAR94, KBKS, WBZZ, WFLZ, WNKZ, KZZP, KSLZ, KKRZ, WPRO, KHFI, WDCG, WFBC & more!

**Modern Rock:** **KROQ** WPLY, 99X, WHFS, KNRK, WBRU & more!

**Adult:** WPLJ, KYSR, WBMX, WTMX, WXPT, KLLC, KFMB, WWMV, KHMV, KALC, KPLZ, WQAL, WPLT, KYKY, WVRV, KKOZ, KAMX, KZON, KMXB & more!





# Pop Plays

T O P 6 0



LW	TW	ARTIST	TITLE	LABEL	TOTAL PLAYS	MAJOR MARKET PLAYS	ADDS	REPORTS
1	1	<b>CREED</b>	WITH ARMS WIDE OPEN	WIND-UP	13736	5164	0	251
2	2	<b>3 DOORS DOWN</b>	KRYPTONITE	REPUBLIC/UNIVERSAL	11830	4701	0	224
3	3	<b>PINK</b>	MOST GIRLS	LAFACE/ARISTA	11127	3791	2	201
4	4	<b>MADONNA</b>	MUSIC	WARNER BROS.	9857	3235	1	206
5	5	<b>NSYNC</b>	THIS I PROMISE YOU	JIVE	9734	2936	4	217
8	6	<b>MYA</b>	CASE OF THE EX	UNIVERSITY/INTERSCOPE	8942	3505	3	205
7	7	<b>BARENAKED LADIES</b>	PINCH ME	REPRISE	8432	3028	1	232
6	8	<b>VERTICAL HORIZON</b>	YOU'RE A GOD	RCA	8189	2675	1	213
14	9	<b>DESTINY'S CHILD</b>	INDEPENDENT WOMEN	COLUMBIA/SONY ST/CRG	8094	3647	9	207
9	10	<b>RICKY MARTIN</b>	SHE BANGS	COLUMBIA/CRG	8084	2487	4	228
12	11	<b>MATCHBOX 20</b>	IF YOU'RE GONE	LAVA/ATL/ATL G	7872	2880	4	241
11	12	<b>BACKSTREET BOYS</b>	SHAPE OF MY HEART	JIVE	7818	2652	1	218
13	13	<b>SAMANTHA MUMBA</b>	GOTTA TELL YOU	INTERSCOPE	7704	2247	0	200
10	14	<b>SOUL DECISION</b>	FADED	MCA	7640	2180	0	165
17	15	<b>EVAN &amp; JARON</b>	CRAZY FOR THIS GIRL	COLUMBIA/CRG	6083	2106	4	215
16	16	<b>KANDI</b>	DON'T THINK I'M NOT	COLUMBIA/CRG	5940	1991	5	162
20	17	<b>DEBELAH MORGAN</b>	DANCE WITH ME	ATLANTIC/ATL G	5864	1954	3	168
27	18	<b>SHAGGY</b>	IT WASN'T ME	MCA	5156	2390	28	163
22	19	<b>RUFF ENDZ</b>	NO MORE	EPIC	5077	1848	0	153
26	20	<b>DREAM</b>	HE LOVES U NOT	BAD BOY/ARISTA	4824	1677	6	167
15	21	<b>CHRISTINA AGUILERA</b>	COME ON OVER BABY	RCA	4785	1352	0	125
25	22	<b>FAITH HILL</b>	THE WAY YOU LOVE ME	WARNER BROS.	4755	1651	5	170
19	23	<b>MATCHBOX 20</b>	BENT	LAVA/ATL/ATL G	4515	2151	0	127
18	24	<b>NELLY</b>	COUNTRY GRAMMAR	FO' REEL/UNIVERSAL	4332	1609	0	119
23	25	<b>EVERCLEAR</b>	WONDERFUL	CAPITOL	4248	1770	0	112
21	26	<b>BON JOVI</b>	IT'S MY LIFE	ISLAND/IDJ	4165	1224	0	127
28	27	<b>JA RULE</b>	BETWEEN ME AND YOU	MURDER INC./IDJ	4022	1988	12	114
32	28	<b>NELLY</b>	E.I.	FO' REEL/UNIVERSAL	3688	1864	6	88
24	29	<b>DESTINY'S CHILD</b>	JUMPIN' JUMPIN'	COLUMBIA/CRG	3650	1223	0	88
34	30	<b>NINEDAYS</b>	IF I AM	EPIC	3449	1160	5	170

# Pop Plays

T O P 6 0



LW	TW	ARTIST	TITLE	LABEL	TOTAL PLAYS	MAJOR MARKET PLAYS	ADDS	REPORTS
31	31	MYSTIKAL	SHAKE YA ASS	JIVE	3241	1452	6	123
30	32	WALLFLOWERS	SLEEPWALKER	INTERSCOPE	2994	837	0	143
40	33	LENNY KRAVITZ	AGAIN	VIRGIN	2777	1152	12	143
29	34	BAHA MEN	WHO LET THE DOGS OUT?	S-CURVE/ARTEMIS	2714	779	1	88
51	35	U2	BEAUTIFUL DAY	INTERSCOPE	2566	1048	17	143
39	36	SR-71	RIGHT NOW	RCA	2528	800	1	134
42	37	LUDACRIS	WHAT'S YOUR FANTASY	DEF JAM SOUTH/IDJ	2452	1384	6	67
37	38	SISQO	INCOMPLETE	DRAGON/DEF SOUL/IDJ	2418	937	0	103
48	39	USHER	POP YA COLLAR	LAFACE/ARISTA	2411	862	5	131
46	40	VITAMIN C	THE ITCH	ELEKTRA/EEG	2400	629	5	142
50	41	EMINEM	STAN	AFTERMATH/INTERSCOPE	2305	916	15	120
36	42	RED HOT CHILI PEPPERS	CALIFORNICATION	WARNER BROS.	2267	648	0	122
55	43	DAVID GRAY	BABYLON	ATO/RCA	2258	971	12	137
35	44	NINEDAYS	ABSOLUTELY...	EPIC	2192	775	0	73
33	45	98°	GIVE ME JUST ONE NIGHT...	UNIVERSAL	2179	795	2	66
49	46	MIKAILA	SO IN LOVE WITH TWO	ISLAND/IDJ	2035	560	6	123
41	47	LIL BOW WOW	BOUNCE WIT ME	SO SO DEF/COL/CRG	1974	893	3	65
47	48	STING	DESERT ROSE	A&M/INTERSCOPE	1842	1194	0	60
—	49	EVERCLEAR	AM RADIO	CAPITOL	1834	518	19	125
38	50	JANET JACKSON	DOESN'T REALLY MATTER	DEF SOUL/IDJ	1822	804	0	56
—	51	BRITNEY SPEARS	STRONGER	JIVE	1803	664	23	134
43	52	CREED	HIGHER	WIND-UP	1761	1064	0	61
54	53	CORRS	BREATHLESS	143/LAVA/ATL/AG	1748	885	3	73
45	54	TONI BRAXTON	HE WASN'T MAN ENOUGH	LAFACE/ARISTA	1729	701	0	51
44	55	BBMAK	BACK HERE	HOLLYWOOD	1696	663	0	57
—	56	SHAWN MULLINS	EVERYWHERE I GO	COLUMBIA/CRG	1640	679	3	76
57	57	R. KELLY	I WISH	JIVE	1635	816	1	47
—	58	LIL' KIM	HOW MANY LICKS	QB/UNDEAS/ATL/ATL G	1612	714	0	47
52	59	THIRD EYE BLIND	DEEP INSIDE OF YOU	ELEKTRA/EEG	1600	891	0	43
—	60	3LW	NO MORE	EPIC	1593	580	2	52



# REQUESTS

Steve Allen does not call in.

LW	TW	ARTIST	TITLE	LABEL	HOTS	INCLUDING	%
1	1	BACKSTREET BOYS	Shape Of My Heart	Jive	51	KIMN KSTZ KLSY KHTO KISN WMC	38
2	2	NSYNC	This I Promise You	Jive	39	KBIG WHTS WZTR WMEE KZOZ KZMG	29
4	3	MATCHBOX 20	If You're Gone	Lava/Atl/Atl G	36	KMXP KLLY WLNK KMXS KYSR KRBZ	26
3	4	CREED	With Arms...	Wind-Up	35	KEZR WNOK WXPT WRAL KLLC WWHT	26
6	5	DESTINY'S CHILD	Independent Women	Col/SMS/CRG	33	KHFI WAEZ WKZL WZBZ KMXV WAVV	24
9	6	SHAGGY	It Wasn't Me	MCA	26	98PXY WKPK XL106 WJBQ KDND KOHT	19
5	7	BAHA MEN	Who Let The Dogs...	S-Curve/Artemis	23	WZPL WIXX WWZZ WMRV KDND WKHQ	17
10	8	MYA	Case Of The Ex	University/Inter	22	KZZP KQBT WNKS WFBC WDJX WZYP	16
11	9	RICKY MARTIN	She Bangs	Columbia/CRG	21	KBEE KMHX WWMX KSII XL106 WIFC	15
7	10	BARENAKED LADIES	Pinch Me	Reprise	20	KALC KCDU WPTE KUJU KDMX WWTI	15
13	11	NELLY	Country Grammar	Fo' Reel/Universal	19	WCPT WNOU WKIE WBAM KIZS WKFR	14
8	12	3 DOORS DOWN	Kryptonite	Republic/Universal	18	KPLZ WSKS WZNE KKPX KXXM KZPT	13
—	13	PINK	Most Girls	LaFace/Arista	17	B94 WZOK WRWW WQSM KIZS WNNK	13
19	14	DREAM	He Loves U Not	Bad Boy/Arista	16	KZHT WCIL WKQI WLAN WKZL WQGN	12
—	15	MYSTIKAL	Shake Ya Ass	Jive	15	B97 WYKS WWZZ WRZE KHTS KSYX	11
12	16	BON JOVI	It's My Life	Island/IDJ	14	KRSK WURU WVRV WTCF WQAL WCDA	10
—	17	SOULDECISION	Faded	MCA	13	98PXY WHZZ KMXX WKDD B94 WCGQ	10
16	18	MADONNA	Music	Warner Bros.	12	KAMX WDAQ WSSR KBIU KMXB WABB	9
—	19	JA RULE	Between Me & You	Murder/D Jam/IDJ	11	KKFR KRO KZOZ WWHT WXXP KOHT	8
14	20	EMINEM	Stan	After/Interscope	10	KDWB WVAQ KKFR WABB WRHT KHQ	7

Total stations reporting this week: 161



Over 20 New:

KHKS WKFS WXXL WKSS  
WQZQ WAPE WRVQ KLZR

Big Spins  
and Top 5

Phones:

WIOQ KKRZ  
KRBE KXXM  
WBLI WFLZ  
KSLZ KFMD  
KDWB WAKS  
WDRQ WXSS  
KHTS WKSE  
KBKS WLDI  
WBTS WKST

Approaching 1000 Mainstream Detections!

ALBUM SALES OVER 8 MILLION!

The new single from

# EMINEM

THE MARSHALL MATHERS LP

## "STAN"

Rhythmic Monitor 18\* - 11\* 1156 Spins

Crossing to Alternative-Over 35 Stations including:

KROQ KNDD Q101 WPLY 99X

- Video Debuts This Wednesday 11.08.00 on MTV TRL
- On Anger Management Tour w/Limp Bizkit Now!

BECOMING RADIO'S BIGGEST FAN ON NOVEMBER 6 AND 7



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# POP MART



## Pop Go The Weasels

by Billy Bored

We will have elected a new president by the time you read this. Will it be "meet the new boss, same as the old boss," or will there be significant change? The last administration was responsible for the consolidation of the radio industry. Will the business change dramatically again in the next 4 years? Bet on it, no matter who's in power... Kudos to **Reprise** jammers **Phil Costello**, **Vicki Leben** & **Bobby Weil** on a thunderous launch of the new **Green Day** smash—this will be giant. Buzz starting on the **Orgy** record—be aware now so you're ready when it explodes... The **Moby/Gwen Stefani** hits this week at Pop for **V2's Matt Pollack**. Look for this one to break **Moby** big at Top 40... Expect massive action on **Offspring** as **Columbia's Walk & Leipsner** rev up the machine for 11/13 impact—the band's giving away one million dollars on **MTV** when the CD hits stores on 11/14. **Evan & Jaron** closing strongly now as it turn the corner & heads for home... **Arista's Bartels & Reichling** are hittin' on all cylinders with a multitude of hits—early feedback on **Usher** is already strong. Kudos on a great job with the debut from **Dream & Dido's** hot start at **Adult**... New **Bon Jovi** off & rockin' for **IDJ ruler Ken Lane**, as **Mikaila** continues to build nicely... **Epic's Hilary, Dan & Joel** have **Mandy & ninedays** rollin', **Macy & Sade** breaking at multiple radio & video formats, new **Babyface** in play, **Fuel** ready to explode & **Jennifer Lopez** on the way. Busy, who's busy?... **Universal** honcho **Charlie Foster** has the new 98° rolling, **Boyz II Men** & **Sister Hazel** both on a ton of stations, **Lee Ann Womack** ready to detonate at Pop & new **Nelly** skedded to cross 11/27... Big ups to **Jive's Joe Riccitelli** & **Trish Bock** on killer action on the new **Britney Spears**, which many feel could be THE real hit from this album... **Hollywood's Justin Fontaine** is doing a tremendous job with the new **BBMak**—should be another smash... **Ted Volk & Tommy Nappi** at **Maverick** closing masterfully on the **T-Boz** soundtrack cut... **Virgin's Michael Plen** has huge sales on the **Lenny Kravitz** as radio action kicks in big & **Spice Girls** pulling big phones immediately. **Beenie Man & Mya** is next... Kudos to **Capitol's Burt Baumgartner** on sizzling new airplay on **Everclear**—we love this record. **Dexter Freebish** keeps proving to be a callout winner... Speaking of research, **WB's Faith Hill** has a million outlet stories now as **Biery, Boulous, Connone & Flea** go for the close... **Eminem** already ridiculously huge for **Interscope** hitters **Romano & Lopes**. **U2, Wallflowers & Fisher** will all go the distance at the end of the day, just watch... **Nelly Furtado** picking up key adds now as **DreamWorks' Johnny Barbis** calls the shots... The **LeAnn Rimes** cut that sold the "Coyote Ugly" sndtrk is now going Pop—**Curb** has another smash brewing... Great growth early on **David Gray** as **Ron Geslin's RCA** team connects the dots on this smash. Chatter building on the **Foo Fighters** track from "Ed"... Another week of nice airplay increases on **Vitamin C** as **Elektra** domo **Dennis Reese** nails it down... **Atlantic** hitters **Andrea Ganis, Danny Buch, Lisa Velasquez & Leisa St. John** are going hard after **Plus One**—with a bunch of majors early and 200,000 scanned already... Music we love: **Limp Bizkit, Madonna** & "Hail to the Chief," whoever that may be...



Vicki Leben: Having a Green Day.

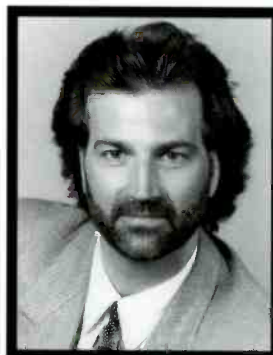


**JON BON SEAVER: HITS'** Jeff McCartney (l) had a few of the fellas over to watch "The Growing Pains Family Reunion" movie. **WAPE** Jacksonville's **Cat Thomas** (3rd f. l) and **Mark Schwartz, WZAT** Savannah's **John Thomas** and **IDJMG's Bon Jovi** spent the evening baking apples and giving each other all natural Henna tattoos.



**RIDDLE ME SOMETHING ELSE: WNKS** Charlotte's **John Reynolds** tells one too many lame **Daryl Strawberry** jokes to **Hollywood's Jessica Riddle**. He tries to turn it around with, "Some folks tell me I look like **Carson Daly**, but lucky for you I'm still single!" Tragically, he bottoms out completely with his big closer, "So.... you gonna vote?"

## This Week's Special



Craig Lambert: Can't tell K-Ci from JoJo.

**MCA** promo topper **Craig Lambert** has come a long way over the years, from a wacko local in the **Detroit** mafia, to a wacko **AOR** (remember that format?) indie, to a wacko national exec for **A&M, Atco, Elektra, Epic, Trauma** (and a few we can't remember), to a wacko head of promotion for a company that was just bought by a **French mineral-water mogul**. **Craig** will soon be relinquishing his **Seagrams** discount and trading it in for a few free litres of **Vivendi H2O**, as he guides home a strong slate of hits for the label's 4th quarter. **Shaggy's "It Wasn't Me"** is already turning into one of the hottest active records of the year, and the new **K-Ci & JoJo** jam is burning up crossover and readying for a major Pop assault on 11/20. Look for **Lambert** and **Bonnie Goldner** (who brought **Shaggy** to **MCA**, btw) to lock these both up in short order, and finish out the year with a bang. **Craig** will then turn his attention to drinking better wine, while deciphering the lyrics on the **Blink-182** live CD.

# POP MART



**WHAT I REALLY WANT TO DO IS ACT, DUDE:** Ultimatum Music's Sherri Trahan (l) and WTMX's Barry James and Mary Ellen begged Dogstar's Keanu Reeves (c-duh) to make "Bill And Ted III." While Reeves maintained he's now a "serious musician," he agreed to treat the group to a day at Waterloo.



**Why Are You At The Gas And Sip On A Friday Night?:** Here's Universal's Charlie Foster, hard at work at his after-school job, hoping to score a discount on Clearasil and meet chicks. Not pictured is HITS' own Nicole T., who's under the counter.

## Set-Up Box



**Joel Klaiman:**  
It's in his hands.

This record broke at PoMo and will now go Pop for Epic VP Joel Klaiman. We're talking the #1 airplay record, Fuel's "Hemorrhage (In My Hands)," which has had massive sales from day one, and researching hugely for radio. With Pop/Rock performing better than ever, this may be the band's biggest yet. Impact is set for 11/13. Klaiman was busy picking up Hilary's Duke season tickets and was unavailable for comment.



**Dale Connone:**  
Don't tell him.

Never underestimate the power of Madonna. With "Music" making a stunning #1 sales debut, and the single rocketing to the top of the Pop charts, the diva has again demonstrated her immense staying power. In an era where careers are measured in minutes, M's been going strong for 17 years. New single, "Don't Tell Me," is going for adds 11/27. WB's Dale Connone & posse are a lock for major action immediately.



## Top Thirty Countdown

This week, the 'Corner is off helping Agent Scully track down the whereabouts of Agent Mulder. So Radio Disney has again shared its selection of feel-good tunes. Jive's Joe Ricciatelli continues his "Lucky" streak, as Britney Spears scored four songs in the Countdown and moppat Aaron Carter holds strong wth a pair of tunes.



**Joe Ricciatelli:**  
He is Jive.

LW	TW	ARTIST	TITLE	LABEL
1	1	Britney Spears	Lucky	Jive
2	2	Baha Men	Who Let The Dogs...	S-Curve/Artemis
6	3	Backstreet Boys	Shape Of My Heart	Jive
7	4	Britney Spears	Oops...I Did It Again	Jive
3	5	Aaron Carter	Aaron's Party...	Jive
4	6	NSYNC	Bye Bye Bye	Jive
8	7	Hampton The Hamster	Hamsterdance	Koch
5	8	NSYNC	It's Gonna Be Me	Jive
13	9	Aaron Carter	I Want Candy	Jive
9	10	Eiffel 65	Blue	Repub/Universal
11	11	Britney Spears	Stronger	Jive
12	12	Christina Aguilera	Come On Over	RCA
10	13	2Gether	The Hardest Part...	TVT
15	14	98°	Give Me Just One...	Universal
14	15	Smash Mouth	All Star	Interscope
16	16	Backstreet Boys	Larger Than Life	Jive
17	17	A*Teens	Dancing Queen	MCA
19	18	Destiny's Child	Independent Woman...	Columbia/CRG
23	19	Britney Spears	(You Drive Me) Crazy	Jive
25	20	NSYNC	This I Promise You	Jive
18	21	No Authority	Can I Get Your Number	Maverick
22	22	Pink	Most Girls	LaFace/Arista
20	23	ninedays	Absloutely...	Epic
21	24	Backstreet Boys	The One	Jive
24	25	Youngstown/Nobody's Angel	Pokemon World	Atlantic/Atl G
26	26	Jessica Simpson	I Think I'm In Love...	Columbia/CRG
28	27	Mandy Moore	Candy	Epic
—	28	A*Teens	Mega Mix	MCA
27	29	Weird Al Yankovic	Polkamon	Atlantic/Atl G
29	30	Weird Al Yankovic	The Saga Begins	Jive



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FROM THEIR DEBUT ALBUM  
"OUTSIDERZ 4 LIFE"  
AVAILABLE IN STORES 2/27/2001

NEW ADDS THIS WEEK AT  
PRESS TIME INCLUDE:

KXME	WRVZ
KKWD	WXIS
KWNZ	KBLZ
KWIN	KWPT

EARLY BELIEVERS INCLUDE:

KYLD	KTFM	KCAQ
KMEL	KQBT	KWWV
KBMB	KSEQ	KIKI
XHTZ	KHTN	KISV
KGGI	KTTB	WOCQ
KXJM	KYLZ	KKUU
KKFR	KOHT	WOWZ

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**HITS**

**WAVELENGTH**

(continued from page 126)

Tilden has resigned her position in the wake of the Clear Channel merger.... Promotion in Motion, Again and Again: Arista VP of Crossover Promotion Tom Maffei will exit the label at week's end. Look for the well-respected executive to be courted by more than one major label. Reach him at [tommaffei@2way.net](mailto:tommaffei@2way.net). Epic promotions assistant Jon Borris will segue to Houston for local market duties. Long-time Elektra local Alex Garafalo joins IDJ for LA duties.... WBTS Atlanta music coordinator Benji Kurtz joins New South Radio's four-station Jackson cluster as OM. Current WYOY Jackson PD Todd Michaels resigns. Kurtz will additionally handle his

vacated duties.... WSKS Utica PD Stew Schantz adds OM duties for the Clear Channel market cluster.... KWWV San Luis Obispo PD Craig Marshall has exited. American General Media sister station KISV Bakersfield PD Bob Lewis will handle interim duties and head up the search for a permanent replacement.... KDON Monterey PD Dan Watson exits. Cluster OM Cory Mikhals will absorb programming duties.... WPTE Norfolk MD Devon Thornton exits.... Most Added this week at Pop radio: 98 Degrees, Bon Jovi and Green Day.... In Honolulu, New Wave Broadcasting moves the Top 40 format of KQMQ to sister station KKHN. The company also hires Kid Leo as

PD and Ryan Kawamoto, both formerly of crosstown KMXE, as MD.... KYLZ Albuquerque morning man Mr. Clean adds APD duties, and nite talent Papi Chulo has been upped to MD.... Former GetMedia Sr. VP of Biz Dev Joe Cariffe joins Infinity's WXYV Baltimore as GSM.... Congratulations to the big winners at this year's Radio Music Awards: KIIS, KROQ, KPWR & KYSR Los Angeles and WGCI Chicago.... The Top Ten Most Played videos this week at MTV are: #1 Offspring, #2 Ricky Martin, #3 Limp Bizkit, #4 Green Day, #5 Destiny's Child, #6 Godsmack, #7 Lenny Kravitz, #8 Fuel, #9 Outkast "B.O.B." & #10 (tie) Ja Rule, Nelly & SoulDecision.... Blowin' in the Wind: Red Hot

Brian Scott, Vicki Leben, Joe Reichling, Theo, Brian Rhoades, David Leach, Mark Gorlick, Charese Fruge & Don Parker.... And here's Mr. Ken Benson, Citadel's new Corporate gunslinger.



**NEW THIS WEEK!**

**KFMD KXXM WBBO WRVQ  
WWST WYOY KRUF KLRS**

- #11\* Billboard Hot 100
- #26\* Top 40 Monitor 2280 spins (+175)
- #12\* Adult Top 40 Monitor 1574 spins (+129)
- #23\* Modern Adult Monitor (362 spins)
- #8\* AC Monitor (1204 spins)

**Great Callout & Phone Stories...**

- **CALLOUT AMERICA** - #2 with 25-34 (3.81 score)
- **WSTR Atlanta** - Continues to get good scores
- **KPLZ Seattle** - #5 callout
- **KFMB San Diego** - Top 10 overall callout
- **KMXV Kansas City** - Top-5 callout
- **WZPL Indianapolis** - Top 10 requests
- **KRQQ Tucson** - #1 testing artist across the board
- **KQKQ Omaha** - Top 5 research with 25-34F & 18-34F
- **WABB Mobile** - #1 with 25-34F
- **WKCI New Haven** - "Callout potential is large!"

**Upcoming Television...**

- **Today show** - 11/20
- **Letterman** - 11/21
- **Regis** - 11/22
- **Network TV Special** - Thanksgiving Night



# FAITH HILL



[www.wbr.com](http://www.wbr.com)

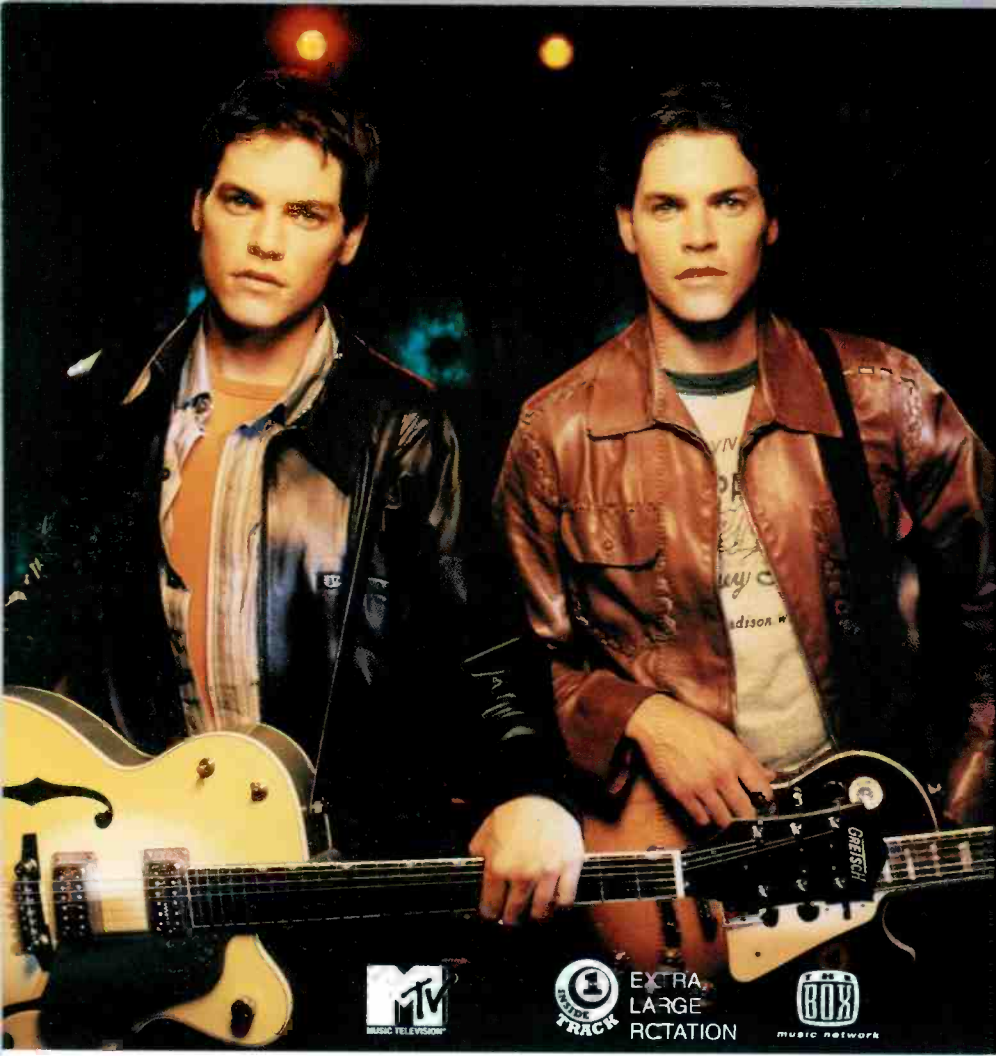
Produced by Byron Gallimore and Faith Hill  
Mixed by Mike Shipley  
Management: Borman Entertainment

## The Way You Love Me

The follow-up single from the 4x Platinum LP



© 2000 Warner Bros. Records Inc.



# evan and jaron: crazy for this girl

Mainstream Top 40 Monitor #23\*  
Modern Adult Monitor #7\*  
Top 40 Adult Monitor #8\*

**Now** CRAZY FOR THIS SONG  
KOST/Los Angeles WPLT/Detroit  
WLDI WFMF WGTZ KSLY

Great Call-out At  
KSLZ WBLI WSTR WSTW  
KZZP WXKS KXXM WZEE  
KKRZ KHFI KZHT WKRZ  
WZAT WPST.... and more!

Performing on the Late Late Show  
with Craig Kilborn Tues Nov. 21st

The first single from the self-titled Columbia debut album.  
**In stores now.**

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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EXTRA  
LARGE  
TRACK  
MUSIC NETWORK



## HITS

# WAVELENGTH

BY LENNY BEER & TODD HENSLEY

The Return of the Rock, Part 3: As we've been telling you for the past month, the swing in musical taste toward alternative and mainstream Rock music in all of its varieties continues to grow. The sensational album sales this week recorded by U2 is just the latest in a long line of success stories. As we've been telling you, Green Day's "Minority" is a big hit record, and as we predicted, this week Pop radio jumped on the bandwagon. Next week, both Offspring and Fuel head into the Pop wars, with victories expected in both instances. Bon Jovi and Everclear have become automatics. Many thought we were way out in left field when we started talking to you

about David Gray. Now David Gray is a done deal. **THE GAME HAS CLEARLY CHANGED!!!.....** As we've

been hinting at for weeks, Ken Benson is back in major action. This week it becomes official, as the former AMFM and MTV



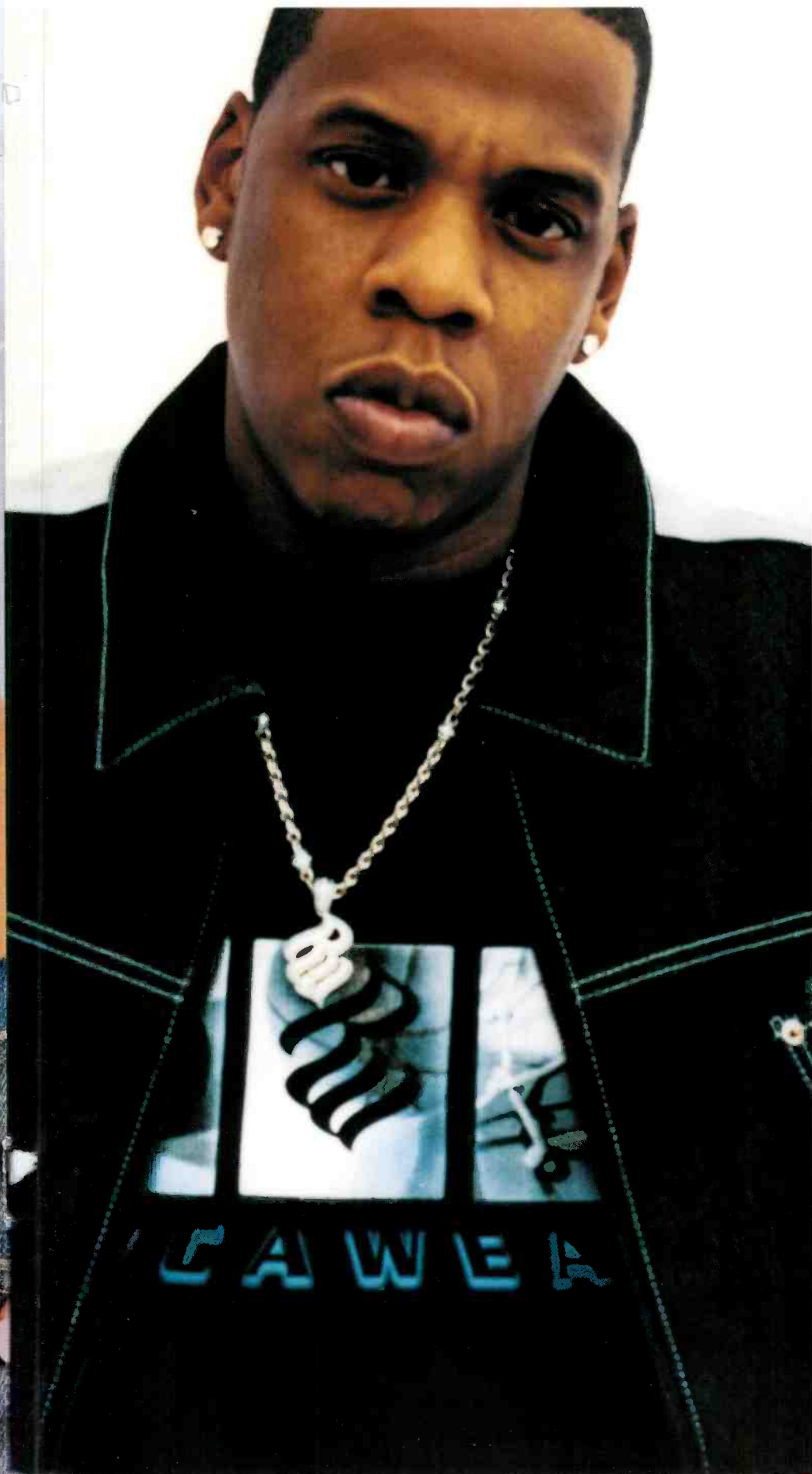
*Which One Is Regis? Universal Records artist Kathie Lee Gifford chums up with XL106 Orlando's Adam Cook & Pete DeGraaff as well as the label's Larry Schuster & Mr. Charles Foster. The group then retreated to a hotel room to reenact Frank's favorite follies.*

programming executive joins Citadel Communications as Executive Vice President of Programming.... Cox Broadcasting has flipped Oldies-formatted KKTL Houston to Rhythm-based Top 40 as HOT97.1. Sister station WBLI Long Island PD J.J. Rice and corporate consultant Randy Kabrich are overseeing the switch. The station is in search of an on-air PD. T&Rs to J.J. Rice on the Island. Meanwhile, Randy and Cox have flipped WWDB Philly to an '80s and More format. And speaking of the '80s format, KISN Salt Lake City and KCHQ Albuquerque have also joined the '80s bandwagon.... AMFM Marketing executive Beverly  
*(continued on page 124)*



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**She loves you**  
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**Can't buy me love**  
**A hard day's night**  
**I feel fine**  
Eight days a week  
**Ticket to ride**  
**Help! Yesterday**  
**Day tripper**  
We can work it out  
**Paperback writer**  
Yellow submarine  
**Eleanor Rigby**  
**Penny Lane**  
All you need is love  
**Hello, goodbye**  
**Lady Madonna**  
Hey Jude Get back  
**The ballad of**  
**John and Yoko**  
**Something**  
Come together  
**Let it be**  
**The long and**  
**winding road**

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