

SPECIAL NARM ISSUE
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DAVE
MATTHEWS
BAND

WINNERS

REQUESTS SHAGGY MCA

CRAZY TOWN Columbia/CRG
MEMPHIS Works
A

EARPICKS JANET Virgin

DESTINY'S CHILD Columbia/CRG
COLDPLAY Capitol
TRAIN Columbia/CRG

BREAKOUTS

DAVE MATTHEWS BAND RCA
DJ CLUE Island/IDJ
PROJECT PAT Loud
SILKK THE SHOCKER No Limit/Priority

WILCARD DESTINY'S CHILD Columbia/CRG

HOT NEW RELEASES

BROOKE ALLISON
The Kiss Off (Goodbye)
2K Sounds

BEE GEES
This Is Where I Came From
Universal

EVAN & JARON
From My Head To My...
Columbia/CRG

JOSIE
Unkunvenshunah Girl
Qwest

MINI BAR
Holiday From Myself
Universal

DEBELAH MORGAN
Thinking Of You
Atlantic/Atl G

OLIVIA
Bizounce
J Records

LIONEL RICHIE
Angel
Island/IDJ

WILD ORCHID
Stuttering
RCA

Hits Magazine
1495B Ventura Blvd.
Sherman Oaks, CA 91403

Bounce



HER NAME MADE HER FAMOUS.

HER MUSIC MADE HER A SUPERSTAR.

WE MADE HER AN ICON.



ICON

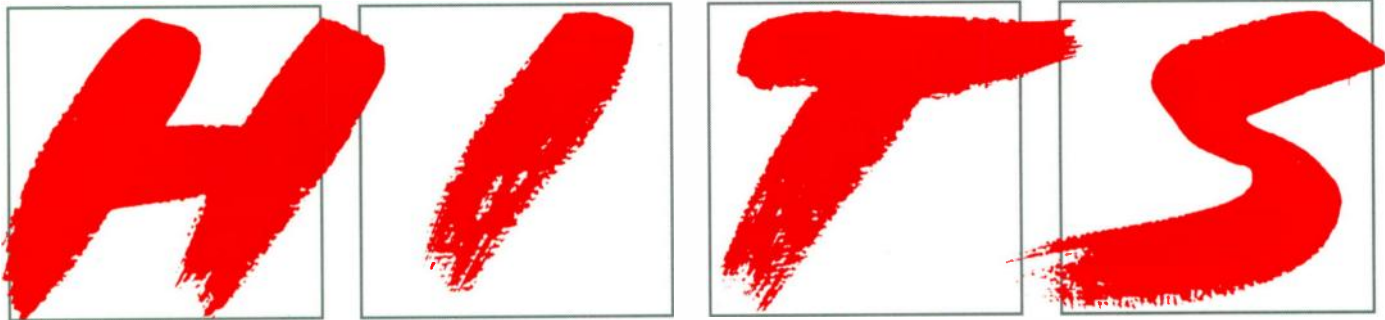
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The music performance event of an MTV lifetime.

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4 VIBE-RATERS

Nelly Furtado, Project Pat and Tamia hold down the top slots while Daft Punk and Powderfinger enter stage right.

6 ALBUMS

Dave Matthews Band's "Everyday" has a monster week, while debuting hip-hoppers DJ Clue, and Project Pat join him in the Top 10.

31 NARM 2001 SPECIAL

If it's March, it must be time for our annual NARM special, featuring dialogues with NARM Chairman Pam Horovitz, keynote speaker Judy McGrath, a Big Five Distribution roundtable, a one-stop summit, and spotlights on E-tailing, new audio formats and retail consolidation. Not to mention a handy way to clean your stash.

83 ROCK2K

Ivana sharpens her spurs for the yearly SXSW hoe-down (85), APM "Survivor" Mike Morrison falls into the fire at the "Sunset Sessions" in Cancun (97) and Rock off the old chip John Lenac discovers fire when he flicks his Bic (99).

105 FLAVA CAMP

Liz Montalbano survives her second week of secondary smoke (107), Da Mensh says what a difference tha Yay makes for tha Baka Boyz (109) and Nasty-Nes duz the Electric Glide (111).

115 JAMZ

Juice says Scorpio's got the Beat, Clear Channel's got Chris Williams and Jermaine Dupri gets out of jury duty the hard way as JAMZ' own honorable Gary "Here Comes Da Judge" Jackson bangs the gavel...squarely on his thumb.

POP

Dave Matthews Band "did it" at **MPS**, Shaggy continues to roll over **REQUESTS**, IDJ's Ken Lane gets down with Lionel Richie and this week's Radio Disney Top 30 bounces off the ceiling, while the perennially E-ticket **WAVELENGTH** ride leaves us dizzy and more than a little sick to our stomach.

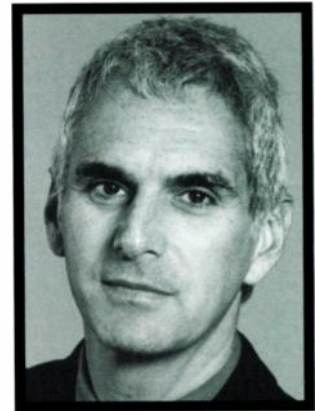
118 MPS
124 REQUESTS

126 POP MART
130 WAVELENGTH

11 FRONT PAGE
22 NEAR TRUTHS
27 WHEELS & DEALS

73 RERAP
74 TOP TENS

NICE START



RCA President Jack Rovner wishes "Everyday" could be like his first month on the job, as the Dave Matthews Band soars to the top spot in the HITS Top 50 with more than three-quarters of a million sold. The achievement is particularly sweet for the veteran exec, whose first assignment at BMG was to mastermind the band's breakthrough. And now that he's Nipper's master, Jack can always use this Contents page to pick up after his pooch.



ON THE COVER

RCA Records group Dave Matthews Band "did it," but wish they didn't, after this HITS cover nod for their chart-topping "Everyday."

VIBE-RATERS

OUR PICKS TO BREAK • CHOSEN BY THE HITS EDITORIAL BOARD

1 NELLY FURTADO • DREAMWORKS

2 LW 2 2W 3 3W



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

Sales spreading their wings! Up at B'Buy, T'World, NRM, HMV, Target. Strong at indies. Added at KFMD, WMTX. Top 5 at KBEE, KINK; Top 10 at KYSR, WBMX. Big at WPLJ, WSTW. MTV, VH1, MTV2. Flew away with four Juno awards! Playing Elton John's Oscar party. Mgmt: Chris Smith.

5 S CLUB 7 • A&M/POLYDOR/19

5 LW 5 2W 10 3W



album: **7**
track: **NEVER HAD A DREAM...**

Jump at M'land and hot at Handleman as Never's mind-blowing Top 40. Top 5 spins at WHTZ; Top 10 at WBLI, WDRQ, KHKS, KZQZ. Dream-ing at WIOQ, KHKS, KRBV, more too. MTV. Taping *Regis and Kelly* next week. S Club 7 Party UK tour this summer. Mgmt: Simon Fuller/19 Mgmt.

2 PROJECT PAT • HYPNOTIZE MINDS/LOUD

DEBUT 11 LW



album: **MISTA DON'T PLAY**
track: **CHICKENHEAD**

Mista ain't playin,' with huge 120k+ first week sales! Top 5 debut. 425k shipped. Added at KPWR, WPGC. #1 at WHTA. Top 5 at WJMI; Top 10 at WVEE, WHHH. Big at KKDA, KATZ, WQUE. Guested on Three 6 Mafia's "Sippin' On Some Syrup." MTV, BET. Mgmt: DJ Paul and Juicy "J."

6 AMERICAN HI-FI • ISLAND/IDJ

7 LW 12 2W 14 3W



album: **AMERICAN HI-FI**
track: **FLAVOR OF THE WEAK**

Flavorful firstweek sales; hot at B'Buy and solid at indies. Weak flexing muscles at PoMo. Added at WWCD, WKQI, KQAR, more! Top 10 spins at KROQ, WFNX. Hi-Fi blasting at 99X, WPLY, KNRK, WLUR, more, too. Big MTV, MTV2 spins. Touring w/Our Lady Peace March-April. Mgmt: Josh Neuman.

3 TAMIA • ELEKTRA/EEG

3 LW 3 2W 4 3W



album: **A NU DAY**
track: **STRANGER IN MY HOUSE**

Top 40 adds Nu track! Added at KHKS, WKSS. #1 at WRKS, WILD, WHQT! Top 5 at WWIN, WZAK, WYLD; Top 10 at KJLH, WKTU, WGCI. Big at WRKS, Z90, WKIE. Sales raising the roof at M'land, B'Buy, HMV. MTV, VH1, BET, MTV2. Image Awards 3/9. Mgmt: Clifford J. Alexander, Mrs. Janet Hill/Alexander and Assoc.

7 AT THE DRIVE-IN • GRAND ROYAL/VIRGIN

6 LW 7 2W 5 3W



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

Active/PoMo track just the start of a beautiful Relationship. Second single, "Invalid Litter Dept.," impacting 4/2. Top 10 at KROX, WFNX, KXRK. In Command at WPLY, 91X, WAAF, KEDJ. 300k shipped. Sales solid at NRM, W'house. MTV2. U.S. tour in April. Spin "40 Most Influential." Mgmt: Blaze James/Black Sheep.

4 UNCLE KRACKER • TD/LAVA/ATLANTIC/ATL G

4 LW 4 2W 7 3W



album: **DOUBLE WIDE**
track: **FOLLOW ME**

Kracker the toast of multi-formats with huge add week at Mod. Adult: KYSR, KMXB, KPLZ, more. Top 5 at WHTG, WRVW, WSTW. MTV, MTV2. VH1 upped to Heavy. Sales Wide at M'land, B'Buy, W'house. Taping *Regis and Kelly* and MTV *Hot Zone* 3/12. VH1 *Name That Video*. Mgmt: Michael Shafer Jr./Pointe Blank Mgmt.

8 NEW FOUND GLORY • DRIVE-THRU/MCA

8 LW 9 2W 9 3W



album: **NEW FOUND GLORY**
track: **HIT OR MISS**

Video newly found at MTV2! Already spinning at MTV. Plus, Miss taking over PoMo. Added at 91X, KZON, KFRR! Top 5 at WPBZ; Top 10 at KNDD, KITS. Big at KROQ, WXRK, WKQX, more. Headline tour hitting S.F., Hollywood, Las Vegas this week. Warped this summer, then out with blink-182. Mgmt: Rick Devoe.

VIBE-RATERS

OUR PICKS TO BREAK • CHOSEN BY THE HITS EDITORIAL BOARD

9 TRAIN • COLUMBIA/CRG

9 LW 11 2W 12 3W



album: DROPS OF JUPITER
track: DROPS OF JUPITER

Pulling into the station at Pop, with another week of solid adds for multi-format smash. LP streets 3/27. Track is #1 at WTMX! Top 5 WDVE, WXRT, KINK; Top 10 at WBAB, WWDC, CIMX. Video in editing. SXSWS 3/15. Fan appreciation shows Atlanta 3/17, Chicago 3/26, NYC 3/27. *Letterman* 3/28, *Kilborn* 4/12. Mgmt: BG Mgmt.

13 KOFFEE BROWN • DIVINE MILL/ARISTA

DEBUT 13 LW



album: MARS/VENUS
track: AFTER PARTY

LP streets at presstime! Meanwhile, Koffee filled to the brim at Rhythm and X-over. Added at KBXX! #1 phones at KMEL! Top 5 at WGCI, WIIZ, KBMB; Top 10 at KKBT, WBLS, WHTA. Big spins at KJLH, WTLC, WHQT, many more. MTV, BET, MTV2. *Soul Train* upcoming. Mgmt: Ramsey Gbelawoe/Joshua Tree Ent.

10 BLACK EYED PEAS • INTERSCOPE

10 LW 10 2W 11 3W



album: BRIDGING THE GAP
track: REQUEST LINE

X-over and Top 40 Line-up for Macy Gray-featured track and spinning madly. Top 5 spins at Z90; huge at KLUC, KPWR, WPOW, WLLD, KKFR, WHHH, many more. Jump at MTV. Hot at BET, MTV2, too. Performing at SXSWS 3/15. *Rap Pages* feature, *Angelino* May/June issue. Mgmt: Seth Friedman/DAS Communication.

14 DAFT PUNK • VIRGIN

DEBUT



album: DISCOVERY
track: ONE MORE TIME

French duo's huge dance track getting plenty of T40 air-time. Follow-up to Gold LP streeting 3/13, shipping 200k. Single is Top 20 at M'land. Track is Top 5 at WKIE; Top 10 WLIR, KYLD. More, More at KIIS, KHKS, Y100, more. Huge phones. MTV2 add. Mgmt: Pedro Winter/Daft Life.

11 JOSH JOPLIN GROUP • ARTEMIS

14 LW 14 2W 15 3W



album: USEFUL MUSIC
track: CAMERA ONE

Group home at PoMo and Mod. Adult, moving in with T40 too. Pop adds include WKRG, WSTW, WPLT, KZON. #1 spins at WRLT, WTTS. Top 5s: KINK, KKMR. Top 10s: WXRV, KFOG. Big at KDMX, KFMB, more. Radio fueling jumps at T'World, B'Buy. VH1, MTV2. *Leno*. Mgmt: Russell Carter/Artist Mgmt.

15 SALIVA • ISLAND/IDJ

16 LW 16 2W



album: EVERY SIX SECONDS
track: YOUR DISEASE

Active Rock panel nearly closed! Disease continues to infect radio in anticipation of 3/27 streetdate. Top 5 at KILQ; Top 10 at KRXQ, KRZR, KFMA. Big at WFNX, KNDD, KNRK, KPNT. MTV. Touring w/Crazy Town in April and playing select dates now. Mgmt: Bryan Coleman/Union Ent. Group.

12 BILAL • INTERSCOPE

12 LW 13 2W 16 3W



album: 1st BORN SECOND
track: SOUL SISTA

Retail loves 1st Born single! #14 at M'land. #28 at NRM. Radio has Soul in anticipation of spring LP streetdate. Top 10 at WHQT, KBMB. Big at WBLS, WUSL, WGCI, KMIQ. Touring w/Erykah Badu & then on to Craig David's Tour 3/11. *Vibe* in March. *Essence* in June. Mgmt: Damu Mtume.

16 POWDERFINGER • UNIVERSAL

DEBUT



album: ODYSSEY NUMBER FIVE
track: MY HAPPINESS

Multi-Platinum Aussie superstars' first U.S. release streets 3/20, with plenty of Happiness at PoMo. Shippin 75k. Top 5 WROX; Top 10 WOXY. Powder keg blowing up at KROQ, WNNX, KNDD, WFNX, more. Added at KPNT. Shooting video 3/19. U.S. dates May-June. *Letterman* 3/26. Mgmt: Paul Pitocco/Secret Service.

2W	LW	TW	ARTIST	TITLE COMMENT	LABEL	POWER INDEX	PERCENT CHANGE
DEBUT	1		DAVE MATTHEWS BAND	EVERYDAY <i>Mega LP release, MTV (Buzzworthy.com)</i>	RCA 67660	754.7	—
1	1	2	SHAGGY	HOTSHOT <i>"Angel," Rosie, tour, big LP sales</i>	MCA 112096	261.1	0%
DEBUT	3		DJ CLUE	PROFESSIONAL PT. 2 <i>f/Mary J., Mystikal, Snoop Dogg</i>	Roc-A-Fella/IDJ 542325	207.5	—
DEBUT	4		PROJECT PAT	MISTA DON T PLAY:... <i>Hot LP debut from Three-6-Mafia camp</i>	Hypnotize Minds/Loud 1950	122.4	—
4	4	5	DIDO	NO ANGEL <i>"Thank You" leads & press</i>	Arista 19025	121.6	+1%
2	3	6	BEATLES	1 <i>Fab Four still seeing hot sales</i>	Apple/Capitol 29325	96.4	-27%
—	2	7	WWF:THE MUSIC VOL. 5	VARIOUS <i>Wrestler's theme songs</i>	Koch Records 8830	86.8	-54%
3	5	8	SAVE THE LAST DANCE	SOUNDTRACK <i>Multiple cuts from smash movie</i>	Hollywood 62288	84.4	-25%
7	6	9	LENNY KRAVITZ	GREATEST HITS <i>Tons of radio and video exposure</i>	Virgin 50136	83.9	-9%
8	7	10	CRAZY TOWN	GIFT OF GAME <i>"Butterfly" single out now and selling</i>	Columbia/CRG 636542	82.9	-6%
9	9	11	JA RULE	RULE 3:36 <i>"Put It On Me" impacting now</i>	Murder Inc./IDJ 542934	76.8	-9%
14	13	12	O BROTHER, WHERE ART...	SOUNDTRACK <i>2 Oscar nominations, movie trailer</i>	Mercury/IDJ 170069	75.3	0%
26	12	13	U2	ALL THAT YOU CAN'T... <i>Big tour starting now, LP at 2 million</i>	Interscope 524653	75.3	0%
10	10	14	LUDACRIS	BACK FOR THE FIRST TIME <i>"What's..." & "Southern..." working, tour</i>	Def Jam South/IDJ 548138	74.0	-9%
DEBUT	15		SILKK THE SHOCKER	MY WORLD, MY WAY <i>"That's Cool" leads, strong LP debut</i>	No Limit/Priority 23221	70.1	—
12	14	16	LIMP BIZKIT	CHOCOLATE STARFISH... <i>"My Way" up and running</i>	Flip/Interscope 490759	67.6	-9%
DEBUT	17		JESSICA ANDREWS	WHO I AM <i>Title cut leads</i>	DW/Nashville 450248	66.9	—
5	8	18	JENNIFER LOPEZ	J.LO <i>"Love Don't Cost..." & SNL re-run</i>	Epic 63786	63.2	-26%
16	17	19	NELLY	COUNTRY GRAMMAR <i>"Ride Wit Me" going strong</i>	Fo' Reel/Universal 157743	63.1	-11%
20	18	20	JILL SCOTT	WHO IS JILL SCOTT? <i>Going strong with "A Long Walk Home"</i>	Hidden Beach/Epic 62137	61.8	-12%
13	16	21	DREAM	IT WAS ALL A DREAM <i>On tour with 98° & Baha Men</i>	Bad Boy/Arista 73037	61.4	-15%
11	19	22	CREED	HUMAN CLAY <i>Continued hot LP sales</i>	Wind-Up 13053	61.0	-13%
24	27	23	ENYA	DAY WITHOUT RAIN <i>"Only Time" at radio</i>	Reprise 47426	60.4	+8%
6	11	24	SADE	LOVERS ROCK <i>"King Of Sorrow" impacting now</i>	Epic 85185	60.1	-23%
33	15	25	GRAMMY NOMINEES 2001	VARIOUS <i>Grammy compilation</i>	Capitol 31520	59.9	-19%

HER BLAZIN' FIRST SINGLE FROM HER FORTHCOMING J RECORDS DEBUT ALBUM.

OLIVIA BIZOUNCE

"OLIVIA DEFINITELY SOUNDS LIKE SHE'S WALKING THE WALK. SHE HAS THE MOUTH OF A BAD GIRL AND THE VOICE OF AN ANGEL".
BILLBOARD MAGAZINE,
FEBRUARY 2001

"HER SOULFUL, THROATY PURRS AND STACCATO RHYMES REVEAL A VERSATILE TALENT."
VIBE MAGAZINE,
MARCH 2001



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WWKX
WJFX
WEZB
KPTY
KLUC
Z90

KIKI
WHHH
WBTS
WLLD
WZBZ
KWWV

Impacting Mainstream Top 40 Now!



2W	LW	TW	ARTIST	TITLE COMMENT	LABEL	POWER INDEX	PERCENT CHANGE
22	25	26	OUTKAST	STANKONIA <i>On tour with Ludacris, big LP sales</i>	LaFace/Arista 26072	59.2	+4%
18	20	27	R. KELLY	TP-2.COM <i>LP cranking, "Fiesta" now</i>	Jive 41705	58.2	-7%
28	29	28	LIFEHOUSE	NO NAME FACE <i>Touring with Matchbox 20, airplay</i>	DreamWorks 450231	57.9	+8%
17	21	29	LINKIN PARK	HYBRID THEORY <i>Platinum-plus LP, on tour</i>	Warner Bros. 47755	57.5	-7%
19	23	30	SNOOP DOGG	LAST MEAL <i>"Lay Low" breaking now, TV exposure</i>	No Limit/Priority 23225	57.1	-3%
21	24	31	MUSIQ SOULCHILD	AIJUSWANASEING <i>"Love" big at radio</i>	Def Soul/IDJ 548289	54.1	-7%
23	28	32	COYOTE UGLY	SOUNDTRACK <i>LeAnn Rimes cuts, video release</i>	Curb/London/Sire 78703	52.0	-6%
29	31	33	LIL' BOW WOW	BEWARE OF DOG <i>"Puppy Love" hot now</i>	So So Def/Col/CRG 69981	50.7	-1%
—	26	34	EMINEM	MARSHALL MATHERS LP <i>Multi-Platinum LP & press</i>	After/Interscope 490629	49.0	-14%
15	22	35	NOW VOL. 5	VARIOUS <i>NSYNC, 98°, Mystikal, etc</i>	Columbia/CRG 85206	48.1	-20%
34	32	36	MADONNA	MUSIC <i>"Don't Tell" going strong</i>	Warner Bros. 47598	48.0	-4%
30	33	37	K-CI & JOJO	X <i>"Wanna Do.." coming soon</i>	MCA 112398	46.7	-5%
36	34	38	FAITH HILL	BREATHE <i>"If My Heart Had Wings" up now</i>	Warner Bros. 47373	46.1	-5%
35	30	39	3LW	3LW <i>"No More" massive radio support</i>	Epic 639612	45.8	-10%
—	36	40	MOBY	PLAY <i>Hot LP sales, strong at radio</i>	V2 27049	45.6	-3%
43	42	41	FUEL	SOMETHING LIKE HUMAN <i>On tour with 3 Doors Down</i>	Epic 69436	44.7	+8%
31	37	42	MATCHBOX TWENTY	MAD SEASON <i>"If You're Gone" now, tour</i>	Lava/Atl/Atl G 83339	44.1	-6%
41	43	43	FAMILY VALUES TOUR...	VARIOUS <i>Aaron Lewis and Fred Durst lead</i>	Interscope 490641	40.7	-1%
27	35	44	BACKSTREET BOYS	BLACK & BLUE <i>"The Call" still going, tour</i>	Jive 41743	35.0	-26%
38	41	45	TIM MCGRAW	GREATEST HITS <i>"My Next Thirty Years" at Country</i>	Curb/Atl G 77942	34.9	-16%
40	38	46	MYSTIKAL	LET'S GET READY <i>Tour & Tonight Show appearance</i>	Jive 43696	34.2	-25%
45	45	47	NSYNC	NO STRINGS ATTACHED <i>Big tour fueling up, sizzling cut</i>	Jive 41702	33.0	-14%
37	46	48	DAVID GRAY	WHITE LADDER <i>"Babylon" the track, on tour</i>	ATO/RCA 69351	32.9	-11%
DEBUT	49	A*TEENS	TEEN SPIRIT <i>"Bouncing Off The Ceiling" the cut</i>	MCA 13666	32.1	—	
DEBUT	50	LEE ANN WOMACK	I HOPE YOU DANCE <i>"I Hope You Dance" at Top 40 now</i>	MCA Nashville 170099	31.6	—	



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If Cheney Goes, Does Dubya Become President?

HITS FRONT PAGE

SEMI SONIC:
"CHEMISTRY"
CLASS



MARCH 9, 2001

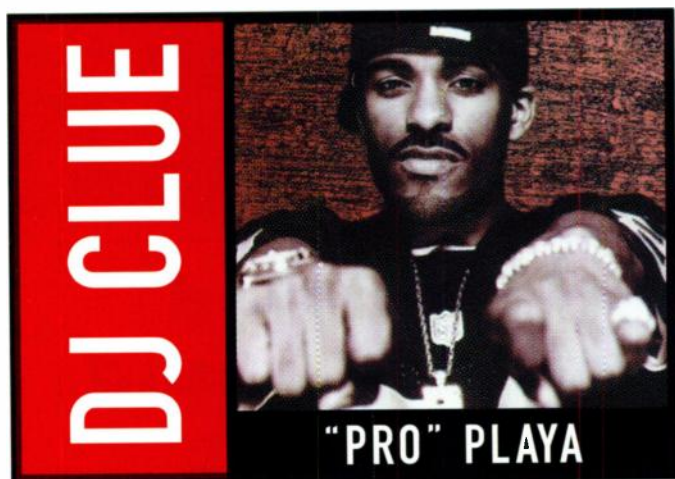
VOLUME 15

ISSUE 734

\$6.00

Three Albums Debut In The Top Five, But Ultimately It's The Gospel According To Dave...

THE BOOK OF MATTHEWS!!!



Dakota Goes South



"Damn, baby, you are fine," said the guys from **Elektra's Dakota Moon**. "C'mon and snuggle up with us for a picture before we have to meet some corporate suit who's the CEO of our record company. And by the way, who's the dumb white guy drooling all over himself?" Also pictured are Elektra CEO **Sylvia Rhone** and Elektra VP/GM **Greg Thompson**.

They follow him all over the country, gobbling up enough tickets to sell out stadiums from coast to coast. They trade mind-boggling numbers of homemade tapes, CDs and MP3 files, cruise the Internet in droves and buy massive amounts of merchandise. So would they flock to music stores to score his first new album in years?

Duh.

This week, the new project from RCA's the **Dave Matthews Band** blew out of stores and blew up on the album chart, scoring a monumental #1 debut, with sales north of 750k. It was no contest.

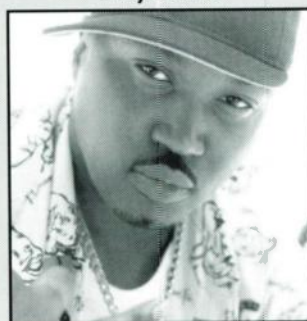
"It may have surprised many people, but we knew it was going to be phenomenal," said **Trans World's Jerry Kamiler** just before breaking into actress **Pamela Anderson's** house. "We were right."

But Dave wasn't the only one taking a big bow this week. Check out **Roc-A-Fella/IDJ's DJ Clue**, which debuted at #3, as well as **Loud's Project Pat**, which came in at #4. Needless to say, both projects were pleasant surprises for those wacky retail knuckleheads.

"DJ Clue performed a full 25% better than we had expected, and Project Pat easily beat our projections by 50%," said Kamiler, just before stalking a local Girl Scout troop. "Island Def Jam did a great job of setting up DJ Clue. It's not a typical rap record that will fall off significantly after the first week."

Besides the aforementioned debuts, Top Five veterans **Shaggy** and **Dido** maintained their epic runs at #2 and 5, respectively.

Project Pat



Other Top 20 debuts included **No Limit/Priority's Silkk The Shocker** at #15 and **Dream-Works Nashville's Jessica Andrews** at #17.

In a related story, despite a huge accumulation of snow in the Northeast that could affect overall numbers on next week's chart, Vice President **Dick Cheney's** doctors insisted there was no snowstorm, and that sales would not be impacted in the least.



Pic Of The Week



Now THAT'S Smooth

"I am very blessed to be working with [insert executive name here]," said music legend **Carlos Santana**. "It is divine intervention that [insert executive name here] is helping music flow through me. If I win another Grammy, it will be because of [insert executive name here], to whom I remain loyal forever. It is because of God that [insert executive name here] is a real music man and is with me." That's **L.A. Reid** and BMG's **Rolf Schmidt-Holtz** helping the legend fill in the blanks.

TOP SELLING SINGLES

The Top 10 Best-Selling Singles this week are #1 112 (Bad Boy/Arista), #2 Joe (Jive), #3 Jagged Edge (Col/CRG), #4 Li'l Bow Wow (So So Def/Col/CRG), #5 Jaheim (WB), #6 Crazy Town (Col/CRG), #7 Shaggy (MCA), #8 Jennifer Lopez (Epic), #9 Madonna (WB) and #10 Moby (V2).

WILD CARD

DESTINY'S CHILD COL/CRG

The sensational (and scantily clad) trio returns with a new album, scheduled for streeting 5/1. They continue their assault on the top of the charts with the uptempo killer "Survivor," which has PDs & video gurus racing to be first to add it into heavy rotation. Charlie Walk, Lee Leipsner & the unstoppable Big Red Promotion Machine are llinin' 'em up & knockin' 'em down as they make their move for another chart-topping smash!!!

Montalbano Stranded On HITS Fantasy Island

All good things must come to an end...so why should Liz Montalbano's career be any different?

Indeed, Priority's former Vice President of Crossover Promotion has crossed over to the dark side as the new Crossover Editor of HITS (your #1 Source for Crossing Over, and in the case of our Editor In Chief, Cross-Dressing).

The announcement was made by new HITS Presidents Karen Glauber and Todd Hensley, 16 HITS Vice Presidents, 14 potential HITS Vice Presidents and the poor sucker we hired to follow Vice President/HITS Mix Show Editor Ricky Leigh Mensh into the men's room.

"It's the fine Corinthian leather," said Montalbano, who also cited Editor In Chief Lenny Beer's "little midget" as reasons for shipwrecking herself on HITS'

Fantasy Island on acid.

Montalbano is an industry veteran with longstanding relationships at both the label and radio levels. Her knowledge of the business and her ability to comprehend, analyze and positively impact the marketplace are respected throughout the industry. That said, if she doesn't generate revenue in her first two weeks at the magazine, she'll be unemployed faster than Hensley can say, "Da plane, boss, da plane."

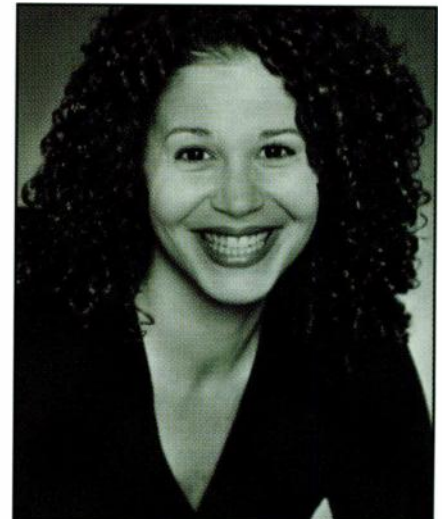
"Who the hell is Liz Montalbano, and how much am I paying her?" queried Beer.

HITS Publisher Dennis Laventhal was on vacation and unavailable for comment.

HITS President

Glauber noted that she was too important to be quoted in this story and declined to comment.

As always, HITS President Hensley's nose was too far up Beer's ass for his comment to be heard.



Liz Montalbano: Looks both ways before crossing (over).

Has Napster Downloaded A Victory?

by Marc Pollack and Simon Glickman

The long-awaited Napster injunction has come down. The big surprise is that Ninth Circuit Court Judge Marilyn Hall Patel has arguably given the swapper a new lease on life.

The judge issued a much more precise order on Tuesday (3/6), commanding Napster to prevent users' access to copyrighted material that has been documented by rights-holders and to take "reasonable measures" to track down variants in spelling that allow unlicensed material to get through.



Napster must take action within three business days of receiving "reasonable" notice of illegitimate files.

Notice provided must include the title of the song (or "work"), name of the recording artist, names of files containing the work and certification that plaintiff owns the copyright—clearly a massive bureaucratic undertaking for rights-holders.

Patel's ruling allows rights-holders to dispute Napster's effectiveness in meeting the injunction's specifications; such dispute could bring about additional hearings.

The judge also gave labels a little extra gravy by allowing them to preemptively notify Napster of upcoming releases if there's a "substantial likelihood" from past swapping that the artist's new material will be pirated.

"We are gratified the District Court acted so promptly in issuing its injunction requiring Napster to remove infringing works from its system," reads a statement from RIAA chief Hilary Rosen. "We intend to provide the notifications prescribed by the Court expeditiously, and look forward to the end of Nap-

ster's infringing activity."

Both parties have their work cut out for them. Napster users have been pretty resourceful so far about finding ways around the netco's song-removal technology, even using Pig Latin in file names to elude detection.

While damages for past copyright infringements were not discussed in the injunction order, a mediation meeting will take place Friday (3/9), and the legal chess match is sure to continue.

But despite the netco's public expressions of concern about the

effectiveness of its security technology, Hank Barry, Shawn Fanning and company have gotta be smiling on the inside—the tug-of-war over what is and isn't available will most likely keep users searching away until the summer rollout of its Bertelsmann-backed paid service.

In fact, Tuesday's outcome could ultimately mean a victory for Napster, provided that damages for past infringements don't break the company's back. But even if damages become astronomical, it's possible they could be incorporated into a licensing scheme negotiated with label groups and others for the pending subscription version of Napster.

Speaking of which, Vivendi Universal chieftain Jean-Marie Messier—previously one of the netco's most vocal antagonists—told a London media conference that his Universal Music Group would be open to licensing music to Napster if it respected copyright and its technology were "reasonably secure".

Look for more battles to be fought, deals to be done and spin to be spun as the world of Napster turns.



HITS LIST

A Biatant Rip-off of a Good Magazine

WHAT WEASELS ARE WEASELING ABOUT THIS WEEK

- DAVE MATTHEWS BAND:** Rovner's jam-rockers prove that every dog has its "Everyday" with huge #1 bow. Wow.
- NAPSTER:** Yet another last-minute stay of execution. This kitty has nine lives—but litter box needs cleaning.
- PHIL Q:** In charge of care and feeding of the Bunny. Does Q have the A to what ails Burbank? 
- JANET:** Superstar's raw ambition goes unchecked as new single, "All For You," is set to crack the charts with bun-tiful ad campaign. No ifs, ends or butts about it. 
- DJ CLUE:** Another Roc-A-Fella makes his fortune. Liles all smiles as Lyor launches an offensive worthy of the Six-Day War.
- HOWIE KLEIN:** One more Reprise for longtime label head? Or will he hop off the Bunny with a golden parachute? 
- MAVERICK:** Roger's aims are true for The House Guy Is Trying To Build, as label's status remains quo.
- TIMBALAND:** "Supa Dupa" star rap producer gets a "One In A Million" deal from Interscope. Make that multimillions.
- PUFFY COMBS:** He takes the stand in his own defense, samples testimony from another trial and raps over it.
- COURTNEY LOVE:** Tries to take UMG to the Hole. It's not about the money, it's about the money.

QUICK HITS

-  The adds this week at MTV are Jennifer Lopez (Epic), Sunshine Anderson (Soul Life/Atl/Atl G), Destiny's Child (Col/CRG), Snoop Dogg (No Limit/Priority) and Buckcherry (DreamWorks).
-  The adds this week at VH1 are Janet (Virgin), Destiny's Child (Col/CRG), Incubus (Imm/Epic), Sade (Epic), Buckcherry (DreamWorks), Sunshine Anderson (Atl/Atl G) and Nina Gordon (WB).

Things Are Hopping At The Bunny

BY MARC POLLACK



he Bugs stops here.

An era came to a close at Warner Bros. Records last week, as popular and enigmatic Chairman/CEO Russ Thyret, a 30-year Burbank veteran, called it quits.

Thyret had been at the center of much rumor-mongering in recent months, as reports

of the topper's departure flared up several times. Insiders said Thyret had been upset with WMG operations after his apparent lack of involvement in the hiring of Tom Whalley last year. That move has dramatically impacted the company's day-to-day operations, despite the fact that Whalley most likely won't arrive at the Bunny until January 2002. Sources said that Thyret, who was operating without a contract, had been asked to stay by WMG chief Roger Ames.

Said Ames: "It is with a sense of sorrow that I have accepted Russ' decision to step down. For three decades, Russ has upheld the unparalleled reputation of Warner Bros. Records as one of the most prestigious, artist-friendly and respected companies in the world. His dedication, his passion and his tremendous personality will be greatly missed."

Meanwhile, Warner Bros. Records Inc. President Phil Quarataro will be put in charge of the Warner and Reprise labels.

Sources said the changing of the executive guard was not related to parent AOL Time Warner's call to implement a \$1 billion cost-cutting plan, which includes the elimination of approximately 2,400 jobs—at least 600 from the Warner Music Group, many of them from early-retirement offers.

Thyret's decision to step down did, however, open the door for the powers to be to re-examine the several joint-venture label deals under the WMG roof.

Contrary to numerous reports, inside sources insist WMG is not negotiating to buy the 50% of Maverick Recording Co., Madonna's co-venture with the company, it doesn't already own. In addition, there are no plans to downsize or restructure the label, nor will it be folded into Warner Bros. or Reprise, as had also been rumored.

Ames has given Maverick top dog Guy Oseary his blessing to run the company. Oseary has been rebuilding the label's A&R team, bringing in former BMG Publishing head Danny Strick and former Giant exec Berko.

While the fates of the other ventures will be handled on a case-by-case basis, the Giant situation is particularly intriguing. Irving Azoff's joint venture, which has been under-performing for the last couple of years, is building momentum under chief Larry Jacobson, as Disturbed continues to sell past Platinum and Steely Dan, which nabbed four Grammys, including Album of the Year, approaches Platinum status.

Chatterers are chattering that Azoff asked Ames to pump more money into the label or buy him out, which would reportedly cost WMG under \$20 million. A buyout would see the Giant acts being

shifted over to Warner Bros. or Reprise. In addition, sources said, there have been requests made to move Seal, who is managed by Azoff, from Warner to Giant if the latter were to continue as a joint venture. Giant has two more years remaining on its deal with WMG.

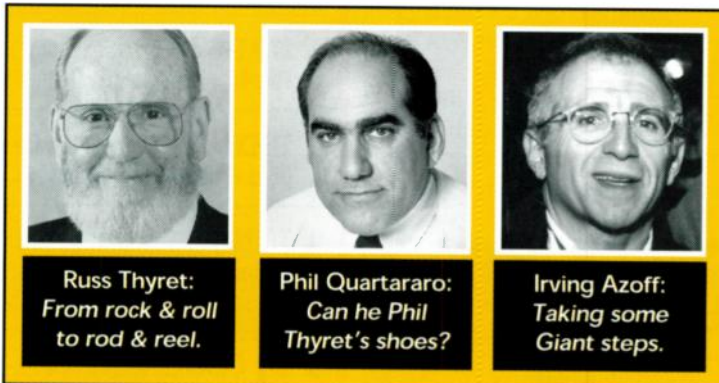
Speculators are speculating that Ames is balking at Azoff's buyout price and is reluctant to toss additional cash at Giant to grow the label. The smart money, therefore, is on the relationship between Giant and WMG to remain status quo.

In the case of Qwest, many claim the label's lack of commercial success will probably result in WMG exiting from the deal. Headed by the legendary Quincy Jones, Qwest is a remnant of the Mo Ostin days and hasn't broken any acts in recent years.

As for David Foster's 143 Records, word is that it, too, has Ames' confidence, but the WMG exec would like to see

the top producer getting more involved in 143 projects. Successes like the Corrs on 143/Atlantic have helped secure the label's place, although insiders point to a very rich deal that Foster signed with former WMG chiefs Bob Daly and Terry Semel.

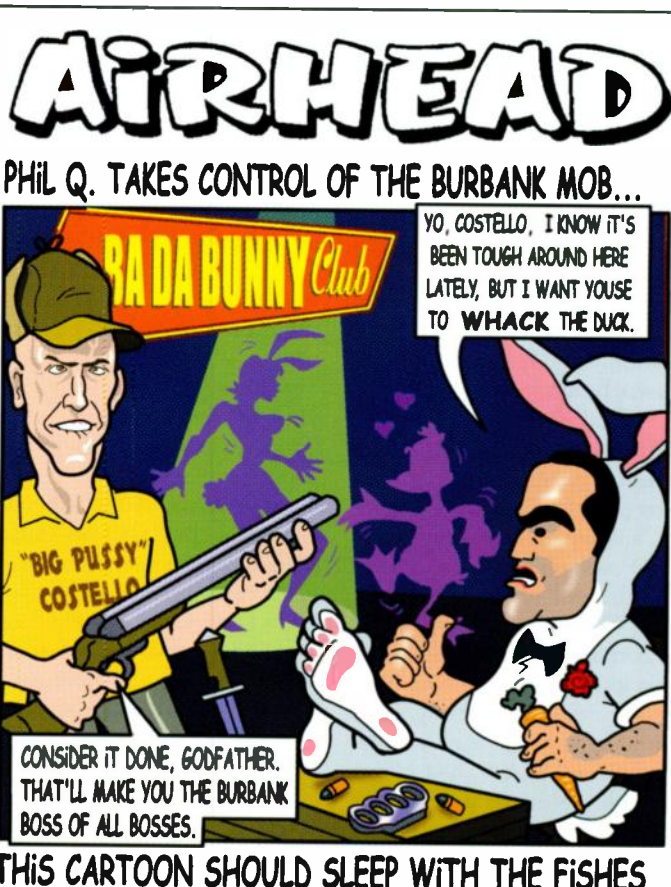
Obviously, that's not all, folks.



Russ Thyret:
From rock & roll
to rod & reel.

Phil Quarataro:
Can he Phil
Thyret's shoes?

Irving Azoff:
Taking some
Giant steps.



THE KISS-OFF
(GOODBYE)

BROOKE
ALLISON

"Brooke Allison is an extraordinary talent who has been touched by God."

MICHAEL JACKSON

"She could be THE next big pop sensation.....love this record!!!"

TOMMY FRANK, Q102/Cincinnati

"Brooke has a big powerful voice, incredible range, with soulful delivery."

MYA

"Brooke Allison will be one of the biggest new stars of 2001."

STORM GLOOR, Hastings

IMPACTING
CHR RADIO
March 13th

EMI Music





NET NEWS

BY SIMON GLICKMAN



Nappy Swappy Makes You Happy..?

THIS BYTES

MONEY IN THE KITTY: First, pretend you're a Napster user. I know it's a stretch, but go with me. You know your favorite swappery is obliged to create **nominal barriers to uncensored songs**, but you figure that if you try enough variations—over enough time—you'll find them. You e-mail and IM your friends. You search out chat rooms. Secret codes are devised; it becomes a fun game. Some in your crowd are spending more time on the service now, enjoying the challenge of tracking down hidden material or joining the group clustered around the desktop. And so Napster succeeds, in the wake of the **injunction**, in preserving the one thing it needs most, apart from the mere ability to keep operating—its **user base**. By the time summer rolls around, I'll wager, a substantial portion of that base will be ready to fork over some dough for the paid subscription service the netco plans to launch with **Bertelsmann** backing and content as well as (at the very least) material from **TVT**, **edel** and a score of indies and unsigned artists. Now pretend you're a **major-label group**. You decide to leverage **damages** for past infringements against future profits by getting a huge **equity stake** in the new venture, along with a much more advantageous **royalty split** than the one Napster originally extended. What's more, you have great discretion in what you license to the service. Only want to offer singles? Napster will take 'em. Just want to push your baby bands? That's fine, too. If that works out, you can expand your offerings—it will only grow the user base and make you more dough. If **Vivendi's Messier**, who looked to be Napster's principal tormentor until recently, envisions licensing **UMG** content to a "secure" version of the service, can the other majors be

far behind? Now pretend you're Napster and light a cigar. After months of crazy reversals, we're starting to get a glimpse of the future, and it looks, well, lucrative... E-mail: simonhits@aol.com...

The Kitty
In the catbird seat?



DOT DOT DOT COM BROUGHT TO YOU BY



Hitsdailydouble.com is proud to present a brand-new feature: **Liquid Audio's Top 30 Downloads chart**, which follows action on tunes available in the popular secure digital format on the many sites in the **Liquid Music Network** (including **Amazon.com**, **RealGuide.com** and many others). The chart appears in the "Media" section of our site; users can stream or download key tunes... **TVT Records** is claiming victory in its latest legal skirmish with **MP3.com**. A partial summary judgment will allow the big indie to collect damages for both master and composition of each song used without permission on the netco's **My.MP3.com** streaming service. A trial is set for March 26. "I don't take any joy in a lawsuit," declares label head **Steve Gottlieb**, who recently dropped litigation against **Napster**, but he adds that he believes the matter will be handled "expeditiously." **MP3.com**, meanwhile, has inked a pact for the service with **Maverick** and now allows users to load tracks from elsewhere on its site into their portable digital players... Recording-gear experts **Euphonix** are trumpeting the **AES31 TransferStation** for the **R-1 Digital Multitrack**, which allows the creation of new digital masters from crumbling old reels. "We've seen the future of multitracking," says **Euphonix CEO Steve Vining**, "and it's converting master tape to a digital file and parking it on a server. Well, that and the jet pack"... **BOOKMARKED: FairTunes, Tiffany Hein, Aimster**...

WEBMUGS



Wet Work

Liquid Audio Mack Daddy **Dick Wingate** gasps for air as the full humiliation of having his company's Top 30 Downloads chart on **hitsdailydouble.com** begins to sink in. Said Dick: "I'm only doing this on your site because you have those Polaroids, you sick bastards." Later, he latched onto this week's chart-topper, country legend **Dolly Parton**, and floated to safety.



I've Got A Tip For Ya—Tune Your Guitar

An unsigned band contemplates **Amazon.com's** new free-download area, which offers tracks from big stars like **U2**, **Beastie Boys**, **Radiohead** and others, as well as a place for indie artists to upload music, sell CDs and get a little extra cash via a "Virtual Tip Jar." That could earn you enough for a haircut, new clothes and a fresh beret.

There is nothing like a good woman to make a brother want to be a man

Much "Love" @ These Stations:

WRKS WHUR WNEZ
WWWZ WWDM WFXA
WPRW WFXE WZHT WJUC

Eric Benét

Love Don't Love Me

Impacting "Love" Across
The Board:
March 12th & 13th

From the forthcoming album
Music From The Motion Picture

THE BROTHERS

Plus **New** music from:

RL

Snoop Dogg

Jermaine Dupri and R.O.C featuring Lil' Mo

Eddie Levert Sr. featuring Gerald Levert

Dave Hollister

Maze featuring Frankie Beverly

Jaheim & many more...



Soundtrack In Stores March 20th, 2001!!!

The Brothers In Theatres March 23rd, 2001

Produced by Eric Benét and Demonté Posey • David Lombard Management



www.wbr.com/goodurb

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Lil' Mo appears courtesy of Elektra Entertainment Group. RL appears courtesy of J Records LLC. Snoop Dogg appears courtesy of Priority Records, LLC.
Gerald and Eddie Levert appear courtesy of Elektra Entertainment Group. Dave Hollister appears courtesy of Dreamworks Records.

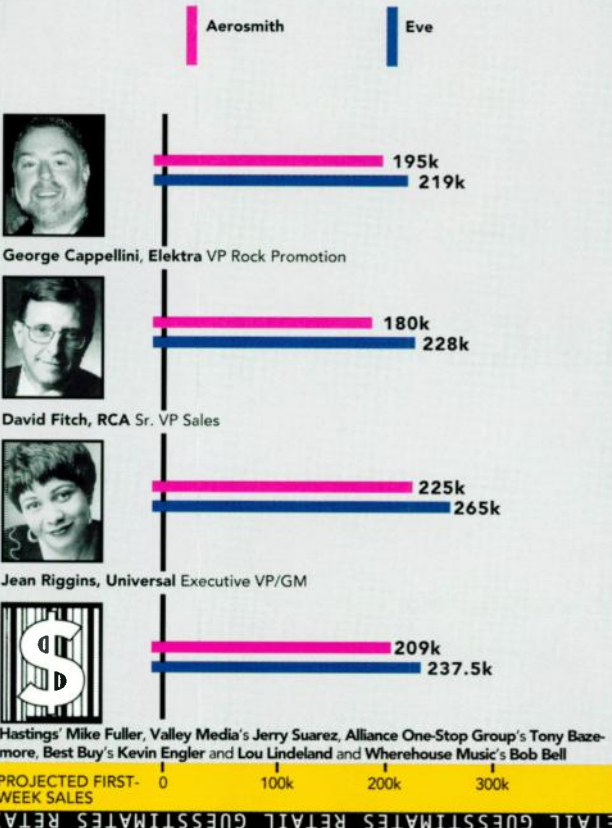
WRB



RETAIL GUESSTIMATES RETAIL GUESSTIMATES RETAIL

STEVE VS. EVE IN ROCK-RAP BATTLE

This week, **Aerosmith's** new **Columbia** album, "Just Push Play," takes on the **Ruff Ryders'** self-proclaimed Pit Bull In A Skirt, **Eve**, and her new **Interscope** album, "Scorpion," in a skirmish worthy of "Celebrity Deathmatch." Who do our retail prophets pick? Hey, your guess is as good as—if not better than—ours.

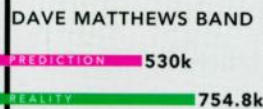


NOT YOUR "EVERDAY" RESULTS

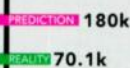
A ROUNDUP OF FIRST-WEEK SALES PREDICTIONS (AS PRINTED IN ISSUE #733)

Our fearless forecasters got thrown for a loop—actually, two loops—last week, as the **Dave Matthews Band's** "Everyday" exploded out of the box, moving more than three-quarters of a million units, while **Silk The Shocker's** "My World, My Way" performed far below expectations. As a result, our industry Einsteins shot long on the latter, while falling way short on the former.

No, kiddies, geniuses were nowhere to be found this week. By the way, the retail consensus was closer than any of our guesstimators, but not close enough for rock & roll.



Val DeLong, VP Promotion, Universal Records



Roy Lott, President/CEO, Capitol Records

BASED ON HITS' TOP 50 ALBUMS CHART RESEARCH

THE LADDER

A RUNDOWN OF EXECUTIVES ON THE MOVE



Lomeli



Reinhardt



Bey



Souriall

Prince" Albert "In A Can" Lomeli is upped to Chief Financial Officer for MCA Records by President Jay "Little" Boberg "Peep" and Exec. VP Paul "Knights In White" Satenstein. Lomeli will be responsible for accounting, finance, marketing and A&R administration, overseeing marketing budgets and finding a way to write off Jay's dry-cleaning bills ... "Rockin'" Robin A. Reinhardt is promoted to Vice President MTV Celebrity Talent and Studio Relations by Sr. VP Strategic Programming John Shea "Stadium" and VP Music & Talent Elli "Coca" Cola. Reinhardt will maintain strong relationships with the publicity and promotions departments of the major movie studios, implement new programming opportunities between the studios and MTV and make sure she's got Carson Daly's back... Isisara Bey "Watch" is boosted to Vice President Corporate Affairs for Sony Music Entertainment by Corporate Exec. VP Robert M. Bowlin "Alley." Bey will act as the liaison to non-profit organizations and social causes on minority issues and monitor all inter-office ethnic humor for political correctness... Rob "M. Blind" Souriall is appointed Executive Director of Marketing for Hollywood Records by Sr. VP Sales & Mktg. Daniel Savage "Garden" Souriall will extend label artists' exposure by identifying and creating corpo-

rate partnerships and sponsorships, including naming a McDonald's Happy Meal for BBMAK... Jill Swan "Dive" is named Senior Director of Sales, Associated labels for Universal Music and Video Distribution by Sr. VP Sales & Distribution Curt "N. Call" Eddy. Swan will work closely with UMVD's associated labels to maximize visibility at retail accounts, attain sales objectives and increase revenue by selling co-op advertising space on her forehead... Vivian C. "Me Feel Me Touch Me Heal Me" Rodriguez is raised to Director Legal Administrative Services for Sony Music Entertainment by Sr. VP General Counsel & Secretary Thomas C. "Marvin Gaye & Tami" Tyrrell. Rodriguez will handle day-to-day management and administration of executive contracts and the paper they're written on... Komeka Freeman "In Paris" is appointed Director of Marketing for Priority Records by VP Marketing John Rotella "That I'm Never Gonna Leave Her." Freeman will create and oversee the implementation of marketing plans for label artists and play the enforcer on the label's intramural ice hockey team... "Oh" Zsuzsanna Murphy is declared Product Manager for DreamWorks Records by Head of Marketing Steven "Wake &" Baker. Zsuzsanna will spend most of her time explaining the spelling of her name.



Swan



Rodriguez



Freeman



Murphy

incubus Drive

New This Week At:
WSTR WZPL WAYV
WXXX WZNY WERZ
KLAL WMRV WXSS
WBBO KZZO KASK

Driving At:
KIIS KBKS KZHT
WNOU WPRO KOKM
WTMX KLLC KYSR WVRV



Multi Format Smash

1* Modern Rock Monitor

6 Active Rock Monitor

22* Modern AC Monitor

**On Over 75 Pop Stations!!
Over 1.2 Million Scanned**



From the PLATINUM album MAKE YOURSELF

www.enjoyincubus.com

Produced by Scott Litt & Incubus
Management: Steve Rennie • REN Management Corporation



WRB



#1 most requested
video on 's TRL

soulDecision

2000: A Breakthrough Year for soulDecision!
U.S. Tours with Christina Aguilera & *NSYNC
Huge at MTV's TRL
Gold Album!

33* mainstream Monitor

approaching 2000 spins

Great call-out at: KRQQ, KFMD, KHTS

2001: The Success Continues

"Ooh It's Kinda Crazy"

The Follow-Up to the Smash Single & Video
"Faded"

Both From The Debut Album No One Does It Better

MCA
MUSIC
AMERICA

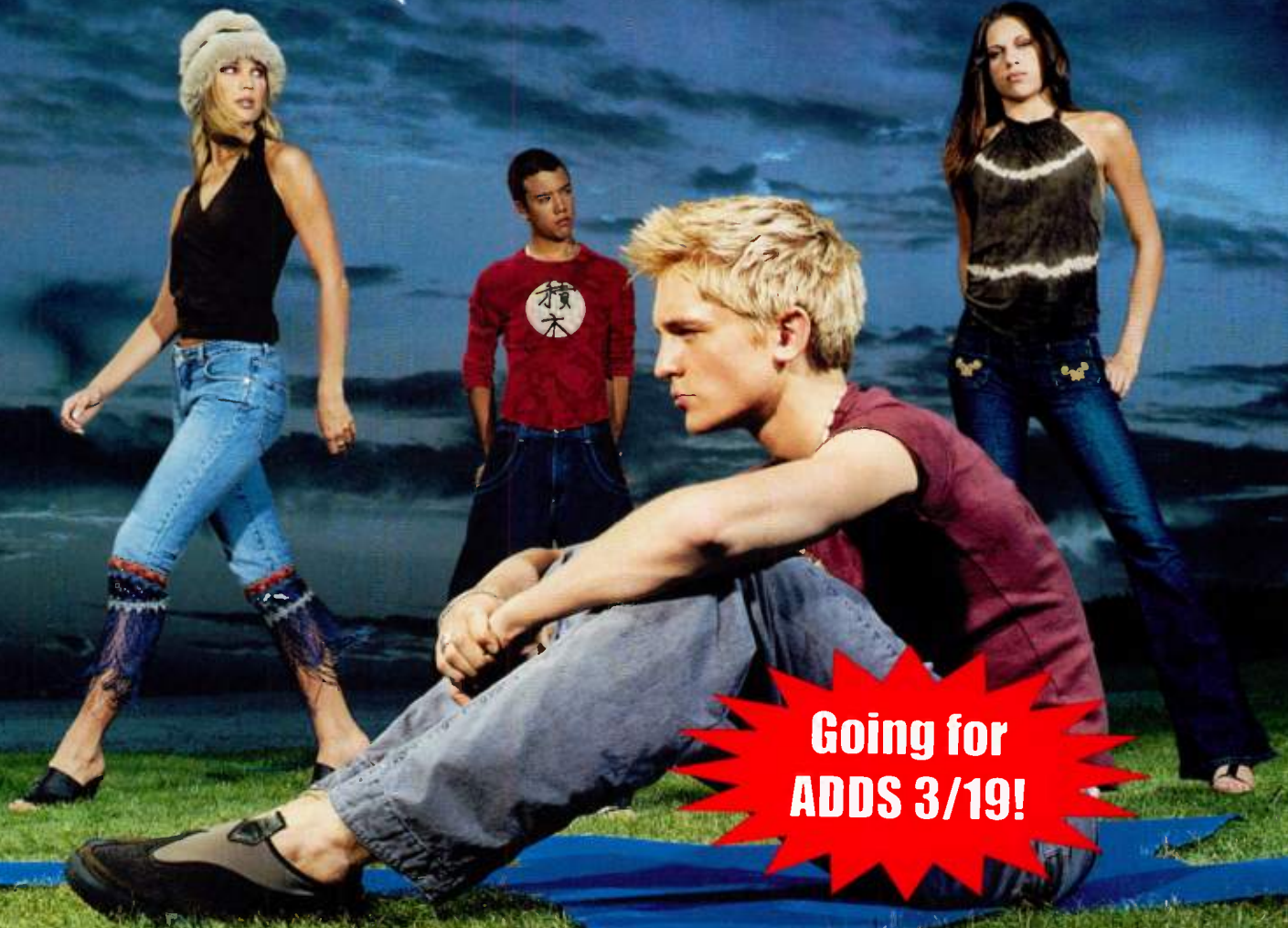
www.soulDecision.com www.mcarecords.com

Single Produced by Charles Fisher for Minute Productions Pty. Ltd., Femi Jiya, and soulDecision Mixed by Chris Lord-Alge Engineered by Femi Jiya

Management: Garry Francis for Francis Entertainment and Stuart Sobol & Arthur Spivak/Spivak Entertainment © 2001 Universal Music, a Division of Universal Studios Canada Ltd. under Exclusive License to MCA Records



A★TEENS



Going for
ADDS 3/19!

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“BOUNCING OFF THE CEILING (UPSIDE DOWN)”

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who wants to be a
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winner
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Lori Berk
MCA Records

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the only free thing you'll ever get from us.



HITS

NEAR TRUTHS

BY I.B. BAD, LOS ANGELES

Migraines are already going down in label land following Monday's court decision, which makes the copyright holders responsible for policing copyrighted material on Napster. Techies already pondering the ability to identify re-named titles, while Napster tries to quickly implement other anti-piracy technologies. And what about impending Napster monetary damages? How much will Napster have to peel to the labels, and where's the money coming from. This action sets the backdrop for Vivendi chief Jean-Marie Messier's earthshaking assertion that his company (and its Sony joint online venture, Duet) may be willing to do business with a secure Napster. Massive headscratching over what signals Messier is sending to whom, and how they're being received in the executive suites of certain companies like, say, AOL, Sony Japan, Yahoo and Bertelsmann... Is the teen-pop craze over? This week, one teen album is in the Top 40. Six months ago, there were five in the Top 10. Media

PARLEZ VOUS NAPSTER?



JEAN MESSIER: Takes a lot of de gaulle to talk Napster.

gatekeepers claiming their research shows the phenomenon has lost its sizzle, as retailers clog pipelines with millions of returns. Naturally, a new crop of teen dreams is now being unleashed by some majors who are late to the party... With many claiming the Bertie/EMI deal is all but dead, there are unconfirmed rumors that Disney is once again kicking the EMI tires. More smoke, or is the Mouse House getting serious?... The Courtney Love drama has ponderers pondering whether the diva's seven-year-statute fight will end as soon as she gets the right eight figures. Others chattering over Love manager and confidante Jim Barber. What role does his rocky past with Geffen play in the conflict? Handicappers handicapping a protracted and expensive legal battle to ensue... Expect the long-awaited Andy Slater move to Capitol to happen sooner rather than later... Rumors of Strauss Zelnick re-entering the music world in a major way continue to make the rounds. Does said rumors' source suggest there's nothing there?... Action at the post-Russ Thyret Warner Bros. focusing on the future of Howie Klein as well as Tom Whalley's impending January 2002 arrival. Meanwhile, discussions between Roger Ames and Irving Azoff over WMG's buyout of Giant centers around Azoff's asking price of \$15-20 million. Is Ames balking at said price tag?... Names in the Rumor Mill: Andreas Schmidt, Kevin Conroy, Larry Kenswil, Judy McGrath and Jive/Zomba.

Mainstream Top 40:
Debut @ 25* / Greatest Gainer /
#1 Most New Stations

Rhythmic Top 40:
Debut @ 12* - Airpower - Greatest
Gainer / #1 Most New Stations

Crossover:
Debut @ 18* - Airpower - Greatest
Gainer / #1 Most New Stations

Janet

ALLFORYOU

The title track from the much-anticipated new album.

See The Video "All For You" On:

MTV/TRL: 3/9 - World Premiere Of The Video @ 4 PM
VH1: 3/11 - Top 20 Countdown

Appearing On:

Letterman: 3/12 **Rosie:** 3/13

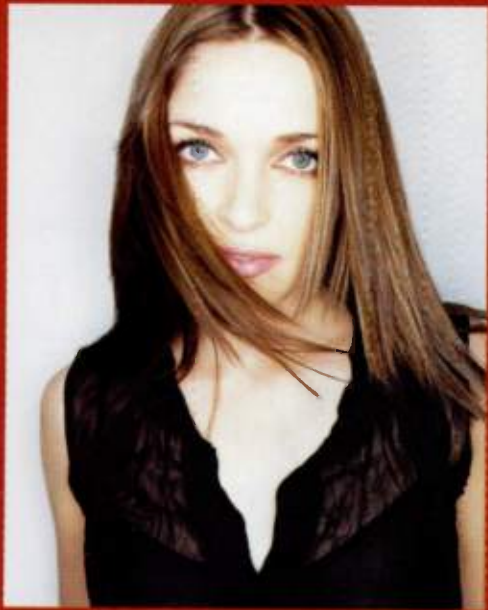
Album In Stores 4/24

See Janet on  's Icon Premiering 3/13, 8-9:30 PM



PRODUCED BY JIMMY JAM AND TERRY LEWIS FOR FLUTE TIME PRODUCTIONS, INC.
AND JANET JACKSON FOR BLACK DOLL, INC.
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ALL OVER



> the corrs >

> "Breathless" >

"'Breathless' moves up in rotation here at Z100. New York City loves it. 14 million people can't be wrong."
— Cubby/Axl, Z100, New York
50+ Spins

"I know that The Corrs is a smash! This is exactly what mainstream Top 40 needs right now, a pure pop record that isn't a boy/girl band."
— Tommy Austin, Z100 Portland

WXKS #2 Testing Record Overall 70+ Spins

Produced by Robert John "Mutt" Lange
Mixed by Mike Shipley



Top 40 Mainstream Monitor 27*

from the gold album **in blue**

Just Added WIOQ and Many More

Performing on Rosie O'Donnell and Good Morning America on March 16th!

Weekend Today March 17th



A photograph of Ashley Ballard, a woman with long, wavy brown hair, smiling and sitting on a wooden floor. She is wearing a white tank top and a light-colored, possibly gold or beige, jacket. She has several gold bracelets on her left wrist. The background is a plain, light-colored wall.

ashleyballard

“Hottie”

the debut single from the forthcoming album
Get In The Booth

MAJOR MARKETS

WK TU	WDRQ	KPTY	KKRZ	KTFM
KYLD	WBTS	KDWB	KXJM	WNOU
WIOQ	KBKS	KSLZ	WKFS	B97
KRBV	KHTS	WFLZ	WAKS	WQZQ
	Z90	KDND	KSFM	
		KFMS		

SPINNING AT:

WKSS	37x	KBTE	32x	WBTS	31x
KQBT	34x	KZFM	38x	WKCI	25x
KLUC	48x	KTFM	21x	KZFM	38x
WWHT	28x	WDBT	22x	KDGS	29x

AND MUCH MORE!

INSTANT REACTION AT:

#1 Phones KDGS #3 Phones WBTS
#2 Phones KLUC #4 Callout @ KRBV
Top 5 Phones KBKS
Top 10 Phones KBTE and KZFM

**Crossover Remix
Exploding
Now!**

Produced by Stargate For Delirious/Blacksmith Management
Executive Producers: Jennifer Stark And Craig Kallman
Management: Vital Entertainment

*"The real hits don't always happen in 6 weeks or even 6 months, smart record companies know that sometimes it takes longer. That's why after 7 months of finding believers, **Sarina Paris** is now proving to be a hit where it's played!"*

Guy Zapoleon/Zapoleon Media

HERE'S HOW IT HAPPENED:

JULY — CD Pro ships to TFRH and several key mainstream stations

AUGUST — Huge stories develop on the West Coast... Breakout stations include KZQZ, KXMB, KDND, KSFM, KWIN, KNHC, KHTS

SEPTEMBER — Michael Martin and Jazzy Jim/KYLD get the vibe and get instant response and start networking the success story... the Southwest rolls in with KTFM, KPRR, KZFM, KPTY and more!

OCTOBER — single sales explode in Hawaii (#1 for 8 weeks), the Bay Area, Sacramento, San Diego, Corpus Christi, El Paso, San Antonio, Phoenix... callout starts coming back huge with females... new believers include KIKI, KBTE, WKSS, KQKQ, WKSE

NOVEMBER — Callout, single sales, and huge requests go to the next level

DECEMBER — New group of believers joins the party as "Look At Us" charts Top 40 Rhythmic... WKTU, KRBV, WNVZ and more!

JANUARY — "Look At Us" survives the holiday break and comes back with huge callout, sales, and requests virtually everywhere... KIIS comes in!

FEBRUARY — Priority impacts at Top 40 Mainstream and blows the business away with 2 Most Added weeks in a row including several majors... KHKS, KKRZ, KZZP, WPRO, WHY!

"LOOK AT US"

ADDS AT PRESS-TIME:

WAKS/Cleveland
WXSS/Milwaukee WKSC/Chicago

NEW AIRPLAY:

Z100 10x WKSC 27x

"#4 most requested." — **Dave Morales/KHKS**

ALREADY ADDED ON THE AIR AND REACTING:

WBLI 30x	KIIS 30x	KKRZ 37x	KZZP 28x
KHTS 28x	KDND 27x	WFKS 34x	KQKQ 35x
WKSS 28x	WXYV 21x	WFHN 26x	KLZR 18x
WSNX 26x	WBFA 26x		

MORE NEW AIRPLAY/ALREADY ADDED:

WHYI, WFLZ, KKDM, WYOY,
KSLZ and much more!

SARINA PARIS

WHEELS & DEALS

BY JEFF RABHAN

WOULD THE REAL GOLIATH PLEASE STEP FORWARD?: The phone lines are lighting up once again over the apparent, massive victory secured by **Maverick's Danny Strick** and **Russ Rieger** on **Dakona**—arguably the biggest bidding war of the year. Barring disagreement on one last major deal point, **Madonna's** boys will have succeeded in besting no less than six other labels willing to throw down the cheddar. And while insiders are perplexed as to how **The JV That Could** has landed yet another high-profile act amid huge corporate woes, a look to the recent past provides some answers. Last week's resounding word that **Maverick** will remain intact and that **WMG** will continue to support the rebuilding efforts of **Guy O** was an 800 lb. vote of confidence added to what some consider to be the finest creative label staff in the biz. Big ups to **Oseary/Rieger**, who have orchestrated the key executive reconstruction moves. Summer is com-

ing, and I smell hits... **POPSTARS:** The huge ratings success of the **WB Network** show "Popstars" is spilling over to radio as **Z100** has already hopped on **143/London-Sire's** "Get Over Yourself." Add an upcoming **L.A. Times** Calendar piece on the **WB labels** to the mix—featuring a picture with **David Foster**, **Roger Ames** and **Richard Parsons**—and it looks like now is a good time to be a part of 143... **ARTIST NEWS:** The hubbub surrounding **Gersh** and **Silva's Jimmy Eat World** continues after another big show in San Fran brought weasels from two majors up from the City of Angels. Here's a little history fer ya: **Grand Royal's Craig Aaronson** originally signed the band to **Capitol** under **Gersh**. Now look how the tables have turned. Funny little business, eh?... The **Chad Jensen**-managed **Gabriel Gordon** is the talk among creatives after two back-to-back L.A. and N.Y shows that drew labels as well as rave reviews. No, it's not a one-listen-over-the-top-

smash-pop-sensation—he's actually an artist. Private showcases are in full effect this week in the East before a few Westies go down. Forget the full club thang; have this guy into your conference room and really score... More talk about the **Todd Rubenstein**-repped **Benny Cassette** as his white boy hip-hop/rock stylings have attracted kisses from **Interscope**, **Arista** and **IDJ** and led to meetings being planned with two other majors. Is it an urban thing or a PoMo thing? Think outside the box, people... Pub people are chattering about **Charlotte Martin**; in fact, it's the publishers who are hyping this one, not the artist. With **EMI**, **Dream-Works** and **BMG's Scott Francis/Liz Brooks** in hot pursuit, the proper authorities feel this could be over by the weekend... **SXSW:** It's that time of year in Texas, where the men are men and the cattle are scared—that's right, the annual pilgrimage to the **Four Seasons** occurs next week with much fanfare. **Wheels Online** subscribers

can check out the entire conference music preview online, including best bets for shows. For the rest of you, well, you know what you can do. For those of you on the West Coast, see ya at **Berko's** b-day shindig at **Dominick's** on Friday nite—I'll be bringing a very special mystery guest with me... **BUZZIN':** **Jon Shanks**, **ErrorType:11**, **Dayton Family**, **David Surnow**, **Hyphen**... E-mail: Rudoll@aol.com...

Russ Rieger



Maverick strikes again.

some artists just click.



meet Flawless/Geffen artists **Sinisstar** previously heard on

WHEELS & DEALS
online edition

BUZZ/GIGS

WHO'S BUZZIN' & WHERE

WHO	WHEN	WHERE	HOW COME?
SLOTH	Mon., March 12 8:15pm	Troubadour L.A.	Pre-Texas weaselfest?
BMI SHOWCASE	Wed., March 14 9pm	The Metro Austin	Featuring King Konga .
SUNNSHINE	Wed., March 14 10pm	Atomic Cafe Austin	The biggest buzzin' rock show in Texas.
WILL HOGE	Thurs., March 15 8pm	Coppertank North Austin	Wheels fave plays for West Coasters.
STAVESACRE	Thurs., March 15 1am	Blind Pig Austin	The late bird may catch this worm.

The song and voice
that's already
familiar to over
200 million* people

Dido

thankyou

"The song is **THANKYOU**,
and Eminem generously
samples it..."

-The Washington Post

The follow-up to
HERE WITH ME
(Theme From *Roswell*)
From her near Platinum
debut album, *No Angel*.

The music story of
the year continues...

Top 40 Monitor
#14-10* (+393)

Adult Top 40 Monitor
#3-3*

Modern AC Monitor
#3-3*

*combined audience

Produced by Rollo & Dido

Management: Netzwerk Management



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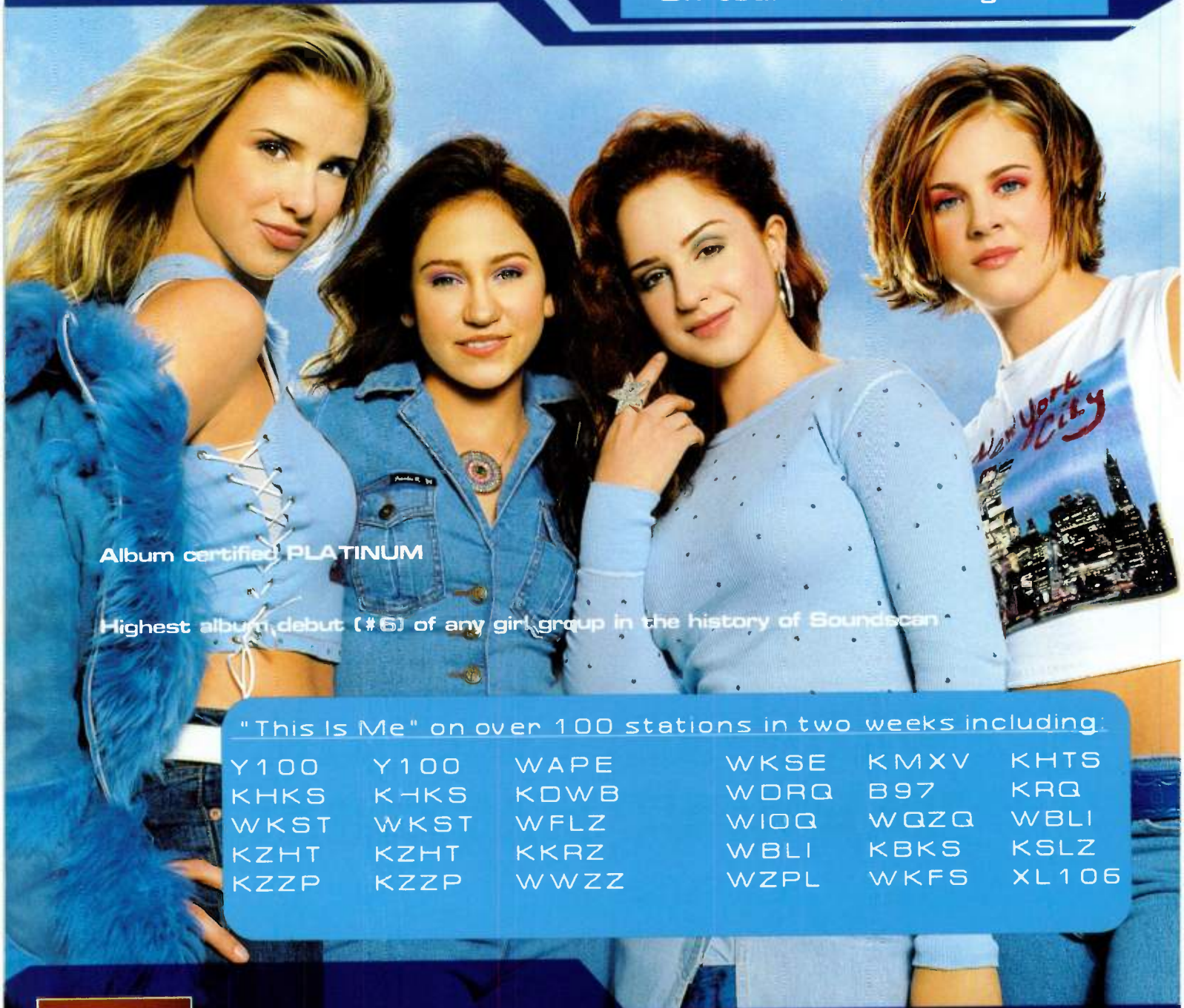


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Callout America Top 5 since the first week

DREAM

**"THIS IS ME" THE FOLLOW UP SINGLE TO THE #1 GOLD SMASH
"HE LOVES U NOT"**

On tour with N'SYNC
On tour with 98 degrees



Album certified **PLATINUM**

Highest album debut (#6) of any girl group in the history of Soundscan

"This Is Me" on over 100 stations in two weeks including:

Y100	Y100	WAPE	WKSE	KMXV	KHTS
KHKS	KHKS	KDWB	WDRQ	B97	KRQ
WKST	WKST	WFLZ	WIOQ	WQZQ	WBLI
KZHT	KZHT	KKRZ	WBLI	KBKS	KSLZ
KZZP	KZZP	WWZZ	WZPL	WKFS	XL106



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NARM 2001: A RETAIL ODYSSEY

The sunny—hopefully—skies of **Orlando** will provide the backdrop for this year's NARM confab, which features retail at the crossroads, with consolidation threatening on one side, digital distribution on the other and a **brave new world** of new formats just ahead.

Of course, you won't find anything that compelling here, but used correctly, this issue is the perfect way to keep those flies away when you're poolside...



O R L A N D O , F L O R I D A

HITS
NARM 2001
SPECIAL

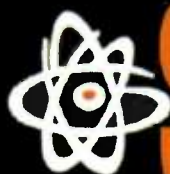


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& artist
development.**

(wouldn't you like to win this car?)



Don't miss *Jessica Andrews, Bond, Nydia Rojas, Myra, Sarah Harmer, The Cash Brothers, Cowboy Junkies, Peter Frampton and Joe Henry.* Consult the NARM schedule for appearance times.

For NARM's 43rd Annual Convention & Trade Show (March 11-14 at the Orlando World Center Marriott), the National Association of Recording Merchandisers has invited a woman—for the first time in history—to deliver the keynote address. The honor goes to MTV Group President/Chairman Interactive Music Judy McGrath, who provides leadership for MTV, MTV2 and the MTVi Group (which includes MTV.com, VH1.com and Sonicnet.com). She was previously President, MTV: Music Television and MTV2. Although McGrath is flattered to be the female forerunner in the speaker slot, she is a notable and timely choice, regardless of gender.

While MTV is not a music maker or traditional distributor, the network's influence on



THE GRAPES OF McGRATH

An exclusive HITS NARM dialogue with keynote speaker, MTV Group President/Chairman Interactive Music Judy McGrath

by Sharon Steinbach

music buyers continues to help spike revenues for the industry. "We define our business as a relationship with the consumer when it comes to music and television," says McGrath. "The fact that people are then inspired to go buy music is great, but we're not a record label or retailer.

We're an 'other,' something in the middle. Active music fans watch MTV and we love it if they buy what they see, but that's not our core business. Our core business is consumer-oriented, with a different revenue model than retail. It will be in our best interest to see what the next means of delivering music will be and how we can be a player in it."

This is a busy and exciting time for the network, and consequently, for McGrath. After MTV2's relaunch—which increased distribution to 30 million households in the top 20 U.S. markets—McGrath is gearing up for the commemoration of MTV's 20th anniversary, MTV.com is getting a facelift in July and there's new programming on deck. With all this activity, McGrath still manages to take a break to talk about the network's continuing leadership role in music delivery, the television business and pop culture with HITS' resident idiot savant "My" Sharon "A" Steinbach.

What brings you to NARM this year?

I think of the music industry in a broad way. Even though we're not retailers, we're certainly all in the business of connecting people to music. MTV is 20 years old, so it seemed like an opportunity to look back on our checkered history and speculate about our collective future. Also, the ultimate closer, or clincher was, that a woman's never done this. They've never had a female keynote speaker and they said, "We think it's about time and we think it should be you." I couldn't say no to that.

How are retail issues relevant to MTV?

It seems like all the old definitions [of retail] are up for grabs—how people get music, how they feel about it and how they relate to it. This is of great interest to all of us. Between MTV, MTV.com and MTV2, we offer downloading on our sites. We have fantastic Internet radio with Sonicnet, a deal with RioPort,

thriving television networks...lots of good ways to reach music lovers. We have brands that mean something to consumers and our sites are designed to keep interest in music high and keep people connected to information and artists they care about. We tend to look at it as, "How do we use MTV, MTV2 and MTV.com in fresh new ways to add up to something bigger that consumers will find compelling in a 360-degree kind of way?" It's a big priority for us this year.

How do digital download issues impact your business?

People will always want to access music that is portable, that they can customize and personalize. Right now, we are offering secure downloads from the labels through our partnership with RioPort and we're learning a lot. Consumer behavior and the new language we've picked up over the last few years certainly has an impact on how we look at our business. When the fat pipe

comes in—we know this from our many years of dealing with the cable industry—people tend to make things additive. Hope that stays true! They tend to not replace one technology with another. We want to keep our leadership position and be relevant to the way young adults want to experience music. It's all part of the mix.

Any industry or viewer reaction yet to MTV2?

We're trying to let it build a vibe. [MTV2 GM] David Cohn played a message to me on his cell phone from Harvey Leeds about a new Epic band, Mudvayne. Harvey said he could literally see the impact of MTV2 play on the band's growing sales and from the way we'd embraced it in a bunch of clever ways. The same holds true for Coldplay. Now that we're in 30 million homes,

independents. That's certainly part of the mission. MTV2 is evolving. It is a very different experience than MTV or VH1, but now it has, as we've incorporated elements of The Box, a little bit more block and localized programming. It's still sticking to its original commitment to a diverse playlist. We are just refining a bit as we go. We're partnering more with artists and labels every day.

With the glut of dot-com failures, how do you keep your online presence strong and meaningful?

We are the leading music and entertainment site. We have great brands and we focus on delivering a complete online experience. You have to have excellent editorial, easy technology and some of the things that are relevant to the world of the Internet. You also need fresh ideas, like "Control Freak," which is

on the opera. "Making The Video," "Cribs" and "Diary" are all doing great. They're new ways to expose artists and make them even bigger stars on the channel while we're playing their videos. "Road Home" showcases everyone from Nelly to the Goo Goo Dolls, Papa Roach to Lenny Kravitz and hopefully, Dave Matthews.

"Total Request Live" continues to be a franchise.

"TRL" is surging, which is really great, and now, with "VJ For A Day," we're playing more videos in the afternoon. "Cribs"—that irresistible look inside somebody's closet—does very well. "Making The Video" is somewhat dependent on the artist, but it's in spitting distance of some of the most popular things we've ever done. "Diary," which is a personal passion of mine, is also find-

AS THE CROW FRIES: MTV Queen Judy McGrath (r) tells Sheryl Crow (l) she's got no time to play "Misty" for her, as she's immediately leaving for Las Vegas, where she'll spend NARM weekend at the crap tables, giving the organization yet another keynote speaker no-show. If Tom Hanks had this NARM issue when he was a "Cast Away," he would have discovered fire a lot sooner.



DON'T WORRY, BE HAPPY: MTV honchos Judy McGrath (l) and Tom Freston (r) are pleased to learn that Viacom has just purchased Lichtenstein and have installed them as ruling couple, a key clause in their retirement packages, when they attended the premiere of "Beavis & Butt-Head Do America."

MTV2 is turning into something influential and sizeable. Consumer wise, we're always looking at how to get more feedback—whether it's through e-mails, focus groups or Nielsen data. We want to know who's watching, who loves it and who's clamoring for it. We have a big college audience; a lot of universities are asking to carry it. It's building in a nice steady way. For instance, "Control Freak," a programming play between MTV2 and MTV.com, is now up to 200,000 votes [online] a night. That says to me that there are fans out there who want to participate, are looking for music and feel like this is a good way to have a more personalized relationship with the network. There's plenty of research that shows music fans are definitely turning to the Internet as a first choice way to participate and it's just going to get bigger.

Will MTV2 offer the same opportunity for lesser-known artists and smaller labels as M2 did?

I hope people will still feel that we're embracing lesser-known artists and

something we use on both MTV2 and MTV.com, along with "DFX," "TRL" and "VJ For A Day"...no end to that kind of cross-platform collaboration! It really sets the stage for the future. We've always been very research-based, so we're doing a lot of work to figure out if people have computers and TVs in the same room, how they use them, if it's a simultaneous experience or if one feeds off the other. We're devoting more time to creative development between our television networks and our websites. We ask how we can send people from one medium to the other, and back again, and if it adds up to a more loyal viewer/user. You'll see more things like the very innovative "My VH1 Music Awards" from our company.

What's new on the MTV programming side?

We're doing things on the channel this year that I think are going to be notable and fun. On the movie front, we're doing "Carmen" with [Destiny's Child's] Beyoncé and musicians from the hip-hop and rap world doing a purely current take

ing a bigger audience. The ones we've done have turned out great and memorable. The roster of artists coming through "DFX" and "TRL," the live performances, continue to be astonishing. There are some excellent videos to watch...Tamia, Nelly Furtado, the new Limp Bizkit, At The Drive-In, Coldplay and one of my favorites, Bilal. Wait'll you see the new Fatboy Slim. I just got a sneak preview. American Hi-Fi, with "Flavor of the Weak," is the buzz on MTV2. The new Radiohead...nothing better...And it's great to have Dave Matthews back.

What can we expect to see for MTV's 20th Anniversary?

The definitive histories of rock, pop and hip-hop...at least we hope they're definitive! "Rock" airs March 10-11 and features Bono, Anthony Kiedis, Bret Michaels and many more. That said, we debated even acknowledging our anniversary, and still are. This is the "forever young" channel and there's not a great desire to go out and say, "It was 20 years ago today..." Instead, we're going

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to do those fun, irreverent things we've been doing, like "MTV Uncensored," maybe a look at 20 years of contests or a look back at some of the great performances at the "VMAs." We're considering running one minute of every great video we ever aired, non-stop. But it will be short-form programming—moments that might be amusing to someone who's a current viewer or to somebody who may have been watching a while ago and has moved on, but still has affection for some of their MTV memories. In March, we're shooting "mtvICON," in which we look at artists who have made a significant contribution to music video, been a part of our history and what we believe is our future. Janet Jackson will be the first artist honored, with performers to include Destiny's Child, Macy Gray and OutKast. And there'll be a special vocal tribute by NSYNC. It's about celebrating some of the artists who have come through here and some of the great moments of television they have given us. We're still debating whether to do a big concert or a series of concerts around our anniversary and what role it will play in the "VMAs." We don't want to overplay it. I'm starting to get boxes of things from people I knew here 20 years ago, like old VHS tapes. I'm sure it's wonderful and frightening. Maybe I'll shut the door, have a glass of wine and watch them myself.

Tell us about the relaunch of MTV.com.
We want to be the best music site on the web, bar none, and all that that implies. We will relaunch this summer with a quicker, better way to access the content people like with a whole new look and feel. It's the new era of impatience; how can I get this faster and better? It gives us another excuse to really supe it up and keep it evolving, just like the brand itself. The connection to the channel is also a critical piece.

Will MTV become more involved in BET now that it's part of the Viacom family?
We're elated that they're here. It's a great brand. Viacom is very proud to have them in the family. They are totally independent. We were talking to their online group about potentially sharing space with them, but aside from that, it's a really independent-minded organization which understands its audience extremely well. It's a great network. There's been no MTV-ing of BET. I saw some of their executives at the Christmas party and got to meet them, which was great.

What do you see as MTV's biggest area of potential growth?

I think very highly of the art form of music—it's political, it's emotional, it's constantly evolving in terms of what videos are and can be. For us, it's about how we can create a great context in

"IT'S UP TO US TO MAKE PEOPLE THINK MTV IS STILL THE LEADING BRAND IN THE MUSIC TELEVISION WORLD."

which to play videos, and keep up in a 500-channel universe, attracting an audience and making them want to be with us. Music is much more ubiquitous on television, which means we have to be on our game all the time. It's up to us to make people think MTV is still the leading brand in the music television world. But I never take anything for granted. I sincerely believe this brand is one of the most amazing and elastic franchises ever built. And it's up to us to keep it that way. **Social responsibility has always been one of your goals.**

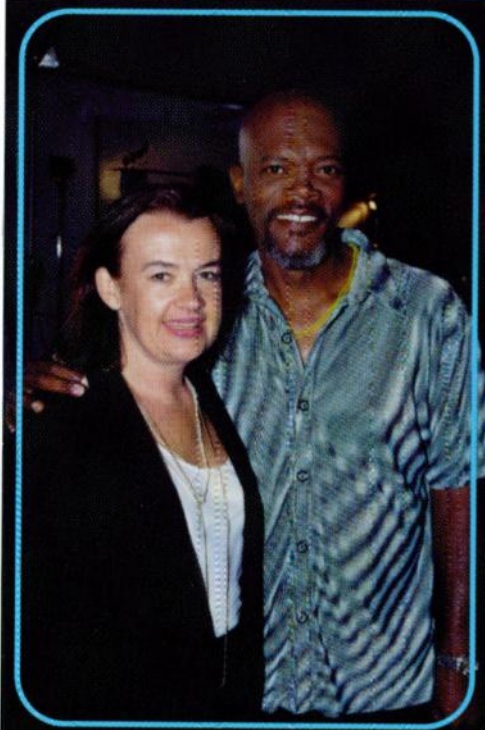
For most of our 20 years we've been a leader in social programming, and for really good reasons. Music has a definite place in the world of issues and politics. Young adults turn to music to help them figure out who they are—and they believe MTV speaks to them authentically. They're very clear about the issues of what it's like to be a young adult in 2001—they're consumed with gender issues, sexual health issues, hate crimes, and they think about these things. We're in a great position to reflect that. It's done from a very pure and passionate place here at MTV—whether it's voting, participating or expressing your point-of-view. One of the most famous things we did was partner with Rock The Vote. If we can be part of the process of giving young people a voice and a place where they can feel comfortable expressing it, then we'll take that opportunity every time. We want to present more sides to an issue or a debate. It's our opinion that we'd rather put controversy in front of people and have the debate than choose not to go there at all. Everybody lives with contradiction in their lives and that's true with pop culture and pop music as well.

Do you still enjoy your job?

It's fun. It's passionate. It's never dull. Pure adrenaline. I'm the luckiest human being on the planet. I can watch MTV2 all day in my office. I can walk downstairs to "TRL" and see Jennifer Lopez or the Black-Eyed Peas on "DFX." What's great about this brand is that it gives you permission to do a lot of things, whether it's promoting "Save The Last Dance," working on a "Fight For Your Rights" social campaign, launching MTV2 or figuring out what to do on the Internet space. It's been an unbelievable gift that we can go to all these places with music. ■



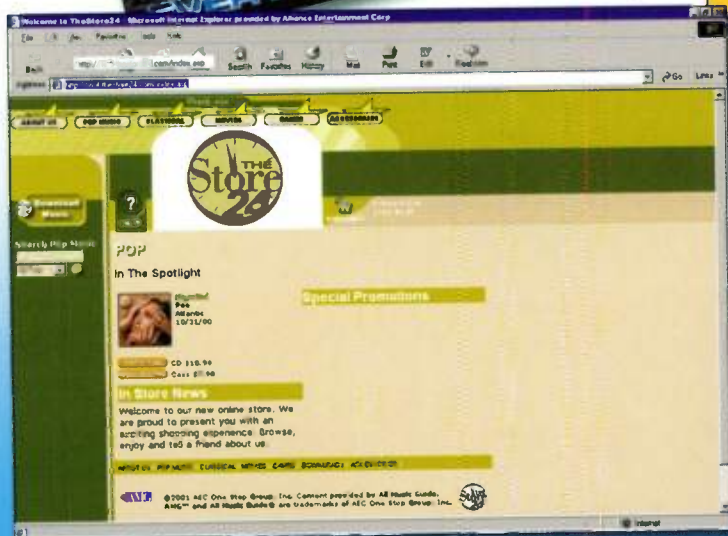
JUDY N DEEZ GUYS: MTV ruler and NARM keynote addresser Judy McGrath announces her plans to start a rock band with MTV Prez Van Toffler, Ricky Martin, Carson Daly and Chris Rock at the '99 "VMAs" before they broke up arguing about which one would play drums.



PULP FRICTION: MTV doyenne and NARM keynote speaker Judy McGrath tells the great Samuel L. Jackson at the 1998 "MTV Movie Awards" the best place to buy a quarter-pounder with cheese in Paris before drilling him with her glock during one of those moments that makes HITS' annual NARM issue a favorite with French cinephiles.

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ARTISTS PERFORMING AT NARM 2001

PRU - Capitol Records • Club NARM - Sunday Evening, March 11 - 10:30 PM

JENNIFER KNAPP - Gotee Records • Opening Session - Monday Morning, March 12 - 9:00 - 11:30 AM

BLUE MAN GROUP - Virgin Records • BROOKE ALLISON - 2K Sounds

Scholarship Dinner - Monday Evening, March 12 - 8:30 - 10:30 PM

NIKKA COSTA - Virgin Records • Awards Luncheon - Tuesday Mid-Day, March 13 - 12:15 - 2:30 PM

A NARM WAY OF KNOWLEDGE

AN EXCLUSIVE HITS NARM DIALOGUE WITH NARM PRESIDENT PAM HOROVITZ BY MARK PEARSON



Every year, the retail landscape changes by increasingly larger leaps and bounds. By its very nature, NARM has had to change as well. The office of President was, for many years, a post that was passed like a torch from year to year. Countless retail legends and luminaries have held the top spot, but circumstances shifted so profoundly in the '90s, it became clear that President of the trade association was a full-time job. And the unanimous choice for that job was longtime NARM Chairman Pam Horovitz. No single person has had a greater influence on the course of the association and its attendant conventions before or since. Horovitz has tried her best to keep the behemoth nimble enough to change, but strong enough to stand its ground when the need arises. HITS' intrepid retail guru Mark "Long Walk Off A Short" Pearson got the chance to ask her about past, present and future—until she realized she wasn't talking to *Billboard*.

What new features can we expect at this year's confab?

There's a whole new segment at NARM—the Retailers Continuing Education Program, with a couple of different modules, one on customer service and one on marketing, that's been developed in response to dialogue with some of our smaller member companies. We've brought back the trade show, which we really had to cut to the bone in San Antonio. This year the hotel is designed to have a trade show floor as an integral part of the convention. It obviously will be a lot bigger, more convenient for everybody, and we have a lot of new companies exhibiting.

Obviously, the focus continues to be on the Internet and the role it will play in the music business.

We have learned a fair bit, like how to ask the right questions. For example, last year people were asking how we would ever compete with free music on the Internet because of Napster. This year, the question is, "How do you monetize digital distribution?" There's starting to be an increased recognition that while the correct hot term is content aggregator, in some respects content aggregation is something retail-

ers have been doing forever.

Retail is starting to ask itself, "Is the Internet something every brick & mortar must chase?"

There is no "one size fits all" answer for retailers in general, online or off. Different companies will look at the facts of the marketplace, along with consumer desires and preferences, and come up with different strategies that make sense for the different niches they serve. That probably most reflects the value that retail brings—different options to the consumer. There will be companies who look at the Internet and say, "That's not really where we're going to focus our energies." And there are going to be others who'll say, "We clearly don't have to spend the kind of money Wall Street was telling us we needed to spend on the Internet." It's clear that we, in fact, have the time to slow down and think carefully about how to integrate brick & mortar and e-commerce. One Internet strategy may be to not have a website at all! Having said that, music is a digital commodity and I think digital distribution will play a role in the future.

Tell us about this year's speakers. It's a real coup getting Judy McGrath, this being MTV's 20th anniversary.

Clearly, one of the exciting things about this

year's convention is that Judy will be joining us. MTV has had a huge effect on the buying preferences of kids and has really helped grow our industry. What's also really cool is that, as an industry partner, Judy and MTV have faced many of the same issues and concerns that music retailers do: how to partner well with a label, censorship, new technology, global issues... Hearing from Judy about their perspective on all of those different things will be really useful for us. Plus, I'm kind of excited because she's the first woman keynoter that we've ever had.

What else can we look forward to?

The other session that'll be fun is the panel moderated by Al Franken. The idea here is to hear a frank discussion about all of the changes that are now going on in the industry and how they're viewed by the different stakeholders—really both from within the industry and without. And, of course, Al is coming with his own kind of irreverent spin on the business. I think it's useful to get tweaked a little...to have somebody challenge the way we look at issues.

Are you worried about the effects of run-away consolidation on both your constituents and the convention?

There's no question we're feeling the effects of consolidation, as is everybody else in the industry. I think you can still characterize the convention as one in which the attending companies represent the bulk of the industry's business, since all the key players will still be there. The number of total companies, however, and the number of individuals that it takes to achieve that same marketshare, is down some. It's helpful to remember that the emphasis at the convention is really on the meetings between companies. The responsibility is on the participating companies to set up their own meetings and prepare for them appropriately, so I don't think it affects them.

In terms of NARM meetings, the impact of consolidation has more to do with the nature of the agendas than anything else. If you are an executive whose company doesn't directly compete with another company, you're naturally going to be more comfortable sharing certain kinds of information. Whereas if

you have a direct competitor, you're going to be more comfortable searching out areas that are of common concern. For example, this is a year in which the FTC has been focusing on the issue of marketing violent entertainment to children. I believe we're all going to benefit from frank discussions with each other about how to address those questions, both as individual companies and as an industry.

Speaking of litigation, one year ago, NARM brought a historic lawsuit against Sony Music. Two questions: What has taken the court so long in ruling on this matter? And in light of BMG's acquisition of CDNOW and alliance with Napster, would you argue that the allegations aimed at Sony now pale a little in comparison?

First, as to the question of why the judge hasn't ruled: The judge has no deadline, he can take as long as he feels he needs to reach a decision about the case. This judge hasn't ruled yet and therefore we simply have to be respectful enough, since we brought the case, to wait for him to rule.

Second, the BMG-CDNOW situation. Acquiring CDNOW isn't illegal in and of itself. We will, of course, be watching any strategic agreements between the two. The retailers themselves certainly will be vigilant in terms of moderating any changes and wanting a level playing field. As for the BMG/Napster alliance, I would hope there are some out there who would actually see it as a good thing that a company is going to work hard to come up with a monetized file-sharing system. And if they can make that happen, I've got to believe it would be a good outcome. Because that means that the law and respect for copyright aren't being flouted.

How is NARM evolving to meet the needs of its constituents?

This past December, our board voted to expand its size by a couple of seats. I am out working with the nominating committee, reviewing potential candidates for those seats. The new additions will be announced at the convention. The changing composition of the industry will be reflected in the expanded board. Next, we're spending a great deal of

time looking at technology and how to use it to benefit our members. For example, we've had a website for several years now, but this is the first year we've actually had our newsletter go online. Instead of publishing a printed *Sounding Board* on a monthly basis, it will probably be a quarterly focusing more on wrap-up kinds of pictorials—like the merchandising contests for the various televised award shows and so forth. Then we have a research letter that'll come out monthly as well. We see our role as aggregating research and analyzing it for our constituents. The other thing is, of course, using push e-mails to get the word out on legislative or regulatory announcements—taking registrations online, that kind of stuff. We're looking around at how other trade associations are utilizing the Internet and new technologies in a way that makes communication and membership responsibilities easier for people.

And, of course, government relations are more important than ever.

We're spending more time and energy on legislative government relations than we ever have before. We really used to be out there on First Amendment and lyrics legislation in a very proactive way. Now we're also looking at laws that are being written that will shape the way the business develops in terms of digital distribution. We believe it's critical to be out there and vocal to help shape policy in such a way that retailers and consumer rights really are protected as we move forward.

We've been very vocal with regards to the Digital Millennium Copyright Act, arguing for the need to protect the retailer's ability to innovate business plans in a lawful manner, but one that's independent of the supplier community. It's been a year in which we've had much more of a global dialogue with retail organizations in other countries. Now, more than ever, we're aware that what happens in other countries is affecting what happens to us here. The same thing with SDMI. We've been watching the technology and trying to represent the retail and customer's point of view with respect to privacy or, again, being an independent entity in the marketplace. ■

“We’re spending a great deal of time looking at technology and how to use it to benefit our members.”

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One Size Doesn't Fit All

An Exclusive HITS NARM report

BY SHIRLEY HALPERIN

When discussing music and the Internet, many players in the music industry often find themselves being forced to answer questions without any degree of certainty. Although debates on piracy, royalty disbursements, pricing and legalities have flourished in the last few years, the Internet is still considered to be a new business paradigm. Even though there are plenty of numbers to go with it—projections, stock prices, click-throughs, financing dollars and the like—we have not yet seen the massive impact predicted to take place. According to Jupiter Communications, online music sales will capture 14% of the retail market by 2003, with an annual growth rate of 76%, begging the question of who will be the e-tail leader to capitalize and profit most from this major revenue shift. HITS asked some of today's leading retailers about their plans online and predictions for the near-future. What we found out is that, when it comes to selling music online, there are several variables to consider.

As the Internet completely redefines the parameters of shopping, traditional retailers must redefine their own selling procedures in untested territories *and* on a global scale. These days, brand loyalty will only take you so far; retaining a customer increasingly becomes the main motivating factor of the online entity. To date, no single e-tailer has come up with that

magical formula. Even web giant Amazon.com has had its ups and downs—some weak alliances, a staggering cumulative debt, and their share of layoffs—but nevertheless, they have managed to (so far) stay on top. Even without the customary advantages of brick & mortar—namely a history, a name, physical stores and a proven retail track record—Amazon.com was able to rake in an impressive \$637 million this past holiday season. Which leaves music e-tailers scratching their heads and looking carefully at non-music retailers with some moderate e-commerce successes. The problem is, there aren't many to study, as most retailers have yet to show profit on the online side and more and more find themselves with narrowing margins in an increasingly competitive market. Devoting time, resources, manpower and capital to an online component without



MIKE DREESE

a clear plan has the potential to hurt, rather than help, the core business.

Mike Dreese, founder and owner of Newbury Comics, saw the negative impact of the online transition first-hand. As one of the early retail entrants to the online market, Newbury was already taking credit card orders as far back as 1995. "We put up 15,000 items by 1996. That did not yield sufficient sales and we found ourselves running into the utter nonsense of the CDNOW business model, which was basically to sell things below cost. When they initiated their Grammy special promotion [where all the nominated albums were being sold for \$9.99], the writing was on the wall that the whole business would be kind of silly for a number of years, which is exactly what it ended up being."

**"WE DON'T
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MIKE DREESE,
NEWBURY
COMICS**

"A LOT OF FOLKS WENT ONLINE THINKING 'IF YOU BUILD IT, THEY WILL COME.'" SCOTT YOUNG, BEST BUY



While many entertainment chains have the experience and marketing know-how to sell a variety of products to a wide range of customers, when you take the check-out line out of the check-out, retailers automatically become less reliant on people skills and their strength in a regional market and more dependent on hooking in customers by entertaining and dazzling them. **Virgin Megastore**, which recently limited the number of music products offered on its site due in part to disappointing sales, has taken this path almost exclusively by hiring an editorial team and aggregating its own content. "When we went online back in mid-1999," Virgin Megastore's **Glen Ward** explains, "our intention was to pursue a strategy of multi-channel retailing: the Internet for us was [one of those] channels to market and quite a good one. The volumes with the Net were reasonable, but certainly not sustainable as a sole business proposition. We're now focusing more on the content and editorial side and that's something which we think will enhance our reputation in terms of defining the expertise that Virgin has and the specialist nature of our stores."

In the last two years, Newbury has all but eliminated the selling component of its site, opting to focus more on lifestyle products and the stability and growth of their physical stores. "We don't think there's much economic opportunity to ship individual CDs by mail with a web interface," Dreese explains. "When you do the math, it's very difficult to figure out how one company can ship 10 million CDs in a year and make a profit. Unless you can make \$7-\$8 gross profit per order, you can't engage in the activity. Even if somebody picks up three CDs at Amazon or CDNOW, you're lucky to have an eight-dollar margin in the whole purchase and the infrastructure cost alone will consume most of that. Our core company makes millions of dollars a year, so it's not a very attractive proposition, I don't think it ever has been."

Those without particular niche appeal have also adopted the idea of content as a way to lure in customers. Best Buy, Trans World, Tower, Amazon and CDNOW all provide reviews, downloads and other bonuses in an effort to pinpoint personal preferences and allow for direct, one-on-one marketing. Best Buy, in particular, has invested substantially in finding and keeping customers by offering live webcasts of in-store performances and both free and paid downloads. "We feel that we positively impact store sales and that the store as a brand impacts our sales," Young offers. "It is very important for us as a click & mortar to be a leader in digital media when that really comes to fruition. What we're trying to do today is build a customer-friendly, robust website that will lend itself towards gathering customers, maintaining them over the future, growing our marketshare and our leverage points. We want to be a meaningful location for customers to find digital products and for vendors to sell them."

Manageable margins are probably the biggest hurdle for established retailers looking to get into the online sales game and the problem is not limited to smaller companies. **Scott Young**, who currently serves as a VP/GM for Entertainment at **Best Buy**, hopes to overcome it by virtue of the company's size. "Folks went online thinking, 'If you build it, they will come.' There was a very simplistic thought process of putting things online and moving to digital media and making a lot of money in the short run. I believe this will come in time, but what I think will happen is that companies like Best Buy, who are very efficient in terms of use and management of their inventory, will hopefully have an advantage."

That said, the basic principles of retailing are not all that different from those of e-tailing. Customer satisfaction and service are still major priorities of the productive shopping experience. Online, this is achieved by various interactive components. Some e-tailers actually have customer service representatives standing by, ready to answer questions in a real-time chat. Others offer the opportunity to buy online and pick up in the store or, conversely, to buy online and return to the closest retail outlet. Others refer to standard e-mail marketing services, often thought to be the most direct method, whose results can be easily tracked to determine the satisfaction of the customer. Dreese, for one, strongly advocates this type of direct-effect communication. "In the current year, we'll send out more than 2 million e-mails to our customers. In that sense, we think the Internet is marvelous...for delivering information that's pre-filtered. The idea of having to come to a site and scour around for stuff doesn't appeal to me. I don't think the consumer has the time or the energy to do that." Dreese uses the Ken Burns Jazz series as an example of the power of e-mail messaging. "Our e-club members represent about seven to eight percent of our customer base, but they accounted for over 50% of Ken Burns Jazz purchases. I think spending the infrastructure cost to send out 20,000 e-mails that week is a far better use of our dollars than



"PRICES ONLINE HAVE TO GO UP." JOHN SULLIVAN, TRANS WORLD

Similarly, **Trans World Entertainment** (which operates almost 1,000 stores, including Record Town, Camelot Music, The Wall and For Your Entertainment) finds that making profit online is virtually an impossibility in today's market. "Prices online have to go up," says Trans World CFO **John Sullivan**. "We took a fairly conservative approach from an expense point of view. We didn't do a lot of marketing [but still found ourselves with] operating losses of \$6-8 million a year. Pricing on the Internet is much less expensive and there are no gross margins. At some point, that needs to change." Trans World continues to invest in its online operations, although Sullivan insists that the time and money being spent will go to "building the infrastructure for the future of the business" rather than pumping sales numbers.

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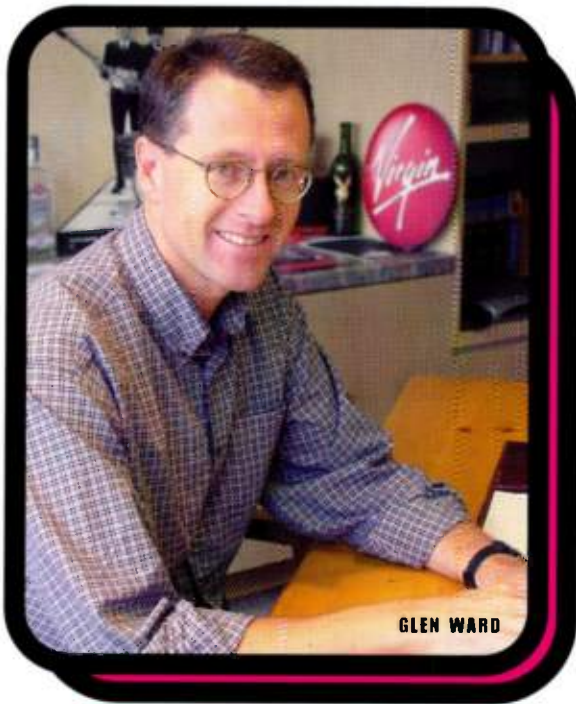
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Another factor playing a large role in effectively marketing an e-commerce site to a consumer is ease of use and navigation. In that sense, technologically advanced sites may think they're providing the latest and greatest visually and sonically appealing navigation system when, in fact, they may just be confusing the customer. Once again, Dreese takes issue with today's e-tailing trends: “One thing we have learned on the web is that whatever software you put out there, within 16-18 months it's outmoded. So the payback on your R&D costs for developing software has to be very rapid. It's an area that involves continuous reinvestment.”

Ward concurs: “Virgin has been avidly involved in digital downloads over the last year or so and we've certainly seen some volume in terms of people who want to partake, but there are some big issues that haven't been resolved. Obviously, pricing is one, [as is] uniform technology. Right now it's certainly not agnostic in its systems; often you need five different plug-ins for five different media. I think we're just confusing the consumer and that's not a good thing...people will turn against that.”

Meanwhile, retailers are continually augmenting their online staffs to keep up with the current market of pure-play dot-coms and, in turn, spending funds. “There's no question that [going online] is an extra cost you have to be careful about,” Young offers. “Best Buy has clearly made a huge commitment and we are in a fortunate position to be able to make reasonable investments. There's leverage throughout the enterprise; the stores are giving us promotion and marketing and there are linkages to both the inventory and pricing systems. Those are all in addition to what we directly invest in manpower and other expenses. I don't think it's going to hurt us, but you have to be wise about how you invest.”

Of course, pure-play Net retail companies have faced economic hardships of late. Most recently, CDNOW, ranked second in online music sales, laid off some 55 employees (all on the advertising side) in an effort to streamline operations and “focus the company on product sales, its core

source of revenue.” Interestingly, the only department that wasn't affected by cutbacks was the editorial department, which CDNOW sees as an essential “hub for the development of its rich content offerings,” according to a company spokesman.

Likewise, Virgin Megastore is putting its eggs in the content basket, hoping to reach consumers via its Radio Free Virgin. Said Ward: “We fell back on our retail skills when we launched Virginmega.com 18 months ago, so we created Radio Free Virgin. It's streaming audio using Microsoft technology where people could hit a ‘buy’ button if they liked something they heard. It was a runaway success. We've invested a lot in it. We're now at 1.5 million downloads and that just shows people want their music, and we're giving them not only added value, but the opportunity to buy also.”

Retailers don't always have to tackle the content issue in-house, either. These days, there are ample opportunities for strategic alliances as Best Buy demonstrated by hooking up with Rollingstone.com and as CDNOW will show if it gets to couple with Napster, through Bertelsmann. These alliances provide an extended audience that retailers need to enhance their traffic numbers—in turn, justifying their existence. But the competition is stiff and since price comparisons have never been so easy, many web surfers can potentially visit a dozen different sites before purchasing from one. Best Buy may feel the aftereffects of its acquisition of the Musicland chain in this respect. While the two entertainment giants are now housed under one umbrella, they will maintain separate web entities.

According to Young, Best Buy's strategy remains to play off the resilience of the brand. “[Musicland is] its own entity and has its own strategy. From an enterprise standpoint, we're definitely going to look for ways that we can leverage our assets to achieve an overall goal, while still maintaining the appropriate character of the different companies. We'll see how these things evolve, but the intention is for Musicland to have its own brand—we take that very seriously.”

Trans World's website, TWEC.COM, which serves as the online hub for all of its retail operations, finds itself in a similar predicament. “One of the issues that we face is we don't have a great brand,” Sullivan explains. “We're planning to launch under a new URL [so that] we remain under one name, facilitating customer awareness online and offline.”

With the myriad choices customers face every time they log on, the ultimate goal, to be a one-stop-shop for a range of entertainment products, becomes much harder to achieve. No longer is there the threat to your physical space (i.e. when a competitor opens shop across the street), nor is there the ability to undercut your competitors as profit margins shrink exponentially. So what is the ideal strategy for click & mortar? Staying in business, for one, and remembering the most basic retail adage—the customer is always right. ■

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AN EXCLUSIVE HITS NARM ROUNDTABLE

BY STEVE MIRKIN

While the specter of the Internet and digital music has shaken the entire industry, distribution and manufacturing are battlefields where the revolution will undoubtedly stage its bloodiest battles. Promotion, marketing and A&R will have to adjust, but it's at pressing plants and one-stops where the move from physical to virtual product will have the most pronounced effect. It is the real blank space on the map of the future. HITS' intrepid music journalissimo Steve Mirkin "Ball," who has no idea what he'll be doing five minutes from now, let alone for the next five-10 years, sat down with the music industry's Big Five to take a look into the future of Distribution, including WEA Chairman/CEO **Dave Mount**, Universal Music and Video President **Jim Urie**, BMG Distribution President/CEO **Pete Jones**, EMD President/CEO **Richard Cottrell** and Sony Music Distribution Chairman **Danny Yarbrough**.



“Once we find the right mechanism to connect with the consumer, it will become a significant piece of the business.” Dave Mount, WEA



“All those different delivery methods and devices—those consumer products that were being driven by all the dot-coms—

will now take longer to come to market.” Jim Urie, UMVD

What do you see as the future of record distribution?

Dave Mount, WEA: When we talk distribution, we're really talking about two major functions of the company. One is to pack and ship—the fulfillment side of it; the other is the sales and marketing side. I don't believe the sales and marketing side of it changes as drastically as other forms of delivery come along. You still need to have relationships with customers; you still have marketing programs. Maybe you reach the consumer in a different way, but you still have to expose your product. The sales and marketing part of distribution, while it may involve organizational changes, continues to be a critical strategic piece for the record companies.

Danny Yarbrough, SMD: We've spent millions over the last few years upgrading our warehousing and order entry and all of our IT systems, which makes us more efficient in dealing with accounts. What we're already experiencing is, working with the accounts and their buyers, tying into their systems with our personnel as well as more vendor-managed inventory to ensure the correct placement of the music in the stores.

Richard Cottrell, EMD: I think you have to ask the question, “Is the industry really moving towards digital distribution?” All the majors implemented digital distribution last year, and it's fair to say that the result has been underwhelming, in terms of consumer acceptance.

Jim Urie, UMVD: In the future, we'll be dealing less with trying to predetermine what the demand will be for physical product and more with distributing a digital one, where demand can be determined as the transaction is occurring. The idea of physical inventory, by defini-

tion, means it has to be there ahead of time. Now, the quantity and location has to be decided beforehand. In the future, it'll be less of an issue. Frankly, it's less of an issue today, even in the physical world, where we have things like “Just In Time” delivery, for instance.

Will there ever be a time when you see no need for physical distribution?

Urie: In the foreseeable future, say, ten years, I don't see it going away.

Cottrell: I agree with that. I don't think it will happen in my lifetime, anyway...and I like to think I'm reasonably young. Physical format is going to remain with us for a long time.

Is this out of habit, or are there other factors at play?

Cottrell: Usage is one reason. Most fans own a CD player. And digital music is not easily transportable yet. You can still carry a physical CD to your car, so portability is an important issue. Then there's collectibility. The physical CD gives more than the download. There's still value in the booklet, the lyrics and the information about the artist. The real music fan still wants that and will continue to want that. So we see the physical format being around for a long time.

Yarbrough: The actual physical distribution won't be necessary, but there are many elements involved—things like tech support. It's just a different way to distribute products into the marketplace. I think we'll see retail adopt a combination of package goods and interactive kiosks. The kiosks are now used for in-store previewing, but will become used either for customized CDs, or more likely, with portals as refill stations, downloading music onto memory devices.

How does the current economy affect

your forecasts?

Urie: It's too bad the dot-com economy was based on so many fallacies. If it had a stronger footing and was able to survive, we were 12-to-24 months away from miraculous things happening. Unfortunately, because of the lousy foundation for those companies, it's probably going to take a little longer. All those different delivery methods and devices—those consumer products that were being driven by all the dot-coms—will now take longer to come to market.

Pete Jones, BMG: I like to describe these things as reality therapy, which is generally not a bad thing. It certainly hasn't affected our plans, or our timetable. We're going full-speed ahead.

Yarbrough: Next year, we're forecasting a 15% increase in our package goods business. We're doing this, knowing the records we have coming—although this past year was somewhat flat, we will see increases in the coming year.

What role will digital distribution eventually play?

Mount: Electronic delivery of music to consumers is something that will clearly be a part of our business. It's starting off very slowly, but once we find the right mechanism to connect with the consumer, it will become a significant piece of the business. And whether that's a subscription model, a download model or a combination of both, we haven't divined that yet.

Do you believe forecasts that it will be a major factor in the future?

Jones: Unfortunately, they haven't been right... yet. But I would think that digital distribution will be a significant, but still minor, part of our business by 2005.

Do you foresee a day when the majors move out of physical distribution completely?



“If you're suggesting the consumer is not interested in shopping for and owning the CDs or other configurations that we now produce, it seems to me that there is no current basis to draw that conclusion.”

Pete Jones, BMG

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“All the majors implemented digital distribution last year and it’s fair to say that the result has been

underwhelming, in terms of consumer acceptance.” Richard Cottrell, EMD

Jones: Not in the foreseeable future, say a ten-year horizon, no.

Cottrell: Right now, you have subscription services starting up, but nobody really knows the impact that will have on the consumer’s listening and buying habits. That’s really the unanswered question. To be successful, the digital offer has to be distinguished from the consumer offer. The idea of just digitizing the physical product, whether it’s the music or the artwork—and making it available to the consumer needs to be rethought. We have to add some value to the package. That’s either going to be different music, more artist information or promotional material made available online. We’re starting to roll this out over the next year. As bandwidth increases, that will become easier.

Yarbrough: There are several new exciting configurations: Super Audio CDs and DVD Audio. We’re very excited about Super Audio and I think we’ll see more of these new configurations to bring music to the consumer. It just expands the marketplace.

Do you see the major labels outsourcing physical fulfillment at any point?

Mount: Fulfillment has some strategic advantages too. It’s about being able to deliver product to the right place at the right time. It’s really critical when it comes to breaking acts. If you have an act that breaks regionally, you have to be able to respond quickly. If there is a way you can accomplish that and leverage your cost at the same time, you have to be open to those opportunities.

Let’s take an example of a sleeper band, an act that no one had high expectations for, that suddenly starts to sell. What can you do if the

pressing plant or fulfillment company can’t fit you in because their facilities are tied up due to another contract?

Mount: You wouldn’t want to do it if you couldn’t control it, or influence it in some way. I’m not saying this is a direction that we would go. I’m just saying there are opportunities there for synergies with other products going to the same stores. It doesn’t mean that we have to contract out; maybe we contract product in. But we’re not looking to sell off distribution and manufacturing; we’re just exploring options to maximize what we’re doing. We happen to be very happy with what we’re doing in manufacturing and distribution; we’d just like to leverage it a little bit.

How would that play out?

Cottrell: There are several different ways. Other industries do it. We’re not pioneering anything here. The video industry does it.

Mount: But they don’t have breaking acts in the same way that the music business does. They have, basically, movies that are pre-sold through box office results, so the challenge is a bit different.

Cottrell: Yeah, but if you’re still managing the selling and the marketing cycles directly with the customers—the physical fulfillment—all that comes with the execution of an order. The salesman still places the order, while the fulfillment could be managed by a third party. You don’t need to run the warehouses; you don’t need to run the trucks.

Urie: For example, UMVD at one time manufactured all of its own cassettes. As the economies of scale have changed, it’s better to subcontract one or two major outside players that basically manufacture cassettes. Who knows what the economies of scale will be for the CD?

Yarbrough: There are some real problems in doing that because, you lose some of the savings you get in consolidating orders. If you can overcome these issues, there are certainly opportunities. It’s not unusual, in Australia and the U.K., for our companies to have their own sales staffs, with combined backroom facilities.

What’s the future for pressing plants?

Cottrell: There are many arguments for or against owning manufacturing facilities. We’ll make a decision based on what’s strategically important for our business.

Would spinning off distribution arms be a smart move, or is it something that the labels will come to regret as short-sighted?

Cottrell: You have to ask what’s important to your business. For us, it’s the relationship between the labels and the retail customer. There are many aspects to it—the selling side, the marketing side, credit management, inventory management and physical fulfillment. There are parts of that chain you want to maintain and wouldn’t give away—customer management, marketing, inventory. The physical fulfillment side is something for which we may consider alternatives.

Yarbrough: I really believe, as a company, Sony Music is committed to our manufacturing and distribution systems; we see it as one of our strengths. We’ve spent millions of dollars to improve it, and we believe it gets product to the marketplace faster and provides additional opportunities in sales.

Jones: If you’re suggesting the consumer is not interested in shopping for and owning CDs or other configurations that we now produce, it seems to me that there is no current basis to draw that conclusion. ■

“Sony Music is committed to our manufacturing and distribution systems; we see it as one of our strengths.” Danny Yarbrough, SMD



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Summit of the ne-Stop Titans

An exclusive HITS NARM dialogue with Alliance Entertainment Corp. President/CEO Eric Weisman and Valley Media Founder/Chairman/CEO Barney Cohen **by Mark Pearson**

The music business is now in a state of constant change, morphing itself every moment into some new and different animal. In similar fashion, the two largest zookeepers in the wholesale industry must also continually adapt themselves to the new laws of the jungle. With every segment of the music business consolidating, the larger the companies get, the bigger the challenges and the risks for front-runners in wholesale distribution.

Alliance Entertainment's **Eric Weisman** and Valley Media's **Barney Cohen** grew their respective businesses in very different ways, but their different paths have led them to similar ground. They are now the kings of wholesale distribution, with solid footing in both the physical and digital worlds. What does the future hold? How are they coping with the new landscape? What did they have for breakfast this morning? Who is their favorite Beatle? Of course, none of these questions were answered as HITS retail maven **Mark "Missing" Pearson** found that, once again, saying you're from *Billboard* gets all kinds of people on the phone.



What do you see as the future of wholesale distribution?

I question whether it will exist by itself. Wholesale distribution—defined as fill-in product sold to retailers—is not a particularly exciting business. For a company like Alliance to be successful, we have to do a lot more than just service the historical conventional needs of wholesale distribution.

Is it possible these days to survive as a pure one-stop?

No. Just as you can't survive as a pure wholesale distribution company. The

"If you're going to compete with an Alliance or Valley for the customers that they work for today and tomorrow, you need a strong technology and logistics infrastructure." Eric Weisman, Alliance

issue is not the parochial terms of a wholesaler or a one-stop, but rather as a fulfillment service organization that has a panoply of services that it can offer to different customers—from vendor-managed, in-store inventory and e-commerce fulfillment to aiding and assisting the digital distribution needs of music, movies and other media. It's about formulating a business that's a commerce service-provider, dealing with the needs of customers as it relates to physical and digital product.

What does the future hold for smaller companies? Is there another Alliance or Valley that can grow behind the vision of a new entrepreneur? Or are those days gone forever?

Girth, in the form of critical mass in a

consolidating market, does matter. Clearly, it's easier to deal with the consolidation pressures we see at the retail, supplier or manufacturer label level by having more critical mass and more strength in every one of the key elements of your business in dealing with trading partners. It's always possible for another Alliance or Valley to grow behind the vision of a new entrepreneur. I think it's a more difficult task to accomplish today than it was three years ago, let alone five or 10 years ago. You have two relatively large companies in this

space with strong technology and logistics infrastructures already in place. There isn't a viable alternative out there right now that has all those core competencies. Not only would you be trying to build by combining smaller companies together, but you would be simultaneously delivering to that combined entity a technology and automation infrastructure that doesn't currently exist outside of Alliance and Valley. That kind of thing doesn't occur overnight. If you're going to compete with an Alliance or Valley for the customers that they work for today and tomorrow, you need a strong technology and logistics infrastructure.

At least two of the major label groups have recently been rumored

to question whether or not they even need to be in manufacturing/distribution. How would that change your business?

Is this question trying to get at the fact that they would out-source all of that? In today's marketplace, companies are awarded for rallying around what are clearly their greatest core competencies. That will lead to the most significant and consistent financial performance a company can realize. For a major label, there could be tremendous enhanced profitability realized by relinquishing the manufacturing and distribution business, if they felt comfortable it wouldn't compromise their overall sales trajectory. But that's an assessment which has to be made by each individual major label. If any major label was to move in that manner, it would create opportunities for companies like Alliance to further grow its business, because the core competencies that Alliance is building would naturally cater to dealing with the distribution and manufacturing needs of such a major label. I would look at that as an opportunity. I am not counting on or expecting any major labels, however, to make such a decision. I believe they will stay the course and continue to run their own manufacturing and distribution businesses for themselves. I don't believe that they will pull the trigger on any such thought... not in the near term, at least. ■

**Eric Weisman,
Alliance
Entertainment
Corp.
President/CEO**

Barney Cohen, Valley Media Founder/ Chairman/ CEO

What do you see as the future of wholesale distribution?

It's going to be around. We have to have aggregators. I can't imagine a world where there are no middlemen. There's just too much product that needs to be put into one place and made sense of for an awful lot of clients. And that includes both the small stores that don't want to open up with all of the majors and the large customers that don't want to deal with the majors because it's an inconvenience. They want someone to manage their inventory for them. There will always be a need for someone to do fill-in business and all those ancillary services that the large chains need. There will be as much opportunity for our services in the future as there is today or has been yesterday.

Is it possible these days to survive as a pure one-stop?

It's possible, just like it's possible to have a corner, mom-&-pop record store. The person who runs it is often the owner, the manager and the head clerk; they can make \$75k or 100k a year. Which is certainly better than, for many people, working for somebody else. If they have the stamina and desire to be their own boss, that kind of opportunity is always available for a wholesaler who wants to mine a certain niche. Either get very good at a genre like

"I don't think there's room for more players than the two that we've already got—Alliance and Valley." Barney Cohen, Valley Media

Urban or Latin music or survey geography that has a special need. But the general all-purpose one-stop needs to get pretty big, and I don't think there's room for more players than the two that we've already got—Alliance and Valley.

What does the future hold for smaller companies? Is there another Alliance or Valley that can grow behind the vision of a new entrepreneur?

The chance of building a brand-new Valley or Alliance

from scratch is almost zero today. Consolidation makes it so difficult to jump into the marketplace with a company anywhere near Valley or Alliance's size. It would take a phenomenal investment in a marketplace where the margins are very slim. I just don't think that's a prudent investment for a financial person trying to spend a significant amount of money. I see more consolidation, not less. All of the medium-sized wholesalers have to take a good hard look at their future. Two of the biggest one-stops behind Alliance and Valley were recently sold—Pacific Coast and Southwest Wholesale. It's hard to know where they're going, but I think we'll end up in wholesale soon with what we have in retail—a few players dominating at the top of the food chain and then a whole bunch of smaller guys filling in the niches.

At least two of the major label groups have recently been rumored to question whether or not they even need to be in manufacturing/distribution. How would that change your business?

I think all the majors are looking very hard at their economics. I don't believe they want to be out of the business totally because the labels want control over the relationship of the way they sell. They want that direct pipeline into the account. But if they can find ways to dramatically improve their freight or operations, I think they would go for it. If I were one of the majors, I'd look into the possibility of consolidation, either outsourcing some of the more difficult pieces of my distribution function without giving up the selling arrangement, or taking a look at the way things are done in other territories. In almost every other territory other than the United States, the majors do distribution together with another major through either a joint venture or some kind of third-party fulfillment. That's something to be explored. ■

our latest section is all wet.



music industry news and innuendo MONDAY • MAR 05 2001

home news sales vibe-raters media win cash search

rumor mill doubletalk help

liquid audio top downloads

the hottest tracks in Liquid Audio format.

chart for week ending 02/20/2001

LW	TW	artist and title	label	liquid audio
1.	1.	Dolly Parton "Marry Me"	Sugar Hill	listen download
2.	2.	Barenaked Ladies "Too Little Too Late"	Wamer Bros.	listen download
3.	6.	Paul Simon "That's Where I Belong"	Wamer Bros.	listen download
4.	12.	Pink "There You Go (Remix)"	Arista	
5.	4.	Snoop Dogg "Head Doctor"	D3 Entertainment/ Death Row	listen download
6.	5.	Jessica Andrews "Who I Am"	Dreamworks	listen download
7.	8.	Moby // Gwen Stefani "South Side"	V2	
8.	3.	INXS "Never Tear Us Apart"	Rhino	listen download

Our **Liquid Audio** chart, located in the Media Section, features the Top 30 downloads from the **Liquid Music Network**—including **Amazon.com**, **RealGuide.com** and many more.

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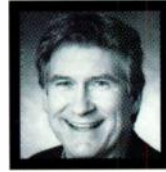
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Consolidated STATE

AN EXCLUSIVE HITS NARM REPORT BY BRUCE BRITT



Don Rosenberg remembers the good old days. On May 21, 1979, he skipped his own University of Virginia graduation ceremony to open his first record store in scenic Roanoke. Within a few short years, Rosenberg's Record Exchange was a bonafide success, selling used and discounted new recordings. Before long, his business blossomed into an 11-store chain. As Rosenberg recalls, the labels were supportive and consumers genuinely excited about new music.

Now, Rosenberg's enthusiasm has dimmed considerably. He believes the music industry has diminished the value of its own product while mergermania at the retail, label, radio and distribution levels has contributed to his fading music profits. In order to stay afloat, indie entrepreneurs like Rosenberg have resorted to selling candy, knapsacks, lava lamps, detox formulas and other non-music items. "There are so many factors now," Rosenberg says, "and they're all leading to worst-possible scenarios."

Rosenberg's lament is typical of indies competing in the brave new world of consolidation, where regional and national companies are swallowed whole by profit-crazed corporate behemoths. The consolidation landscape got more crowded recently when electronics discounter Best Buy acquired Musicland for \$685 million. The deal cemented Best Buy's record retailing clout and transformed Musicland into an independently operated, wholly owned subsidiary with 1,328 stores in 49 states, including Puerto Rico and the Virgin Islands.

But just as the ink was drying on the Best Buy-Musicland deal, rumors of a BMG/EMI pact surfaced in earnest. The rumors were substantiated when BMG disclosed it had recruited former Microsoft anti-trust attorney Joel Klein to help smooth the merger process. Capitol Records Senior VP of Sales Joe McFadden fears rampant consolidation is taking its toll on the

“There are so many factors now and they’re all leading to worst-possible scenarios.” Don Rosenberg, Record Exchange of Roanoke, VA



“Anytime you have fewer people making decisions about what happens, several thousands miles away,

the harder it is to get our job done.”
 Joe McFadden, Sr. VP Sales, Capitol Records



industry. “Anytime you have fewer people making decisions about what happens several thousands miles away, the harder it is to get our job done,” McFadden says. “I think the word micro-marketing could take on much bigger meaning in the future. We’re going to have to start looking at these guys as thousand-store regional chains.”

Amid this backdrop of rumors, nail-biting and multimillion dollar deals, HITS posed a simple question to retailers and record executives: “How is consolidation changing the day-to-day relationship between retail and the labels?” With a global recession looming, the music industry is facing one of the most challenging periods in its history. Competition for consumer dollars has never been tighter, thanks to the multiplicity of options on the home entertainment menu—the Internet, movies, video games, computers, DVD and VHS, among others. What’s more, the music industry may be competing against itself. According to some industry estimates, upwards of 20,000 new recordings are released annually. Combine those new releases with catalog recordings, and you have a daunting wealth of choices for consumers. Labels are feeling the pressure to sign acts that will shine in this overcrowded field.

How did it all get so complicated? The first consolidation tremors were felt in the ‘80s as national broadcasting companies such as Infinity, ABC and Jacor began aggressively acquiring radio stations and tightening playlists to maximize listenership and lure advertisers. In the ‘90s, consolidation rocked the record and retail worlds. Seagram flexed its muscle by acquiring Uni Distribution, MCA, Geffen and PolyGram. At retail, major chains like Blockbuster Music, Camelot, Sam Goody and Wherehouse expanded to accommodate increased demand. But the market became over-retailed as new players like Best Buy, Circuit City, Borders and Barnes & Noble entered the fray. The mid-’90s rock recordings slump resulted in tremendous supply and diminished demand. Suddenly, retail consolidation was trendy. Trans World gobbled up Camelot, Strawberries and The Wall while Wherehouse came out of Chapter 11 to acquire Blockbuster.

And who could blame them? As Best Buy VP Merchandising Music and Movies **Joe Pagano** explains, consolidation can make lots of sense. Prior to the recent merger, Best Buy’s record-buying demographic was skewed to thirtysomething males. “Now, with the Musicland deal, we have the mall shopper and the secondary market shopper,” Pagano crows. And even though Best Buy and Musicland will operate separately, Pagano hopes the merger will result in a healthy cross-pollination of marketing ideas and strategies. He also believes consolidation will benefit the music industry. “If you have one chain with 100 stores and another with 100, combining the two entities creates a 200-store business that can really support projects,” he says.

While Pagano remains upbeat, some insiders believe merger-mania has created an impatient, hits-driven industry indifferent to real art and CDs with modest sales. “Consolidation in the retail and label communities may affect everyone’s ability to break artists,” says Elektra Records Senior VP Sales **Ron Spalding**. “There are fewer partners at the retail sector to help us expose new acts. Big box retailers can be very hits-conscious, and with the loss-leader concept working on select titles, there’s a huge focus on moving hit titles and driving traffic, yet fewer dollars to support catalog. That’s a big concern for labels because catalog sales help us break new artists.”

Arista Senior VP Sales **Jordan Katz** illustrates the complexity of doing business in the current Age of Consolidation, where indie retailers break baby acts only to be co-opted by the big boxes when those artists graduate to Platinum status. “As the mainstream accounts get bigger, the indies may feel it’s tougher to get label attention,” Katz explains. “The fear is that we’ll just be selling hits and skimming off the top, so we’ve got to strengthen our relationship with independent retailers and assure them. But we also have





NEWS

FROM WARNER BROS. RECORDS INC.

PRESS RELEASE

March 7, 2001

NEW YORK - AOL Time Warner, Inc. announced today that Warner Bros. Records Inc. will officially be merging with the month of May.

The acquisition will have innumerable effects, the most short-term being an immediate arrangement whereby the new albums from **Stevie Nicks**, **R.E.M.**, **Depeche Mode**, and **Static-X** will now fall under the operational control of May.

Said a spokesperson for May, "We're thrilled. May has always been a prestigious month, bringing with it a robust track record and May flowers, but acquiring assets of this caliber? What other month can compete with us now? September? With Labor Day? What does that holiday even mean?"

Effective immediately, May/Warner Bros. Records Inc. will occupy the former WBR Burbank headquarters, with Cinco de Mayo relocating to the Merchandising Department, Armed Forces Day to International, and National Safe Boating Day to the Chairman's office.

The completion of the merger will necessitate a review of the number of days in May. **Phil Quartararo**, President and COO of Warner Bros. Records Inc., reassured that "May has always been 31 days and always will be 31 days. 30 would make it just another April, June, or November. All the rest have 31. All except the second one."

"And we don't plan on being second."

For more information on **Stevie Nicks' Trouble In Shangri-La**, please contact May 1st at www.repriserec.com/stevienicks.

For **Reveal** by **R.E.M.**, please contact May 15th at www.remhq.com.

For **Depeche Mode's Exciter**, please contact May 15th at www.repriserec.com/depechemode.

For **Machine** by **Static-X**, please contact May 22nd at www.static-x.com.

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“With the Musicland deal, we have the mall shopper and the secondary market shopper.”

**Joe Pagano,
VP Merchandising
Music and Movies,
Best Buy**



“Consolidation IN THE RETAIL AND LABEL COMMUNITIES may affect everyone’s ability to break artists.”

**RON SPALDING,
SR. VP SALES,
ELEKTRA
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to strengthen relationships with the large accounts. We want to make sure they’re paying attention to everything we’re releasing.”

In the opinion of Virgin Records Sr. VP Sales **B.J. Lobermann**, maintaining regional integrity is crucial for the labels. “We have to make sure we can place our resources regionally, because nationally it’s too expensive,” Loberman says. “I’m not just talking about co-op, but every other aspect, whether it’s radio play or merchandising. That’s what we as a label need to bear in mind, and we hope retail does, too. It doesn’t make sense to roll things out on a national scale if you can’t support them.”

While label execs speak in cautious tones, retailers voice consolidation woes in no uncertain terms. Some of the most vociferous critics are members of the Coalition of Independent Music Stores (CIMS), a North Carolina-based consortium of 74 independent retailers. According to Coalition members, consolidation is symptomatic of a more insidious problem. They say the recording industry has devalued its product by establishing record clubs that practically give away recordings. They also believe the industry responded ineptly to the Internet downloading threat, and failed

to challenge the proliferation of consumer CD burners.

Coalition president **Don Van Cleave** says, “Consolidation can be very unsettling for employees,” Van Cleave says. “I see the severe anxiety these label guys go through as they await their fates. You can’t have a conversation about a great new band or record because these sales guys are so nervous. Many of them are trying to find new jobs, while others are frantically worried about their future. They’re not focused on their work.”

Rosenberg, of the Music Monitor Network consortium of mid-size chains, echoes Van Cleave’s complaint. He believes the industry views consolidation as a solution, and he cites the Best Buy/Musicland deal as an example. “Here’s a company [Musicland] that can’t make any money, so they team up with somebody that will use music as an incentive to get customers to buy VCRs, tape recorders and toaster ovens.” But while consolidation may appear necessary, mergers aren’t always an ideal solution for consumers and employees. To offset consolidation costs, prices are often increased and staffs cut. “In some cases, you now have one sales person where you used to have two,” Rosenberg states.

Van Cleave believes consolidated retailers are demonstrating their influence by demanding exclusive, value-added materials such as special recordings featuring bonus tracks. “Anybody that gets a disproportionate size of the market makes demands,” Van Cleave



“We have to make sure we can place our resources regionally, because nationally it’s too expensive.”

**B.J. Lobermann,
Sr. VP Sales,
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“We’ve got to strengthen our relationship with independent retailers.”
Jordan Katz,
Sr. VP Sales,
Arista Records



“ANYBODY THAT GETS A DISPROPORTIONATE SIZE OF THE MARKET MAKES DEMANDS.”
DON VAN CLEAVE,
PRESIDENT, CIMS



“If the record business is shifting to big retailers that offer absolutely no customer service or knowledge, then the indies will reap the benefits.”
Stan Goman,
COO, Tower

says. “We’ve seen that already with Best Buy, where they are getting exclusive value-added pieces everybody should have a shot at. I’ve had it said directly to me several times by the sales guys: ‘Hey, what are we supposed to do? They’re our biggest customer.’ Apparently, they are carrying a big stick and can get whatever they want.”

The labels insist they feel the indie retailer’s pain. Elektra’s Ron Spalding admits consolidation has created a “troublesome environment” for indie retailers, but he believes they can effectively compete through the intelligent use of coalitions, co-op support and informative advertising. “Perhaps they could look at trying to partner with other indie businesses that might offer exciting cross-merchandising opportunities to help them compete more effectively with the big-box retailers.”

While Spalding sympathizes with independent retailers, others believe they protest too much. Some claim indie retailers have used consolidation as an excuse to squeeze co-op dollars from the labels. “I feel like I’m a dollar sign,” says one label sales rep requesting anonymity. “If I walk into the door with a major release, they’re picking my pocket left and right and I’m sick of it. We’re in a depressed sales market, but their co-op dollars are not depressed. That’s the biggest frustration. Because of consolidation, the price of business has gone up.”

Tower Records COO Stan Goman is also non-plussed by indie complaints. Though he agrees consolidated retailers can offer better prices, Goman says the big boxes can’t compete with regards to experience and customer service.

“If the record business is shifting to big retailers that offer absolutely no customer service or knowledge, then the indies will reap the benefits,” Goman says. “If you’ve got low rent, low inventory and good customer service, you’ll be fine.” As for complaints about value-added exclusives, Goman says indies could devise ways of acquiring these materials. “To be quite honest with you, it’s simply a question of asking for the value-added material,” he says. “The Coalition members could all get together and do a big push, go to a record company and buy enough copies to get them.”

Amid the conflicting opinions about consolidation lies an almost Hellenic irony. Though the American College Dictionary defines “millennium” as a “period of general peace and harmony,” discord abounds between retail and the labels at the outset of the 21st century. And while many believe the alleged evils of consolidation are overstated, entrepreneurs like Rosenberg recall simpler times while pondering an uncertain future. “When your best and brightest retailers are closing stores or closing shop, you can’t say they were poorly managed,” Rosenberg states. “When the remaining survivors are surviving by getting out of the music industry, that’s a sign of an industry in trouble.” ■

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WRN

There's something inherently wrong with reading about audio. You can't *hear* how good new technologies really are, but trust us—they're good.

Back in 1877, the first sound coming off a tin cylinder was heard. People knew they were in for a good time. Through the turn of the century, different formats came to light, primarily cylinders and flat discs, but there wasn't a lot of thought given to actual quality.

In 1912, an obstinate old bugger named Thomas Edison decided to improve the way sounds *sounded*. He started the first format war, introducing celluloid cylinders that played for, at most, four minutes. In contrast, the longest-playing flat disc could play a maximum of 10 minutes a side. When played with a diamond stylus, however, Edison's cylinder had a lower surface noise and higher acoustic quality than flat discs. But Edison screwed the pooch on his format choice. He gave up the cylinder ghost in 1913, and started selling a flat-disc player.

For the next 19 years, sound quality increased slowly, but the format remained the same. In 1931, in Germany, magnetic tape was invented and in 1939 America got wire recorders. Audiotape made it across the pond in 1947 and there began an uneasy harmony amongst the three platforms—with tape edging out wire just slightly.

LPs, which could get an amazing 23 minutes per side at 33-1/3 rpm, were introduced in 1948. Three years later, 78s disappeared as major labels raced to embrace the 45rpm single—leaving a landscape that should look a lot more familiar to those of you who owned turntables. But in 1963, and again in 1966, two new formats—the cassette, then the ill-fated 8-track—hit the streets and the LP began to sound a little like a broken record.

The compact disc introduced the world to digital audio in 1982. Designed to hold 74 minutes of music (because that's the approximate length of Beethoven's 9th Symphony), the CD quickly killed the LP.

The enhanced capability of the digital age led manufacturers to start fiddling—adding bells and whistles, and, yes, increasing sound quality. With a \$30 billion-a-year industry at stake, the big guys would have to properly examine the emerging formats and try to come to a consensus, right?

Wrong.

CD-I, which combined computer technology (albeit on a TV screen) with music, was introduced in 1991. Using an interactive on-screen menu, consumers could get more than just the selected music of "Louis Armstrong: American Songbook," now they could also get two additional tracks, text, interviews and lyrics cued to the music. People were getting more Satchmo for their buck, and they loved it.

DVD showed up in 1997, bringing with it the 5.1 sound system—surround sound using a six-speaker format (right and left front, right and left rear, and a center speaker = 5, the subwoofer = 1)—and home audio quality unlike anything

ging behind the latest technology.

So what's waiting in the wings?

There's a divide between things in the physical realm and pure digital formats that allow users to download music without having to touch anything other than a computer.

First up in the physical world is **DVD Audio**. It isn't the sound you hear when you play a DVD movie—DVD Audio is strictly a music-driven format with pictures thrown in, if you're lucky.

The benefits are a bit technical, but that's what you're here for, so bear with us. Unlike a CD, which plays at 16 bits (audio resolution) and 44.1 khz (frequency response), the DVD Audio disc plays at 24 bits and 96 khz. In simple terms, those numbers tell how accurately it reproduces the "live" sound. A vinyl record can get close to 24 bit, which gives it the "warmth" audiophiles say is missing from a CD. According to **Jeff Dean**, SVP at **5.1 Entertainment**, "DVD Audio is as good as it gets."

The most important advancement made with DVD Audio is the 5.1 audio system it plays into. Yes, other systems also deliver 5.1 audio, specifically Dolby Digital and DTS, but both reach only 48 khz. When DVD Audio delivers its sound to these six discreet channels without any compression, it widens the gap over other disc-based competitors. Though Dolby Digital or DTS can be hooked up to your stereo, by jamming everything down to two channels and then widening it back out, with DVD Audio, it's six channels in, six channels out.

Sure it *sounds* better, but what else? How will it affect what you're listening to? Dean explains, "It gives the producer and engineer an opportunity to expand the mix, giving everything an opportunity to breathe."

In other words, when you're standing in the middle of a room, surrounded by speakers, it's possible to determine where the instruments and voices are coming from, giving you the 360-degree experience.

So should you rush out for that DVD Audio copy of Fleetwood Mac's "Rumors"? Maybe. While some artists and all the majors have embraced the technology in spirit, the marketplace still hasn't quite caught to it. 5.1 Entertainment, one of the top remastering and DVD Audio recording studios, as well as a full-functioning record label, deals with the limitations of this transition period by including three 24-bit formats on their DVD Audio discs. This way, consumers can hear what it has to offer right away, and when they get a DVD Audio player they won't have to re-buy their library.

Then there's **Super Audio CD**, DVD Audio's major competitor. And, if you ask **Bob Sherwood**, Media Consultant for **Sony**, there really is no contest. "SACD is simply the best sound-



AUDIO FORMATS IN TRANSITION

An Exclusive **HITS NARM** Report

BY **IAQ GREENSPON**

ever experienced.

That same year also marked the introduction of MP3s, which compress digital audio signals into a format small enough to be downloaded via modem. MP3s drastically changed the way we receive our music, while still delivering a high quality sound. And being digital, they can be reproduced exactly—not to mention traded freely over the Internet.

Which brings us to today. But what about tomorrow?

At this point, the doddering granddaddy of them all is the audiocassette, which is pretty close to extinction. The CD isn't far behind. It's only been around a couple of decades, but it's already lag-



Dick Wingate



Jeff Dean

“It’s more music than you’ve ever heard before.”

—BOB SHERWOOD



Bob Sherwood



Geordie Wilson

ing and most logical successor to the redbook CD.”

SACD is a “Pure Audio Format”; Sony and Philips, which are sharing development duties, have decided to focus on producing the best sound possible.

The heart of this format is Direct Stream Digital, which reproduces the analog waveform in a digital format. Basically, this makes it nearly impossible to tell if music is live or recorded. “It almost sounds as if you’re in the same room,” Sherwood says. “It’s more music than you’ve ever heard before.” Because it doesn’t compress the signal, it creates total flexibility for engineers and produc-

ers—DSD is able to capture the ambience surrounding the music.

Since DSD records a 1-bit signal at 2.8224 MHz, it’s possible to accurately reproduce the *entire* musical spectrum. Even your dog will be able to hear the difference.

The players, which will be “popularly priced” and available this year, will be backwards-compatible with the CD collection you’ve spent years building with freebies.

The reverse is also true in the form of Hybrid Discs—SACDs which have a second layer of regular redbook encoding, meaning that current CD players can read

them too. Not all of the 200 titles currently available have this feature, but as the format becomes more widespread, odds are it will become very popular.

Those lasers also help keep the SACD from being copied, which is very important for both companies involved. Sony and Philips are conscious of the need to protect the intellectual property rights of the artists, and therefore have built the most advanced copyright protection available into SACD software. Pit Signal Processing (PSP) has never, to date, been cracked—and no, this isn’t a challenge to hackers.

Ultimately, says Sherwood, “It’s

going to be a long time until someone comes up with anything better.”

That’s the story for getting music into your hands, but what about getting music into your hard drive?

There, you have options. Unfortunately, none of them offer the sound quality of SACD or DVD Audio. Up or downloading them to a computer or portable device would take too much memory.

So what are you going to do? There’s always MP3. It’s well enough known to be a popular term to throw around at a cocktail party, but that doesn’t make it the best digital file format.

MP3 made it possible to store hundreds of songs on your computer. Great for the consumer, not always so for the artists and labels responsible for those songs. All of a sudden, it was possible to e-mail a song to a friend, with no noticeable loss of quality.

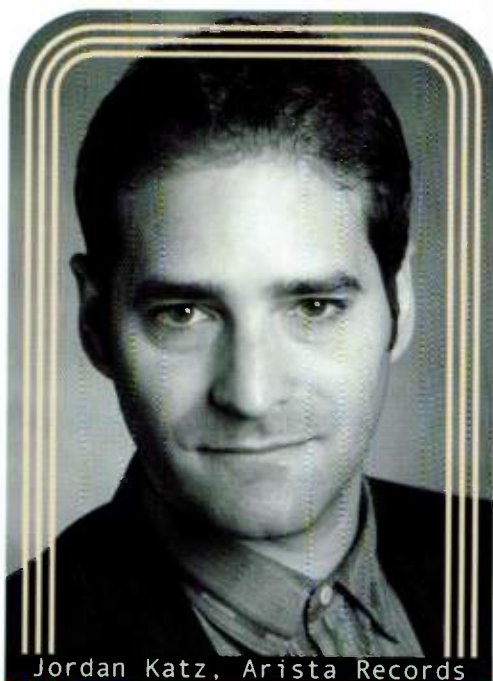
Record companies were caught with their virtual pants down. “Consumers were frustrated in their attempts to find downloadable music,” says **Dick Wingate**, Senior VP at **Liquid Audio**, the first company to develop a workable online delivery system. Now that the consumer knew they could get music online, they wanted it. Soon, software like Napster gave it to them.

Conceived as a way to empower bands and individual artists, Liquid Audio created its own proprietary system for compressing audio files and then released a free, downloadable player. Liquid Audio files take up only 60% as much digital space as an MP3 file and, according to Wingate, just plain sound better: “When the format war is over, people are going to look back on MP3 like they look back on the cassette.”

It also fulfills a basic need amongst Internet music delivery systems. As **Jordan Katz**, Sr. VP Sales of **Arista Records** points out, Liquid Audio allows people to “get paid.”

The company has a network of linked sites, including more than 1400 major and independent record labels, to sell Liquid Audio-formatted songs. Ranging in price from free to a couple of bucks, consumers can pick out which songs they want and download them directly to their own hard drive. With a pack of songs at their disposal, listeners can create a personal mix for playback through a computer, or on one of the many handheld devices that utilize the Liquid Audio format.

If you don’t have a portable player and your computer is so antiquated you can’t download anything, Liquid Audio has thought of you too. It has a kiosk delivery system for build-it-yourself music. Already widespread in Asia and the UK, the kiosks are making their way to America via outlets like Tower



Jordan Katz, Arista Records

“The store experience is still too important.”

—JORDAN KATZ

Records. Just go in, pick your songs, pay your fee (mustn’t forget that) and within a few minutes, you’ve got your own personal picks CD. Of course, you can also get the latest album from your favorite band, complete with cover art and liner notes. And with publishing on demand, it becomes very cost-effective for smaller labels to compete, while bringing more diversity to consumers.

There’s also an added bonus for labels; Liquid Audio can encrypt a file in such a way as to restrict it from being burned to CD, played after a certain date or even where it can be listened to. By doing this, record companies can release a file to a reviewer or deliver a song across international borders without fear of piracy.

Just because Liquid Audio exists doesn’t mean it’s a runaway success. It’s still competing with MP3 and several other formats. Wingate suggests the need

for standardization in both hardware and software. But he doesn’t want to corner the market: “Consumers can live with two choices,” he says. As long as one of them is Liquid Audio.

And odds are, **Windows Media** is going to be the other.

Audio 8, released in December 2000, is the latest version of the encoder for the Media player. It offers 30% better compression than Audio 7—and **Geordie Wilson**, one of the engineers responsible for it, estimates a single file takes up about 30% the space of an MP3 file. With CD-quality sound, it could be the first step to wireless consumption.

The similarities between Windows Media and Liquid Audio are more glaring than their differences. Windows has a **Digital Rights Manager**, an encryption device which lets content managers control how they want their songs deployed. By providing a seamless, easy-to-use interface, anyone sending out a digital audio file can provide strong, measured security and do business without losing control of their intellectual property.

Are either of these systems perfect? No. Will they stop people from pirating music? Probably not. What they will do is make it more difficult. “It’s more restrictive than anti-shoplifting measures,” explains Wilson.

“The shift to an all-digital world is a ways off,” Wilson continues. “People still like tangible stuff.”

“The store experience is still too important,” agrees Katz, whose Arista Records is still very much in the business of selling CDs. He suggests that having songs online is a great way to enhance exposure, but in the digital world, there still needs to be a way to get the image of the artist out there.

Both Liquid Audio and Windows Media have answered his concerns by concentrating their energy on what is called “meta data,” or, data about data. With a slightly larger file size, companies can add visual or computer-enhanced elements as well. Want to know the lyrics or watch a video clip? No problem. Photos of the band or links to the site where you can buy other merchandise? It’s all there.

Not to be outdone, DVD Audio also offers visual elements. On a standard length CD, they have still managed to find room to encode videos, stills and a host of other things, all in regular stereo. Of course, if you want to see the band’s video with the 5.1 audio, they can cram in about five minutes of that, too.

Next year will be the 125th anniversary of the first recorded sound. According to everyone intimately involved in the field of sound reproduction, we’ve barely scratched the surface. ■

GOT BALLS?

**COMING SPRING 2001:
PROJECT PAT • MISTA DON'T PLAY
THE BEATNUTS • TAKE IT OR SQUEEZE IT
BIG PUN • ENDANGERED SPECIES
KRAYZIE BONE • THUG ON DA LINE
...AND MUCH MORE XZIBIT!**



NARM Nominated Entertainment Software Supplier Of The Year (Medium Division)



WHO'S GOT WHAT

ACCOUNT	OWNERS	CHIEF EXEC.	PRESIDENT	HEAD OF PURCHASING
Best Buy Co., Inc. Eden Prairie, MN	Richard M. Schulze	Richard M. Schulze	Brad Anderson (Best Buy) Kevin Freeland (Musicland)	Joe Pagano (Best Buy) Dick Odette (Musicland)
Anderson Merchandisers, Inc. Amarilla, Texas	Charles Anderson Jr.	Bill Lardie	Bill Lardie	Steve McClanahan
The Handelman Co. Troy, MI	Publicly Held	Stephen Strome	Peter Cline	Sam Milicia
Trans World Entertainment Corp. Albany, NY	Publicly Held	Robert Higgins	Robert Higgins	Richard Vincent
Target Stores, Inc. Minneapolis, MN	Dayton/Hudson Corp.	Robert Ulrich	Gregg Steinhafel	Sue Peterson
Alliance Ent. Corp. Coral Springs, FL	Privately Held	Eric Weisman (CEO/Pres. AEC)	Alan Tuchman (One-Stop Group)	Robert DeFreitas
Wherehouse Entertainment, Inc. Torrance, CA	Cerberus Partners	Tony Alvarez	Hugh Hilton	Larry Gaines Nick Alvarez
Valley Media, Inc. Sacramento, CA	Publicly Held	Barney Cohen	Jim Miller	Lew Garrett
Tower Records/Video Sacramento, CA	Russ Solomon	Stan Goman	Michael Solomon	George Scarlett
Circuit City Richmond, VA	Publicly Held	Alan McCollough	Alan McCollough	Clif Denney
Borders Books & Music Ann Arbor, MI	Publicly Held	Greg Josefowicz	Greg Josefowicz	Len Cosimano
Hastings Books, Music & Video Amarilla, TX	Publicly Held	John Marmaduke	John Marmaduke	Storm Gloor
Virgin Entertainment Group, Inc. Los Angeles, CA	Richard Branson	Simon Wright (Int.) Glen Ward (USA)	N/A	Vincent Szydlowski
Amazon.com Seattle, WA	Publicly Held	Jeff Bezos	Jeff Bezos	Bob Douglas
Fred Meyer Portland, OR	Kroger Inc.	Ken Thrasher	Ken Thrasher	Brant Berry
National Record Mart Carnegie, PA	Publicly Held	William Teitelbaum	William Teitelbaum	John Artale
Pacific Coast	Privately Held	Ralph W. Johnson	Marvin Wilcher	Dave Hoeltje
Music Network	Privately Held	Michael Parkerson	N/A	Ed Simpson
Universal One-Stop Philadelphia, PA	Harold Lipsius	Harold Lipsius	Harold Lipsius	Sam Cass
HMV	HMV Media Group, LP.	N/A	Peter Luckhurst	Jeff Davidson

WHO'S GOT WHAT



SR. BUYER(S)	INTERNET	ADVERTISING	FINANCE	DBA/ACCOUNTS
Chris Stidman	John Walden	Chris Stidman	Darren Jackson	Best Buy 420; Musicland: Sam Goody 644, On Cue 210, Suncoast 404, Media Play 78; Total 1,336
Dan Holloway	Ken Shufeldt	David Wattland	Chuck Taylor	2,652 Wal Mart locations
Sam Milicia	David Vasile	Scott Wilson	Len Brams	10,000 departments serviced worldwide Total number of all stores/locations 4,200
Jerry Kamiler	Bill Tynan	Mark Hogan	John Sullivan	Record Town/Sat. Matinee (280), Tapeworld (13), Planet Music (1) Coconuts (132), Strawberries (76), FYE (11), Camelot (310), The Wall (113), Movies Plus (12), Specs (35) Total: (983); Disc Jockey 114, Reel Collections 6, Total: 120
Steve Lafferty Denise Keeling Amanda Schneipp	Dale Nitschre	Micheal Francis	N/A	Target, Movies & Books 997
Kenneth Polito	Rob Lensman	Nancy Goldwin	George Campagna	Abbey Road, Bassin, CD One-Stop, Indie Accounts 6,000
Kevin Milligan	N/A	Barbara Lewis	Mark Velarde	Wherehouse 500
Dave Blomsterberg	Nora Moore-Jimenez	Jim Dismukes	Don Rose	15,000 Accounts
N/A	Mark Bressler	Ron Nugent	Dee Searson	Record/Videa 99, Book 9, Outlet 5, Galleries 3, Total U.S. 120; Canada 2, England 9, Ireland 2, Scotland 1, Japan 48, Taiwan 2, Singapore, Record 2, Hong Kong, Record 1, Mexico 6, Argentina 5, Franchises, Israel 41, S. Korea 4, Thailand 7, Malaysia 2, Colombia 5, Ecuador 1, Philippines 3, Total (257)
Leigh Ann Hill	George Barr	Leigh Ann Hill	Michael Chalifoux	Circuit City with CDs 530, with music, video & software 60; Total: 590 plus 37 express stores
Chris Richards John Bronicki	Mary Jean Raab	Marilyn Slankard	Ed Wihelm	Total number of stores/locations: 336 US, 12 Int'l
Mike Fuller	Allan Van-Ongevalle	Allan Van-Ongevalle	Dan Crow	Hastings Books, Music & Video 142
D. Carlin, A. Gyger A. Greenberg, S. Wainwright	Dave Alder	Dawn Roberts	Andrew Jones	N. America 20, UK 94, Japan 30, Europe 21; Total: 165
Ron Phillips	N/A	Jeff Somers	Warren Jenson	Total number of all stores/locations: US, UK, DE, FR, JP; 5
Kathy Baxter	Chris Gore	Janet Lockhart	Dave Deatherage	Fred Meyer Stores with Music 130
E. Arnold, C. Gettman C. McNeil, D. Smith	Ed Fleck	Mike Stephenson	Theresa Carlise	Nat'l Record Mart 61, Waves Music 79, Music Oasis 3, Music X 8, Tempo Music 9, Vibes Music 5 House Of Music 1; Total 166
Mark Ballard, Bud Smith Pat Speer, M. Spencer Rich Lockwood	N/A	Lori Shaw	Roger Rebbe	2,500 Accounts
Jim Ogletree Karl Grier	Mike Ellison	Michelle Ventulett	Emma Fluker	Willies CDs, Records & Tapes, Kemp Hill Music, Peppermint Music, Starship Music; Total: 151, 684 Wholesale accounts
David Brown, Robin Searle Tom Stewart	Frank Lipsius	Barbra Patras-Webb	Linda Bondi	4,000 Accounts
Stuart Fleming	Frank Koblun	Ken Feldman	Harvey Berkley	HMV 14

Discover

LOST HIGHWAY

A UNIVERSAL MUSIC COMPANY

UNIVERSAL

Whiskeytown's "Pneumonia"

Lucinda Williams

Robert Earl Keen

Ryan Adams

Kim Richey

William Topley

Tift Merritt

Billy Bob Thornton

Tribute to

Hank Williams

www.losthighwayrecords.com

SXSW
LOST HIGHWAY
RECORDS SHOW
Austin Music Hall
Friday 3/16 9:00 pm

Tift Merritt
William Topley
Kim Richey
Ryan Adams
Lucinda Williams
Robert Earl Keen



RERAP

BY MARK PEARSON

MINI MUGS

If you're reading this, more than likely you are wandering the halls of the Orlando Marriott at the 2001 edition of the National Association of Recording Merchandisers' spring gathering. This year's NARM once again finds the retail industry in a state of flux. A year ago, no one could have foreseen that Best Buy would acquire Musicland. But this year NARM will present the Presidential Award to former Musicland CEO Jack Eugster, who'll be in attendance as a retailer emeritus. Last week saw other key Musiclanders taking their leave, as Vice Chairman Gil Wachsman was replaced by Best Buy VP of Inventory Connie Fuhrman. ML VP Mktg. Archie Beneke also exited, replaced by BB VP New Business Bruce Marlin. Expect more of the same in the coming weeks as Best Buy is apparently wasting no time in retooling the combined entity... Speaking of Musicland, word has it they will stop carrying cassette singles, possibly as soon as April. Best Buy has never put much

focus on the singles game (Dart has always racked what few singles they do carry)... UMVD just wrapped up its annual convention at L.A.'s Century Plaza Hotel. UMVD Prez Jim Urie has stepped firmly out of the shadow of industry mega-weight Henry Droz, and this confab showcased that fact. All of the Universal labels were highlighted with a slew of phenomenal performances, including Trisha Yearwood, Shaggy, A*Teens, Gladys Knight, Youngstown, K-Ci & JoJo, Diana Krall, Semisonic, Bob Schneider, India.Arie, Sticky Fingaz, Ms. Toi, Nelly (and the St. Lunatics), Bilal, the Wallflowers and Buckcherry. UMVD's Cliff O'Sullivan also rolled out their new SMASH contest. Retailers can start their own "virtual record label" by "signing" acts from a list of Universal's developing artists. Over the following months, the "label" with the most sales will win a BMW Z3 Roadster. Other prizes include a Panasonic home theater system with a 42" plasma TV. Now, that's an office pool that should get some attention... At NARM, look for Beyond VP Sales Jason Whittington to showcase more than just his label acts. He'll also be rolling out his new boutique electronica label LunaticWorks, which he's running in conjunction with Beyond. Whittington will be functioning as head of the new imprint as well as continuing his sales duties at Beyond.

A UNIVERSAL JOINT



JIM URIE: Large and in charge at UMVD get-together.



THE PRU IS IN THE PUDDING: Capitol Records diva Pru recently wowed a crowd at L.A.'s Universal Amphitheatre opening for Keith Sweat and Avant shortly before discovering her pardon from ex-President Clinton just came through. Pictured after learning the biscuits on the backstage deli platter had been replaced with German bratwurst are (l-r) Sr. VP Domestic & Int'l Mktg. Jay Krugman, President/CEO Roy Lott, Pru, Sr. VP Sales Joe McFadden and Sr. VP R&B Promo./Mktg. David Linton. Take mag. Light match. Watch it burn. Dispose of ashes.



OH DIO MIO! Spitfire Records metal legend Ronnie James Dio visits Chicago retail outlet Rolling Stones, where he brought new meaning to the term "Windy City" after woofing down a hefty lunch of franks and beans. The rocker was promoting his latest release, "Magica," distributed by ADA. Pictured before setting up Dio on a stack of phone books to get him in the shot are (l-r) Rolling Stones' Ben Perkins, Dio, the store's Doc Bergmann, ADA's Jim Muellerleile and Vinny Appice.



WINNER & LOSER: Island Def Jam Music act and "Best New Artist" Grammy winner Shelby Lynne (l) does some slumming with HITS' own back room whiz Marian Cordry (r) as they discuss the pros and cons of a plunging décolletage during one of those moments that makes us all proud to be in this business. The shot was taken shortly before Marian was hit with a restraining order from Lynne's management and sent her back to stalking k.d. lang with lamb chops. Be afraid. Be very afraid.

TOP TENS

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

WINNERS



MOST #1'S

1. DAVE MATTHEWS BAND
2. DJ CLUE
3. PROJECT PAT

MOST TOP 5's

1. DAVE MATTHEWS BAND
2. DJ CLUE
3. SHAGGY

MOST TOP 10's

1. DAVE MATTHEWS BAND
2. SHAGGY
3. DJ CLUE

WHEREHOUSE MUSIC

KEVIN MILLIGAN
520 Retail Stores
(Torrance)

WHEREHOUSE MUSIC

1. DAVE MATTHEWS BAND
2. DJ CLUE
3. PROJECT PAT
4. SHAGGY
5. DIDO
6. SILKK THE SHOCKER
7. JA RULE
8. LUDACRIS
9. CRAZY TOWN
10. SNOOP DOGG



JOE PAGANO
420 Retail Stores
(Eden Prairie, MN)

BEST BUY

1. DAVE MATTHEWS BAND
2. DJ CLUE
3. SHAGGY
4. DIDO
5. PROJECT PAT
6. LENNY KRAVITZ
7. BEATLES
8. U2
9. LUDACRIS
10. CRAZY TOWN

Anderson Merchandisers

DAVE WATLAND
2,000 Wal-Mart
Locations (Amarillo)

ANDERSON MERCHANDISERS

1. SHAGGY
2. DAVE MATTHEWS BAND
3. JESSICA ANDREWS
4. WWF: THE MUSIC VOL. 5
5. NOW VOL. 5
6. CREED
7. SAVE THE LAST DANCE (ST)
8. NELLY
9. K-CI & JOJO
10. O BROTHER, WHERE ART... (ST)

sam goody

DICK ODETTE
934 Retail Stores
(Minnetonka, MN)

SAM GOODY

1. DAVE MATTHEWS BAND
2. DJ CLUE
3. SHAGGY
4. PROJECT PAT
5. JA RULE
6. DIDO
7. CRAZY TOWN
8. SAVE THE LAST DANCE (ST)
9. LUDACRIS
10. SILKK THE SHOCKER

hastings

MIKE FULLER
151 Retail Stores
(Amarillo)

HASTINGS

1. DAVE MATTHEWS BAND
2. SHAGGY
3. CRAZY TOWN
4. PROJECT PAT
5. LIMP BIZKIT
6. PAT GREEN
7. DIDO
8. LENNY KRAVITZ
9. LIFEHOUSE
10. NELLY



SAM CASS
4000+ Accounts
(Philadelphia)

UNIVERSAL ONE-STOP

1. DJ CLUE
2. DAVE MATTHEWS BAND
3. SHAGGY
4. PROJECT PAT
5. JILL SCOTT
6. R. KELLY
7. CRAZY TOWN
8. JA RULE
9. WWF: THE MUSIC VOL. 5
10. QB'S FINEST

AEC ONE STOP GROUP

TONY BAZEMORE
10,000 Accounts
(Coral Springs, FL)

ALLIANCE

1. DAVE MATTHEWS BAND
2. O BROTHER, WHERE ART... (ST)
3. BEATLES
4. DIDO
5. SILKK THE SHOCKER
6. DJ CLUE
7. SHAGGY
8. PROJECT PAT
9. MAC MALL
10. STEELY DAN



LEW GARRETT
10,000 Accounts
(Woodland)

VALLEY MEDIA

1. DAVE MATTHEWS BAND
2. PROJECT PAT
3. DJ CLUE
4. SHAGGY
5. SILKK THE SHOCKER
6. U2
7. JESSICA ANDREWS
8. ST. GERMAIN
9. OLU DARA
10. SUPREME BEINGS LEISURE



DOUG SMITH
189 Retail Stores
(Pittsburgh)

NATIONAL RECORD MART

1. DAVE MATTHEWS BAND
2. SHAGGY
3. DJ CLUE
4. PROJECT PAT
5. CRAZY TOWN
6. LUDACRIS
7. JA RULE
8. SAVE THE LAST DANCE (ST)
9. SILKK THE SHOCKER
10. DIDO

A black and white photograph of Tom Green lying in a hospital bed. He is wearing a patterned hospital gown and has a goatee. He is looking directly at the camera with a serious expression. His right hand is raised, palm facing forward, in a 'stop' gesture. The background is a tiled wall.

TOM GREEN

FREDDY GOT FINGERED

Soundtrack
in stores
April 17

First single and video
"Waiting"
by
GREEN DAY

Movie in over
2,000 theaters
April 20

For more information on
FREDDY GOT FINGERED

please visit www.newregency.com or www.foxmovies.com

Check out other Restless titles at www.restless.com



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TOP TENS

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



JEFF DAVIDSON
21 Retail Stores
(NYC)

HMV

1. DAVE MATTHEWS BAND
2. DJ CLUE
3. DIDO
4. SHAGGY
5. U2
6. JILL SCOTT
7. SADE
8. BEATLES
9. 2001 GRAMMY (POP)
10. DAVID GRAY



BRANT BERRY
132 Retail Stores
(Portland)

FRED MEYER

1. DAVE MATTHEWS BAND
2. SHAGGY
3. SAVE THE LAST DANCE (ST)
4. DIDO
5. CRAZY TOWN
6. BEATLES
7. JESSICA ANDREWS
8. LINKIN PARK
9. LENNY KRAVITZ
10. LIMP BIZKIT

THE MUSIC NETWORK BOB PATTEN
400 Accounts
(Atlanta)

MUSIC NETWORK

1. PROJECT PAT
2. DJ CLUE
3. DIRTY
4. SILKK THE SHOCKER
5. SHAGGY
6. R. KELLY
7. DAVE MATTHEWS BAND
8. QB'S FINEST
9. K-CI & JOJO
10. LUDACRIS



SANDY BEAN
33 Retail Stores
(Detroit)

HARMONY HOUSE

1. DAVE MATTHEWS BAND
2. SHAGGY
3. UNCLE KRACKER
4. DIDO
5. JILL SCOTT
6. DJ CLUE
7. CRAZY TOWN
8. SMOOTH JAZZ VOL. 4
9. PROJECT PAT
10. LIFEHOUSE

CENTRAL SOUTH MUSIC SALES TONY ROSS
1500 Accounts
(Nashville)

CENTRAL SOUTH

1. PROJECT PAT
2. SHAGGY
3. DAVE MATTHEWS BAND
4. SILKK THE SHOCKER
5. JA RULE
6. LUDACRIS
7. R. KELLY
8. DIDO
9. K-CI & JOJO
10. LENNY KRAVITZ



TODD HUPE
2 Retail Stores
(Chicago)

CROW'S NEST

1. DAVE MATTHEWS BAND
2. DJ CLUE
3. PROJECT PAT
4. SILKK THE SHOCKER
5. JILL SCOTT
6. MUSIQ SOULCHILD
7. QB'S FINEST
8. SHAGGY
9. ERYKAH BADU
10. R. KELLY

Newbury Comics BETH DUBE
21 Retail Stores
(Boston)

NEWBURY COMICS

1. DAVE MATTHEWS BAND
2. DJ CLUE
3. SHAGGY
4. PEARL JAM (BOSTON 8/29/00)
5. U2
6. AMERICAN HI-FI
7. PEARL JAM (BOSTON 8/30/00)
8. LIFEHOUSE
9. COLDPLAY
10. DIDO



DON VAN CLEAVE
1 Retail Store
(Birmingham, AL)

MAGIC PLATTER

1. DAVE MATTHEWS BAND
2. WAYNE
3. O BROTHER, WHERE ART... (ST)
4. DIDO
5. CRAZY TOWN
6. JOSH JOPLIN GROUP
7. COLDPLAY
8. FIVE FOR FIGHTING
9. UNCLE KRACKER
10. STEELY DAN



OTT WHITE
13 Retail Stores
(Miami)

PEACHES

1. DAVE MATTHEWS BAND
2. DJ CLUE
3. SHAGGY
4. PROJECT PAT
5. CRAZY TOWN
6. DIDO
7. SADE
8. SILKK THE SHOCKER
9. LIMP BIZKIT
10. U2



NEIL LANDOW
8 Stores
(St. Louis)

STREETSIDE

1. DAVE MATTHEWS BAND
2. PROJECT PAT
3. SILKK THE SHOCKER
4. DJ CLUE
5. LUDACRIS
6. MUSIQ SOULCHILD
7. JILL SCOTT
8. O BROTHER, WHERE ART... (ST)
9. SHAGGY
10. R. KELLY



JOHN KUNZ
1 Retail Store
(Austin, TX)

WATERLOO

1. DAVE MATTHEWS BAND
2. O BROTHER, WHERE ART... (ST)
3. DOUBLE TROUBLE
4. SPOON
5. RODNEY CROWELL
6. STEPHEN MALKMUS
7. COLDPLAY
8. U2
9. TORTOISE
10. JEFF BECK



JASON TORRES
4 Retail Stores
(Sacramento)

DIMPLES

1. DAVE MATTHEWS BAND
2. LINKIN PARK
3. RICHIE RICH
4. LENNY KRAVITZ
5. DIDO
6. LIMP BIZKIT
7. NELLY
8. FAMILY VALUES TOUR 2
9. CRAZY TOWN
10. SAVE THE LAST DANCE (ST)

We're
not
Dead
yet

ARTIST direct.com

The critics raved.

The public agreed.

The Rock n' Roll Hall of Fame inducted.

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would like to congratulate Walter Becker and Donald Fagen

STEELY DAN

Winners of 4 Grammy® Awards for their platinum album
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including:

Album of the Year

Best Pop Vocal Album

Best Engineered Album, Non-Classical

Best Pop Performance by a Duo Or Group With Vocal

"Cousin Dupree"



Produced by

Walter Becker and Donald Fagen



www.GiantRecords.com

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BREAKOUTS

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

WINNERS

1	DAVE MATTHEWS BAND (RCA 67660)	100%	6	DIRTY	(Universal 440013)	18%	
2	DJ CLUE	(Island/IDJ 542325)	86%	7	AMERICAN HI-FI	(Island/IDJ 28712)	17%
3	PROJECT PAT	(Loud 1950)	64%	8	LORDS OF ACID	(Antler Subway 6047)	16%
4	SILKK THE SHOCKER	(No Limit/Priority 23221)	54%	9	GLADYS KNIGHT	(MCA 112397)	10%
5	JESSICA ANDREWS	(DW N'ville 450248)	30%	10	THE ORB	(MCA 548206)	9%

ANGELOS
GREG LIVINGSTON / LITTLETON
Dave Matthews Band
DJ Clue
Project Pat
New Found Glory
Godhead

ANGOTT
STEVE ROBERTS / DETROIT
DJ Clue
Project Pat
Silkk The Shocker
Gladys Knight
Dirty
Dave Matthews Band

ARON'S RECORDS
RICHARD ELLIS / LOS ANGELES
Dave Matthews Band
The Orb
Sigur Ros
Jim White

ASSOCIATED
BOB FENTY / PHOENIX
Project Pat
DJ Clue
Silkk The Shocker
Dave Matthews Band

BAKER & TAYLOR
STEVE HARKINS / CHARLOTTE
Dave Matthews Band
DJ Clue
Project Pat
Lil' Italy
Somethin' For The Whodis (Var)
Silkk The Shocker

BEST BUY
JOHN MICHAEL / EDEN PRAIRE, MN
Dave Matthews Band
DJ Clue
Project Pat
Silkk The Shocker
Jessica Andrews

CAT'S
STEPHEN BOWEN / KNOXVILLE
Project Pat
Dave Matthews Band
Silkk The Shocker
DJ Clue
Dirty
Lords Of Acid
American Hi-Fi

CD & TAPE OUTLET
LYNN BATCHECK / COLUMBUS
Project Pat
DJ Clue
Rick Braun
Dirty
Dave Matthews Band
Gladys Knight

CENTRAL SOUTH
TONY ROSS / NASHVILLE
Project Pat
Dave Matthews Band
Silkk The Shocker
DJ Clue
Dirty

CHESTER CNTY BOOK & MUSIC
JASON SHEAFER / WESTCHESTER, PA
Dave Matthews Band
DJ Clue
Pearl Jam (Phil 9/1)
American Hi-Fi
Duncan Sheik
A*Teens
The Orb

CROW'S NEST
TODD HUPE / NAPERVILLE
Dave Matthews Band
DJ Clue
Project Pat
Silkk The Shocker
Woody Guthrie
Gladys Knight
Lords Of Acid

DIMPLES
JASON TORRES / SACRAMENTO
Dave Matthews Band
DJ Clue
Rage Against The Machine
Linkin Park
X-Raided
Dropkick Murphys

ELECTRIC FETUS
JON JON SCOTT / MINNEAPOLIS
Dave Matthews Band
DJ Clue
Project Pat
Dirty
Silkk The Shocker
Gladys Knight

FACE THE MUSIC
CRAIG COTTEN / MINNEAPOLIS
Dave Matthews Band
Pearl Jam (Indianapolis)
Steely Dan
Ricky Martin
Rod Stewart

FRED MEYER
BRANT BERRY / PORTLAND
Dave Matthews Band
Jessica Andrews
DJ Clue

HARMONY HOUSE
SANDY BEAN / DETROIT
Dave Matthews Band
Project Pat
DJ Clue
Uncle Kracker
Silkk The Shocker

HASTINGS
MIKE FULLER / AMARILLO
Dave Matthews Band
Project Pat
DJ Clue
Jessica Andrews
Silkk The Shocker

INDEPENDENT REC
JUDY NEGLEY / COL SPGS
DJ Clue
Dave Matthews Band
Project Pat
Silkk The Shocker
Dirty

LOU'S RECORDS
TONY VICK / ENCINITAS
Dave Matthews Band
Tortoise
John Digweed
O Brother...(ST)
The Orb

MAGIC PLATTER
BRIAN PETERS / BIRMINGHAM
Dave Matthews Band
Josh Joplin Group
Uncle Kracker
American Hi-Fi

MUSIC MERCHANTISERS O-S
JOE SANCHEZ / LOS ANGELES
Silkk The Shocker
Dirty
DJ Clue
Project Pat
Somethin' For The Whodis (Var)

MUSIC MILLENIUM
CALEB MILES / PORTLAND
Dave Matthews Band
Duncan Sheik
The Orb
Steely Dan
Dolly Parton

MUSIC NET
CHUCK SHOUP / ST. LOUIS
Project Pat
Dave Matthews Band
Silkk The Shocker
DJ Clue
Jessica Andrews
Dirty

BUCKCHERRY RIDIN' THE NET



- ★ **FirstLook.com** Las Vegas Rock & Roll Flyaway promotion; 3 minute original video segment syncicated through WindowsMedia, KNAC, Lazer103.com, 98KUPD.com, Rock102one.com, 93X.com, WJJO.com (additional promotion from Shockwave, UGO.com, Hot100.com)
- ★ **Yahoo!** Featured Artist Spotlight (3/13-16)
- ★ **VH1.com** Exclusive live performance footage
- ★ **Sonicnet** Exclusive making-of-the-video photos; Radio Sonicnet custom station
- ★ **Getmusic** Videolab (create your own video); chat in partnership with Yahoo!
- ★ **Launch.com** Signed guitar and ticket giveaway contests for Kid Rock tour; exclusive photo gallery feature; album preview; interview & performance for CD-ROM
- ★ **Radio Free Virgin** Flyaway to London; audio webcast of live performance
- ★ **Ridin'** Download available through Rioport and Liquid Audio Networks
- ★ **CDNow** Video interview feature
- ★ **Tower.com** and **TWEC.com** pre-orders given instant access to stream of full album
- ★ **Time Bomb Viral Listening Party** Available to fans on street date

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Independent Marketing by Tidal 4



BREAKOUTS

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

MUSIC NETWORK
MELANIE JEANFILS / ATLANTA
 Project Pat
 DJ Clue
 Dirty
 Silkk The Shocker
 Dave Matthews Band

MUSICDROME
MICHAEL BROWN / ATLANTA
 Dave Matthews Band
 Pearl Jam (Atlanta)
 DJ Clue
 Project Pat
 Steely Dan

NATIONAL RECORD MART
DOUG SMITH / PITTSBURGH
 Dave Matthews Band
 DJ Clue
 Project Pat
 Silkk The Shocker
 Pearl Jam (Pitt 9/5)
 Jessica Andrews
 Uncle Kracker

NEWBURY COMICS
HAROLD LEPIDUS / BOSTON
 Dave Matthews Band
 DJ Clue
 Pearl Jam (Bos 8/29)
 Pearl Jam (Bos 8/30)
 American Hi-Fi
 Cheap Trick
 Blessid Union Of Souls

PACIFIC COAST O-S
MARK BALLARD / SIMI VALLEY
 Dave Matthews Band
 DJ Clue
 The Orb
 Def Jam History (Var)
 Dirty
 Jessica Andrews
 Duncan Sheik

PARK AVE
SANDY BITMAN / WINTER PARK
 Dave Matthews Band
 Tortoise
 Pearl Jam (Tampa)
 Coldplay
 The Orb

PEACHES
OTT WHITE / MIAMI
 Dave Matthews Band
 DJ Clue
 Project Pat
 Silkk The Shocker
 Tamia

PHILLIPS ENTERPRISES
MIKE PHILLIPS / RALEIGH
 Dave Matthews Band
 DJ Clue
 Pearl Jam (Charlotte)
 Pearl Jam (Greensboro)
 American Hi-Fi
 Pearl Jam (Atlanta)

RECORD & TAPE TRADER
ROSS HEWSON / BALTIMORE
 Dave Matthews Band
 DJ Clue
 Pearl Jam (WDC)
 American Hi-Fi
 Lords Of Acid
 Silkk The Shocker
 Project Pat

RECORD ARCHIVES
ALAYNA HILL / ROCHESTER
 Dave Matthews Band
 DJ Clue
 Silkk The Shocker
 Project Pat
 Lords Of Acid

SOUTHWEST
PAIGE MANN / HOUSTON
 Pat Green
 Project Pat
 DJ Clue
 Silkk The Shocker
 Dave Matthews Band
 Dirty
 Gladys Knight

STREETSIDE
SUE GRONE / ST. LOUIS
 Dave Matthews Band
 Project Pat
 Silkk The Shocker
 DJ Clue
 American Hi-Fi
 Dirty

TOWER
DAVE WEBB / ANAHEIM, CA
 Dave Matthews Band
 DJ Clue
 Steely Dan
 Rick Braun
 Project Pat

TOWER
TONY JONES / AUSTIN
 Dave Matthews Band
 Pearl Jam (Memphis)
 At The Drive-In
 John Digweed

TOWER
BOB WALSH / BOSTON
 Dave Matthews Band
 DJ Clue
 Pearl Jam (Bos 8/29)
 Pearl Jam (Bos 8/30)
 John Digweed
 American Hi-Fi
 Project Pat

TOWER
DARREN HALLIWELL / CHICAGO
 Dave Matthews Band
 DJ Clue
 Tortoise
 Hannibal (ST)
 Doves
 Seussical (ST)
 Orishas

TOWER
BOB SCHNELL / KING OF PRUSSIA
 Dave Matthews Band
 DJ Clue
 Pearl Jam (Phil 9/1)
 Pearl Jam (Pitt 9/5)

TOWER
BOBBI HEAD / LA JOLLA
 Dave Matthews Band
 DJ Clue
 A*Teens
 The Orb
 Coldplay
 Fuel

TOWER
JOHN GUSTI / NASHVILLE
 Dave Matthews Band
 Pearl Jam (Nashville)
 Project Pat
 Silkk The Shocker
 DJ Clue

TOWER
SHELLY GALLIANO / NEW ORLEANS
 Dave Matthews Band
 DJ Clue
 Pearl Jam (New Orleans)
 Project Pat
 Silkk The Shocker

TOWER
NADEZHDA BALL / NEW YORK
 Dave Matthews Band
 DJ Clue
 Pearl Jam (J.Bch8/23)
 American Hi-Fi

TOWER
THOMAS HOUK / PHILADELPHIA
 DJ Clue
 Dave Matthews Band
 Pearl Jam (Phil 9/1)
 Pearl Jam (Phil 9/2)
 Silkk The Shocker

TOWER SUNSET
JOHN CRAWFORD / W HOLLYWOOD
 Dave Matthews Band
 DJ Clue
 Rick Braun
 Project Pat
 Pearl Jam (J.Bch8/23)
 Dirty
 Cheap Trick

TRANSWORLD
VINNIE BIRBIGLIA / ALBANY
 Dave Matthews Band
 Project Pat
 DJ Clue
 Silkk The Shocker
 Jessica Andrews

UNIVERSAL O-S
SAM CASS / PHILADELPHIA
 DJ Clue
 Dave Matthews Band
 Project Pat
 Silkk The Shocker
 Dirty

VALLEY RECORDS
LEW GARRETT / WOODLAND
 Dave Matthews Band
 Project Pat
 DJ Clue
 Silkk The Shocker
 Jessica Andrews
 A*Teens
 Lords Of Acid

WATERLOO RECORDS
DON LAMB / AUSTIN
 Dave Matthews Band
 Pat Green
 Double Trouble
 Tortoise
 At The Drive-In

WHEREHOUSE
BOB BELL / TORRANCE
 Dave Matthews Band
 DJ Clue
 Project Pat
 Silkk The Shocker
 Jessica Andrews
 Dirty

Tantric "Breakdown"



**ON TOUR
NOW!**

#1 SPIN GAINER 2 WEEKS IN A ROW!

BDS MODERN ROCK: 35-25* 774x (+198)

**Closing out the panel at:
KZON WOCL WPBZ KFMA WWDX
and many more!**

**80% of the panel already closed
with great spins at these fine stations:**

WXRK (13x)	Q101 (16x)	WPLY (13x)	WBCN (18x)
99X (14x)	KNDD (19x)	KPNT (12x)	WXDX (22x)
KNRK (22x)	KWOD (12x)	WEND (10x)	WBRU (17x)
X96 (23x)	WRZX (24x)	KKND (16x)	KPOI (19x)
WRAX (12x)	KFRR (67x)	WAVF (30x)	KFTE (20x)

***Appearing on the Tonight Show
with Jay Leno March 23!!!***

**BDS ACTIVE ROCK: 4* 1072x (+45)
BDS ALBUM ROCK: 4 - 3* 1663x (+88)**



From the
self-titled debut album.



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Management: Dan Colucci/Lucei Entertainment.

www.maverick.com/tantric

Produced by Toby Wright.

ROCK2K



800K DAVE MATTHEWS BAND FANS CAN'T BE WRONG
First-week sales soar as Matthews and Co. hit the road for a cross-country promotional tour

LEEDS & LEON BLOW UP UNIVERSAL POMO, ROCK & APM

Promo domos bust out Most Added Rammstein, Oleander, 3 Doors Down, Powderfinger & Bob Schneider, with Godsmack's "Greed" up next



THIS WAS THE "FLAVOR OF THE WEAK" THAT WAS
Island's American Hi-Fi debut with big first-week sales thanks to hit single/video.

Fast Five

Rock Box

1 NANCY STEVENS:

New KEDJ PD maintains PoMo edge in the desert.



2 POE:

"Hey Pretty" returns girl power to the PoMo airwaves, brought to you by Atlantic's power girls: Kris, Bonnie & LeeAnne.

3 TANTRIC:

Maverick puts its foot to the "Breakdown," burning rubber at Top 5 Active, Top 25 PoMo.



4 SYSTEMATIC:

New band on Lars Ulrich's TMC label big at Active. Download 'em on Napster while you can.



5 COLD:

Flip/Geffen band a Schur thing with "No One" a hit at PoMo and Active.



BRAD HARDIN/OM-PD WXTB/Tampa

Having worked closely with the likes of Tom Owens, Randy Michaels, Marc Chase and Gene Romano, WXTB and WTBT OM Brad Hardin has as many mentors as HITS has mental cases. Before his domination in Tampa (5.6 four-book 12+ average on WXTB), Brad did time at WLRS Louisville, WAZU Dayton, WEBN Cincinnati and WVRK Columbus. He's also a Clear Channel Brand Manager overseeing WTFX Louisville and WJRR Orlando. Brad is a master at marrying the station and live concert experience, like he does with "Guavaween" (WXTB's annual Halloween festival which last year featured Fuel, Full Devil Jacket, Cold and Godsmack). Brad comments on the latest at WXTB: "We just announced our 11th 'Livestock' for April 28-29. I'm really excited about Offspring, 3 Doors Down, Staind, Linkin Park, Disturbed, Tantric, Cold, Skrape, (Hed) P.E. and Systematic playing the first day and the Black Crowes, Tesla, Oleander and Nonpoint playing the next."



creeper LAGOON

WRECKING BALL

*From The New Album
Take Back The Universe and Give Me Yesterday*

**Crashing Into Radio:
March 13th**

**Couldn't Wait:
LIVE 105**



Produced By Greg Wells Mixed By Ken Andrews
Managed by Jordan Kurland/ Zeitgeist Artist Management

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www.dreamworksrecords.com
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POST modern

top 25 post toasties

lw	tw	artist-label	comments
—	1	DAVE MATTHEWS BAND - RCA	MASSIVE sales! I Did It
1	2	CRAZY TOWN - Columbia/CRG	#1 WXRK,WOCL Butterfly
3	3	VA:FAMILY VALUES TOUR - Flawless/Geffen	#1 Q101,KITS Aaron Lewis & Fred Durst
2	4	FUEL - Epic	KQXR Add Innocent, Hemorrhage
4	5	INCUBUS - Immortal/Epic	#1 WFNX,WCYY Drive
6	6	MOBY - V2	#1 WAVF,X-96 South Side
9	7	U2 - Interscope	#1 WHRL,WRZK Walk On
10	8	LINKIN PARK - Warner Bros	#1 WPLA,KNRK One Step Closer, Crawling
7	9	3 DOORS DOWN - Republic/Universal	tour w/Oleander & Fuel Duck and Run
5	10	LIFEHOUSE - DreamWorks	#1 KDGE,WXDX Hanging By A Moment
11	11	LIMP BIZKIT - Flip/Interscope	WAVF Add My Way
8	12	COLDPLAY - Netwerk/Capitol	#1 WTGZ,WEEQ Yellow
12	13	OFFSPRING - Columbia/CRG	WXRK,KNDD Add Million Miles Away
14	14	DISTURBED - Giant/Reprise	KKND,WMRQ Add Voices
13	15	RAGE AGAINST THE MACHINE - Epic	KMYZ,KTEG Add How I Could Just Kill A Man
16	16	A PERFECT CIRCLE - Virgin	99X,KAEP Add The Hollow
—	17	AMERICAN HI-FI - Island/IDJ	on tour now! Flavor Of The Weak
18	18	TANTRIC - Maverick	WPBZ,WOCL Add Breakdown
19	19	NEW FOUND GLORY - Drive Thru/MCA	91X,KZON Add Hit Or Miss
15	20	GODSMACK - Republic/Universal	#1 KTEG,KXTE Awake
17	21	PAPA ROACH - DreamWorks	WPLA,X-96 Add Between Angels And Insects
21	22	GREEN DAY - Reprise	WHFS,KITS Add Waiting
23	23	COLD - Flip/Interscope	WEND,WXNR Add No One
22	24	ORGY - Reprise	X-96,KNSX Add Opticon
20	25	DEFTONES - Maverick	Grammy Winners Digital Bath

based on a combination of airplay and sales

most added

1. EVE 6	"Here's To The Night"	(RCA)
2. REHAB	"It Don't Matter"	(Epic)
3. WALLFLOWERS	"Letters From The Wasteland"	(Interscope)
4. RAMMSTEIN	"Links 2,3,4"	(Republic/Universal)
5. POE	"Hey Pretty"	(FEI/Atlantic/AG)
6. EVERCLEAR	"Out Of My Depth"	(Capitol)

post toasted

BY IVANA B. ADORED

A MONTH OF SUNDAYS: When I called my sister in Baltimore to see how she was faring in the "Blizzard of 2001," she scoffed, "Driving is difficult from the glare of the sun and the 40-degree temperatures." From what you've told me, conditions in the Northeast were a bit more perilous (I guess that's why they call it a "Nor'easter"), but not quite treacherous enough to keep you from adding records this week.... Despite the onset of a hacking cough and flu, **Suzie Dunn** called from **WPLY** with the station's only add, **The Wallflowers'** "Letters From The Wasteland," which naturally led to a lengthy exposition about our being partial to artists with what MD **Dan Fein** calls the "ish factor"—**British**, **Scottish** and (as it applies to **Jakob Dylan**, who we both adore) **Jewish**. Then we compared notes on the **Doves** shows we've seen in the past few weeks (I tried not to gloat that I'm seeing them for the third time tonight), hailing our friends at **KROQ** and



THE LIVING END:
They're To Die For.

99X for adding "Catch The Sun" this week. Suzie promised to say hello to **Pete Yorn** for me when he visits 'PLY this Friday before succumbing to a coughing jag that interrupted my story about how Pete playing live on the air at **WRAX** yesterday impressed **Dave Rossi** enough to add "Life On A Chain" a month early. Worried that Suzie would lose a lung if she didn't hang up the phone and get some water, I promised to tell the world (well, at least both of you that read this) how phenomenal we both think the new **Creeper Lagoon** record is. Luckily,

the early add today from **Live105** on "Wrecking Ball" is all I needed to get this point across... I wanted to get a quote from **Kevin** at **WFNX** about **Rehab's** "It Don't Matter" being #1 phones at the station for the past three weeks, but since I figured he was stranded in a snowdrift, I decided to make one up, based on our previous conversations about the song. "When I first heard 'It Don't Matter,' screamed Kevin, his cell phone cutting in-and-out on the Tobin Bridge, "I thought there was 'something there.' Once we put it on the air and got immediate calls, I knew for sure this was a HIT." **KNDD** MD **Kim Monroe**, still trying to regain her equilibrium from being on the air during last week's earthquake added, "Rehab will shake up your playlist more than a 6.8 tumbler. But if this studio's rockin' don't bother knockin'!" By the way, we made up this quote from Kim with her permission, so both of us are to blame. Other programmers adding Rehab whose quotes we'll fabricate next week include our pals at **KEDJ**, **WHRL**, **WXSR**, **WKRL**, **WARQ**, **WWVV**, **KHLR** and a heap more. "Tres magnifique," trilled **Epic's Jacqueline Saturn**, surveying the spoils of her weekend trip to Paris. **Jo Hodge**, guiding his car through the rain-soaked streets from his palatial pied a terre in L.A. to his office in Santa Monica, called in adds for **Rage**, **Rehab** and **Fuel** in groups of twos, inspired, perhaps, by the story of Noah's Ark... Jo's drive home should be precipitation-free this evening because just as we heard that **KROQ** was adding **Doves'** "Catch The Sun," the sun finally came out after two weeks of perpetual rain. I swear this is true... Did you see the first-week sales for **American Hi-Fi**? We're telling **Stu** and **Howie** we think sales will exceed 10k! Isn't that FANTASTIC? As airplay and video play for "Flavor Of The Weak" truly kicks into well-deserved Power rotation, sales will explode even further. As my guys in **NSYNC** say, "This I promise you".... I also swear on the head of my cat **Madeline** that the **Train** single, "Drops Of Jupiter," is a SMASH. **Nan** and **Christine** have just about closed this record at PoMo, landing **WMRQ**, **KPOI**, **KTCL**, **WPLA** and **WEJE** this week, while nabbing **KNDD** and **WXRK** on **Offspring's** "Million Miles Away." **Nan** will be holding court at the **Columbia** showcase at **SXSW**. We'll be there, basking in the glow of her brilliance—or stalking Pete Yorn—whichever is most compelling to us at that moment.... After another stupendous week on **Living End's** "Roll On," we'll hail **Bob Divney** and **Todd Sievers** as tomorrow night's Living End show by buying THEM drinks. Look at the stations that rolled in this week: **KNDD**, **KITS**, **WLRS**, **KFMA**, **WZPC**, **WXO**, **KFTE**, **WEQX**, **WMAD**, **KAHA** and more! Plus **Bob** and **Todd** pulled in a slew of adds on **Green Day's** "Waiting" (which reminds those of us who are OUT OF THE DEMO of **Petula Clark's** "Downtown"), **Orgy's** **Opticon** and have programmers salivating over the new **Depeche Mode** single, "Dream On." I wonder if the **Roxy** will let me pay for their drinks with my **Barneys** card?... **Lisa Cristiano** is relatively stress-free this week after scoring huge adds on **Nonpoint's** "What A Day" from **Q101**, **WXRK** and **KITS**, while **New Found Glory's** "Hit Or Miss" continues to be #1 phones in every major market. What a day, indeed!.... **Poe's** "Hey Pretty" had another record-breaking week, with new adds from **99X**, **KDGE**, **KKND**, **KPNT** (how much do we LOVE **Eric Schmidt**?), **WWDX** and others. We are thrilled beyond belief. Make sure **Kris** sends you a copy of **Duncan Sheik's** new album. There's a reason the press are jumping all over themselves to praise this amazing CD... **Gaby** is showing PoMo programmers how to get **Tantric**, with "Breakdown" lessons being taught this week at **WOCL**, **KFMA**, **WPBZ**, **KZON**, **KCCQ** and **WWDX**. We're in awe of her... SONG TO HEAR: **Scalegoat Wax's** "Aisle 10" on **Grand Royal** (ask **Tick** to send you the EPK)... PEOPLE TO WATCH: **Matt Shiv** and **Mike Taylor** at **WOXY** (because they're awesome), **Rae Cline**, **Mary Shuminas**, **Bob Salerno**, **Bill Burrs**, **Alex Quigley**, **Dave Richards** and **Patty Martin** (can you tell I spent the weekend in Chicago?).

POST modern

top 20 airplay

lw	tw	artist	label
1	1	INCUBUS Drive	Immortal/Epic
3	2	AARON LEWIS & FRED DURST Outside	Flawless/Geffen
2	3	CRAZY TOWN Butterfly	Columbia/CRG
4	4	MOBY South Side	v2
5	5	DAVE MATTHEWS BAND I Did It	RCA
6	6	LIFEHOUSE Hanging By A Moment	DreamWorks
7	7	LINKIN PARK One Step Closer	Warner Bros.
8	8	COLDPLAY Yellow	Nettwerk/Capitol
9	9	FUEL Innocent	Epic
11	10	U2 Walk On	Interscope
10	11	FUEL Hemorrhage (In My Hands)	Epic
13	12	3 DOORS DOWN Duck And Run	Republic/Universal
12	13	OFFSPRING Want You Bad	Columbia/CRG
14	14	GODSMACK Awake	Republic/Universal
17	15	AMERICAN HI-FI Flavor Of The Weak	Island/IDJ
19	16	LIMP BIZKIT My Way	Flip/Interscope
16	17	DEFTONES Digital Bath	Maverick
15	18	RAGE AGAINST THE MACHINE Renegades Of Funk	Epic
18	19	DISTURBED Voices	Giant/Reprise
—	20	A PERFECT CIRCLE The Hollow	Virgin

upcoming new releases

GOING FOR ADDS 3.12

CREEPER LAGOON • "Wrecking Ball" - DreamWorks
DANDY WARHOLS • "Godless" - Capitol
ECONOLINE CRUSH • "Make It Right" - Restless
GODSMACK • "Greed" - Republic/Universal
GREEN DAY • "Waiting" - Reprise
MINIBAR • "Holiday From Myself" - Universal
FLYBANGER • "Cavalry"
 - Columbia/CRG



GOING FOR ADDS 3.19

LINKIN PARK • "Crawling" - Warner Bros.
LUCKY BOYS CONFUSION • "Fred Astaire"
 - Elektra/EEG
MONSTER MAGNET • "Heads Explode" - Interscope
STELLA • "Kiss Kiss" - Universal



GOING FOR ADDS 3.26

DEPECHE MODE • "Dream On" - Reprise
DAVID GRAY • "Please Forgive Me" - ATO/RCA
ISLE OF Q • "Here And Gone
 (She's Free)" - Universal



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

LUCKY BOYS CONFUSION

FRED ASTAIRE

THE PREMIERE SINGLE FROM THE FORTHCOMING DEBUT ALBUM
ALBUM IN STORES MAY 8

Impacting Modern Rock radio NOW

Early believers:

Q101 KEDI KPNT WRAX

THROWIN THE GAME

PRODUCED BY HOWARD BENSON
MIXED BY RANDY STAUB

MANAGEMENT: THADDEUS RUDD & DOUG LEFRAK FOR FEISTY MANAGEMENT



Photo: Habbil Elderkin

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www.musicinformation.com

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JOHN MICHAEL PD KFMA/Tucson, Az



KFMA PD **John Michael** has a secret weapon for picking music: his precious black lab puppy named **Scout**, who apparently has an ear for hits. He's give two woofs of approval for **Dave Matthews Band's** "Space Between," **Rage Against The Machine's** "How I Could Just Kill A Man" and **Godsmack's** "Greed." Scout also got an extra bag of doggy treats after the numbers came in from KFMA's last book—5.0-6.4! Impressive indeed. As for what makes the station tick, research came back listing the **Beastie Boys**, **Nirvana**, **Rage**, **Limp Bizkit**, **Metallica**, **Sublime** and **Tool** as audience favorites. Amazingly enough, all earned yelps of approval from John's canine companion. Coming soon (May 15, to be exact) is KFMA's Birthday Bash, so book your tickets, get your bands ready and don't forget the Scooby Snacks!

requests

1. Aaron Lewis & Fred Durst (Flawless/Geffen)
2. Crazy Town (Columbia/CRG)
3. Linkin Park (Warner Bros.)
4. Dave Matthews Band (RCA)
5. Coldplay (Netwerk/Capitol)
6. Lifehouse (DreamWorks)

hots

WHRL / SUSAN GROVES / CHRIS / ALBANY

Aaron Lewis & Fred Durst
Crazy Town
Limp Bizkit
Lifehouse
Moby

KTEG / ELLEN FLAHERTY / ADAM 12 / ALBUQUERQUE

Aaron Lewis & Fred Durst
Crazy Town
Linkin Park
Nothingface
Rammstein

WBCN / OEDIPUS / STEVEN STRICK / BOSTON

Crazy Town
Lifehouse
Kid Rock
Fuel
American Hi-Fi

WBTZ / STEPHANIE / PICARD / BURLINGTON, VT

Aaron Lewis & Fred Durst
Linkin Park
Crazy Town
Coldplay
Our Lady Peace

WAVF / GREG PATRICK / DANNY V / CHARLESTON, SC

Aaron Lewis & Fred Durst
Linkin Park
Crazy Town
Train
Coldplay

WWCD / ANDY DAVIS / COLUMBUS

Granddaddy
Doves
Self
Lifehouse
at the drive-in

CIMX / MURRAY BROOKSHAW / VINCE / MATT / DETROIT

Crazy Town
Aaron Lewis & Fred Durst
Incubus
Deftones
Godsmack

WJBX / JOHN ROSS / FT. MEYERS

Aaron Lewis & Fred Durst
Coldplay
Disturbed
Crazy Town
Our Lady Peace

WGRD / DAN CLARK / TIM BRONSON / GRAND RAPIDS, MI

Lifehouse
Coldplay
American Hi-Fi
Poe
U2

KAHA / ROWDY WALKER / SAGE / HONOLULU

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

KPOI / NIKKI BASQUE / HONOLULU, HI

Aaron Lewis & Fred Durst
Crazy Town
Linkin Park
Dave Matthews Band
Papa Roach

WNFZ / DAN BOZYK / BONER / KNOXVILLE, TN

Aaron Lewis & Fred Durst
Crazy Town
Linkin Park
Tool
Disturbed

WFBZ / NEIL CLOSE / LA CROSSE, WI

Dave Matthews Band
Lifehouse
Oleander
U2
Rage Against The Machine

KCRW / NIC HARCOURT / LOS ANGELES

Zero 7
Nikka Costa
Sigur Ros
Pete Dinklage
Mandalay

KROQ / KEVIN / GENE / LISA / LOS ANGELES

Linkin Park "Crawling"
New Found Glory
Crazy Town
Alien Ant Farm
American Hi-Fi

WXRK / STEVE KINGSTON / MIKE PEER / NEW YORK

Crazy Town
Rage Against The Machine
Linkin Park
Alien Ant Farm
New Found Glory

WBER / ANDREW CHINNICI / JOEY GUISTO / PENFIELD

Incubus
Disturbed
Daft Punk
Rammstein
Marina Belica

WBRU / TIM SCHIAVELLI / PROVIDENCE

Our Lady Peace
New Found Glory
Coldplay
Crazy Town
Lifehouse

KCXX / KELLI CLUQUE / JOHN / DARYL / RIVERSIDE, CA

Aaron Lewis & Fred Durst
Crazy Town
Linkin Park
Disturbed
Tantric

KPNT / TOMMY MATTERN / ERIC SCHMIDT / ST. LOUIS

Tool
Rage Against The Machine
Alien Ant Farm
Aaron Lewis & Fred Durst
Saliva

WXSR / SCOTT PETIBONE / KENZIE / TALLAHASSEE, FL

Taproot
Aaron Lewis & Fred Durst
Nonpoint
Nothingface
Deftones

KFMA / JOHN MICHAEL / MARC YOUNG / TUCSON

Limp Bizkit
Godsmack
Linkin Park
Oleander
Saliva

KMYZ / LYNN BARSTOW / RAYDOG / TULSA, OK

Aaron Lewis & Fred Durst
Crazy Town
Limp Bizkit
Disturbed
Coldplay

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

New Found Glory
Alien Ant Farm
Pearl Jam "It's OK"
Run DMC
Cold



"This is a very special band....we have had Top 5 phones since we put the sucker on....**what a fine f*ckin day!**" -- Gregg Steele, P.D., WZTA

nonpoint

what a day

From The Debut Album **statement**

New This Week:

WXRK Q101 LIVE 105

Early Adds, Early Phones!

KXTE	KXXR	KIOZ	KUPD	WZTA
WPBZ	WRZX	WKRL	WRZK	WNFZ
KEDJ	WXTB	WAAF	WJRR	WJBX
KRXQ	KWOD	WPLA	KMYZ	KMBY

...And Many More!

ON TOUR NOW!

Tour with HED PE Starts in April

OZFEST THIS SUMMER

Produced by Jason Bieler Management: BVB Music Group www.nonpoint.com www.mcarecords.com

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MCA
MUSIC
- AMERICA

POST modern

top 20 retail

lw	tw	artist	label
—	1	DAVE MATTHEWS BAND Everyday	RCA
2	2	COLDPLAY Parachutes	Nettwerk/Capitol
1	3	DIDO No Angel	Arista
3	4	O BROTHER, WHERE ART THOU? OST Various Artists	Mercury Nashville
6	5	U2 All That You Can't Leave Behind	Interscope
5	6	TORTOISE Standards	Thrill Jockey
11	7	MOBY Play	V2
4	8	STEPHEN MALKMUS Stephen Malkmus	Matador
—	9	AMERICAN HI-FI American Hi-Fi	Island/IDJ
8	10	LENNY KRAVITZ Greatest Hits	Virgin
7	11	BEATLES #1	Capitol
12	12	DAVID GRAY White Ladder	ATO/RCA
—	13	THE ORB Cydonia	MCA
15	14	LINKIN PARK Hybrid Theory	Warner Bros.
10	15	RADIOHEAD Kid A	Capitol
14	16	LOW Things We Lost In The Fire	Kranky
19	17	SPOON Girls Can Tell	Merge
9	18	CRAZY TOWN Gift Of Game	Columbia/CRG
16	19	SIGUR ROS Agaetis Byrjun	FatCat
18	20	EMINEM The Marshall Mathers LP	Aftermath/Interscope

ivana's secret

The songs that describe the "look" for Spring 2001 is **Bill Wyman's** "Je Suis Un Rock Star" and **Cyndi Lauper's** "Girls Just Wanna Have Fun"—a combo of innocent French mademoiselle, "bubblegum chic" and '80s Rock Star, best captured in Spring collections by **Marc Jacobs**, **Stella McCartney** and **Anna Sui**. Toile de Jouy, the unbleached printed cotton fabric favored by Marie Antoinette, is the fabric "du jour," used extensively in the newly relaunched (by the design team **Clements Ribeiro**) **Cacharel** collection, and also in the Spring line from **Diane von Furstenberg**, **Vanessa Bruno** and **Vivienne Westwood**. This month, *Jalouse*, the French fashion magazine, launched its premiere issue in the U.S. Tres magnifique! Unlike our friends **Lee Anne Callahan**, **Daniel Glass** and **Jacqueline Saturn**, some of us have never been to Paris, so we have to satisfy our shopping urges via www.colette.fr (Web site of **Colette**, the most famous boutique in the City Of Lights), www.apc.fr and www.freelance.shoes.com, which we visit while listening to **Air**, **Mellow** and **Phoenix**. Tres chiel! Since I thought '80s fashion sucked in the '80s, you won't see me wearing any of this stuff. For me, it's all about the Belgians. You may have your **Stephen Sprouse**-graffitied-**Louis Vuitton**. I'm saving my money for **Angelo Figus**.

retail top 5s

MOD LANG / PAUL / NAOMI / BERKELEY, CA Tortoise Ladytron Arab Strap Stephen Malkmus Mother Hips	EAR X-TACY / GEOFFREY / MELANIE / LOUISVILLE, KY Dave Matthews Band O Brother, Where Art Thou? Coldplay Dido Tantric
RECORD EXCHANGE / TIM / BOISE Dave Matthews Band O Brother, Where Art Thou? Beatles Dido Coldplay	OTHER MUSIC / OTHER MUSC / NEW YORK Tortoise Ladytron E*vax Breakestra Stephen Malkmus
ERNIE NOVEMBER / ROSS / CHEYENNE, WY Dave Matthews Band Marilyn Manson O Brother, Where Art Thou? Crazy Town Low	AMOEBA MUSIC / R. PETERSON / SAN FRAN. Dave Matthews Band Stephen Malkmus Dido Breakestra Coldplay

post modem

Until recently, listening to MP3 music was limited to sitting by your PC or hearing it over a hand-held portable player. Now MP3 are available for in-vehicle enjoyment. Visteon Corporation is bringing in-dash MP3 technology directly to consumers with its new MACH MP3 Music System, which will be available to consumers in mid-March, and sold through their website at www.visteon.com for only \$369. This innovation combines file-playback technology with efficient memory storage, and plays both MP3-encoded and pre-recorded music CDs. The player also includes a full-featured AM/FM stereo radio. You can listen to up to 10 hours (or approximately 255 MP3 songs) of music on just one CD. The MACH MP3 comes with a tool that makes it easy to install it in your car, so what are you waiting for?



"I WANT TO LIVE"

HOW TO:



DEAL WITH A CHARGING BULL

- do not antagonize the bull and do not move
- remove your shirt, hat or another article of clothing
- when the bull charges - remain still and then throw the article of clothing away from you.
- If you encounter a stampede of bulls or cattle, your only option is to run alongside the stampede to avoid getting trampled. Bulls are not like horses and will not avoid you if you lie down - so keep moving.

"I WANT TO LIVE" on Q101



ESCAPE FROM A MOSH PIT

- be sure to carry a stout pole
- if you start to sink, lay the pole on the surface of the mosh pit
- place the pole at a right angle to your spine to keep your hips afloat on top of the pole
- floating is easier in salt water than fresh water but much easier in mosh pit - spread your arms & legs far apart and try to float on your back.

"I WANT TO LIVE" on WPLY



AVOID BEING STRUCK BY LIGHTNING

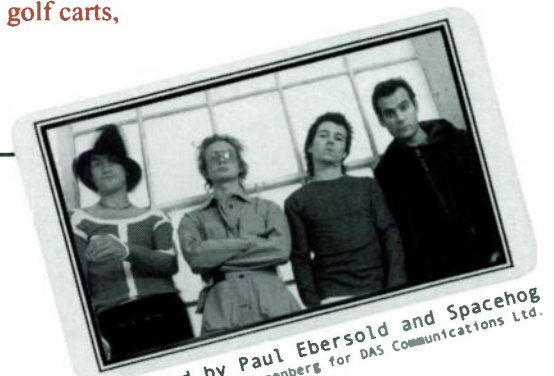
- avoid high places, open fields, ridges above the timberline, isolated trees, unprotected gazebos, rain or picnic shelters, as well as shallow depressions in the earth, baseball dugouts, communications towers, flagpoles, light poles, metal and wood bleachers, metal fences, golf carts, convertibles, tents and all bodies of water.

"I WANT TO LIVE" on KPNT



AVOID MISSING A HIT

- Be sure to take the CD out of the case.
- Place in your CD player
- Read the credits and listen at least twice.
- Notice the producer - Paul Ebersold!
- Go with your gut, play the song and LIVE.



Produced by Paul Ebersold and Spacehog
Management: David Sonenberg for DAS Communications Ltd.

SPACEHOG (DO OR DIE)



ARTEMIS RECORDS 130 FIFTH AVENUE, 7TH FLOOR NEW YORK, NY 10011
www.spacehog.com www.artemisrecords.com

POST modern

top 25 specialty airplay

iw	tw	artist-label	comments
10	1	STEPHEN MALKMUS - Matador Stephen Malkmus	featured on WBZT
8	2	THE LIVING END - Reprise Roll On	Top 5 @ WEJE
5	3	CREEPER LAGOON - DreamWorks Take Back The Universe	Top 5 @ WBZT,WEQX
3	4	POWDERFINGER - Republic/Universal Odyssey Number Five	Top 5 @ WEJE
19	5	RAGE AGAINST THE MACHINE - Epic Renegades	Top 5 @ 91X
1	6	BS2000 - Grand Royal Simply Mortified	Top 5 @ KNDD
4	7	DOVES - Heavenly/Astralwerks Lost Souls	Top 5 @ WPLA,WEQX
14	8	RAMMSTEIN - Motor Music/Universal Mutter	Top 5 @ X-96,KUPD
15	9	SPINESHANK - Roadrunner New Disease	Top 5 @ WPLA,KCXX
—	10	POE - FEI/Atlantic/AG Haunted	Top 5 @ WPLY
—	11	DIESEL BOY - Honest Don's "Big Sparkling New" (single)	Top 5 @ WFNX,WPLA
—	12	DISCONTENT - Sha-la The Discontent EP	Top 5 @ WFNX
—	13	SUICIDAL TENDENCIES - Suicidal Friends and Family 2	www.suicidalendencies.com
—	14	TOADIES - Interscope Hell Below/Stars Above	Top 5 @ WBCN,WPLY
21	15	COLDPLAY - Nettwerk/Capitol Parachutes	Brit Award Winners!
6	16	IDLEWILD - Odeon/Capitol 100 Broken Windows	Top 5 @ WAVF
7	17	OLD 97'S - Elektra Satellite Rides	Top 5 @ WHTG
—	18	GODHEAD - Posthuman/Priority 2000 Years Of Human Error	www.godhead.com
—	19	PJ HARVEY - Island/IDJ Stories Of The City,Stories From The Sea	Top 5 @ WAVF
—	20	MUDVAYNE - Epic L.D.50	Top 5 @ WAVF,KCXX
—	21	DAVE MATTHEWS BAND - RCA Everyday	Top 5 @ WEEQ
12	22	BRASSY - Wiiija/Beggars Banquet Got It Made	Top 5 @ WPLY
—	23	TRANSMISSION OK - Beyond The Sky,The Stars and The Great Beyond...	www.transmissionok.com
—	24	LIFEHOUSE - DreamWorks No Name Face	Top 5 @ WBRU,X-96
16	25	BOY HITS CAR - Wind-Up Boy Hits Car	Lenny Diana's pick

based on specialty show and key college airplay

beauty school drop out

BY ERIKA STRADA

DAVE GROHL RULES: So I figured it was about time to pop my head out from beneath my blankets and check in. While some of you were getting ready for Miami (packing the sandals and sunblock), I was pouting because I couldn't go see the **Foo Fighters** play at the House Of Blues or go to any of the **Grammy** parties. Bummer. But soon it was all better. Mmmm...let's see, to be exact—9 something the Tuesday before the **Grammys**...that was it. My phone rang. "Hi, it's Dave!" was the answer on the other end of the line. So with a bit of giggling and gasping (don't ASK me how I just knew and didn't reply "Dave who?") I somehow managed to carry on a semi-decent conversation with the sweetest guy in rock-n-roll. (Did I really invite him over?



DAVE GROHL:
"a kiss makes it all better"

Yikes!) But it just goes to show what an amazing person that **Dave Grohl** is, and how lucky I am to have so many people looking out for me. (In fact, let me take this opportunity to thank **John Silva**, **JC** and **Ivana** too!) Apparently I had the "Erika Army" in full force at the Grammy parties too, with stories coming in from my various friends who said hi to Dave for me. Too funny. I have the best friends. I really really do. So now back to what some of you were doing in Miami. I was sad for everyone who was anticipating seeing Brit darlings (and our darlings as well!) **Coldplay**, but unfortunately the flu got the best of them. (Apparently a quick recovery though, since we did spy them onstage picking up a well-deserved Brit award for Best British Band!) But more about them in a moment. **Doves**—everyone had something wonderful to say about the show in Miami. (Especially a certain President of HITS Magazine, who is busy memorizing their lyric's on her way to see them *again* in Chicago!) **KXNA's** darling **Margot Smith's** enthusiasm for them shined along with the highlights from her *first* convention ever. These, of course, were the fact that she got to hang out with some of her very favorite people, like **WGRD's** **Tim Bronson** (who couldn't be any more precious...), **89X's** **Murray Brookshaw** and **WLRS' Biscuithead**. Now back home in Fayetteville, Margot lists some of her favorite new songs from **Idlewild**, **Treble Charger**, **Our Lady Peace**, **Lifehouse** (cut #2) and **Spacehog**. Be sure also to ask Margot how the petition to bring **Dave Matthews Band** to Fayetteville is coming. (We love that Margot sets her sights high!) Or, ask about another band near and dear to her, **19 Wheels**. This Michigan band (produced by the **Verve Pipe's** **Donny Brown**) is holding it's own on **KXNA's** playlist (as it is on **WGRD's**). Now back to the Doves...**KMYZ's** **Lynn Barstow** and **Raydog** were also impressed with their spectacular performance. I couldn't wait to hear about the dinner in Miami where you actually eat on a bed (are pajamas optional?). Sounds interesting and scary at the same time. As for **KMYZ**, make sure you make your reservations now for their May 13th show. I wonder if they could get **Coldplay** for their show since it's cracking their Top 5 phones—quite a feat in **Tulsa** for a Brit band. Well done. So, did you want to hear how fantastic **Coldplay** was in LA? There is just something about **Chris Martin's** voice that sends chills up my spine. The audience couldn't have been more attentive and appreciative—both rare things for an LA crowd. Have I mentioned opening band **Powderfinger** yet? If I haven't had the chance to corner you on the phone and sing their praises, let me just say now that they are AMAZING. Such stage presence! This is a band that's gonna be sure to stick around. The first call I made after seeing them was to **99X's** **Chris Williams** because I remembered months back when he was telling me how great they were. This week I must also give **KDGE's** **Alan Ayo** a shout out...I need to give him a reason to pick up the magazine. It certainly isn't in vain either, Alan is pleased to report that he not only secured the night DJ slot (just where he wanted to be) but is also starting a brand new specialty show. Now I'm running out of space and have yet to mention all the great things to see in Austin for **SXSW**: **Idlewild**, **Brassy**, **Mundy**, **Bare Jr.**, **Joseph Arthur**, **Tahiti 80** and **Crud** (Thursday at Lucy's, 11pm). Please make sure to share your stories with the less fortunate... Time to crawl back under the blankets to dream of **Dave Grohl** and find something decent on the television. Tonight's choice will definitely be **Josh Joplin** on **Letterman**! Until next week...hugs and kisses!

Over 30 Stations the first week

including:

DC101
KZON
WWCD
WFNX
WLIR
KENZ
KZNZ
WEND
KWOD
WGRD
WCYY
WWVV
WARQ
WEQX
KJEE
KAEP
WKRL
KLEC

and many
many more.

#1 MOST
ADDED!

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THE NEW SINGLE AND VIDEO FROM
THEIR SOPHOMORE ALBUM *horrorscope*
IN STORES NOW



ON TOUR NOW WITH
VAST AND AMERICAN HI FI



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out of my depth



The new single from

everclear

Songs From An American Movie, Vol. Two: Good Time For A Bad Attitude



GREATEST GAINER
IN THE ENTIRE FORMAT

TOP 5 MOST ADDED AGAIN
KNDD/SEATTLE

On sold-out Arena tour with *Lifeshouse* and *Matchbox Twenty*



Also available: the Platinum album,
Songs From An American Movie, Vol. One: Learning How To Smile



Produced by A.P. Alexakis • Mixed by Neal Avron • Management: Darren Lewis at Reolver

Official Everclear Website: everclearonline.com ★ hollywoodandvine.com ★ ©2001 Capitol Records, Inc.



godless

THE DANDY WARHOLS

The new single from the critically acclaimed album
THIRTEEN TALES FROM URBAN BOHEMIA.

"One of the Top Albums of the Year."

- Alternative Press
- Los Angeles Times
- San Francisco Chronicle
- Washington Post
- San Diego Union Tribune
- The Denver Post
- Oakland Tribune

**GOING FOR
ADDS THIS
WEEK!**

**Special remix by
Massive Attack**



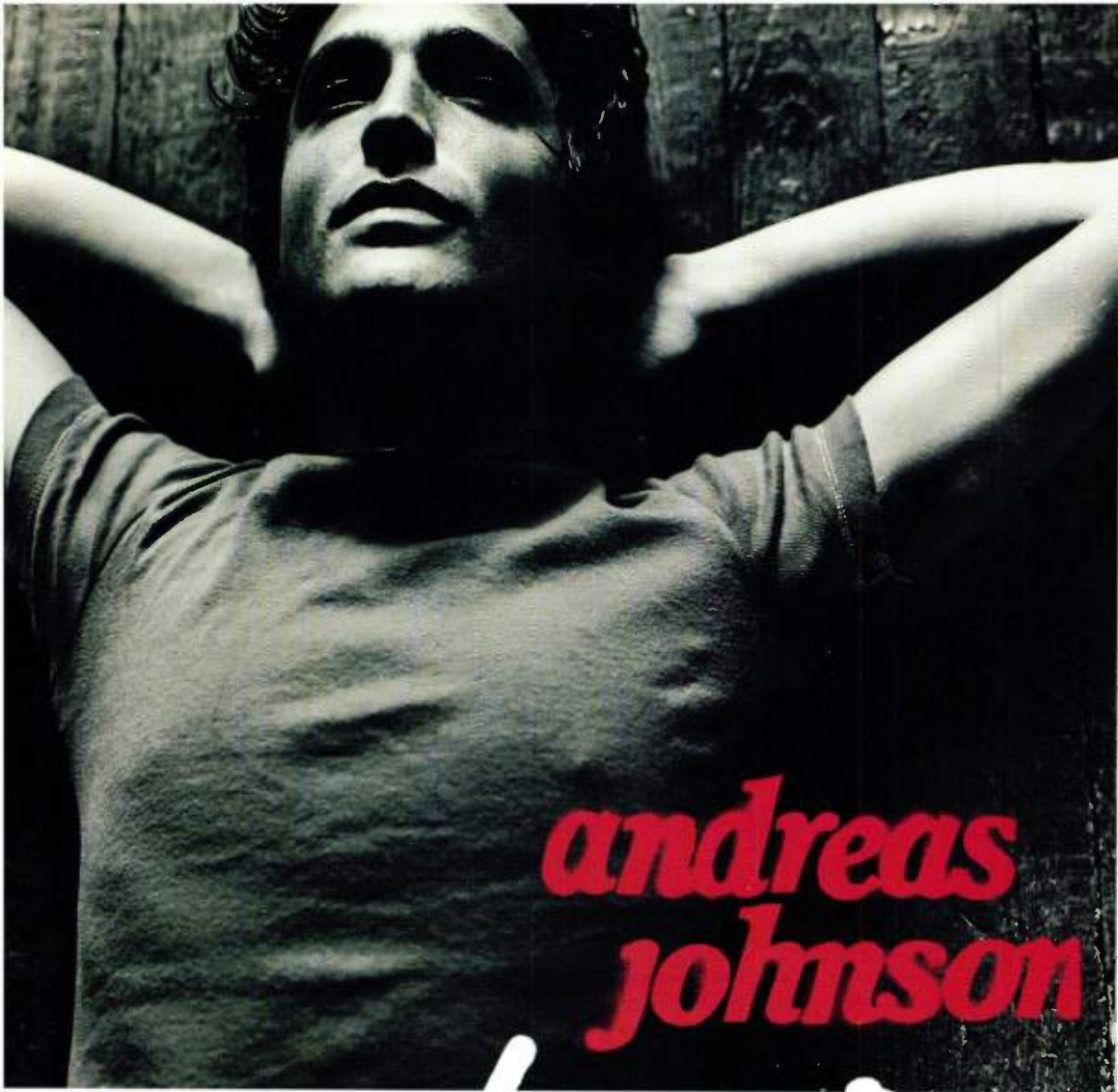
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dandywarhols.com • hollywoodandvine.com

Produced by Dave Sardy, Amy Taylor-Taylor and Gregg Williams

Mixed by Dave Sardy

Management: Bruce Kirkland at Tsunami Entertainment



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Choose your own road.
Make it glorious.

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Produced by KVINT



ADULT POST MODERN

top 25 adulterated

lw	tw	artist-label	comments
1	1	U2 - Interscope All That You Can't Leave Behind	#1 KFOG
3	2	DAVE MATTHEWS BAND - RCA Everyday	#1 WMPS
2	3	JOSH JOPLIN GROUP - Artemis Useful Music	#1 KINK
4	4	ERIC CLAPTON - Reprise Reptile	#1 WMMM
6	5	TRAIN - Aware/Columbia/CRG "Drops Of Jupiter" single	#2 WXRT
7	6	COLDPLAY - Nettwerk/Capitol Parachutes	WFUV add
5	7	DIDO - Arista No Angel	Top 5 CKEY
10	8	WALLFLOWERS - Interscope Breach	#2 KTHX
8	9	BARENAKED LADIES - Reprise Maroon	KKMR add
11	10	SHAWN COLVIN - Columbia/CRG Whole New You	Top 5 KTHX
9	11	DAVID GRAY - RCA/ATO White Ladder	#1 WMMM
13	12	SEMISONIC - MCA All About Chemistry	KMTT add
12	13	LENNY KRAVITZ - Virgin Greatest Hits	#1 KKMR
14	14	JOAN OSBORNE - Interscope Righteous Love	WDOD add
18	15	MARK KNOPFLER - Warner Bros. Sailing To Philadephia	#1 KOTR
16	16	FIVE FOR FIGHTING - Aware/Col/CRG America Town	Top 10 KKMR
19	17	JONATHA BROOKE - Bad Dog Steady Pull	WVOD add
17	18	GREEN DAY - Reprise Warning	Top 10 WMMM
11	19	PAT MCGEE BAND - Giant/WB Shine	Top 5 KXST
22	20	OLD 97'S - Elektra/EEG "King Of All The World" single	KFOG add
—	21	SHAWN MULLINS - Columbia/CRG Beneath The Velvet Sun	Top 5 WZEW
21	22	TRACY CHAPMAN - Elektra/EEG Telling Stories	Top 10 WMVY
25	23	DOUBLE TROUBLE - Tone Cool Been A Long Time	Top 5 WMPS
23	24	JEB LOY NICHOLS - Ryko/Rough Trade Just What Time It Is	Top 5 WYEP
24	25	JOHN HIATT - Vanguard Crossing Muddy Waters	Top 5 WFUV

based on a combination of airplay and sales

adultery

BY MIKE MORRISON

LOOKING FOR MY LOST SHAKER OF SALT: Lest you get the impression that Michele Clarke Promotion's "Sunset Sessions," a three-day music showcase in Cancun, doesn't require an energy-sapping amount of work for all in attendance, let me relay just one story from this past weekend. It's a tale about a hung-over promo guy (Chris Stacey of *Lost Highway/Island Def Jam*), an artist (Ryan Adams, who needed not just any piano, but a grand piano for his set) and a musical instrument rental situation that was (as you might imagine) less than ideal. After pleading in vain with the hotel manager to move the lobby piano outside for the show, Chris, out of sheer desperation, had one, upright, brought over by a shady local outfit wanting \$2,000 CASH!! Much later in the day, as the truck was backed up to the stage (this is the good part), Chris says, "Take it away. I don't want your stinking piano! And I don't have any money anyway." (Balls of brass, I tell you.) So, after a little good-old Mexican style haggling, the price was lowered to \$1,000 and charged to his room! Now, THAT'S what I call fancy promo footwork. For the rest of us, there was some pretty strenuous sunbathing, spa pampering and freely flowing margaritas and pina colodas. Really, the weekend was a total drag ;-). But,

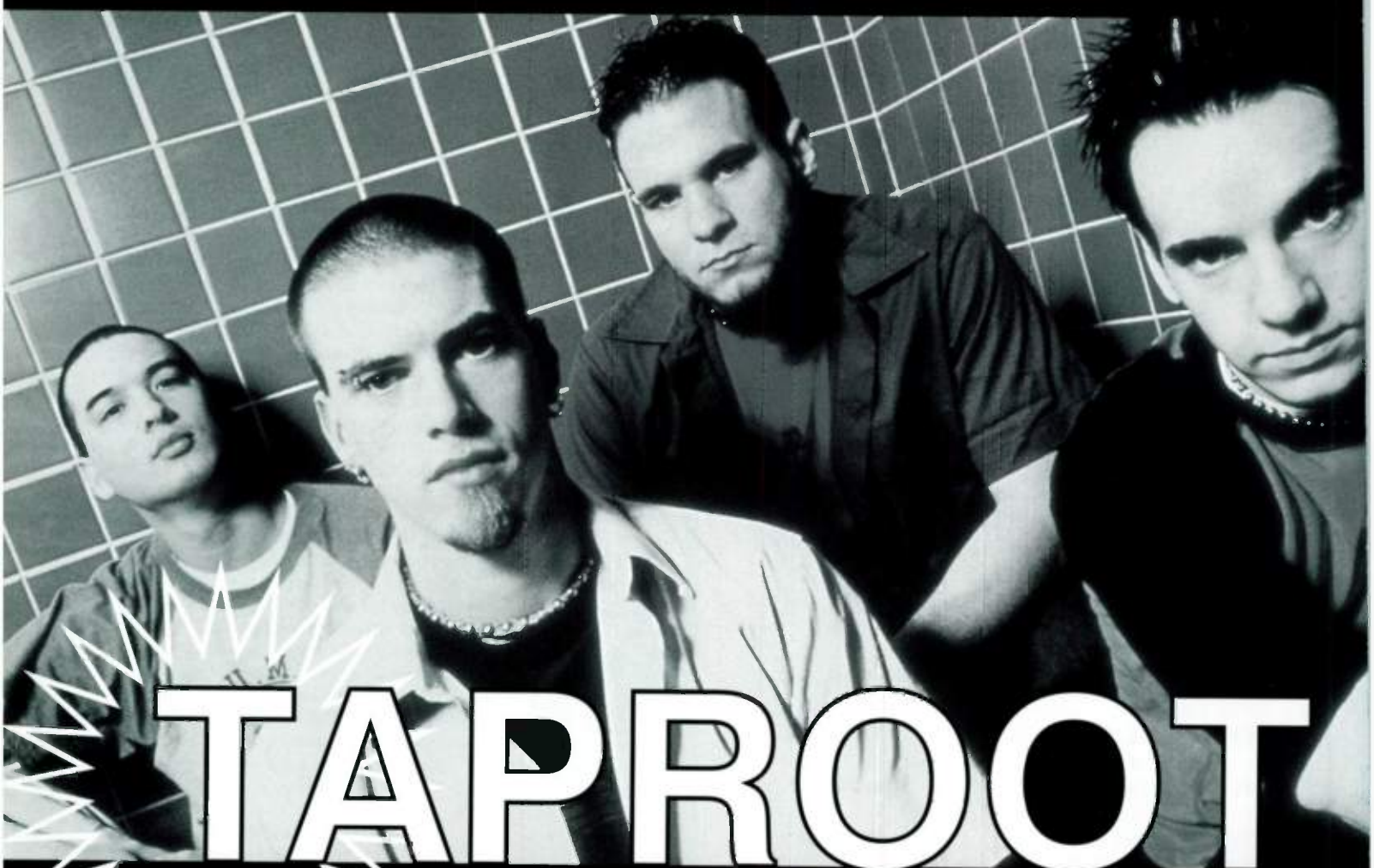
the live music was fantastic. Adams' set kicked-ass in a way we haven't seen since the Replacements. 143/Atlantic band Yve Adam's shimmering pop wowed many programmers. Maia Sharp as ivory-tickling (and occasional soprano sax-wielding) front-woman brought back memories of Carole King. Pat McGee's confident, solo acoustic set reminded us why he's perfect for our format. (Here's tasty Pat McGee Band morsel for ya: They're managed by the guy who manages Train! [I don't need to spell it out for you, do I?]) Five For Fighting and the Josh Joplin Group were both stunning. It's great to see these two new



DANA MARSHALL, RAY DI PIETRO AND JOANNE DOODY IN CANCUN: "We ARE working!"

artists coming into their own as they prepare for world domination. (It's not a question of "whether," but "when.") Amy Corriea was charming both on, and off, stage. So was RykoPalm's Jess Klein, whose "Little White Dove" EP will be landing at APM very shortly. John Eddie rocked hard and brought a little bit of Jersey to the Caribbean. Jonatha Brooke's new band and material sounded brilliant live. Finally, Pete Yorn's post-show dinner performance demonstrated to the rest of our world what all of us at HITS have been raving about. (Incidentally, Yorn's song "Life On A Chain" was added at WRAX Birmingham and KGSR this week!!) Naming specific programmers is a slippery slope. I will inevitably forget someone, get busted and my week will be ruined. To everyone I met for the first time, as well as those I've known for a while, I really enjoyed drinking and tanning (actually, in my case, sunburning) with you... Scott Register plays two roles in the APM world: as host of a wildly popular Sunday morning acoustic show on the aforementioned WRAX, as well as marketing manager for the Coalition of Independent Music Stores. When I brought up "O Brother, Where Art Thou?" he confirmed the disc was blowing the doors off many of the hip retailers he deals with. "John Timmons at Ear X-tacy in Louis-ville said it best," recalled Register, "Thank God for that George Clooney record!" - a reference to what all his customers are asking about. KBAC and KOTR are among the stations adding "Man Of Constant Sorrow" this week. There WILL be reaction stories forthcoming. Speaking of "O Bro," I received a (justified?) tongue-lashing from John Bradley of SBR last week for recommending that you play this whacked-out bluegrass song (with banjos and everything!) Bradley, of course, has some of his own suggestions, all excellent. Look at this week's "Squawk" section... St. Germain's "Sure Thing" is the #1 record at KFMU this week. PD/MD Sam Scholl is freaking. "Phones are definitely going OFF for 'Sure Thing.' We haven't seen anything like this since Euphoria's 'Delerium.'" Big St. G. adds this week: WMVY and WFPK... Remaining holdouts on the new Old 97's track are trickling in, with KFOG adding it this week... Also, WDET and WYEP come in on Los Super Seven, and KBCO adds Glen Phillips!! E-mail: HITSMM@aol.com.

"I hate myself sometimes I love myself"



TAPROOT

"I"

DEBUT #39*
ACTIVE ROCK
MONITOR

3 WK Soundscan trend...
2 wks ago 2545 pcs
last week 3204 pcs
this week 4031 pcs

from the debut album GIFT

LOOK AT THESE MAJORS!!!

Q101-Chicago
WRIF-Detroit
KEDJ-Phoenix
WZTA-Miami

KUFO-Portland
KISS-San Antonio
KXXR-Minneapolis
WJRR-Orlando

WNOR-Norfolk
WCCC-Hartford
KRXQ-Sacramento
KQRC-Kansas City

WLZR-Milwaukee
WEDG-Buffalo


HUGE PHONES @
WXSR, WQWK, KCXX,
KXTE, KTEG, KROX,
WWBN, WRXF

JOINING DEFTONES IN EUROPE: MARCH 2001!!
APPEARING ON OZZFEST: SUMMER 2001!!

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Mixed By Scott Humphrey & Frank Gryner.

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ROCK

top 25 active rock

lw	tw	artist	label	comments
2	1	AARON LEWIS/FRED DURST	Flaw./Geff. #1	WZTA,WWDC Outside
1	2	LINKIN PARK	Warner Bros.	#1 WAAF,WZTA One Step Closer
3	3	GODSMACK	Republic/Universal	KICT,WRUF add Awake, Greed
5	4	3 DOORS DOWN	Republic/Universal	#1 KUPD,WXRC Duck and Run
6	5	FUEL	Epic	KEGL,KIOZ add Innocent
4	6	TANTRIC	Maverick	#1 WLUM,KIBZ Breakdown
7	7	DISTURBED	Giant/Reprise	#1 WJJO,KRBR Voices
10	8	A PERFECT CIRCLE	Virgin	top 5 WJJO,KRZR The Hollow
8	9	INCUBUS	Immortal/Epic	top 5 WAAF,WWDC Drive
9	10	LIMP BIZKIT	Flip/Interscope	KWKD add My Way
12	11	UNION UNDERGROUND	Port./Col./CRG	#1 KNCN Killing The Fly
11	12	PAPA ROACH	DreamWorks	WJXQ add Between Angels and Insects
13	13	LIFEHOUSE	DreamWorks	#1 WTKX Hanging By A Moment
15	14	OLEANDER	Republic/Universal	#1 WMFS Are You There?
14	15	AEROSMITH	Columbia/CRG	#1 WHJY,KLBJ Jaded
18	16	BUCKCHERRY	DreamWorks	WXRC add Ridin'
17	17	CRAZY TOWN	Columbia/CRG	top 5 KBPI,WCPR Butterfly
19	18	COLD	Flip/Geffen	WBZX add No One
20	19	SALIVA	Island/IDJ	KSJO,WBSX add Your Disease
21	20	SKRAPE	RCA	WQXA,KLBJ add Waste
16	21	STRAIT UP	Immortal/Virgin	#1 KISW,WCCC Angel's Son
23	22	OFFSPRING	Columbia/CRG	top 5 WJRR Want You Bad
22	23	NONPOINT	MCA	KNCN add What A Day
24	24	RAGE AGAINST THE MACHINE	Epic	WTFX add Renegades Of Funk, How I Could Just Kill A Man
25	25	DEFTONES	Maverick	top 5 KRZR Digital Bath

based on album airplay

top 6 most added

1. SYSTEMATIC	"Beginning Of The End"	TMC/Elektra/EEG
2. RAMMSTEIN	"Links 2-3-4"	Motor/Rep/Uni/UMG
3. DUST FOR LIFE	"Seed"	Bomb Trax/Wind-up
4. MUDVAYNE	"Dig"	Epic
5. MONSTER MAGNET	"Heads Explode"	Interscope
6. AC/DC	"Safe In New York City"	Elektra/EEG

between a rock and a hard place by john lenac

"SOMEWHERE IN BETWEEN": Almost every programmer I talked to this week spoke of wanting to move up new songs they're excited about, but don't have the open slots. Must I remind you about the "percent back" feature of **Selector**? Whichever your Selector tweak de jour is, find a way to get those bands more exposure on the air, so when they play your festival, it's a win-win for everyone. Plus, you'll just be reciprocating the label rep's creative accounting to facilitate your request. As **Haley Joel Osment** would say: "Pay it forward."... Systematic makes a huge splash with **KEGL, KSJO, WRIF, KIOZ, KXXR, WXTB, KUFO, WMMS** and **KQRC** among the long list of new adds. Congrats to team **Elektra's Cappellini, Tavera** and **Brosio** for the massive impact on a band destined for stardom. Flying in a **Lars Ulrich**-house-full of programmers for the San Francisco showcase also helped raise the profile. "Hanging at Lars' place was tits," said **WRLR's Dave Clapper**. "I can't wait for them to come here and kick ass like they did in Frisco." **KUPD's J.J. Jeffries** concurs: "Great band—we've been having success with them for months." **KQRC's Vince Richards** has confidence in "Beginning Of The End": "I think it will cut through on the air. Sonically, it's got something that'll separate it from other new songs." Besides Systematic, the only other add at **KQRC** this week is **Rammstein**. "There's definitely a place for 'Links 2-3-4' on The Rock," Vince said. If this PD, who's consistently rated number one or two 12+ in the most conservative major market (this I know-I also programmed there), can hear it on his station, you can too. Kudos to **Howard Leon, Steve Leeds** and **Kyle Wong** for bringing in **WEBN, KIOZ, KRXQ, KQRC, WLZR, WLUM** and others this week. **Scot Fox** reminded me about the killer remix he did blending the English and German versions of "Du Hast" that did so well on **WCPR**. Which reminds me of what **WYSP's Nancy Palumbo** and I were talking about. When "Du Hast" had its success three years ago, the radio climate wasn't nearly as strident as today's. With more melody than "Du Hast" and audience ears more receptive to the sound, smells like "Links" will extend Happy Howard's smile...



SPACEHOG
Mr. "I Want To Live" Tyler

Dust For Life also had an impressive impact week, with **WNOR, WJRR, WNVN, WQBK, KRZR, WXQR, KAZR** and many more hitting "Seed." **WBYR** PD **Jim Fox** declared: "It's so infectious—traditional rock sound with some contemporary guitar work freshening it up." **Alan Galbraith** stopped by and played us two other **Wind-up** acts about to break, **Boy Hits Car** and **Drowning Pool**. Ask Alan about all the stations adding **Boy Hits Car TWO MONTHS** before the launch, or better yet, phone **Greg Stevens** and inquire about his success with **Drowning Pool** at **KEGL**... I was also lucky enough to hear the new **Static X** this week. When you ring-up **Rittberg** and **Lombardi** with the add and to say thanks for your new Platinum plaque from the last record, ask to get new Bunny band **pete** on your festival. They are going to be gigantic... One of the bands suffering from space issues in higher rotating categories is **Skrape**. If you believe, make it happen. Like **Neal** and **Nancy** at **YSP** did. **Nancy** said: "We started it after 10PM and took the daypart off within a week. Now, it's Top 5 phones with initial research showing a lot of potential." **J.J.** also said he's getting Top 5 phones at **KUPD**. Congrats to **Bill Burrs** for chipping away so tenaciously... Congrats also to **Laura Curtin** for the tremendous job she's doing with **Buckcherry**. "Ridin'" is tearing up the majors, including **WYSP, KEGL, WRIF, WZTA, KUPD, KXXR** and **WIYY**. **MTV, VH1** and **MTV2** have also added their amazing video... While I'm tossing the accolades, props to **Diane Gentile**. In the last two weeks, she's put **KXXR, KBPI, WIYY, WRLR, KRTQ, WCHZ** and **KDOT** on the **Spacehog** "I Want To Live" board... **Jonathan Pirle** needs servicing at new Active Rocker **WXVO** in Knoxville. Send your shit to: 1605 Winding Ridge Trail, Knoxville, TN, 37922. You can also play "bother the PD" by calling 865-966-2571. Lenac@mindspring.com

0 active rock

ROCK

upcoming new releases

ROCK

GOING FOR ADDS 3.12

AC/DC • "Safe In New York City"

- Elektra/EEG

GODSMACK • "Greed"

- Republic/Universal

TOADIES • "Push The Hand"

- Interscope



GOING FOR ADDS 3.19

AMERICAN PEARL • "If We Were Kings" - Wind-up

ECONOLINE CRUSH • "Make It Right" - Restless

GOING FOR ADDS 3.26

CHRONIC FUTURE • "The Majik" - Beyond

TONY IOMMI • "Flame On"

- Divine/Priority

ISLE OF Q • "Here And Gone (She's Free)"

- Universal

MEGADETH • "Moto Psycho" - Sanctuary

SIN-O-MATIC • "Bloom" - Atlantic/AG

STAINED • "It's Been A While" - Flip/Elektra/EEG



e-mail new rock release info to lenac@mindspring.com

APM

GOING FOR ADDS 3.12

HOWIE DAY • "Sorry So Sorry" - Aware

ECHO PARK • "You Are" - Image Design

JOHN HAMMOND • "2:19" - Point Blank/Virgin

ANDREAS JOHNSON • "Glorious" - Reprise

PETE YORN • "Life on a Chain" - Columbia/CRG

YVE ADAM • "Fiction" - 143/Atlantic/AG

GOING FOR ADDS 3.19

EUPHORIA • "Sweet Rain" - Six Degrees

GO GOS • "Unforgiven" - Beyond

RICHARD THOMPSON (w/ TEDDY THOMPSON) •

"Persuasion" - Capitol

e-mail new apm release info to hitsmm@aol.com

power tool

This week's Power Tool is helping **Wind-up** graduate from being "just" the **Creed** label to one of the biggest indie label with a happening roster. After playing bass in **Ghost Of An American Airman** and doing concert promotion in Ireland, **Alan Galbraith** came Stateside and did tour management for **Grass Records** (which later became **Wind-up**). It didn't take long for the brass at **Wind-up** to see Alan's potential in regional promotion. He was elevated to National Director Rock Formats, overseeing Rock, PoMo and APM, over a year ago. With **Boy Hits Car (99X, WFNX & KPNT)** added two months early, **Drowning Pool** and **Broken** (who'll have a different name by the June release) on deck and **Dust For Life** and **American Pearl** already happening at radio, Alan comments: "We have great artists and a fookin extraordinary group of people here. This year looks like it should be a lot of fun."



SQUAWKS

JOHN BRADLEY/CO-PRESIDENT SBR CREATIVE MEDIA/BOULDER

"Stations should seriously reconsider **Shelby Lynne** in light of her Grammy win. **Shawn Mullins**' 'Up All Night' is a great APM-only record. And **Coldplay**'s 'Yellow' is not just a flash in the pan, up-and-down-the-chart single. The stations we work with are VERY happy with how it's performing. But the best song right now, hands-down, is **Train**'s 'Drops of Jupiter.' It'll be a multi-format smash by spring, and APM was there first."



MARK HAMILTON/PD KNRK/PORTLAND

"**Poe** sent me this version of 'Hey Pretty' around Xmas to listen to, and I knew, if I put this on the air, it would burn up the phones. Shortly after that, we debuted a morning feature, 'Dancing Monkey,' which features a new song each week. **Poe** was the very first 'Dancing Monkey' and after playing it, the phones wouldn't stop all day and sales have been phenomenal in Portland! This week's 'Dancing Monkey' is another favorite of mine, **Treble Charger**'s 'American Psycho.'"



ALAN SMITH/PD WOCL/ORLANDO

"**Dynamite Hack**'s 'Boyz N The Hood' is #1 phones now. **Poe**'s 'Hey Pretty' is #2 phones, evenly spread between males and females. This song is a flat-out homerun! **Moby** is the big sales story in the market. When **O-Rock** signed on, we started playing four tracks, and now the album is Top 30 in Orlando! 'Play' had sold 13,000 copies in Orlando before **O-Rock** signed on, and, from our airplay, has scanned another 5,000 copies in just a few months."



PAUL CANNELL/PD KTUX/SHREVEPORT

"I'm jacked about **Disturbed**. 'Voices' scares me, but it's kicking major ass on the air. **Saliva** phones are on fire. We've only been playing 'Your Disease' for two weeks and it's already #1 phones! **Skraper** is also killin' with good calls. I'm just waiting for the moment when I can move it up in rotation; it's ready to take off."



MOST ADDED!

KIOZ/San Diego
WEBN/Cincinnati
KRXQ/Sacramento
KQRC/Kansas City
WLZR/Milwaukee
WLUM/Milwaukee
WNVE/Rochester
WCMF/Rochester
WTFX/Louisville
WTPT/Greenville
WQBK/Albany
WLZX/Springfield
WXQR/Greenville
KAZR/Des Moines
KHTQ/Spokane
WDHA/Morristown
WXKE/Ft. Wayne
WBYP/Ft. Wayne
KXFX/Santa Rosa

WCHZ/Augusta
WWBN/Flint
WSTZ/Jackson
WJJO/Madison
WCPR/Biloxi
WZXL/Atlantic City
WWCT/Peoria
KZRO/Springfield
WAMX/Huntington
WZBH/Salisbury
KCLB/Palm Springs
WMZK/Wausau
WRBR/South Bend
WKLC/Charleston
WKGB/Binghamton
KIBZ/Lincoln
KFZX/Odessa
and many more!

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Management by Emanuel Falck for Nightin Management, Berlin, Germany



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ROCK2K

rock2k picks

EDITED BY KAREN GLAUBER



American Hi-Fi "American Hi-Fi" (Island/IDJ): Former Letters to Cleo drummer Stacy Jones steps forward as singer/songwriter and guitarist here, delivering a tight batch of explosively energetic, melodic rock. Like another drummer-turned-frontman (Dave Grohl anyone?), Jones deftly balances PoMo heaviness and classic songcraft, getting a solid assist from his bandmates.

We feel special fidelity for the slammin', ultra-catchy "Flavor of the Weak" and the emotionally raw "Safer on the Outside," but you'll also want to tune into amp-melting opener "Surround," the juggernaut riffage and wide-open chorus of "Hi-Fi Killer" and the swaggering, relentless "Blue Day." If you've been missing hook-heavy, rafters-shaking rock, stop complaining and give this a spin. (S.G.)

Powderfinger "Odyssey Number Five" (Republic/Universal):

This is actually the fourth album from the Australian quintet, but its full-length U.S. debut. Though the name comes from a Neil Young song, the sound is powerful, anthemic rock without being bombastic. With the soaring melodic flavor of Remy Zero or Travis, "My Kinda Scene," also on the "MI:2"



ST., is the kind of mini-epic that highlights a solid, craftsman approach to songwriting. Building slowly and steadily, it frames the charisma and control of singer Bernard Fanning, who has the hallmarks of rock stardom. First single, "My Happiness" is more straightforward, but has an even stronger hook. This group from Down Under will win you over. (D.S.)



Mandalay "Solace" (V2): By merging atmospheric and melodies, this British group—primarily the Thieves' Saul Freeman with Nicole Hitchcock's icy vocals—is a pop band that lurks in the dark, dusky shadows. Longtime Brian Eno collaborator and trumpeter Jon Hassell lends his talents on the classically driven "Not Seventeen" and "Don't Invent Me," a

crisp winter night air of a song about the little imperfections that pop up in relationships. Tracks like "Kissing The Day" and "Flowers Bloom" maintain a link to the group's trip-hop roots. With similarities to both the Cocteau Twins and Art of Noise, Mandalay is mood music for many different moods. (S.L.)

The Sheila Divine "Where Have My Countrymen Gone" (Co-Op Pop):

Boston's Sheila Divine have been local favorites for a few years, but the group's second CD should do nothing but increase their national reputation. The band's brooding songs soar and dive in the grandiose tradition of Radiohead and U2, with the intricate multiple guitar parts, occasionally tempered by the melancholy of the American Music Club and hints of punkish glee. Commanding melodies break through the moody numbers, as singer Aaron Perrino keeps songs in focus at the center, while the peripheral music remains diffuse. When the guitars converge, particularly on the crunchy choruses of "Ostrich" and "Monarchs," the results are definitely divine. (D.S.)



rock2k mugs

O-TOWN WITHOUT PITTY: "Ivana may have an in with NSYNC, but we've got five boys of our own," said HITS' own Nicole Tocantins (3rd fr l), despite O-Town-ies Ashley and Erik's best attempts to squeeze her out of the photo. "I must admit that up until I was nearly 13, I had my own problems with 'liquid dreams,'" blurted out fellow HITS inmate Jill Kushner. "It's so refreshing to hear someone finally sing about it with candor." Tocantins, along with spiritual advisor Danielle Rothchild (r), admitted that they weren't all that familiar with the band's music, but were nonetheless fans of the "O."



IT'S ALL ABOUT CHEMISTRY: "Look, I'm not stupid," said Sirius Satellite Radio PoMo format manager Jerry Rubino (3rd fr l), "I know that Ivana's interest in extraterrestrial objects begins and ends with Big Star. Therefore, the only way I'd get my picture in that trade mag of questionable repute would be to get Semisonic down to the studios." Surrounded and towered over by the Twin Cities' own triple towers of power, Rubino—along with MCA's Diane Monk (2nd fr l) and Dara Kravitz (r)—oozed with confidence. "I'm a shoo-in," Rubino said moments after the photo was taken, "as long as I get my film developed before Moby does."



A HISTORIC MOMENT: In a meeting of the minds unseen since Pottsdam, record label all-stars (l-r) Epic's Jacqueline Saturn, Columbia's Christine Chiappetta, and Astralwerks' Brien Terranova match wits with radio heavy hitters KNRK PD Mark Hamilton, KQXR MD Pete Schiecke, Hollywood's Joel Habbeshaw (who had been banished to the other side of the table) and KNDD MD Kim Monroe in a race to solve that day's particularly taxing Junior Jumble. But even more astounding than the fact that it took both sides more than two hours to unscramble GANIV was the fact that when the check came, the radio team insisted upon picking up the check.



Train

Drops Of Jupiter (Tell Me)

Tell me did you sail across the sun
 Did you get to the Milky Way -
 to see the lights all faded
 And that heaven is overrated

Appearing on the
 Late Show with
 David Letterman
 March 28

Most Added at
 Top 40 Mainstream
 for 2nd straight week!!!

The follow-up to the multi-format smash Meet Virginia from their platinum debut album.

34-28*
 Modern Rock Monitor

Debut 37*
 Mainstream Rock Monitor

22-17*
 Heritage Rock Monitor



21-20*
 Modern Adult Monitor

29-28*
 Top 40 Adult Monitor

7-5*
 AAA Monitor
 (Greatest Gainer)

Most Added at Modern Rock:
 KTCL WPLA WMRQ KPOI WEJE

Most Added Top 40 Adult:
 KMXP WVOR KURB

Multi-format Major Airplay:

KROQ	DC 101	89X	KZON	WXPB	KTCZ	WSSR	WXKS	WRVW	KLOS	KDKB	KQMB	KJIS
WXRK	WHFS	WPLY	KZMZ	KKMR	KBCO	WKZN	WZPL	WKFS	WMMR	WBAB	KVSR	KZHT
Q101	KEDJ	KDGE	WXRT	KMTT	KENZ	KBEE	G105	WPRO	WFBQ	WHJY	WAEV	KBKS
99X	91X	KTZ	KFOG	KINK	KALC	KYSR	WKQI	WSTR	ADVE	WPLJ	KXST	and more!

Multi-format Phones:

#1 phones at STAR/Los Angeles and WXZZ/Lexington
 Top 5 phones at WTMX, 89X, WPLY, WAVF, KLLC, KALC, KZZO, KZON

Written and performed by Train
 Produced and mixed by Brendan O'Brien
 Direction: BG Management

www.trainline.com www.columbiarecords.com

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Snoop Dogg

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WJBT 43x KBXX 30x
KPWR 48x KKFR 45x
WJWZ 22x KMEL 52x
KYLD 33x KOHT 27x
KHTE 31x

New Airplay:
WQHT 12x WWKX 15x
WBHJ 10x KQBT 21x
WJMN 30x

 Spring Break
Performance

 ADD (Fulltime)

"LAY LOW"

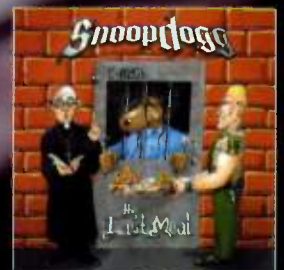
(featuring Master P, Nate Dogg,
Butch Cassidy & Tha Eastsidaz)

The follow-up single to "Snoop Dogg"
from the Platinum-certified album

THA LAST MEAL

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Executive Producer: Master P



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the Flava Camp



Ground Zero

By Liz Montalbano



OK, I made it through my first week. One word—WOW. I must say that sitting between **Todd Hensley** and **Mike Murphy** eight hours a day, five days a week is no joke. Can you say loud and dirty? I refuse, you hear me, refuse to pick up a cigarette again. I'm clean now for three months and I'm sitting in a cesspool of nicotine. Help me, please. Anyway, I'm having a blast. Let's talk about music—real music... Someone pointed out not too long ago the transgression of Rhythm & Blues. His spin was, what was once Negro spirituals, became the blues, then soul, which is the essence of what we call R&B today. With artists like **Alicia Keys**, **India.Arie**, **Koffee Brown**, **Musiq**, **Sunshine Anderson**, **Jimmy Cozier** and **JAG** splashing onto the scene, it's hard to ignore the direction and face that R&B is taking. No more cookie-cutter shit—real music, live bands, true instrumentation, genuine talent. So what? No more verse, chorus, verse, chorus, bridge, chorus, chorus? Oh well, structure sucks, anyway. Don't you think?... **India.Arie** came up to the office last week, sat on a desk in front of damn near the whole office and with guitar in hand, killed it. No big production, just her and her instrument. Killed it!... **Def Jam** held a party at the House Of Blues for **Musiq** last week. Off the hook. EVERYONE was there. Got there early, as **Keiser** gracefully let our party of 20 in. Thanks, bro. **Thea Mitchem** was her ever-so-diva self and **Tiffany Green** was trying to get in the middle of **Kevin Liles** and **Babyface**, as I sipped cocktails with **Lisa Ellis** over the incredible upcoming week **Columbia** would have with **Destiny's Child's** "Survivor"... **Soul Train Awards** show was the **Soul Train Awards** show—boring, but good company... Had an insightful lunch with **Val Delong** and **Gary Marella** (a.k.a. **The Universal Dream Team**) on Thursday, as they filled me in on their new **Backbone** (feat. **OutKast**) record entitled, "Five Deuce Four Tre." Very hot. The entire project was produced by **Organized Noize**. Look for him on tour with **OutKast** now. They also have **Ms. Toi** (who I love) and **St. Lunatics** (**Nelly's** camp) coming very soon. Stay awake...you know they're gonna kill it cuz they always do. Oh and Gary, next time you have a slice of my pizza, make sure you put your card in, babe. :-)... Birthday dinner party at **Le Colonial** for **Robert Pau** on Friday—lotsa fun. **Ebro** in one ear about how incredible the **Beatnuts'** "No Escaping This" and **2 Pac's** "Until The End Of Time" records are and his tongue in the other. Thanks for the drink, hon. Speaking of drinks, after or during (it's all a little fuzzy) my fifth **Kettle One** and cranberry, right before **Lynne Salivars** dumped me into my car, plugged in her new **Toya** single and babysat, I got to hear the new **Pun** "How We Roll" and **Tha Liks'** "Best U Can" from the turntable stylings of our very own **Latin Prince**. Did I thank you before I passed out?... And speaking of thank yous, I do owe a very big one to **Ricky Leigh** for being such a genuine person. Ur kindness and support is insurmountable. You truly come straight from the heart, as you're making my acclamation to this hell-hole much easier. XOXO, K... Here's some other hot shit: **Janet Jackson's** "All for You," **R. Kelly's** "Fiesta," **Maxwell's** "Get To Know Ya," **Project Pat's** "Chickenhead," **Eve's** "Let Me Blow Ya Mind," **Snoop's** "Lay Low," **Tha Liks'** "Best U Can," **Nikka Costa's** "Like A Feather" and **Missy Elliott's** "Get Ur Freak On." Love: **Joey & Ellen Carvello**, **Kathie Romero**, **DJ Flex**, **John McMann**, **John Trienis**, **Nino Cuccinello**, **Martha Reynolds**, **Skip Cheatum** (a very fine **Skip Cheatum**), **Brian Samson** and my prayers to everyone in **Seattle**. Hit me: eliz0315@aol.com... Mehhhrrr!



INDIA.ARIE:
Acclaimed "Acoustic."

Street Snap



GIVE US MOORE: Hob-nobbing with the stars, **Columbia's** **Lisa Ellis** (l) introduced **HITS'** **Liz Montalbano** (2nd fr l) and **Mark Feather** (r) to "**Soul Train**" host **Shemar Moore**. Moore only agreed to take a photo with the trade geeks if Feather promised to stop sending his mother thank-you cards. The deal was made, though Feather, in his elation, has since stopped breathing. Unfortunately, an editorial dork jumped in front as the camera snapped and consequently, the photo ended up here instead of **Vibe**.

Phat Five

The Hype On The Street This Week

1 SEATTLE SHAKER
6.8 is no joke. Prayers go out to all.

2 SACKHEIM
Lands West Coast XO gig at Arista.

3 TIMBALAND
Will the Interscope staff gear up?

4 DESTINY/JANET/SUNSHINE
Heavy duty XO action at radio.

5 DJ CLUE
Clued into a nice sales week.



NELLY

RIDE WIT ME

★ ★ ★ ★ ★

ALBUM

6X

PLATINUM!

★ ★ ★ ★ ★

SOUL TRAIN

WINNER

BEST NEW

ARTIST!

★ ★ ★ ★ ★

ADD

(95% panel closed)

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8-7* Crossover Monitor
D37* Top40 Pop Monitor
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ST. LUNATICS "Midwest Swang" Impacting Crossover 4/10!

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CROSSOVER nation

CROSSOVER AIRPLAY TOP 30 JAMS

2W	LW	TW	ARTIST	TITLE	LABEL
1	1	1	JA RULE	Put It On Me	Murder Inc./DJ/IDJ
2	2	2	JOE	Stutter	Jive
3	3	3	SHAGGY	Angel	MCA
8	6	4	JAGGED EDGE	Promise	So So Def/Col/CRG
5	4	5	MYSTIKAL	Danger	Jive
4	5	6	K-CI & JOJO	Crazy	MCA
9	8	7	NELLY	Ride Wit Me	Fo' Reel/Universal
6	7	8	JENNIFER LOPEZ	Love Don't Cost A Thing	Epic
17	13	9	CRAZY TOWN	Butterfly	Columbia/CRG
11	10	10	LUDACRIS	Southern Hospitality	Def Jam South/IDJ
7	9	11	OUTKAST	Ms. Jackson	LaFace/Arista
13	12	12	EVE	Who's That Girl?	RR/Interscope
10	11	13	JAY-Z	I Just Wanna Love U	Roc-A-Fella/IDJ
16	14	14	MONICA	Just Another Girl	Epic
19	15	15	JON B.	Don't Talk	Edmonds/Epic
20	18	16	TAMIA	Stranger In My...	Elektra/EEG
—	—	17	JANET	All For You	Virgin
30	24	18	OLIVIA	Bizounce	J Records
14	17	19	MYA	Free	University Music/Int
12	19	20	SHAGGY	It Wasn't Me	MCA
18	16	21	112	It's Over Now	Bad Boy/Arista
26	23	22	KOFFE BROWN	After Party	Arista
15	20	23	LUDACRIS	What's Your Fantasy	Def Jam South/IDJ
—	29	24	OUTKAST	So Fresh, So Clean	LaFace/Arista
22	21	25	3LW	No More	Epic
21	22	26	DREAM	He Loves U Not	Bad Boy/Arista
25	25	27	PINK	You Make Me Sick	LaFace/Arista
—	35	28	QB'S FINEST	Oochie Wally	Columbia/CRG
27	28	29	R.MARTIN/C.AGUILERA	Nobody Wants To...	Columbia/CRG
—	—	30	MUSIQ SOULCHILD	Love	Def Soul/IDJ

WORDs bond by Mark Feather

My exploits at the recent **Gavin** convention, detailed here last week (perhaps too much?), were capped off by a return flight delay of nearly four hours trying to get out of Miami and back to Floss Angeles. I LOVE United Airlines! Anyhow, the wait and the ensuing five-hour flight left me with plenty of time to just sit around and think—dangerous, I know. Here's what I don't get... While down South, I ran into **KISV** Bakersfield's **Bob Lewis** and **Picasso** and congratulated them on winning the first skirmish in the battle with their competition over the "Kiss" moniker. That was, of course, prior to the judge practically reversing his decision—a move that has left a lot of us dazed and confused. True, I have a personal interest in this since I was, after all, the fool who signed that station on some years ago, but the question would be the same regardless of whether I was directly involved at one time or not. And that question is, how can a company come into a market and claim the name of another radio station, even though it did NOT have exclusive rights to the name when the new station signed on? The station's moniker (and the top-of-mind recognition that goes with it and is the only thing that counts in the **Arbitron** game today) and the corresponding ratings credit/revenue it generates, is all it has to work with. After all, in radio, people sell AIR. Not exactly something you can easily quantify. OK, maybe no new stations named "Kiss" should be allowed to come on, but did anyone ever hear of a grandfather clause? It just doesn't seem right, let alone logical. Will the judge see it that way when the next round of court proceedings begins? Only time will tell. If not, the name of YOUR winning station may not be safe either. Not really a great precedent to set for our unique business. By the way, I went to visit some old friends in Bako this past weekend, and **KISV** sounds great these days. Nothin' but hits, including **Jon B.**'s "Don't Talk" and **Koffee Brown**'s "After Party." Good job, you guys. That area loves those mid-tempo grooves... Also, last week, and as you can see by the photo on the previous page, my new partner **Liz Montalbano** and I had the opportunity to visit the House of Blues for a **Def Jam** party featuring a performance by the awesome **Musiq Soulchild**. While enjoying the open bar (hate it when that happens!) and **Shemar Moore** (whom I have been lusting after in **International Male** catalogues since I was 19 and nearly had a breakdown when I met—just ask **Lisa Ellis**), I spoke with **Motti Shulman** about his **Case** jam, which really looks to be coming home. It's now Top 5 in callout and in power rotation at **HOT 97** New York (Urban-based) and just had a major spin increase at **WJMN** in Boston (more Pop-sensitive, for sure). Add to that its success in both San Antonio at **JD Gonzales' KBBT** (Latin-targeted), as well as in Sacramento, where **E-Bro** has had Top 5 phones for weeks, and you can begin to see a distinct reality developing. This ballad is a true HIT, regardless of which your station leans. So, come on already—get on this and give it the rotation it deserves! This song is a smash that I predict will callout for months and was written by **Joe** for God's sake! What more do you need? Whew! I feel better now... Other jams radio says it's vibing on (when I can actually get on the phone and talk with them instead of answering Liz's 10,876,325 questions that is) include **Snoop's** "Lay Low," **Olivia's** "Bizounce" (#1 phones at **KUBE** this week) and **2Pac's** "Until The End Of Time." And, until next week, C-ya...

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

MOST ADDED THIS WEEK

Artist	Title	Label
1. Janet	"All For You"	Virgin
2. Destiny's Child	"Survivor"	Columbia/CRG
3. Sunshine Anderson	"Heard It All..."	Soulife/Atl/Atl G
4. QB's Finest	"Oochie Wally"	Columbia/CRG
5. Doggy's Angels	"Pleezbaleevit"	Doggystyle/TVT

CROSSOVER nation

NEW RELEASES

GOING FOR ADDS 3/13

112	"Peaches and Cream"	Bad Boy/Arista
Jay-Z	"Guilty Until Proven Innocent"	Roc-A-Fella/IDJ
Missy Elliot	"Get Ur Freak On"	Goldmine/Elektra/EEG
2Pac	"Until The End of Time"	Amaru/Deathrow/Interscope
Stephen Simmons	"Get Down"	Priority
Bee Gees	"This Is Where..."	Universal
Lil Wayne	"Everything"	CM/Universal
Eric Benét	"Love Don't Love Me"	Warner Bros.

GOING FOR ADDS 3/20

Toya	"I Do"	Arista
3LW	"Playas Gon' Play"	Epic
City High	"What Would You Do?"	Booga Basement/Interscope
Rasheeda f/Nelly	"ATL to STL"	Motown
Tyrese	"I Like Them Girls"	RCA
Stella	"Kiss Kiss"	Universal

BLOWIN' UP THE SPOT

MOST REQUESTED JAMS

1. Ja Rule	"Put It On Me"	Murder Inc./Def Jam/IDJ
2. Joe f/Mystikal	"Stutter" (RMX)	Jive
3. Jagged Edge	"Promise"	So So Def/Col/CRG
4. Shaggy	"Angel"	MCA
5. Nelly	"Ride Wit' Me"	Fo' Reel/Universal

BIG WILLIE of the week



MICHAEL HAYES
PD WKST PITTSBURGH

The first round of Winter trends have begun to arrive at radio and our Big Willie spotlight is searching for winners—landing first in Pittsburgh, where PD Michael Hayes has rhythm leaning Top 40 WKST on a roll. The recently signed-on 96.1 KISS-FM blazes up 3.2 to 4.0 for P12+ behind an explosion of 7.0 to 8.8 in 18-34s. The twenty-year radio vet credits good

imaging production, an aggressive street presence and topical promotions for the station's move, while simultaneously noting a benefit of today's cluster mentality. "By being paired up with other well established stations in the market, we're able to increase our visibility even more by being at all the biggest events in city... events we might have been locked out of previously as the market's 'new' station," said Hayes. "Plus, besides APD/MD Trout, we have access to all the great talent within Clear Channel. And I truly believe that if people really enjoy the shows being done by our personalities, it just doesn't matter if the jocks are local, it's all about being entertained." Meanwhile, at HITS, we know NOTHING about being entertaining, so this week's Big Willie stroke ends now...



POUR SOME OUT FOR THE HOMIES: Relieved they were able to download the "Best Of Rick James" and their favorite Paula Abdul tracks before Napster was shut down, WKIE Chicago APD/MD Harry Legg (l) and Virgin's Enrique Ongpin (r) celebrated their quick-wittedness by visiting some Chicago tourist attractions and painting the town red. Well...actually, they just visited a nearby Circle K and bought a bottle of Alize Red to share in the parking lot.

FREESTYLE

MUSIC QUOTES FROM INDUSTRY LEADERS



GLEN AURE
APD/MD KMEL San Francisco
QB's Finest f/Nas "Oochie Wally"
Columbia/CRG

"This started in the mix show, but is now blowing up in full-time rotation. It's showing huge female appeal, and is already #2 Requests!"



CRAIG MARSHALL
PD KWWV San Luis Obispo
Maxwell "G2KY (GetToKnowYa)"
Columbia/CRG

"The R&B king is back! We're lookin' to warm this up in our 'Late Night Chill' show."



SCOTT WHEELER
PD WHHH Indianapolis
Tyrese "I Like Them Girls" RCA

"This jam reminds me a little bit of 'Thong Song,' and should be a big spring record."



CAGLE
PD KXHT Memphis
Project Pat "Don't Save Her"
Loud/Col/CRG

"This is the next big single from the album and a great follow-up to 'Chickenhead.'"

in the mix



in the mix by ricky leigh mensh

top 20 spinz

#	ARTIST	TITLE	LABEL	SPINZ
1.	MISSY	Get Ur Freak On	GM/EastWest/EEG	323
2.	QB FINEST	Oochie Wally	Ill Will/Col/CRG	308
3.	LUDACRIS	Southern Hospitality	Def Jam South/IDJ	306
4.	EVE	Who's That Girl?	Ruff Ryders/Inter	300
5.	SNOOP DOGG	Lay Low	No Limit/Priority	295
6.	DJ CLUE...	Back 2 Life 2001	Roc-A-Fella/IDJ	294
7.	JA RULE	Put It On Me	Murder Inc./IDJ	289
8.	JAY-Z...	Change The Game	Roc-A-Fella/IDJ	284
9.	OUTKAST	So Fresh, So Clean	LaFace/Arista	279
10.	BEATNUTS	No Escapin' This	Loud	275
11.	TALIB KWELI...	The Blast	Rawkus/Priority	268
12.	JON B	Don't Talk	Epic	262
13.	PROJECT PAT	Chickenhead	Loud	259
14.	JT MONEY	Hi-Low	Priority	254
15.	BIG PUN...	How We Roll	Loud	253
16.	SILKK THE SHOCKER...	That's Cool	No Limit/Priority	246
17.	ALICIA KEYS	Girlfriend	J Records	245
18.	JOE...	Stutter (remix)	Jive	234
19.	SUNSHINE	Heard It All Before	SL/Atlantic/Atl G	226
20.	BLACK EYED PEAS...	Request Line	Interscope	225



Eric V, Clue Motti Shulman & Nick w/ Glenn Aure up front. What? No Taco Bell dog?!

FROM LA TO THA "YAY"... Ever really & truly stop to think about all that happens in our bizness in the context of over the course of just one month? Not just biz-wise, but personally in your own life az well az around the country. In the last 30 daze, we've gone thru the Grammy & Soul Train Awardz Shows, all the pre- & post-parties, two major muzic biz conventions, the initial stages of a new Prez of the U.S. & confirmations of hiz staff (still can't believe Ashcroft gettin in), the Seattle earthquake, Chris Coleman gettin APD @ WEUP, Boogaloo gettin nites @ KXHT, veteran DJ Trouble exiting WKVK, the XFL's debut, one of the most anticipated debuts for a TV show in

history (The Sopranos), Tiger Woods not winning a tournament & Tha Baka Boyz (KMEL), in their very first trend in AM Drive/mix shows going 5.5-7.9, almost a two-and-a-half share jump in a top 5 market in a mere 30 daze!! But I can't let that overshadow the more than FOUR-share jump (10.1-14.4, 18-34) for KYLD's great AM drive team, "The Doghouse"! & thus, the brilliance of Messrs. Michael Martin (KMEL & KYLD PD) & Steve Smith (Sr. VP Programming/Clear Channel) in bringing mix show OGz Tha Baka Boyz' Nick & Eric V. to tha Bay to invigorate that time slot, which haz also, this DJ believes, created an immediate & compelling competition that YLD's crew hazn't had in quite a while. Steve Smith: "The vizio iz to have Tha Bakas focused on being THE last word on hip-hop muzic in the Bay Area. Quite simply, they're the epicenter of hip-hop for us, while Tha Doghouse continues to be one of the best morning shows in the country w/their brand of comedy & antics. Michael haz done a superb job in bringing this all together to jell so quickly." Michael Martin: "Yeah, what Steve said goes for me." & whatta way to mark the occasion az LP & I loaded our fatt asses on United for the Yay to catch "Tha Baka Boyz We'come To Tha Yay Get-Down," feat. performances by Ja Rule, 112, Koffee Brown, Richie Rich, Mr. C & DJ Clue doin hiz thing on the 12z to open it up to a capacity crowd @ San Fran's legendary Filmore! Much luv for all tha hospitality granted us & congratz to Nick & Eric, The Doghouse's JV, my old KSFM buddy Elvis (you puker) & krew, Michael Martin, Steve Smith, Glenn Aure & tha All Star DJz, Rosary, Chuy, et al., @ KMEL & KYLD, Def Jam's Motti Shulman, Roc-A-Fella's Bobby Dash, Arista's Lynne Salivaris, Cliff Russell & Lance Walden & Bad Boy's Mel Smith... & biggg ones to QB Finest (Columbia/CRG) on their fourth wk in a row @ #1 on this wk's Commercial Radio Mix Show Conference Call & to all PDz/MDz/etc—if you're one of the few who haven't added this, you ARE truly deaf! While on the unda, Cappadonna (Epic) maintains #1 for the second straight wk. & to new pix, az predicted here, J Records' Alicia Keys & Jimmy Cozier, thus givin' Messrs. Gillyard, Wilson, et al., a 1,000 battin average; their first three releases have all been conf. call pix! Also, Mel Smith & Tha Baz's 112 (Bad Boy/Arista) make the biggest debut on the call, while Phife (Landspeed) duz so on the unda... There's a huge change about to go down @ LOUD. What could it be?... & many ears are about to be focused on what could be WGC's biggest competition in Chi-town since WEJM w/ the new WYCA/92.3 blatin 50k watts of hip-hop & R&B via local owners Crawford Broadcasting. Their jump-off iz skedded for 3/26 & we're lookin for a major mix-show influence... We're prayin for DJ Trauma (WHTA) to take home first prize on MTV's "DFX" w/Sway & Flex & their DJ competition to see who getz to DJ on tour w/OutKast (LaFace/Arista) & Ludacris (Def Jam South/IDJ)... & a happy belated b-day to Steve Rifkind (LOUD), whose Project Pat iz about to becum the label's sixth Gold or better release in a row!... & to KPRS' mighty PD Sam Weaver: The Vatican haz strongly recommended more mix hrs. for your #1 station. Wouldn't Kansas City luv more than four hrs/wk in the mix? This iz a luvving suggestion, sir... The label derby for Arrested Development iz going nutz! Who will land these multi Grammy winners? Soon-to-be conf. call pix: Xzibit/Nate Dogg (LOUD), Lady Luck (Def Jam/IDJ), Product G&B (Clef/J), MCA's Res, Jag & Chico & Coolwadda, Ray J/Lil' Kim (rmx) & Vita (Murder Inc./IDJ)... Ed Lover bout to be back in the mix in a large way?... & to Joey Arbagey (VP A&R/ Arista), whose first project in hiz new gig iz a fukkin slam-dunk fukkin hit from Kenny Lattimore that'll land on every 1200 in the mix & right into major ro eezily! I'll bet Joey's fatt paycheck on it!... Same goes for my girl Iris Dillon's group JP & Rich, who my adopted Uncle Herb Trawick signed to hiz Trip/RCA imprint... & to tha folks that just owned the Soul Train afterparty circuit both nites: DEF JAM/IDJ!! Nite one waz an over-sold-out who's-who party in LA @ H.O.B. courtesy of Russell, Lyor, Kev Liles, Mr. Kyser, Motti, Rob Love, Big Les, et al., along w/ the services of the "McCrackin Brothers," Brad Patrick & Randy Buzzelli & their Radio Events Group w/Musiq just fukkin killin it. Nite #2 waz put on by the same krew @ sum ree-dick \$18 mil Bel Air mansion w/what we figure waz a budget north of 250Gz. Hell, tha Crystal alone had to be more than 100Gz. Evan Strauss (A&R/Palm Records) out it best: "If there's a recession goin on, you wouldn't know it from Def Jam's parties!"

outta tha box weekly conference call winners

#	ARTIST	TITLE	LABEL
1.	QB FINEST	Oochie Wally	Ill Will/Columbia/CRG
2.	DJ CLUE..	Back 2 Life 2001	Roc-A-Fella/IDJ
3.	SNOOP DOGG	Lay Low	No Limit/Priority
4.	112	Peaches & Cream	Bad Boy/Arista
5.	MEMPHIS BLEEK	Do My...	Roc-A-Fella/IDJ
6.	TALIB KWELI...	The Blast	Rawkus/Priority
7.	BIG PUN...	How We Roll	Loud
8.	JT MONEY	Hi-Low	Priority
9.	8BALL & MJG...	Buck Bounce	Jcor Ent.
10.	TOYA	I Do	Arista
11.	ALICIA KEYS	Girlfriend	J Records
12.	N.E.R.D.	Lapdance	Virgin
13.	JIMMY COZIER	She's All I Got	J Records
14.	BEATNUTS	No Escapin' This	Loud
15.	DOGGY'S ANGELS...	Pleezbaleevit	DS/TVT

commercial ▲	▼ underground
1.	CAPPADONNA... Supermodel RS/Epic
2.	PHIFE DAWG Miscellaneous Superrappin/LS
3.	SLUM VILLAGE Fallin In... Goodvibe
4.	DIRTY Hit Da Floe Universal

russell · lyor · kevin · julie
 THE MANSION PARTY
 WEDNESDAY : FEBRUARY 28, 2001 : 8PM
 @
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 (PARKING)

Thirsty?

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



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

damon williams • music choice



**Product G&B
"Clock, Clock"
Clef/J Records**

"Definitely a smash; Clef duz it again. G&B prove that they are not a one-hitt wonder. 'Maria, Maria' waz tha shit and they do it again with this joint. I can't wait to hear their album; I know they're cummin with heat." DJ Jelly's (syndicated) note: In tha

meantime, we hope Damon duzn't cum to ATL & spend all hiz money at tha Gentleman's Club. He says he'z there to do research when we know he duzn't really care about tha jointz. He only cares about tha hotttt ass tatas on hiz face, ya dig? (L-r) Celso & Damon Williams.

chris coleman • weup



**Lil-O
"Back, Back"
Atlantic/Atl G**

"That Lil-O shitt iz tha bomb. Yo, B-Swift, I know your ass iz bangin this one & if you're not, I'm takin tha turntables from you, beeeeoohh." Devin Steel's (KXHT) note: Chris, you loud-ass, big-mouth, cornfed hypocrite, what do you know about this record?

Lil-O iz outta Texas & not from that generic cereal you eat in tha mornings, so quit bullshittin and spin sum records, trick...

doc b • wusl



**Big Pun feat. Ashanti
"How We Roll"
Loud**

"Big Pun shows uz why he'z a true hip-hop legend. This joint iz gonna be berry, berry big in tha mix show & when it makes it to rotation, tha chain reaction won't stop. This shitt iz a hitt all across tha board."

Tha Unknown DJ's note: We heard thru tha grapevine that you got mad or a bit offended by tha comment given to you on your last quote. On behalf of tha Rap Vatican, tuff shitt BEOOOOCCHH-HH. Do I smell pussy up in here? Taste tha hate... (L-r) a doll & a horny guy!

marcutz • kbos



**Queen Pen
"I Got Cha"
Motown**

"Too hottt to handle; this shitt iz pure fire. To all real DJz out there, you need to be playin this. You got hot beetz & sum suave lyrix. She is back & needz to be appreciated." Rap Vatican's note: This week's ugly DJ award goes to our rodeo DJ from Fresno,

Señor Cutz. A well-deserved award for this Taco Bell veterano with severall cow-tippin championships under hiz belt. What's next for you Mr. Cutz? "I'm goin to Disneyland..."

michael london • wkxn



**Ray J feat. Lil' Kim
"Wait A Minute" (remix)
Atlantic/Atl G**

"This iz how a remix should be done. Kim gives new life to tha record & she bringz out tha best outta Ray J &, of course, he duz tha same. This shitt iz a must—did I say it'z a must?—in your crate. You can't go to your station or club without this banga, so pleeeze don't fail to

play it. Have you seen tha video? I hear tha shitt iz off tha meter & I can't wait to see it." Devin Steel's (KXHT) note: What duz tha country know about remixes? Last I heard from this fatt chick out there waz your remix of "Footloose," with Planet Rock. Az far az videos, expect a visit from tha satellite folks for that illegal cup & string you have hooked up to your barn.

tha baka boyz • kmel



**Dave Hollister feat. Redman
"One Woman Man" (remix)
DreamWorks**

"Shitt iz blazin. Eric Sermon flipped this shitt to tha next level like a stripper on a Saturday night. Dave Hollister'z spittin mad game and letz people know how it really iz." Rap Vatican's note: What'z tha deal with tha stripper comments? We know you guys are

mad-dope & you're kickin ass in tha Yay, but I didn't know they had pretty strippers in Rosarito Beach or, for that matter, in Tijuana on Revolution Ave. You know...tha land where our fellow brotha in tha mix Chino waz raised, tha land of Low Riders & gorditas... (L-r) Eric V, Ricky "Who's Your Daddy" Leigh & Nick "Tha Violator" V.

rory mack • kluc



**Vita
"Pop, Pop"
Murder Inc/IDJ**

"Vita cumz to tha table for 2K1 with this BLAZIN' street joint. Vocalz tagged at point-blank range by associate Murderers black child, Tah Murder & a verse from Wiz Dinero. Destined to be a winner at tha mix-show & club level. Don't sleep."

Crazy Horse's note: We just want you to know your VIP pass haz been revoked due to your outstandin balance to this establishment, aka tha Choir House. & no, you can't spin to pay back all tha lap-dances you owe tha midget patrol. No more ass for you...

b-traxx • kmel



**Musiq Soul Child
"Girl Next Door"
Def Soul/IDJ**

"This record iz az hottt az tha first single. Musiq just keeps movin & he keeps givin you nuthin but tha hottt-ass soul jointz and tha fresh R&B. This one iz KMEL-approved & definitely a female anthem." All-Star DJ's note: We're proud to say that Mr. Traxx's

'Ingles' iz gettin so much betta, he'z finally graduated from ESL to ESL Uno. We will continue to report on hiz progress. We just wish that Latin Prince could follow in hiz footsteps instead of followin him to tha taqueria....

Rap Attack



RAP RADIO TOP THIRTY

NASTY NEWS BY NASTY-NE5

2W	LW	TW	ARTIST	TITLE	LABEL
17	4	1	LARGE PROFESSOR	Blaze Rhymez	Matador
10	2	2	M-BOOGIE/BUCKSHOT	The Real	Ill Boogie
—	10	3	THE BEATNUTS	No Escapin' This	Loud
9	9	4	RUN DMC F/JD	It's Over	Arista
23	14	5	COCOA BROVAS	Get Up	Duck Down/Rawkus
24	12	6	MYSTIC	Current Events	GoodVibe Recordings
3	3	7	ACEYALONE	Accepted Eclectic	Project Blowed
25	15	8	DECLAIME	Move It	Groove Attack/LS
14	8	9	KHROMOZONES PROJECT	Sector 7	Ozone
19	11	10	BLADE	One Thug	Virgin
21	18	11	M.O.P.	Cold As Ice (RMX)	Loud
—	29	12	L.A. SYMPHONY	Broken Tape Decks	Squint
18	13	13	RISE & SHINE	Confess Your Sins	Rawkus
27	21	14	QB'S FINEST	Oochie Wally	Columbia/CRG
29	22	15	DOGGY'S ANGELS	Pleezbaleevit	DS/TVT
—	—	16	JAY DEE	Pause	BBE Studio
26	23	17	JT MONEY	Hi-Lo	Priority
8	19	18	G-DEP	Let's Get It	Bad Boy/Arista
—	28	19	DJINJI BROWN	Fate Of Stagnation	7 Heads/NG
—	—	20	SEAN PRICE	Don't Say Sh#t...	Duck Down
2	7	21	KRS-ONE	Hot	Front Page/ITP/KOCH
—	26	22	SHORT KHOP	Dollaz, Dank & Drank	Heavyweight/TVT
7	16	23	BLACK EYED PEAS	Request Line	Interscope
—	—	24	SHYNE	Bonnie & Shyne	Bad Boy/Arista
—	20	25	GRAND PUBA	Up & Down	Rising Son/KOCH
—	—	26	YAH SUPREME	Alone	Son Doo/LS
30	27	27	TRICK DADDY	Take It To The...	SNS/Atlantic/Atl G
—	—	28	BIG DRO	Until We Die	GoodVibe Recordings
—	—	29	ALLEY LIFE	That's The Way...	Interscope
—	—	30	MIL	Ride	Jive

What's upper? I want to thank my peeps for checkin' up on me last week when the big 6.8 earthquake hit my hometown of Seattle. Fortunately, all of my family and friends out there were not hurt, so it's all good back in my Seatown hood... **Ricky Leigh** is no doubt one of the biggest fans of "The Sopranos" series that I know, while my favorite show is HBO's "Oz." I've got my eyes glued on that show every Sunday night. A couple weeks ago, KHDC's DJ Kazzeo, WVUD's Mike Baxter and Epic's Nathan Sheard all gathered around my big screen to have an "Oz" party, with free water and complimentary napkins from Epic Records! Meanwhile, Avatar Records has the bomb "clean" three-vinyl set from the "Oz" soundtrack. Check this, each vinyl will represent the East Coast, West Coast and the South. Is that the ish or what? If you're not bargin' the Kurupt joint "Behind The Walls," featuring **Nate Dogg**, then you're sleepin'. The East Coast gangsta mix is about to drop, featuring **Shyne**. Yeah, "Oz" rules!... I want to extend my best wishes to **Alli Fox**, formerly of WCKS in Allendale, MI. Alli resigned from the station, but will continue to make noise on the cross-town commercial AM station, WJNZ... I want to welcome aboard WCBN Ann Arbor, MI's DJ **Chill Will** to our conference call panel. Chill has been in the hip-hop radio game for well over 10 years and he will be a great addition to spreading the love nationwide, as we continue to break records weekly on our calls... I've been talking to you about **Milkbone** for the past few weeks. His album, "U Got Milk" (Xcaliber), is scheduled for release this April 17th. Look out for his new single, "Yes Yes Y'all," to drop in a few weeks and make sho you give our New Jersey AK some love... **Afu-Ra** will be releasing his next single, "Big Acts Little Acts" (KOCH), featuring **GZA**, soon. You can also look forward to **RZA's Bobby Digital** album, "Digital Bullet" this summer... **AZ's 'bout to come correct** with "I Don't Give A F#ck" and "What Y'all Want" (Motown), featuring **Foxy Brown**. Give my girl **Jen Boogie** a holla-holla for copies at (212) 331-2417... **GoodVibe Recording** artist **Mystic** is making a move to the sunny skies of Los Angeles. My new neighbor is loving the success of her current single, "Current Events," but wait till you hear "The Life." This will put her on the map fo' sho. **Big Dro** continues to represent Oaktown with his latest underground joint "Until We Die"... Log on to www.tpln.net 'cause the week of March 5th, you can check out our mix tape reporter, NY's **Ron Do's** "The Return Of Old School" mix tape on the site's 24-hour live stream. It's got all the classics! Plus, the week of March 12th, you'll hear St. Paul's DJ **Skee's** "2001" mix tape. Log on and enjoy... **SHOUT OUT TIZIME: Shadow & Ralph** at Virgin, **Cappadonna**, Happy B'day to **KKFI** Kansas City's **Kiz-One**, **Rick Betemit** at **Atlantic Records** and a belated one to **Party Radames** at **Universal**, to my vato loco y mi hermano por vida **Lee Cadena** and a special Happy B'day to my baby doll outta DC, **Tina K. (XOXO)**... **KUNG-FU FLICK OF THE WEEK: The Venoms** in "Magnificent Ruffians," **Shaw Brothers**... (S)

TOP FIVE MOST ADDED

TOP FIVE MIX TAPE SONGS

Artist	Title	Label
1. CAPPADONNA	Supermodel	Razor Sharp/Epic
1. THE PRUNES	Rockin' The Mic	Ground Royal
2. PHIFE DAWG	Miscellaneous	Superappin/LS
2. KOOL G. RAP	The Streets	Rawkus
3. REMEDY	Hip-Hop Music	Fifth Angel
4. SNOOP DOGG	Lay Low	No Limit/Priority
5. LUKE F/KID CAPRI	Party Don't Stop	Luke

Artist	Title	Label
1. MYSTIC	Current Events	GoodVibe Recordings
2. CAPPADONNA	Supermodel	Razor Sharp/Epic
3. LUKE/KID CAPRI	Party Don't Stop	Luke
4. RAY J F/LIL' KIM	Wait A Minute	Atlantic/Atl G
5. BEATNUTS	No Escapin' This	Loud

Rap Attack

MAKIN' IT HAPPEN



A native of Hackensack, NJ, DJ AP (a.k.a. Allen Pizza) has been lockin' down the mix tape game since '92, rockin' the wheels on Rutgers University's WRSU and also DJing for Lady Luck and Channel Live. "Back in the early '80s, listening to local station WBLS, I remember hearing Slick Rick's 'La-Di-Da-Di' and the Fat Boys' 'Don't You Dog Me' and I was hooked on the music," says

AP. After losing his mother, AP started DJing house parties to relieve stress. "I used to watch my uncle DJ as a kid and discovered that DJing was what I loved doing," he says. Self taught on the wheels, AP's skills are inspired by DJs Ron G. and Kid Capri. He also looks up to DJs Funkmaster Flex, Ace, Red Alert, Jazzy Jeff and L.A.'s own Choc. In '93, AP formed Negative Reflection Crew, a group of DJs originally from New Jersey that has now spread worldwide with members from Hawaii (Jimmy Taco), Seattle (B-Mello) and Los Angeles (DJ Hideo), to name a few. AP's hobbies include powerlifting and building computers. "My role model is my mom, who taught me a lot about life at a young age that most people wouldn't learn till they're in college," says AP. You can check out his popular party & break beat vinyl on AV8 Records and his new mix tape, "Sudden Impact #5" (see Tales From The Tape Decks). Give our brotha in hip-hop his props at (201) 981-1033 or at mix4ever@aol.com... SHOUTS: "Lee Cadena, Nathan Sheard, Mar, Mark at AV8, the Crooklyn Clan and the HITS Conference Call panel."



TEMPTATION ISLAND? After being rejected as singles for the next season of "Temptation Island" due to their smell, here are KOOP Austin's Frank Fellows (l) and, standing on three record crates, KSPC Pamona, CA's Kevin Sakoda (r).



ENTER THE DRAGON: Steven Seagal can't even compare! Here's our honorable grasshoppers (l-r) Chris Hodkins from KSUT Durango, CO, Nasty-Nes and DJ Solo from KDHX in St. Louis, exhibiting their Slim Shady Gung-Fu techniques.

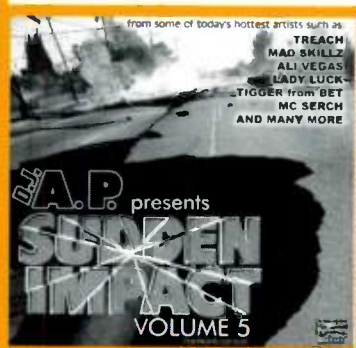
TALES FROM THE TAPE DECKS

BY NASTY-NES & MICHELLE ORTIZ

DJ INDIANA JONES'S TOP 5

- | | | |
|---------------------------------|-------------------|------------------|
| 1. L.A. SYMPHONY | Broken Tape Decks | Squint |
| 2. BEATNUTS | No Escapin' This | Loud |
| 3. BIG DRO | Until We Die | GoodVibe |
| 4. CAPPADONNA | Supermodel | Razor Sharp/Epic |
| 5. MIL F/BEANIE SEGAL & CASH \$ | Ride | Jive |

HITS mix tape reporter and this week's Makin' It Happen geek, DJ AP has just released his phat compilation, "Sudden Impact Volume 5."



If you're familiar with AP's mix tapes, you'll know that he definitely stands out from the rest! Every volume of "Sudden Impact" doesn't just feature the latest bomb joints, but also the exclusive and hottest freestyles and blends. How does he get hooked up with such hot MCs to add to his compilation, like Clue, Flex and

Tony Touch? This NJ native is getting the props he deserves and heads are startin' to know that too. On his newest mix tape, you'll hear exclusive freestyles from MC Serch, Mad Skilz, Tigger from BET, Remedy, Medina, Chico & Coolwadda and Lady Luck. You'll also hear the latest tracks from Missy, Queen Pen, 112 and Blade. Also featured are guest appearances by Xzibit, Ray J, Lee Cadena and the funky fat Pinoy, Nasty-Nes! For copies, holla at (201) 981-1033 or at NRC-JERZEY@aol.com... SHOUTS: DJ Buttah, Clinton Sparks, Jay Swing, Mr. Morgan and J-Boogie.

PICK HIT OF THE WEEK

DJ FLY, WLVR BETHLEHEM, PA
WILLUS DRUMMOND IT'S A STICK UP DOWNS ELEMENTARY

TOP FIVE CONFERENCE CALL PICKS

- | Artist | Title | Label |
|-----------------|-------------------------|------------------|
| ★ 1. ED O.G. | Too Much To Live For | GC/NG |
| ★ 2. CAPPADONNA | Supermodel | Razor Sharp/Epic |
| ★ 3. JIGMASTAS | Till The Day | Beyond Real |
| ★ 4. VENOMS | If Tomorrow Never Comes | Venom Ent. |
| ★ 5. KREATORS | Home | Kreators/LS |

TOP FIVE UNDERGROUND

- | # | ARTIST | TITLE | LABEL |
|----|----------------------------|------------------------|----------------------------|
| 1. | DJ ALADDIN | On N Poppin' | FLIP IT
818-225-5115 |
| 2. | VENOM | Beat Those | VENOM ENT.
781-649-6113 |
| 3. | KURUPT F/SHYNE & NATE DOGG | Behind The Walls (RMX) | AVATAR
323-878-1100 |
| 4. | EL DA SENSEI | Where Ya' At | UP ABOVE
212-777-0181 |
| 5. | SOUTHPAW | Homicide | SOUTHPAW
302-292-0983 |

HITS March 9, 2001



SUPERMODEL

FEAT. GHOSTFACE KILLAH

IN THE MIX:

FUNK FLEX
ENUFF
CHUBBY CHUBB
COREY HILL
CASS
FINESSE

NEEDLES
G-SPOT
REGGIE REG
AL IRVING
M&M
DVS

DNS
TONE PESCI
ALVIN D
BEE
KORUPT
J-DOT

"The Yin and The Yang"
In Stores March 27.

EPICORNA

NUMBER ONE MOST ADDED AT HITS RAP ATTACK!

HITS RAP ATTACK "CONFERENCE CALL PICK"

HITS RAP ATTACK "PICK HIT OF THE WEEK"

Thank You College Radio & Mix Tape DJ's:

WPAT	WVKR	WCHC	WECS	WNHU
WMHB	WGTB	WJCU	WRPI	WSCB
WCSB	WMPG	WKPS	CHRY	WODU
WVUD	WECS	WRSU	WRFL	WFNM
TPLN	HHSC	BTN	WMUC	WRBB
WBUQ	WLVR	WCBN	WRUR	WRSU
WNUR	WVUM	WLOZ	WUSC	KOOP
KWUR	KKFI	PDOME	WCRD	KGNU
KAZI	KSMU	WAIF	KVRX	CFRO
KBBF	KHDC	KSJS	KSUN	KUCI
KWVA	KSUT	CJSF	KUGS	CITR
KCPR	KSPC	BARC	GRVT	TIR

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2nd In Command Needs An Energy Boost? Offer Up Some

JUICE!

As first reported by HITS, KBXX-FM Houston PD Robert Scorpio has been officially named PD of KKBT-FM Los Angeles. MD Kashon Powell will handle KBXX's PD duties on the interim, with no official replacement named as of yet. In other KBXX news, Alex Q. exits to join KHTH-FM Houston for nights. In other KKBT news, the station may drop Snoop Dogg's syndicated "Big Snoop Dogg Radio" after activist Najee Ali demanded the station dump the show because of Snoop's pornographic video released this week by Hustler Video... Former KYLD-FM morning personality, and current KPWR-FM Los Angeles morning street correspondent Joe Grande has been sentenced to 45 days in San Mateo County Jail for a stunt last year in which he impersonated an escaped convict and went door-to-door alarming residents, who he asked to help take his handcuffs off... WAMO-FM Pittsburgh's Rane exits to join WPGC-FM Washington D.C.'s "The Hometeam" show, hosted by DJ Flexx... WHXT-FM Columbia's Princess Ivori branches into television as ABC-TV's WLOL-TV entertainment and gossip reporter every Friday on "Good Morning Columbia"... Black promoters have settled a lawsuit against Agency For The Performing Arts in which APA "shall not discriminate against any person on the basis of race, religion, national origin or sex, and shall not engage in any agreement, combination or conspiracy to so discriminate, to boycott or to refuse unlawfully to deal with or do business with any person." APA will notify plaintiffs of any planned tours by any artist on its roster. Financial terms were not revealed. The suit is still pending against the William Morris Agency, CAA and SFX Entertainment... Clear Channel taps Chris Williams, PD of WJKX-FM and WEEZ-AM Laurel/Hattiesburg, as Director of Urban Programming for the cluster. Look for another station to go Urban AC within the cluster... The 23rd Annual Playboy Jazz Festival will be held 6/16-17 at the Hollywood Bowl in Los Angeles.



Robert Scorpio
Beats The Boxx For L.A.

The festival, hosted again by Bill Cosby, features Max Roach, Nancy Wilson, Medeski Martin and Wood, David Benoit, Charles Lloyd, Keb Mo', the Carnegie Hall Jazz Band, Juan Marcos' Afro-Cuban All-Stars and Banu Gibson & The New Orleans Hot Jazz on 6/16. On 6/17, the lineup includes Wayne Shorter, Isaac Hayes, David Sanborn, Ozomatli, Femi Anikulapo-Kuti & The Positive Force, Roy Hargrove and Keeli Smith and Cosby's The Coz Of Good Music. In other Playboy news, Concord Jazz Records and Playboy Enterprises have entered in to an agreement to form Playboy

Jazz Records. The label will release new and re-issue product from Concord's catalog... The "Tom Joyner Morning Show" will sail as "The Fantastic Voyage 2001" from 5/26-6/2, on the Carnival Triumph cruise ship. Entertainment will include Millie Jackson, Boyz II Men, United We Funk and Bobby Blue Bland... DJ Red Alert exits WQHT-FM New York, and may head south... Master P has been sued by Mark D'Andrea, a.k.a. Mark In Tha Dark, for \$400,000 for breach of contract. D'Andrea claims that P's No Limit Records has not compensated him for production services since 1988, when they entered a verbal agreement... On 3/10 in Los Angeles, MTV will tape "MTV Icon: Janet Jackson." She will perform her new single, "All For You," in addition to appearances by NSYNC performing "Rhythm Nation" and Macy Gray performing "Black Cat." Also, Pink, Usher, Destiny's Child and Mya will appear. The show airs 3/13... Biz Markie signs to German-based Groove Attack/Superrappin' Records... Jermaine Dupri spent three days in an Atlanta jail, beginning 3/1, due to avoidance of jury duty... On 3/5, BET launched the daily "BET.com Countdown" in conjunction with BET Interactive. The show, hosted by Tiffany, was designed to promote stronger interactivity between users of BET.com and 360hiphop.com and users of BET's cable programs. It airs at 9 a.m. and repeats at 7:30 p.m...

Singled Out

The Top Thirty

Week Of March 9, 2001

2W	LW	TW	ARTIST	TITLE	LABEL
1	1	1	JOE		Jive
3	3	2	JAGGED EDGE	<i>Stutter</i> <i>Promise</i>	So So Def/Columbia
2	2	3	JA RULE	<i>Put It On Me</i>	Def Jam/IDJ
7	5	4	112	<i>It's Over Now</i>	Bad Boy/Arista
4	4	5	LUDACRIS	<i>Southern Hospitality</i>	Def Jam/IDJ
11	11	6	MUSIQ SOULCHILD	<i>Love</i>	Def Soul/IDJ
10	10	7	KOFFEE BROWN	<i>After Party</i>	Arista
13	9	8	TANK	<i>Maybe I Deserve</i>	Blackground
12	12	9	JILL SCOTT	<i>A Long Walk</i>	Hidden Beach/Epic
5	8	10	MYSTIKAL	<i>Danger</i>	Jive
14	13	11	EVE	<i>Who's That Girl</i>	Ruff Ryders/Interscope
15	14	12	OUTKAST	<i>So Fresh So Clean</i>	LaFace/Arista
6	7	13	TAMIA	<i>Stranger In My House</i>	Elektra/EEG
8	6	14	JAHEIM	<i>Could It Be</i>	Warner Bros.
16	15	15	JON B.	<i>Don't Talk</i>	Edmonds/Epic
28	17	16	SUNSHINE	<i>Heard It All Before</i>	Atlantic/Atl G
21	19	17	CASE	<i>Missing You</i>	Def Jam/IDJ
—	29	18	QB'S FINEST/NAS	<i>Oochy Wally</i>	Columbia/CRG
DEBUT	19	19	JANET	<i>All For You</i>	Virgin
24	21	20	PROJECT PAT	<i>Chickenhead</i>	Loud
9	16	21	SHAGGY	<i>It Wasn't Me</i>	MCA
25	23	22	MAXWELL	<i>Get To Know Ya</i>	Columbia/CRG
27	25	23	OLIVIA	<i>Bizounce</i>	J
—	27	24	INDIA.ARIE	<i>Video</i>	Motown
19	22	25	JAY-Z	<i>I Just Wanna Love...</i>	Def Jam/IDJ
DEBUT	26	26	MISSY ELLIOTT	<i>Get Ur Freak On</i>	Goldmind/Elektra
29	28	27	GINUWINE	<i>There It Is</i>	Epic
17	18	28	OUTKAST	<i>Ms. Jackson</i>	LaFace/Arista
DEBUT	29	29	NELLY	<i>Ride Wit Me</i>	Universal
DEBUT	30	30	PUBLIC ANNOUNCEMENT	<i>Man Ain't Supposed...</i>	RCA

Based Primarily On Radio Airplay & Retail Sales

By Gary Jackson



Grover Washington, Jr.:
His Image Award
Win Raises
Serious Questions

An Embarrassing Image: I attended two award shows last week, the Soul Train Music Awards and the NAACP Image Awards. While both had their moments, two awards presented at the Image Awards, to this observer's eye, shook its legitimacy to the core. In the "Outstanding Jazz Artist" category, Grover Washington, who died in December of 1999, won for his "The Best Of Grover Washington" (Motown) anthology, which came out in, yes, 1996. The 2-CD set won over year 2000-released nominees George Duke, Dave Koz, Quincy Jones & Sammy Nestico and Rachelle Ferrell. And Stevie Wonder's "At The Close Of The Century" (Motown) box set of his greatest hits, which, according to a close Wonder source, he did not authorize for release, won "Outstanding Album" over Jill Scott, Joe, Toni Braxton and Natalie Cole. Confusion was the order of the evening, as all, and I mean all, of the people I talked with after the taping didn't know of the Wonder box set and had forgotten about the Washington anthology. Further investigation revealed that the Wonder box set sold relatively scant numbers against the previously mentioned candidates. I take part in the nomination selection and do not recall Washington's name being on the list of nominees, while Wonder certainly benefited from sheer name recognition, making Scott, et al, victims of the process. But, the Washington win stands out like a sore thumb. Surely, the fact that it was released in 1996 could not have been overlooked. And if the Image Award powers-that-be had any foresight in honoring Washington's memory, the easiest thing to do would have been to rename the category in his honor, thus keeping his legacy positive, rather than sullied by so blatant a manipulation. And poor Scott, she was simply the victim of peaking past the nomination process, which affected not only the Image Awards, but also the Soul Train (at least she won one award!) and Grammy Awards... **Hot Songs:** Kirk Whalum's "Real Love" (WB), Sade's "King Of Sorrow" (Epic), Raphael Brown's "Maybe" (Arista), Toni Braxton's "Maybe" (LaFace/Arista)—P.S., don't sleep on this, Jimmy Cozier's "She's All I Got" (J) and the one we trumpeted over a month ago, Sunshine Anderson's "Heard It All Before" (Soulife/Atlantic)... Crooner Tony Terry has signed with Golden Boy/Innovative Marketing. Expect his first single, "I Don't Wanna Stop," to impact Urban Mainstream and Adult radio in April, with an album following in May. For the hook-up, call Eddie Gurren at (661) 242-0125... **TV Time:** Lucy Pearl on "The Tonight Show," 3/9; Pru repeats on Craig Kilborn's "Later," 3/9; and Wyclef Jean repeats on "Queen Latifah" on 3/9... Finally, thanks to all labels for their outstanding parties. And a sarcastic "thanks" to KKBT-FM's van for blocking a single-lane road after Def Jam Records' off the hook post-Soul Train party. A brotha needs his sleep!...

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

Active Albums

The Top Thirty

Week Of March 9, 2001

2W	LW	TW	ARTIST	TITLE	LABEL
1	1	1	SHAGGY	<i>Hotshot</i>	MCA
—	—	2	DJ CLUE	<i>The Professional</i>	Roc-A-Fella/IDJ
—	—	3	PROJECT PAT	<i>Mista Don't Play...</i>	Loud
2	2	4	SOUNDTRACK	<i>Save The Last Dance</i>	Hollywood
5	3	5	JA RULE	<i>Rule 3:36</i>	Murder Inc./IDJ
6	4	6	LUDACRIS	<i>Back For The First..</i>	Def Jam South/IDJ
—	—	7	SILKK THE SHOCKER	<i>My World, My Way</i>	No Limit/Priority
7	6	8	NELLY	<i>Country Grammar</i>	Fo'Reel/Universal
12	7	9	JILL SCOTT	<i>Who Is Jill Scott?</i>	Hidden Beach/Epic
3	5	10	JENNIFER LOPEZ	<i>J.Lo</i>	Epic
4	8	11	SADE	<i>Lovers Rock</i>	Epic
8	9	12	R. KELLY	<i>TP-2.COM</i>	Jive
11	10	13	OUTKAST	<i>Stankonia</i>	LaFace/Arista
13	13	14	SNOOP DOGG	<i>The Last Meal</i>	No Limit/Priority
9	11	15	LIL BOW WOW	<i>Beware Of Dog</i>	So So Def/Col/CRG
14	14	16	MUSIQ SOULCHILD	<i>Aijuswanaseing</i>	Def Soul/IDJ
10	12	17	K-CI & JOJO	<i>X</i>	MCA
15	15	18	3LW	<i>3LW</i>	Epic
21	16	19	EMINEM	<i>Marshall Mathers LP</i>	Aftermath/Interscope
16	18	20	MYSTIKAL	<i>Let's Get Ready</i>	Jive
20	19	21	DESTINY'S CHILD	<i>The Writing's On...</i>	Columbia/CRG
17	17	22	XZIBIT	<i>X</i>	Loud
27	20	23	VARIOUS	<i>Nas- Ill Will...</i>	Columbia/CRG
—	—	24	DIRTY	<i>The Pimp & Da'...</i>	Universal
—	—	25	VARIOUS	<i>Grammy Nominees 2001</i>	Capitol
19	22	26	JAGGED EDGE	<i>J.E. Heartbreak</i>	So So Def/Col/CRG
18	21	27	JAY-Z	<i>Dynasty: Roc La...</i>	Roc-A-Fella/IDJ
22	23	28	ERYKAH BADU	<i>Mama's Gun</i>	Motown
29	27	29	MR. C. THE SLIDE MAN	<i>The Cha-Cha Slide</i>	M.O.B./Universal
—	—	30	TAMIA	<i>A Nu Day</i>	Elektra/EEG

Based Primarily On Retail Sales

Now Ya Know



Cocoa
MD, WIIZ-FM
Augusta

Family ties go deep for this week's subject. Cocoa, a.k.a. **Yvette Nichols**, is the daughter of WIIZ PD/co-owner **Bobby Nichols**. Believe us, Cocoa gets no slack from daddy. "I didn't just step into the MD role. I was Promotions Director for the first two and a half years. That gave me time to learn the nuances of a station. We were a brand new station in the market at the time. It was a real challenge to get in there and try to think of effective promotions that would get our name out there and become more visible in the Central Savannah area." With 50,000 watts, WIIZ had no problem getting listeners in Georgia and South Carolina to pay attention to its new sound, especially when dealing with an MBA in Marketing from Clark University in Atlanta and a BS in Business Management from Morgan State University in Baltimore. "So I feel I'm very qualified to do what I'm doing." Cocoa has one major hobby: "Shopping! Italian designers are my favorite." Cocoa says that WIIZ works closely with "mom & pop" stores like **Spinbad Records** and **Power Sound Music**. "They're the heartbeat of the area." Cocoa bought a house recently, "so, when I'm not shopping for clothes, I'm shopping for stuff around the house, landscaping mostly." Hey, labels, have you sent our girl a plant of some sort? Just don't send kudzu!

Urban Voices

Pamela Aniese
PD, WESE-FM Tupelo
Janet "All For You"
Virgin



"Hot, smokin'! Lookin' forward to the album. First time I played it, phones lit up!"



Glenn Aure
APD/MD, KMEL-FM San Francisco
Sunshine Anderson "Heard It All Before"
Soulife/Atlantic/Atl G

"I'm feelin' this new jam! Already exploding on the airwaves! With a big interest already, this one's going to do well at KMEL."

Marco Simmons
PD, WROU-FM Dayton
India.Arie "Video"
Motown



"Everytime I hear that song—EVERYTIME—I like it even more. It took me a minute to get into the song, but after a while, I was really feeling it. I think it's gonna be huge."



TOP 50

Most Powerful Songs

Cuts That Impact Album Sales



			ARTIST	TITLE	LABEL	COMMENTS
—	—	1	DAVE MATTHEWS BAND	I DID IT	RCA N/A	MTV Buzzworthy.com, VH1, tons of airplay, huge LP debut
2	1	2	SHAGGY	ANGEL	MCA N/A	BET, VH1, MTV, T40, JAMZ, X-over smash, LP going strong
4	2	3	DIDO	THANK YOU	Arista N/A	Requests, multi-format air, MTV, MTV2, VH1
3	3	4	CRAZY TOWN	BUTTERFLY	Columbia/CRG N/A	#2 Pomo, A Rock, X-over, requests, MTV, single & LP selling
6	5	5	JA RULE	PUT IT ON ME	Murder Inc./IDJ N/A	X-over, phones, MTV, MTV2, BET, strong LP
7	6	6	K-CI & JOJO	CRAZY	MCA N/A	MTV, MTV2, VH1, Top 40, X-over, Platinum LP
1	4	7	SHAGGY	IT WASN'T ME	MCA 155782	Smash LP, requests, X-over, Top 40, VH1, BET
8	8	8	LUDACRIS	WHAT'S YOUR FANTASY?	DJ South/IDJ 562944	X-over, phones, solid LP sales, "Southern..." starting
9	9	9	LENNY KRAVITZ	AGAIN	Virgin N/A	VH1, MTV, tons of air, hot LP sales continue
5	7	10	JENNIFER LOPEZ	LOVE DON'T COST...	Epic N/A	MTV, VH1, Radio Disney, mega-airplay, strong LP sales
11	11	11	LINKIN PARK	ONE STEP CLOSER	Warner Bros. N/A	Top 5 Pomo, A Rock, T40, MTV, MTV2, LP climbing to 2 mil
12	12	12	LIFEHOUSE	HANGING BY A MOMENT	DreamWorks N/A	MTV, VH1, MTV2, mega-hot airplay, phones, LP growing
37	13	13	U2	BEAUTIFUL DAY	Interscope N/A	VH1, airplay, LP at 2 million, video, "Walk.." now
14	14	14	DREAM	HE LOVES U NOT	Bad Boy/Arista 27933	Most Added T40, X-over, Radio Disney, MTV
10	10	15	SADE	BY YOUR SIDE	Epic N/A	Top 40, X-over, MTV, single selling, "King Of..." on BET
20	18	16	NELLY	RIDE WIT ME	FR/Universal N/A	X-over, MTV2, phones, mega LP sales
18	17	17	3LW	NO MORE	Epic 79505	Radio Disney, MTV, TRL, T40, X-over, LP Gold
25	19	18	LUDACRIS	SOUTHERN HOSPITALITY	DJ South/IDJ N/A	MTV, BET, MTV2, RAP, Top 40, tons of X-over, LP sells
23	20	19	AARON LEWIS	OUTSIDE	Flawless/Geffen N/A	Hot airplay, MTV, MTV2, rejuvenating LP sales, f/Fred Durst
26	21	20	JILL SCOTT	A LONG WALK HOME	HB/Epic N/A	MTV, BET, VH1, MTV2, airplay, growing LP sales
24	22	21	FUEL	HEMORRHAGE...	Epic N/A	Pomo, VH1, growing LP sales, "Innocent" on MTV & MTV2
13	15	22	OUTKAST	MS. JACKSON	LaFace/Arista N/A	MTV/MTV2, BET, requests, X-over, mega-LP and single sales
15	16	23	SNOOP DOGG	SNOOP DOGG	NL/Priority N/A	MTV, BET, hot LP, "Lay Low" starting to impact
34	32	24	SOGGY BOTTOM BOYS	I AM A MAN OF...	Mercury/IDJ N/A	VH1, CMT, MTV2, movie still buzzing, LP strong
30	29	25	COLDPLAY	YELLOW	Capitol N/A	Hot multi-format air MTV MTV2 VH1 LP holding strong

amanda

From the forthcoming album **EVERYBODY DOESN'T**

everybody doesn't

single in stores 4.10.01

MOST ADDED AT POP!

OVER 60 STATIONS OUT OF THE BOX INCLUDING:

WBLI	KQKQ	WFKS	WHYI	KKDM
KZHT	WWZZ	WDJX	WBBO	WAKS
WLDI	WNTQ	KCHZ	WDRQ	WPRO
WFLZ	KHTT	KKRD	WPXY	WKFS
WKGS	KUMY	KRQQ	KRBE	WFLY

AND MANY MORE!



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www.everybodydoesnt.com
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VRN



Most Powerful MP3 Songs

Cuts That Impact Album Sales



	ARTIST	TITLE	LABEL	COMMENTS		
27	26	26	MYSTIKAL	DANGER	Jive N/A	RAP & X-over radio, MTV, MTV2, LP continues to sell
32	27	27	MOBY	SOUTH SIDE	V2 27674	Top 40, PoMo, MTV, VH1, continued LP and single sales
29	28	28	BACKSTREET BOYS	THE CALL	Jive N/A	MTV, BET, hot T40, Radio Disney, phones, monster LP sales
35	31	29	NELLY FURTADO	I'M LIKE A BIRD	DreamWorks N/A	MTV, VH1, MTV2, requests, hot T40, LP continues to develop
31	30	30	PINK	YOU MAKE ME SICK	LaFace/Arista N/A	Top 40, X-over, MTV, requests, LP nearing 2 million
21	24	31	LIL' BOW WOW	BOW WOW (THAT'S...)	SS Def/Col/CRG 79487	T40, R&B, MTV2, Platinum-plus LP, "Puppy Love" hitting
39	36	32	LEE ANN WOMACK	I HOPE YOU DANCE	Universal 172185	CMT and Country radio, T40, LP sales growing
33	33	33	R. MARTIN/C. AGUILERA	NOBODY WANTS TO...	Columbia/CRG N/A	MTV, VH1, Top 40, X-over, phones, growing LP sales
—	—	34	DJ CLUE	BACK 2 LIFE	Roc-A-Fella/IDJ N/A	Hot street presence, f/Mary J., Mystikal, Snoop Dogg
36	35	35	JAGGED EDGE	PROMISE	So So Def/Col/CRG N/A	BET, MTV, X-over, Top 40, single out, LP sells
46	43	36	UNCLE KRACKER	FOLLOW ME	TD/Lava/Atl/Atl G	Oodles of T40, PoMo, MTV, VH1, MTV2, igniting LP sales
40	39	37	DISTURBED	VOICES	Giant N/A	PoMo and Active Rock, MTV, MTV2, LP nearing Platinum
—	—	38	PROJECT PAT	CHICKENHEAD	HM/Loud N/A	From 3-6-Mafia, BET, MTV, Rap, X-over, hot LP debut
41	40	39	INCUBUS	DRIVE	Immortal/Epic N/A	#1 most added at PoMo, Top 40, A Rock, MTV, MTV2, LP sells
43	41	40	MUSIQ SOULCHILD	LOVE	Def Soul/IDJ N/A	Second single from debut LP, JAMX, X-over
—	42	41	LIMP BIZKIT	MY WAY	Flip/Interscope N/A	Tonnage of PoMo and A Rock, MTV, MTV2, mega-Platinum LP
44	44	42	ATC	AROUND THE WORLD...	Repub/Universal N/A	X-over, Top 40, MTV, building LP sales
45	45	43	TAMIA	STRANGER IN MY HOUSE	Elektra/EEG N/A	BET, MTV, VH1, JAMZ, airplay, LP selling
—	—	44	SNOOP DOGG	LAY LOW	No Limit/Priority N/A	MTV, BET, MTV2, X-over, RAP, reigniting LP sales
47	47	45	JAY-Z	I JUST WANT TO...	Roc-A-Fella/IDJ N/A	BET, RAP, X-over, "Change..." at MTV
16	23	46	LIMP BIZKIT	ROLLIN'	Flip/Interscope N/A	Airplay, "My Way" starting now at MTV
—	—	47	FREDRO STARR	SHINING THROUGH	Hollywood N/A	From "Save..." (ST) & solo LP, X-over, Top 40, f/Jill Scott
22	25	48	MUSIQ SOULCHILD	JUST FRIENDS	Def Soul/IDJ N/A	MTV, BET, VH1, JAMZ, R&B, LP developing, "Love" impacting
49	49	49	GODSMACK	AWAKE	Repub/Universal N/A	PoMo and A Rock, Platinum-plus LP, "Greed" up now
28	38	50	DAVID GRAY	BABYLON	ATO/RCA N/A	VH1, Top 40, APM, PoMo, LP selling

POWER POTENTIALS:

AEROSMITH (Columbia/CRG)
JOE (Jive)

EVE (Ruff Ryders/Interscope)
112 (Bad Boy/Arista)

JON B. (Edmonds/Epic)
A*TEENS (MCA)

LIONEL RICHIE

ANGEL

"Lionel is back as a Pop artist. If you haven't listened past the first 30 seconds of this song, you are missing a mainstream Pop hit.

Your adult female listeners will love this record."

- Michael Steele/KIIS FM

"Great early phones! Loved it the first time we heard it...in fact, we stuck it right on the air."

- Geronimo/WKTU

"This is Cher's 'Believe' for the year 2001!...We don't go early on a lot of records, but Star94 will be out of the box on this one!"

- JR Ammons/WSTR

The Fastest Growing Record at Adult Radio!
Most Added 4 Weeks in a Row!!

Impacting
Pop Radio
March 12th!!

THE FIRST SINGLE FROM
RENAISSANCE
ALBUM IN STORES
MARCH 20th

LIONEL RICHIE RENAISSANCE



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MYA

19* Mainstream Top 40 BDS (+291)

GREAT EARLY CALLOUT:

KZQZ #5	54x
KZHT #9	48x
KFMS #9	45x
Y100 #10	44x
KIIS #10	35x
WBZZ #10	38x
WKSS #10	32x

"Free"

FROM MYA'S ALBUM "FEAR OF FLYING"
AND "THE BAIT" SOUNDTRACK

Headline Tour starts in March
Teen People Magazines "25 Most Influential People Under 25"



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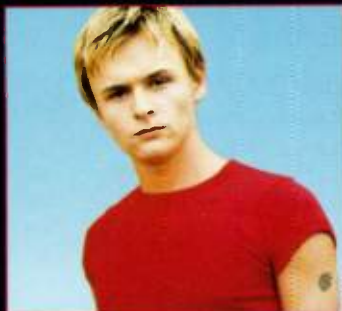
Platinum CD



WRN

S CLUB 7

Debut #1
ratethemusic.com



"NEVER HAD A DREAM COME TRUE"

The #1 International single from the album "7"

IN STORES NOW

18* - 14* Mainstream Top 40 BDS
A Greatest Gainer (+430) Since Release!

TOP 5 PHONES EVERYWHERE! ALL DEMOS!

Major Airplay:

Z100	80x	#1	KSLZ	60x	#6	WDRQ	50x	#8	KHKS	48x	#10	KZQZ	42x	#10
WKST	94x	#1	KZHT	55x	#7	WFLZ	46x	#9	WNKS	42x	#10	WIOQ	35x	#10
KHTS	62x	#5	WBLI	50x	#7	WNCI	45x	#9	WKSS	38x	#10	WPRO	35x	#10

Album Sales Up 100% In 3 Weeks

Management: Simon Fuller 19 Management

www.sclub.com www.amrecords.com

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TRL





REQUESTS

Dick Cheney calls in for "Heart Breaker"

LW	TW	ARTIST	TITLE	LABEL	HOTS	INCLUDING	%
1	1	SHAGGY	Angel	MCA	43	WKTU WWSR Z100 KWWV WNNK	39
2	2	CRAZY TOWN	Butterfly	Columbia/CRG	34	WWZZ KC101 Z100 KRO WKZL WABB	31
12	3	LIFEHOUSE	Hanging By A Moment	DreamWorks	32	KZQZ WRFY WRVW WMT KSLY KHTO	29
5	4	K-CI & JOJO	Crazy	MCA	31	WLDI KQBT WNCI WPST KDND WBAM	28
13	5	JA RULE	Put It On Me	Murder Inc./IDJ	30	KBXX KXHT KUBE KDGS WHHH WLAN	27
7	6	S CLUB 7	Never Had...	Interscope	29	KSLZ WIXX KZQZ WAKS WKZL WBBO	26
6	7	OUTKAST	Ms. Jackson	LaFace/Arista	28	KSLZ Z104 Z100 WKHQ KDND WVAQ	25
3	8	UNCLE KRACKER	Follow Me	TD/Lava/Atl/AG	27	WNCI WMRV WQAL WZYP WRVW KQAR	24
18	9	JOE	Stutter	Jive	26	WHHH KKSS WKZL WAKS KZQZ KQBT	23
8	10	DIDO	Thank You	Arista	25	WWMX WMT KQMB KSLY KSXY WRFY	23
17	11	3LW	No More	Epic	24	WKZL KDGS KDND WQGN 98PX WLAN	22
16	12	NELLY	Ride Wit Me	Fo' Reel/Universal	23	KKFR WRHT WLDI KSXY 98PX WBAM	21
9	13	AEROSMITH	Jaded	Columbia/CRG	22	WKTU WWSR WKZL WIXX WZPL KQAR	20
4	14	R. MARTIN/C. AGUILERA	Nobody Wants To...	Columbia/CRG	21	WWZZ WKXJ WZPL WRZE KDND WSTW	19
10	15	BACKSTREET BOYS	The Call	Jive	20	98PX WZOK WZPL WHTS KDND WRHT	18
11	16	ATC	Around The World...	Republic/Universal	19	WRVW WKSL 98PX KRO KZQZ WHTS	17
14	17	NELLY FURTADO	I'm Like A Bird	DreamWorks	18	KQMB WCGQ WRVW WBBO KPLZ WFBC	16
15	18	LUDACRIS	What's Your Fantasy?	Def Jam South/IDJ	17	KKFR KHTO 98PX KWWV WZOK WLAN	15
—	19	BON JOVI	Thank You For Loving Me	Island/IDJ	16	WNCI WAYV WQAL WFBC WMC WBBO	14
—	20	MYA	Free	University/Interscope	15	KZQZ KSXY WLDI WABB WNNK WQSM	14

Total stations reporting this week: 156

...DRANCE LESS I HEAR THE LESS... I SAY BUY I WILL FIND... BUT ALL... LIKE BEFORE... EVERYTHING YOU SAY TO ME...
 ...WE ONE STEP CLOSER TO THE... I'M ABOUT TO BREAK... A LITTLE... BREATHE... CAUSE I'M ONE STEP CLOSER TO...
 ...THE EDGE AND I'M ABOUT TO BREAK I... ANSWERS WEN'T GO DEEP... I SH I COULD FIND A WAY TO DISAPPEAR... ALL THESE THOUGHTS...
 ...THEY MAKE NO SENSE I FIND BLISS IN IGNORANCE... NOTHING SEEMS TO GO AWAY... OVER AND OVER AGAIN... SHUT UP WHEN I'M TALKING TO YOU

LINKIN PARK

THE BUZZ IS REALITY.....

57,000 UNITS SCANNED LAST WEEK

1.5 MILLION SOLD!!!

AFTER 8 MONTHS...STILL TOP 5 @ ALTERNATIVE & ROCK FORMATS
 21 MILLION TOTAL AUDIENCE

"ONE STEP CLOSER"

FROM THE NEW ALBUM HYBRID THEORY

WWW.LINKINPARK.COM

PRODUCED BY DON GILMORE
 MIXED BY ANDY WALLACE
 MANAGEMENT: ROB McDERMOTT FOR
 ANDY GOULD MANAGEMENT

STATION / MARKET	BDS	TOTAL SOUNDSCAN
WXRK / NY	606x	65,866 units
KROQ / LA	752x	77,547 units
WKQX / CHICAGO	751x	40,797 units
LIVE 105 & KSJO / SF	1177x	32,566 units
WYSP & WPLY / PHILLY	654x	30,274 units
CIMX & WRIF / DETROIT	946x	22,762 units
WFNX, WBCN, & WAAF / BOSTON	1807x	28,217 units
WWDC & WHFS / WASHINGTON, DC	996x	21,935 units

SPINNING @:

WKSE	WNOU	KBKS
WKRZ	WVKS	WIOG
WBBO	WBDR	WPST

M 12-14 Plays 2 Blowtorch Rotation/28 Plays

CURRENT HEADLINE CLUB TOUR SOLD OUT!

POP MART



Pop Go The Weasels

by Billy Bored



Ted Volk:
He IS Pop, dammit!

Did somebody make it the 4th quarter without telling anybody? The volume of new releases fighting their way through the system is overwhelming & the pressure to get those records through is seemingly at an all-time high. And just in time for the Spring book, too. Are we having fun yet?... **Walk & Leipsner's Columbia** machine smokes on with **Destiny's Child** clearing the board in one nanosecond. New **Train** is off to a great start & will finish big. Next, look for **Jagged Edge** to cross powerfully & for new **Evan & Jaron** to duplicate the success of their last one. Buzz on the **Wyclef** cut too... **Maverick** domos **Ted Volk & Tommy Nappi** are fighting through traffic & winning with **Amanda**. Radio likes it & we expect a ton of steady airplay growth... Forget the stigma associated with the name, the **Lionel Richie** record is a killer! **IDJ** ruler **Ken Lane** will have serious action, as he closes up **Ja Rule** & keeps growing **Bon Jovi**... **Andrea Ganis'** hot **Atlantic** crew has **Corrs**, **Uncle Kracker** & **Ashley Ballard** all happening, new **Deborah Morgan** hitting 3/12 & the next **matchbox 20** set for 4/2... **2K Sounds** makes their debut with **Brooke Allison**, a strong single that'll cut through the teen-pop glut. Promo queen **Claire Parr** is at the helm... Big ups to **Epic's Hilary & Joel** on a great job with **3LW**, which is headed Top 10. **Anastacia** has re-launched with strong support & we look for **Incubus** to explode... Kudos to **Arista's Bartels & Reichling** on engineering the **Dido** record into a full-on smash & on a huge launch of the new **Dream** cut... The world will come to the **Lee Ann Womack** party now, it's too huge. **Universal's Charlie Foster** also has **ATC**, **Nelly** & **Tonya Mitchell** rocking & buzzing on **Stella**... **Interscope's Lopes, Neiter & Coddington** keep the heat on with **Samantha Mumba**, **Mya** & **S Club 7** all sizzling & **Black Eyed Peas** crossing now... Look for **Elektra's Dennis Reese** to do a killer job on **Tamia**—this record's the goods & he'll get it... **MCA's Craig & Bonnie** are cookin' on all cylinders with **SoulDecision**, **Semisonic** & **Modjo** all in great shape & the **A*Teens** ready to fly on 3/12... **Capitol's Coldplay** is proving to be a smash, as **Baumgartner, Steele, Becker & Sholin** put the hammer down... Great to see **Vicky Leben** bringing home **Lifehouse** & **Nelly Furtado** for **DreamWorks**—both are smashes... **Green Day** already kickin' in for **Reprise's Phil Costello**, & **Barenaked Ladies** (as always) calling out strong late in the game... **Sarina Paris** kicking it up a notch now as **Z100/NY** & more big boys come to the party for **Maffei & Whited**... **V2** honchos **Pollack & Snyder** in closeout mode on the **Moby** smash now. Congrats... **RCA** domo **Ron Geslin** has great callout on **Vertical Horizon**—this one will completely close, whereas the last one never quite got there. Radio loves the new **Eve 6** ballad & they dig **Wild Orchid**, which impacts 3/12... **J's** dynamic duo, **Richard Palmese & Steve Kline**, have the next **O-Town** track ready to roll on 3/19, & then the **Olivia** cut crosses to **Pop** on 3/12... What is it that you don't get about the **Fredro Starr** cut from "Save the Last Dance"? Is the album too big? Or is the movie too popular with your listeners? Just asking... Music we love: **Eden's Crush**, **Soda** & **Josh Joplin**...

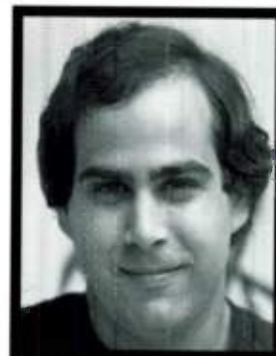


FOLLOW, FOLLOW...Throwing a "Me & My Shadows" viewing party are **Judy Garland** diehards (l-r) **Interscope's Tom Schmall**, **London/Sire's Allison Smith**, **Ultimatum's Todd Ahsmann**, **V2's Ted Hoekstra** and **Chicago's KISS MD Armando Rivera**. These "Friends of Dorothy" locked arms and danced out into the night.



JUST A LITTLE FRUITY: Seen kickin' it after the **Soul Train Awards** are (l-r) **WLDI West Palm's Jordan Walsh**, **WRLX West Palm's Fletch**, **HITS' Paul Karlsen** and **Lisa Trygg**. The wick-wack, bizomb-rizomb, bangin' radio and wierdo posse took a break from 2-wayin' the homies on the Westside to pose for this shot with funny fruit and just a bit-o' bikini.

This Week's Special



Michael Plen:
Still hoping to meet Janet.

Longtime **Virgin** exec **Michael Plen** has put together a powerful 1st quarter and his big guns are now coming to bat. Kudos to **Michael** and his crew on another major success with **Lenny Kravitz**, going #1 with "Again." After a long, hard fight. **Kravitz** and **Plen** have delivered enough smashes to fill a hugely selling **Greatest Hits** album, but still radio fights every release. When will they learn? **Michael's** also done a tremendous job with the new **Daft Punk**—which is now on a jillion stations and had mondo success with the **Mel C** record at a ton of majors. Now, the brilliant new **Janet** single has just exploded onto the airwaves everywhere, and there's great new **Aaliyah** to follow it up shortly. Buzzers are massively buzzing about **Nikka Costa**—don't sleep on this! There's no truth to the rumor that it was **Plen** who was secretly married to **Janet** for the last 13 years, but **Plen** and fellow promo domo **Jeffrey Nauman** have been shaving each other's backs for many years, and they're not ashamed to admit it. We love **Michael**. **Michael** loves **Michael**. Thank you.

POP MART



DUDE... It was all a *Dream* for Leslie Perez (c). He awoke mumbling, "I'm gonna jet off to England and party with *The Stones* and you babes are invited!" Pictured in his fantasy are Arista's *Dream* and (l-r) their manager *Kenny Burns*, Arista's *Lance Walden*, *KYLD* San Francisco MD *Jazzy Jim*, *Leslie* and *Jose Melendez*.



OH CAPTAIN, MY CAPTAIN: Here, President *Todd Hensley* (l) guesses that *Atlantic's Ashley Ballard* (c) is *The Mole*. *HITS'* resident blonde (but not President) *Bobbie Hach* (r) said she once saw a mole in her yard and kept it as a pet.

Set-Up Box



Bonnie Goldner:
The original A*Teen.

Sweden's *A*Teens* are more than just an *ABBA* cover band, so aptly demonstrated on their new single, "Bouncing Off the Ceiling (Upside Down)." They didn't raid anybody's closet for the tunes on their new album "Teen Spirit," though they may have ripped off *Nirvana* and a leading deodorant. *MCA's Bonnie Goldner* already has a huge request smash at *Radio Disney* and *Pop* impact is set for 3/12.



Andrea Ganis:
Thinking Of You, babe.

It was a focused and determined promotion effort from *Atlantic* that brought home the Top 10 debut from *Debelah Morgan*. After a long run at radio, fueled by strong callout across the board, it's time for the next single. "Thinking of You" is the cut, and the album version has been re-mixed by *Dark Child of Destiny's Child* fame. Look for label gunslingers *Andrea Ganis* and *Danny Buch* to load up for major impact on 3/12. Smash!



Top Thirty Countdown

Aaahhhh, a well deserved break from the weekly sanctified ramblings of those fabulous consultants. Now here's a look at what has the kiddies are feindng for, besides free token coupons for **Chuck E. Cheese**. Looks like the really big cheese is *MCA's Craig Lambert*, whose Swedish *A*Teens* have two hot tracks on the chart and have him "Bouncing" to the beat.



This is Not Ray Dio.

LW	TW	ARTIST	TITLE	LABEL
2	1	Backstreet Boys	The Call	Jive
1	2	Britney Spears	Lucky	Jive
3	3	Aaron Carter	That's How I Beat Shaq	Jive
10	4	3LW	No More	Epic
5	5	Britney Spears	Stronger	Jive
8	6	NSYNC	It's Gonna Be Me	Jive
12	7	Aaron Carter	Aaron's Party	Jive
4	8	A*Teens	Bouncing Off The Ceiling	MCA
6	9	Britney Spears	Oops!...I Did It Again	Jive
11	10	Dream	He Loves You Not	Bad Boy/Arista
7	11	NSYNC	Bye, Bye, Bye	Jive
16	12	Hampton The Hamster	Hamsterdance	Koch
9	13	Baha Men	Who Let The Dogs Out	S-Curve/Artemis
13	14	Backstreet Boys	Shape Of My Heart	Jive
15	15	Eiffel 65	Blue	Repub/Univ
18	16	Aaron Carter	I Want Crazy	Jive
14	17	Jennifer Lopez	Love Don't Cost A Thing	Epic
19	18	NSYNC	This I Promise You	Jive
21	19	Christina Aguilera	Come On Over	RCA
23	20	Bon Jovi	It's My Life	Island/IDJ
20	21	Plus One	Last Flight Out	Atlantic/Atl G
17	22	Smash Mouth	All Star	Interscope
—	23	Madonna	Don't Tell Me	Warner Bros.
22	24	A*Teens	Mamma Mia	MCA
24	25	Leslie Carter	Like Wow	DreamWorks
26	26	Baha Men	You All Dat	S-Curve/Artemis
28	27	M2M	Mirror Mirror	Atlantic/Atl G
27	28	Backstreet Boys	Larger Than Life	Jive
25	29	Destiny's Child	Independent Women	Columbia/CRG
—	30	Hanson	Smile	Island/IDJ

THE #21 SELLING SINGLE IN THE COUNTRY THIS WEEK.
OVER 8,000 FULL PRICED MAXI SINGLES SCANNED THIS WEEK!

DRAFT PUNK ONE MORE TIME

REACTING AND BREAKING OUT OF THESE MAJORS:

WKTV, KIIS, 89.5, WKIE, WKSC, KYLO, LDRQ, KGGI,
KZQZ, WPOW, WHYI, KHKS, KRBY, WBLI, WPLZ, KRBE, KUBE,
WKST, KSLZ, KONO, KFXV, WPRO, KPTY, KZZP, WREG, KOUB

NEW BELIEVERS INCLUDE:

WJZZ, WJBO, WZKF, WNDK

MEANSTREAM TOP 40: DEBUT @ 38* / 1183 SPINS
RHYTHMIC TOP 40: 29* / 650 SPINS

"We love 'One More Time' by Draft Punk. It has major club credibility and is on fire on the streets!"

— Erik Bradley, 89.5

"One More Time has been in power rotation from the day we signed on as energy 92-7.6.5. It has consistently generated Top 5 phones. If you want a strong reaction record that stands out from the pack, this is it!"

— Harry Legg, APD/MD, WKIE

ALBUM IN STORES 3/13

VIRGINRECORDS.COM

Virgin

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HITS

WAVELENGTH

(continued from page 130)

Naylor.... Former radio and video veteran **Matt Farber** exits his position as CEO of **Tonos.com** and heads back to NYC.... **IDJ's American Hi-Fi** is crossing quickly to **Pop** now and **SELLING**. **Ken Lane** is happy.... **Rick Bisceglia's tummusic** and **edel Entertainment** formalize their new joint venture. The first release will be the **Pop** act **Soda**.... Congratulations to: **Citadel's Ken Benson** and wife **Lori** on the birth of their second child, son **Jeff Riley**, born 2/27; **WB's Tom "Grover" Biery** and wife **Jackie** on the birth of their second child, daughter **Talia James**, born 2/28; **WB's Felicia Swerling** on her marriage to **Artur Suslow**, 3/3; and to **KDUK Eugene's Val**

Steele on her marriage to **Greg**, 2/24.... **Artemis' Todd Glassman** continues his promotion assault by taking multi-format winner **Josh Joplin to Pop** this week, with extremely positive results.... **KZQZ San Francisco's Casey Keating** called to say we had our heads up our asses in regard to a rumor about a format adjustment for the station. We found this to be no surprise! And speaking of "The Z," former morning driver **Woody Woodward** joins **WBTS Atlanta** for similar duties.... Happy birthday wishes to: **Wind-Up's Shanna Fischer**, 3/2; **Priority's Mike Whited**, 3/6; **HITS' own Roy Trakin**, 2/29 (?); and **KKFR Phoenix' Jesse Beer-Dietz**, 3/5.... **Phase I Winter**

Arbitrend kudos to: **92Q Baltimore & Dion Summers** (#1 in market); **WNCI Columbus & Jimmy Steele** (#1 in market); **WXYV Baltimore & Bill Pasha**; **WKST Pittsburgh & Michael Hayes**; **WSSR Tampa & Scott Chase**; **WQAL Cleveland & Alan Fee**; **WAKS Cleveland & Dan Mason**; **KHTS San Diego & Diana Laird**; **KYLD/KMEL San Francisco & Michael Martin**; **KZQZ SF & Casey Keating**; **KLLC SF & Louis Kaplan**; **B97 New Orleans & Jeff Scott**; and **KUMX New Orleans & Dave Stewart**.... The **Top Ten Most Played** videos at **MTV** are: #1 **Dave Matthews Band**, #2 **Eve**, #3 **Jennifer Lopez**, #4 **Black Eyed Peas**, #5 **Ricky Martin/Christina Aguilera**, #6 **Dream**, #7 **Shaggy**, #8 **Crazy**

Town, #9 **Ja Rule & #10 Limp Bizkit**.... **Blowin' in the Wind**: **KBIG, Jason Griffin & Tony Monte**.... And here's the lovely & back-at-work **Mr. Tom (Casey) Calococci**, enjoying the hot life in **Phoenix**.



Here's some EARLY "DAYLIGHT" believers!!!!

New this week!

KAMX-AUSTIN, TX - ADD-HOT AC

Already Added at:

WKRZ-WILKES-BARRE, PA-ADD-TOP 40

WXYK-BILOXI, MS-ADD-TOP 40

KANR-WICHITA, KS-ADD-RHYTHMIC

WHIZ-Zaneville, OH-ADD-HOT AC

WLIR-LONG ISLAND, NY-ADD-ALTERNATIVE ROCK

In Rotation at:

KUMX-NEW ORLEANS, LA-TOP 40

KCDU-MONTEREY, CA-HOT AC



NEWLIFECRISIS DAYLIGHT

THE DEBUT SINGLE FEAT. REMIXES BY TONY MORAN
Executive Producers: Frank Casanova, Bobo O'Laughlin, and Max L. Sargent

WLIR has 500 total detections to date and still STRONG on rotation!

TOP 5 PHONES FOR ONE MONTH

15 DAY CHAMPS ON ANDRE 9PM KNOCK-OUT!

It was retired because it won every single night!

Here's what they're saying about "Daylight!"

"Really fits our station...Got a good feeling on this one!"

-Hollywood Harrison-Program Director-KQID

"The Song was INSTANTLY familiar and right in our target demo!"

-Annette Wade-Music Director-KUMX

"Songs like Daylight make me happy to be an MD."

-Jenifer Knight-Music Director-WKRZ

GOING FOR
AIRPLAY
3/20/01

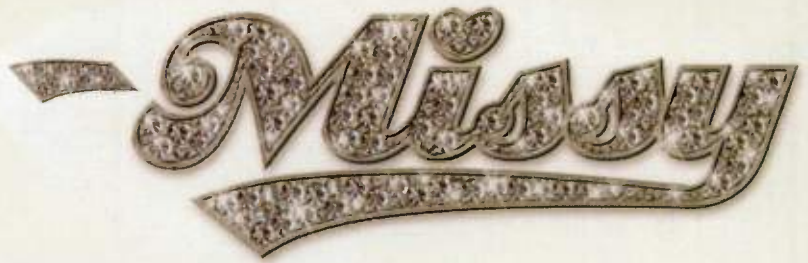


NEW
LIFE
CRISIS

WWW.TOMMYBOY.COM WWW.NEWLIFECRISIS.COM

GETTING THEIR FREAK ON:

- HOT 97 - NEW YORK 35x
- KPWR - LOS ANGELES 45x
- KYLD - SAN FRANCISCO 15x
- KMEL - SAN FRANCISCO 10x
- WBOT - BOSTON 40x
- WDTJ - DETROIT 40x
- WPGC - WASHINGTON 20x ADD
- WKYS - WASHINGTON 28x
- KBXX - HOUSTON 50x
- WPOW - MIAMI 20x
- WLLD - TAMPA 40x
- WERQ - BALTIMORE 14x
- WUSL - PHILADELPHIA 40x
- KXJM - PORTLAND 21x
- KBMB - SACRAMENTO 14x
- KPTY - PHOENIX 35x ADD
- WWKX - PROVIDENCE 30x
- WJMH - GREENSBORO 28x ADD
- WBHJ - BIRMINGHAM 45x
- KIKI - HONOLULU 14x ADD
- KBOS - FRESNO 30x
- KSEQ - FRESNO 28x
- KCAQ - SANTA BARBARA 35x
- KXJU - DENVER ADD
- KXHT - MEMPHIS - 84x - #1 MOST PLAYED



MISSY "MISDEMEANOR" ELLIOT

GET UR FREAK ON

THE PREMIERE SINGLE FROM THE FORTHCOMING ALBUM

MISS E...SO ADDICTIVE

OVER 20 MILLION IN AUDIENCE

CROSSOVER MONITOR 39-27* +210

URBAN MAINSTREAM MONITOR 37-26* +209

IMPACTING NOW

ALBUM IN STORES MAY 15

Produced by Timberland for Timberland Productions, Inc.
Management: Mona Scott & Chris Lightly for Vidisp/ARIG Management



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HITS

WAVELENGTH

BY LENNY BEER & TODD HENSLEY

This was a big week for appointments as Clear Channel fills two of its major PD openings (but saves the best for last). In Phoenix, former Radio One programming guru Tom Calococci grabs the reins at KZZP. Mr. Casey (ha! thought we forgot?) is planning on being in-house on the 19th of this month. Look for Tom to work closely with corporate programming executive Steve Smith in molding the station's future. Meanwhile, in St. Louis, the company moves quickly to fill the programming vacancy at KSLZ by naming local Market Manager/KSD PD Mike Wheeler to the post. Look for KSD APD Rob Walker to take over Wheeler's day-to-day responsibilities

as PD and for Wheeler to continue to oversee the market. However, things remain in limbo in the Big

Apple, as the big snowstorm put the naming of the new Z100 PD off a week. Our sources still expect this one to

come down to a choice between one in-market, intra-company contender (Frankie) and one out-of-market, intra-company contender (Cadillac). But we have decided not to mention their names again.... Pacific Broadcasting's KKPN/KBTE Corpus Christi PD Jason Hillery joins Citadel's KKMg Colorado Springs for programming duties, replacing Bobby Irwin, who has been promoted to OM. Look for Hillery to be in-house 3/14 and to continue to consult in Corpus. KKPN APD/MD Chad Bennett will handle interim duties..... KKSS Albuquerque flips from Rhythm to Mainstream Top 40 and remains under the control of PD Tom "Jammer"



WBLI Long Island's programmer deluxe J. J. Rice is surrounded by a bevy of 15-year-olds at the Nassau Coliseum for the station's Winter Jam. Commented Rice as soon as the pic was snapped, "I had a Dream last night." (Editor's warning, once again: 15 will get you 20).

(continued on page 128)

America's greatest rock 'n' roll band. Period.



The only band that could go from halftime at the Superbowl with 'NSYNC and Britney Spears to the Rock & Roll Hall of Fame (induction on March 19).

Appearing on
Saturday Night Live
March 17.

Just push play

New Album In Stores Now
Includes the worldwide
smash Jaded

Produced by Tyler, Perry, Hudson & Frederiksen*

*The Boneyard Boys

Mixed by Mike Shipley

and The Boneyard Boys

Management: HK Management - Howard Kaufman, Trudy Green

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Record-breaker with females 18 - 34
and with female teens eight weeks and counting...

Introducing

Eden's Crush

The first single "Get Over Yourself"



Rosanna

Maile

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Ana Maria

Single in stores **March 13th**

Album in stores **May 1st**

Video premiere **May 9th** on 

On tour with N'Sync - Spring

"We've been on it for 24 hrs and it's
already **TOP TEN PHONES!**"

-Paul "Cubby" Bryant

Z100 - NYC



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Impacting Radio Now

WB