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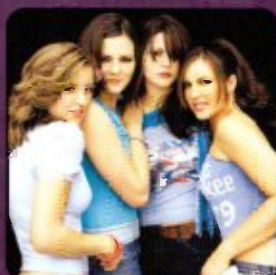
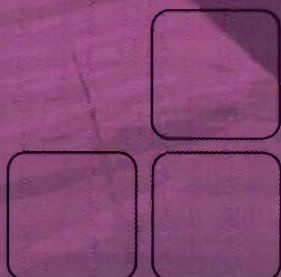
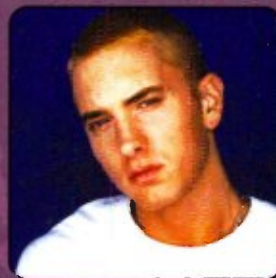
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STICKY WICKET

His Ames is true. WMG boss Roger Ames is proving even more adept on the charts than on the "cricket pitch." This week, he celebrates the Top Five debuts of Elektra's Fabolous and Atlantic's Lil' Kim. In addition, Atlantic has Kid Rock in the Top 10 and Sean Paul in the Top 20, alongside Elektra's Missy Elliott and WB's Josh Groban. With WMG subject to a "run" by another company, Ames may have met his "match" as he "bowls" over the opposition...and looks to "out stump" this HITS Contents nod.

WINNERS

REQUESTS
50 CENT Shady/Aftermath/Interscope
 R. KELLY Jive
 DANIEL BEDINGFIELD Island/IDJ
 EMINEM Aftermath/Interscope

EARPICKS
 CHRISTINA AGUILERA RCA
 EVANESCENCE Wind-up
 JUSTIN TIMBERLAKE Jive
 JASON MRAZ Elektra/EEG

WILDCARD
 EVANESCENCE Wind-up

HOT NEW RELEASES

ALL-AMERICAN REJECTS
Swing Swing
 DreamWorks

RACHEL FARRIS
I'm Not the Girl
 Big 3

NAS
I Can
 Columbia/CRG

NELLY
Pimp Juice
 Fo' Reel/Universal

SANTANA f/MUSIQ
Nothing at All
 Arista

#1 ALBUM:
 50 CENT



#1 MPS:
 50 CENT



#1 VIBE-RATERS:
 EVANESCENCE



4 VIBE-RATERS

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82 EARPICKS

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90 CHR/POP TOP 50

92 POP MART

94 WAVELENGTH



EMI HAS A "FEEL" FOR ROBBIE 13



ROCKING THE HALL 14



WHITTED PLAYS ARTISTDIRECT FIELD 16

ON THE COVER



Desert Storm/Elektra rapper Fabolous' *Street Dreams* turn into a nightmare after marking his Top Five album bow with this HITS cover appearance.

VIBE-RATERS

OUR PICKS TO BREAK • CHOSEN BY THE HITS EDITORIAL BOARD

1 EVANESCENCE • WIND-UP

DEBUT 5 LW



album: **FALLEN**
track: **BRING ME TO LIFE**

Giant #6, 148k+ sales bow! *Daredevil* smash #5 Most Added at Active, #6 Most Added at Rock. New: KZHT, WKOC, KEZR, WRVW, WCCC, many more. Multi-format spins: KRBY, KTFM, KBKS, WNKS, KXXM, WBZZ, WZZN, Q101, WPLY, WXRK, more. MTV Buzzworthy, MTV2, MuchMusic. U.S. tour mid-March, then Europe. Just did *Leno*. 600k+ shipped. Mgmt: Dennis Rider Mgmt.

5 WHITE STRIPES • V2

DEBUT 9 LW



album: **ELEPHANT**
track: **SEVEN NATION ARMY**

Exploding at radio! New: WGVX, KPOI, WDOJ. #1 at KITS, WFNX, Q101, KFSD, CIMX. Top 5 phones: KITS, KNDD, WBCN. Spins: WZZN, WOCL, WPLY, KKND, 91X, 99X. April Stateside dates precede Coachella, official summer tour. Four straight nights on *Conan* 4/22-25. Last LP sold 750k. Streets 4/1; orders now over 350k. Mgmt: Ian Montone/ Monotone Mgmt.

2 THE ATARIS • COLUMBIA/CRG

7 LW 15 2W 16 3W



album: **SO LONG, ASTORIA**
track: **IN THIS DIARY**

PoMo gamers score #19, 48k+ bow! New: KTBZ, WPLA. Spins: KROQ, WXRK, WZZN, WFNX, KDGE, WAQZ, WHFS, WWDC, WPLY, WSUN, KNRK, many more. MTV Buzzworthy, MTV2 (hosting *Rock Show* week of 3/24). N. American tour starts 3/25. Warped main stage. *Conan* 3/14. Spin, March; *Rolling Stone*, 3/14. *Alt. Press* cover, *Blender*. 250k+ shipped. Mgmt: Darren Lewis/DL Mgmt.

6 INTERPOL • MATADOR

4 LW 5 2W 7 3W



album: **TURN ON THE BRIGHT...**
track: **PDA**

Big KWOD add follows successful East Coast tour! Spins include KROQ, Q101, KITS, WHFS, KRZQ, WBCN, more. Just did sold-out dates; headlining Coachella second stage 4/27. Laemmle in-theater play, *Blender* feature; *Magnet* cover; *Abercrombie & Fitch Quarterly*. Eight-page *NYT Magazine* just ran. Gap print ad coming. 175k+ shipped. Mgmt: Brandon Schmidt.

3 JASON MRAZ • ELEKTRA/EEG

3 LW 7 2W 8 3W



album: **WAITING FOR MY...**
track: **THE REMEDY (I WON'T...)**

Added at VH1 (*Inside Track*)! #2 Most Added at Hot AC. New: KDMX, WDVD, KMXB, WKZN, WDCG, WMBZ. #1 Most Increased at Adult Top 40; Top 5 APM. MTV *Advance Warning* 3/25. Music Choice concert, May. U.K. this month. Headlining U.S. dates start 3/24. AOL home page this week. Oct. release; 108k shipped. Mgmt: Bill Silva Mgmt.

7 FIELD MOB • MCA

8 LW 13 2W

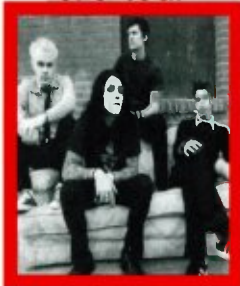


album: **FROM THE ROOTA...**
track: **SICK OF BEING LONELY**

Radio story building; sales up again. New at WBZZ, WWWWQ. Big spins: WBTS, KTTB, KKFR, KUBE, Z90, more. #39 at BET (*Spring Bling* 3/30); #24 at MTV; #19 at MTV2. Tour starts late March. Just did *Kimmel*; *Jenny Jones* 3/27. Club and radio perfs start in April. 380k shipped (streeted 11/02). Mgmt: Anthony Seay.

4 A.F.I. • DREAMWORKS

DEBUT 13 LW



album: **SING THE SORROW**
track: **GIRL'S NOT GREY**

Big sales expected as LP streets! PoMo love: KROQ, WXRK, WZZN, KITS, WHFS, WFNS, WNNX, WSUN, KNRK, WPLY, KNDD, KDGE, 91X, many more. MTV2 sneak preview this week; David Slade-helmed clip goes next week. National tour starts 4/2; selected Warped dates, summer. Lead reviews: *Rolling Stone*, *Spin*, *Alt. Press*. Streets 3/11; 350k shipped. Mgmt: John Silva/G.A.S.

8 LISA MARIE PRESLEY • CAPITOL

12 LW 12 2W 13 3W



album: **TO WHOM IT MAY...**
track: **LIGHTS OUT**

Red-hot at Hot AC, APM, VH1! New at KZPT. Multi-format spins: KIIS, WHYZ, WXXS, WSTR, WHYI, WQZQ, KYSR, WPLJ, KLLC, WMBZ, KRSK, WBMX, WMPS, WBOS. On MTV, CMT. Most-viewed vid on AOL last week. Promo dates ongoing; Japan, Europe this month. *Diane Sawyer*, April; *GMA* 4/7-8. Streets 4/8; 350k shipped. Mgmt: Scooter Weintraub/W Mgmt.

VIBE-RATERS

OUR PICKS TO BREAK • CHOSEN BY THE HITS EDITORIAL BOARD

9 FINCH • DRIVE-THRU/MCA

14 LW 11 2W 11 3W



album: WHAT IT IS TO BURN
track: WHAT IT IS TO BURN

Growing and spreading. Multi-format adds: KBPI, KRAB, KBER, DC101. Spins: KROQ, WXRK, 91X, KNRK, WNNX, KITS, WHFS, many more. MTV2, MuchMusic. *Conan* 4/4. *Kimmel* in May. Europe leg starts next week; MTV Campus Invasion Tour planned. Yahoo!/Launch. *Alt. Press*, *Heckler*, *Mean Streets*. Streeted in '02; 350k+ shipped. Mgmt: Andy Harris/Scout Mgmt.

13 ROBBIE WILLIAMS • VIRGIN

DEBUT



album: ESCAPOLOGY
track: FEEL

Global superstar builds huge Hot Adult story with third U.S. release (5.5 mil sold worldwide), streeting 4/1. New: KDMX, KRSK, WSNE. Spins: KFMB, KLLC, KZZO, WBMX, WKRQ, more. On VH1, MTV2, MuchMusic. Extensive fall Stateside tour planned. *Carson* on street date; *GMA* 4/4. Big TV campaign planned. In-theater spots May/June. 150k shipping. Mgmt: Tim Clark, David Enthoven/ie music.

10 BREAKING BENJAMIN • HOLLYWOOD

10 LW 8 2W 9 3W



album: SATURATE
track: SKIN

"Skin" grows during good radio week as band moves on up. Multi-format adds include WMMS, KFRQ, KCXX, KTEG, WFXH, KCDA. Spins: WNFZ, KPNT, WHRL, WRTT, WRZX, KRQC. Upcoming TV love includes *Carson* 3/14, *Kilborn* 4/7. Jagermeister tour w/Saliva, (hed) Planet Earth 3/6-4/20. *Metal Edge*. 200k shipped. Mgmt: Larry Mazer/Ent. Services.

14 PETE YORN • COLUMBIA/CRG

DEBUT



album: DAY I FORGOT
track: COME BACK HOME

Follow-up to Gold debut generating huge buzz! Pre-impact adds: KROQ, Q101, WZZN, WPLY, WHFS, WWCD, WEND, WXRT, WXPX, WRNR, more. Spins: WXRK, 99X, WBRU. Goes to Pop, Adult in late April. AV Club-helmed vid in post. Headlining tour 4/1-6/2. *Interview*, *GQ*, *Vanity Fair*; *Blender*, *Magnet* cover, *Guitar World* upcoming. Streets 4/15. Mgmt: Rick Yorn, Dan Field/The Firm.

11 BOWLING FOR SOUP • JIVE

11 LW 10 2W 10 3W



album: DRUNK ENOUGH...
track: GIRL ALL THE BAD...

Major gains at Pop! New at WZKF, KFRQ. Huge spins: KIIS, WHTZ, KKRZ, WBZZ, WXKS, WZPL, WWWQ, WSTR, KRBV, KFMD, KHFI, WMBZ, WABB. Soup's on at MTV2, MuchMusic. Just did *Kimmel*. In Europe now; back in mid-March for radio/TV. Warped tour starting 6/19. Streeted 8/02; 150k+ shipped. Mgmt: Jeff Roe, FFROE Mgmt.

15 D4 • HOLLYWOOD

15 LW 14 2W 15 3W



album: 6TWENTY
track: GET LOOSE

Kiwi band's on the "Loose," with adds at KTEG, WARQ. Spins: KITS, KTBZ, WBUZ, WZZN, WPLY, KXTE, WFNX, 91X, WZTA, KDGE, KLEC, WJRR, KROX. MTV2 action. *Letterman* 3/25. SXSW show and *Spin* party kicks off U.S. tour. *Spin* interview. Streeting 3/25; 125k shipped. Mgmt: Alan McGee & Steven King/Creation Mgmt.

12 SOCIALBURN • KITCHEN/ELEKTRA/EEG

6 LW 6 2W 6 3W



album: WHERE YOU ARE
track: DOWN

Radio story continues, with multi-format spins at KDGE, KNRK, WPBZ, WMMS, WAAF, KXXR, CIMX, more. On MTV *All Things Rock*, MTV2, MuchMusic. East Coast Seether dates through 3/20; headlining WB Network tour, April. Reviews: *Blender*, *Mean Streets*, *Request*. More press: *Guitar One*, *Teen People*, *Guitar World*, *Seventeen*. J. Kurzweg produced. 96k shipped. Mgmt: Terry Clark/Crush Mgmt.

16 LUCY WOODWARD • ATLANTIC/ATL G

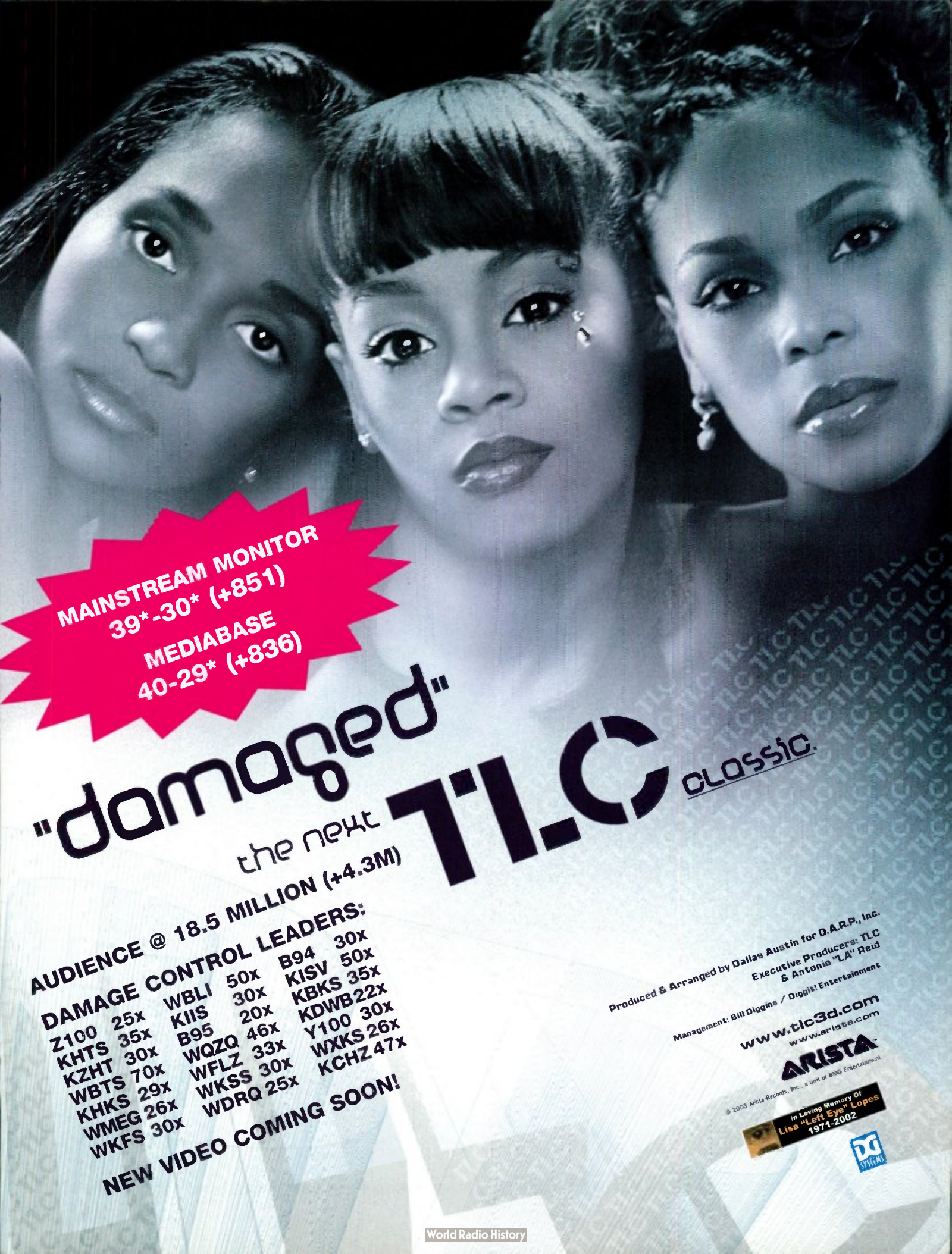
16 LW 16 2W



album: WHILE YOU CAN
track: DUMB GIRLS

Making her way through radio maze. Added at WPU, WXKS, B94. On KHTS, Z100, KZZO, WMTX, WWWQ, KKRZ, more. VH1; MTV *You Hear It First* throughout week. Promo dates through March. *CBS Sat. Morning* 3/22, *Leno* 3/31. Performing at NARM 3/18. *Women's Ent.* Network spots. Streets 4/1; 150k shipped. Mgmt: Ric Aliberte, Vini Poncia.

2W	LW	TW	ARTIST	TITLE COMMENT	LABEL	POWER INDEX	PERCENT CHANGE
2	2	1	50 CENT	GET RICH OR DIE TRYIN' "In Da Club" hot club track	Shady/AM/Interscope 493539	356.0	-11%
3	1	2	NORAH JONES	COME AWAY WITH ME Title track leads now	Blue Note 32088	312.6	-53%
DEBUT	3	FABOLOUS	STREET DREAMS "Can't Let You Go" the cut now	DS/Elektra/EEG 62791	197.7	—	
DEBUT	4	LIL' KIM	LA BELLA MAFIA Hot new track, "The Jump Off"	Atlantic/Atl G 83572	181.5	—	
1	3	5	R.KELLY	CHOCOLATE FACTORY "Ignition-Remix" the hot cut, press	Jive 41849	159.2	-29%
DEBUT	6	EVANESCENCE	FALLEN "Bring Me to Life" a smash	Wind-up 13063	148.2	—	
4	4	7	DIXIE CHICKS	HOME "Landslide" the cut, tour	OW/Mon/Col/CRG 86840	140.1	-32%
5	7	8	KID ROCK	COCKY "Picture" f/Sheryl Crow, the hot cut	Lava/Atlantic/Atl G 83482	101.7	-1%
6	11	9	CHICAGO	SOUNDTRACK Hot movie, with eclectic mix of artists	Epic 87018	84.0	+3%
7	9	10	AVRIL LAVIGNE	LET GO "I'm With You" now	Arista 14740	67.3	-28%
8	10	11	CRADLE 2 THE GRAVE	SOUNDTRACK From hot movie, DMX's, "X Gon' Give .."	Bloodline/Def Jam/IDJ 63615	63.0	-30%
18	8	12	JOHN MAYER	ROOM FOR SQUARES "Why Georgia" now, touring, press	Aware/Columbia/CRG 85293	56.9	-43%
10	6	13	GRAMMY NOMINEES 2003	VARIOUS Nelly, Eminem, Norah Jones and more	WSM 73843	55.2	-51%
15	16	14	SEAN PAUL	DUTTY ROCK "Get Busy" hot cut now, press	VP/Atlantic/Atl G 83620	54.6	+9%
DEBUT	15	KIDZ BOP KIDS	KIDZ BOP VOL. 3 Kids group covering pop songs	Razor & Tie 89060	52.5	—	
22	13	16	COLDPLAY	RUSH OF BLOOD TO THE HEAD "Clocks" the hot cut, tour	Capitol 47504	51.3	-17%
37	46	17	JOSH GROBAN	JOSH GROBAN Direct TV campaign + press	143/Reprise 48154	50.5	+116%
16	12	18	EMINEM	EMINEM SHOW "Sing for the Moment" the cut now	Aftermath/Interscope 493291	49.8	-21%
DEBUT	19	THE ATARIS	SO LONG, ASTORIA "In This Diary" the new cut, tour	Columbia/CRG 86184	48.3	—	
11	15	20	MISSY ELLIOTT	UNDER CONSTRUCTION "Gossip Folks" exploding now	GM/Elektra/EEG 62813	48.2	-10%
14	19	21	GOOD CHARLOTTE	YOUNG & HOPELESS "The Anthem" the new cut + tour	Daylight/Epic 86486	47.6	+15%
—	5	22	FREEWAY	PHILADELPHIA FREEWAY f/Jay-Z, Snoop, Nelly, "Alright" now	Roc-A-Fella/IDJ 586920	47.4	-60%
13	18	23	T.A.T.U.	200 KM/H IN THE WRONG WAY "All The Things She Said" a smash	Interscope 064107	47.3	+2%
9	14	24	DAREDEVIL	SOUNDTRACK Evanescence has hot cut, #7 movie	Wind-up 13079	47.1	-21%
12	20	25	JENNIFER LOPEZ	THIS IS ME THEN "All I Have" f/LL Cool J going now	Epic 86231	45.6	+11%



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MEDIABASE
 40-29* (+836)

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- Z100 25x
 - KHTS 35x
 - KZHT 30x
 - WBTS 70x
 - KHKS 29x
 - WMEG 26x
 - WKFS 30x
 - WBLI 50x
 - KIIS 20x
 - B95 46x
 - WQZQ 33x
 - WFLZ 30x
 - WKSS 25x
 - WDRQ 25x
 - B94 30x
 - KISV 50x
 - KBKS 35x
 - KDWB 22x
 - Y100 30x
 - WXKS 26x
 - KCHZ 47x

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2W	LW	TW	ARTIST	TITLE COMMENT	LABEL	POWER INDEX	PERCENT CHANGE
23	23	26	AUDIOSLAVE	AUDIOSLAVE "Like a Stone" the cut & hot tour	Epic/Interscope 86968	43.9	+15%
DEBUT	27		WAYNE WONDER	NO HOLDING BACK "No Letting Go" the cut	VP/Atlantic/Atl G 83628	42.6	—
32	22	28	JOHN MAYER	ANY GIVEN THURSDAY Live John, "Why Georgia" and lots more	Aware/Columbia/CRG 87199	37.9	-1%
17	21	29	TYRESE	I WANNA GO THERE "How You Gonna Act..." the cut	J Records 20041	37.8	-4%
19	17	30	NELLY	NELLYVILLE "Pimp Juice" the new cut	Fo' Reel/Universal 01774737.8	37.8	-24%
28	28	31	JUSTIN TIMBERLAKE	JUSTIFIED "Rock Your Body" starts now	Jive 41823	37.8	+12%
20	27	32	CHRISTINA AGUILERA	STRIPPED "Fighter" starting	RCA 68037	36.1	+6%
36	32	33	THE ALL-AMERICAN REJECTS	THE ALL-AMERICAN REJECTS "Swing, Swing" hot now + tour	DreamWorks 450407	35.1	+8%
24	30	34	SHANIA TWAIN	UP "Up!" the next cut & video	Mercury/IDJ 170314	33.1	-2%
27	24	35	8 MILE	SOUNDTRACK DVD coming out 3/18	Shady/Interscope/UMG Strx 493508	32.7	-9%
31	29	36	ROD STEWART	GREAT AMERICAN SONGBOOK Standards done by Rod + fanbase	J Records 20039	31.3	-7%
29	34	37	SIMPLE PLAN	NO PADS NO HELMETS... "I'd Do Anything" the hot cut at radio	Lava/Atl G 83617	30.6	0%
DEBUT	38		SNOOP DOGG	PAID THA COST TO BE DA BOSS "Beautiful" hot now	Priority/Capitol 39157	29.5	—
DEBUT	39		HOOTIE & THE BLOWFISH	HOOTIE & THE BLOWFISH All new material + "Innocence" leads	Atlantic/Atl G 83564	29.3	—
34	40	40	3 DOORS DOWN	AWAY FROM THE SUN "When I'm Gone" the cut	Universal 066165	27.4	+3%
21	31	41	LL COOL J	10 "All I Have" stripped on J. Lo's CD too	Def Jam/IDJ 63219	27.3	-17%
DEBUT	42		DONNIE MCCLURKIN	...AGAIN Gospel record, features Yolanda Adams	Verity 43199	25.0	—
DEBUT	43		NAS	GOD'S SON "I Can" the new cut	Columbia/CRG 86930	24.9	—
35	42	44	CHEVELLE	WONDER WHAT'S NEXT "Send the Pain Below" the new cut	Epic 86157	24.7	-1%
26	33	45	AALIYAH	I CARE 4 YOU "Miss You" on compilation & remixes	Blackground/Universal 60082	24.5	-22%
DEBUT	46		CHOPPA	STRAIGHT FROM THE N.O. From the Master P clan, "Choppa Style"	Universal 075007	24.4	—
33	35	47	JAY-Z	BLUEPRINT VOL. 2... "Excuse Me Miss" the new cut	Roc-A-Fella/IDJ 063381	24.0	-18%
46	45	48	JOHNNY CASH	AMERICAN IV... "Hurt" NIN cover, press	American 63339	23.1	-2%
42	47	49	TIM MCGRAW	TIM MCGRAW & THE DANCEHALL... Multiple cuts hot at Country radio	Curb 78746	22.4	+2%
30	38	50	GEORGE STRAIT	LIVE Classic George live	MCA Nashville 710319	22.1	-22%

LISA MARIE PRESLEY
"LIGHTS OUT"

OVER 120 STATONS INCLUDING:
Z100, WPLJ, KIIS, KYSR, KLLC, KHKS,
KDMX, KISS108, WBMX, KRBE, KHMV
ADULT TOP 40 MONITOR 31* - 28*
MODERN ADULT DEBUT 35

DIANE SAWYER PRIME TIME SPECIAL
GOOD MORNING AMERICA
ROLLING STONE COVER
LARRY KING LIVE
LATE NIGHT WITH DAVID LETTERMAN

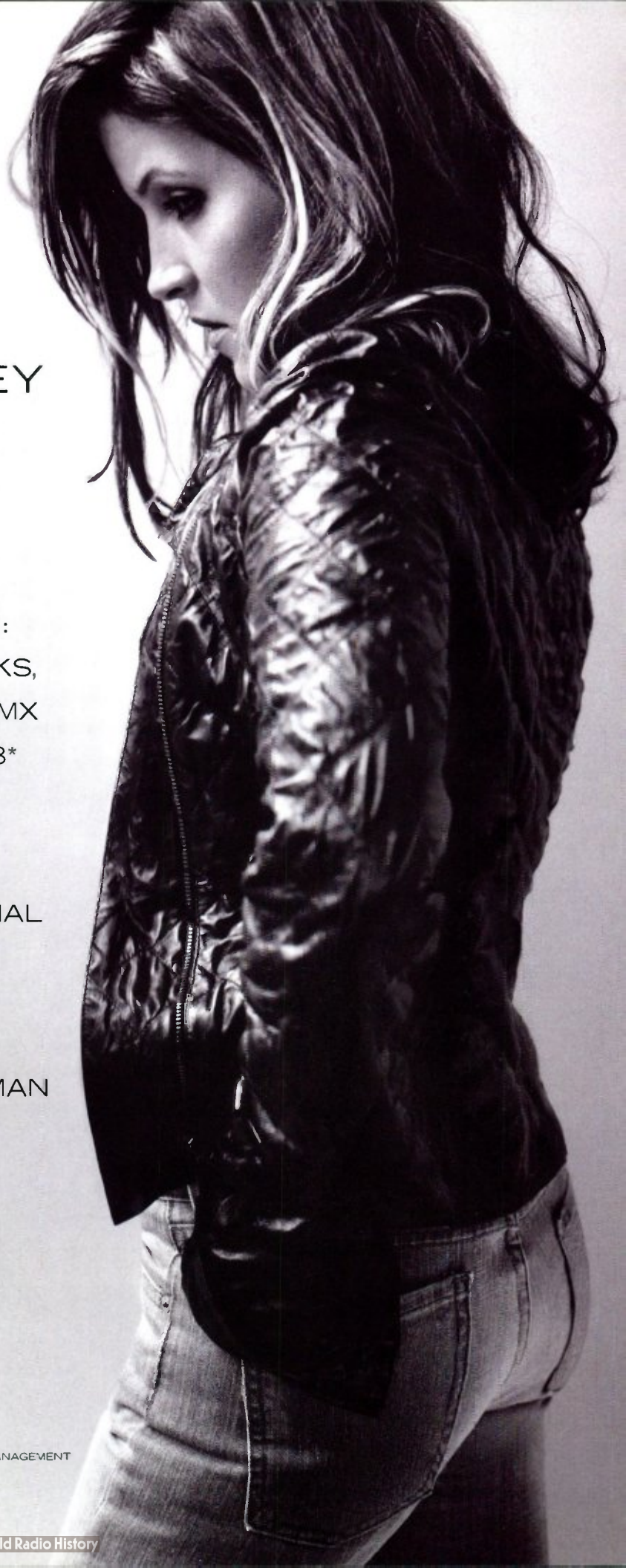



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World Radio History



#3  #2  BIG 10 #3  HEAVY ROTATION!!!

9* Billboard Monitor R&B Mainstream 5* Billboard Monitor Rap
12* Billboard Monitor Rhythmic Top 40
10* R&R Urban Mainstream - 12* R&R CHR/Rhythmic

TOP 5 RESEARCH

KPWR - WVEE - KMEL - KYLD - WQHT - WWDM - WEDR - WJMH

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Snoop Dogg

BEAUTIFUL

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Produced by The Neptunes featuring Pharrell and Uncle Charlie Wilson

HITS FRONT PAGE

RAVEONETTES
Danish Modern



MARCH 14, 2003

VOLUME 17

ISSUE 834

\$6.00

Three Debuts Hit the Top Six and Norah Continues to Sell, but No One's as Hot as 50 Cent...

RICH GETS RICHER!

LIL' KIM

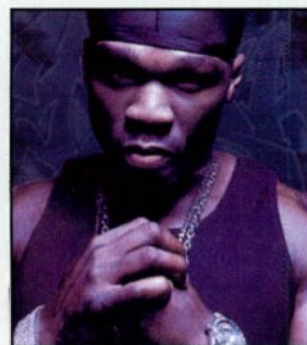
Mafia Hit

LAUNCH
cast

MOST PLAYED

- #1 Missy Elliott (Goldmind/Elektra/EEG), #2 Linkin Park (WB), #3 Smilez & Southstar (ArtistDirect), #4 Lil' Kim (Queen Bee/Atlantic/Atl G), #5 Sixpence None the Richer (Reprise), #6 Faith Hill (WB), #7 Fabolous (Elektra/EEG), #8 Lasgo (Robbins), #9 Goo Goo Dolls (WB) and #10 Red Hot Chili Peppers (WB).

After all the post-Grammy sales spikes and high-charting debuts, there's one new artist who truly stands apart in 2003...and that's 50 Cent.



50 Cent

The Jamaica, Queens, rapper, an Eminem/Dr. Dre protégé, saw his Shady/Aftermath/Interscope bow, *Get Rich or Die Tryin'*, move another 356k units this week, bringing his total to nearly 3 million in just over a month (after the release was moved forward five days to Thursday, Feb. 6, to thwart rampant piracy). Talk about bulleting your way to the top.

Virgin Entertainment Group's Jerry Suarez offered his two bits of wisdom: "The 50 Cent story continues unabated. I'm actually selling more legitimate albums than pirated mix tapes."

But that wasn't the only noteworthy action this week. A pair of WMG hip-hop records debuted in the Top Five: Elektra's *Fabulous* (#3) and Atlantic's *Lil' Kim* (#4). The other Top 10 bow goes to Wind-up's female fronted, dark-horse rockers *Evanescence* at #6, thanks to the hit "Bring Me to Life," which is also boosting the Top 25 *Daredevil* soundtrack on the same label.

Added Suarez: "I'm feeling simply *Fabulous* about Lil' Kim, and when I figure out what *Evanescence* means, I'm sure I'll be ecstatic about them, too."

A still-strong *Norah Jones* drops to #2, with her Grammy-honored *Blue Note* bow racking up another 312k, while Jive's *R. Kelly* (#5), *Open Wide*/Monument/Columbia's *Dixie Chicks* (#7), *Lava*/Atlantic's *Kid Rock* (#8), *Epic/Sony Music Soundtrax's Chicago* soundtrack (#9) and *Arista's Avril Lavigne* (#10) comprise the rest of the Top 10.

"Gimme morah *Norah*," says Suarez. "The album continues to sell impressively since she won all those awards."

Other high chart debuts were registered by *Razor & Tie's Kidz Bop Kidz*, featuring covers of rock songs by various kids groups (#18), and *Columbia/CRG punk-rockers The Ataris* (#19).

Among the week's big movers is *143/Reprise's* unstoppable boy crooner *Josh Groban*, up a humongous 116%. Double-digit increases were also registered by *Epic's Good Charlotte* (#21, +15%), *Epic's Jennifer Lopez* (#25, +11%), *Epic/Interscope's Audioslave* (#26, +15%) and *Jive's Justin Timberlake* (#31, +12%).



Pic of the Week



Hot Adult Posers

Backstage at *Westwood One's Grammy* bash, trophy-winning *Columbia* troubadour **John Mayer** (c), accustomed to the worshipful screams of nubile young girls, adjusts his ears to the brown-nosed babbling of industry professionals. Meanwhile, *KYSR* L.A. DJ and reality-TV star **Ryan Seacrest** waits for someone to write an adult-skewing ballad about his upper torso. Seen knowing their bodies, too, are wonderlands are (l-r) *Columbia's Pete Cosenza*, *Westwood One* boss **Joel Hollander**, Seacrest, *KYSR* DJ **Lisa Foxx** and *Westwood One's Max Krasny*.

LAUNCH

TOP VIDEOS

- #1 **Sean Paul** (VP/At/Atl G), #2 **50 Cent** (Shady/Aftermath/Int), #3 **Linkin Park** (WB), #4 **R. Kelly** (Jive), #5 **J.Lo f/LL Cool J** (Epic), #6 **Eminem** "Sing for the Moment" (Shady/Aftermath/Int), #7 **Justin Timberlake** (Jive), #8 **Lil' Kim** (Queen Bee/At/Atl G.), #9 **Eminem** "Lose Yourself" (Shady/Int/UMG Strx) and #10 **T.A.T.U.** (Int).

WILD CARD

EVANESCENCE WIND-UP

This female fronted rock quartet is enjoying dramatic success after their single, "Bring Me to Life," was featured prominently in the *Daredevil* movie. Song is #1 Requests at PoMo and garners early action at Pop, with huge spins at KBKS, KTFM, KRBV, WBZZ, KXXM, WEZB, KLAL, WNKS, KHFI, KRBE and tons more. Shanna Fischer and Lori Holder-Anderson have a multi-format hit with this one and will take it straight to the top.

Rifkind Makes Street His New Home

Say it Loud: Steve Rifkind's back and he's proud to be at Universal Records.

In a deal reported on hits-dailydouble.com several weeks ago, the rap-music veteran has entered into an exclusive venture with Universal Records to form Street Records Corporation (SRC), Universal/Motown Records Group Chairman Mel Lewinter and Rifkind announced.

"Steve is the embodiment of the true entrepreneur," said Lewinter. "As one of the architects of modern Urban music, his track record for discovering and developing artists from the ground up is extraordinary. We are thrilled to be in business with him. And one day, he's even promised to introduce me to Xzibit."

Commented Rifkind: "In searching for the right partner for SRC, I knew that I didn't want to be part of a company that was already set in its ways. The immediate vibe I got from [UMG Chairman] Doug Mor-

ris, Mel, [Universal Records President] Monte Lipman and [Motown Records President/CEO] Kedar Massenburg was that they are determined to continue building a great label, and this agreement will allow us to take SRC to the next level, while preserving the integrity and credibility of our artists. And I get to snipe the office with posters."

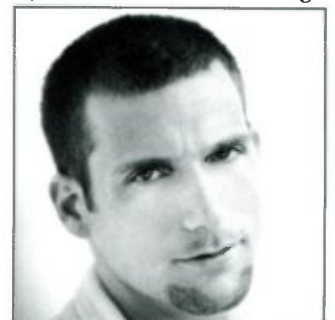
Up first from the partnership will be the highly anticipated debut of platinum-selling producer **David Banner** (Trick Daddy, Pastor Troy, Snoop Dogg, Lil Flip). His debut single, "Like a Pimp," featuring Lil Flip, has been blowing up the airwaves in the South. The album streets April 29.

Rifkind began in the business at the family-run **Spring Records**, which released **Fatback Band's** "King Tim III," among the first hip-hop records ever. As the architect of the modern street team, Rifkind launched his own con-

sulting firm, the **Steven Rifkind Company**, attracting such clients as Nike, Pepsi, HBO, *Rolling Stone* magazine and *Levis*. In 1992, he started Loud Records, recruiting **Tha Liks** as his first act.

Loud established itself as one of hip-hop's most successful and influential labels, releasing albums from the **Wu-Tang Clan**, **Big Pun**, **Mobb Deep**, **Funkmaster Flex**, **Three 6 Mafia** and **Raekwon**, among others.

Rifkind recently sold 50% of the **Steven Rifkind Company** to **Mosaic Media Holdings**.



Rifkind: Universally admired.

No Escaping Robbie Williams

Question: When is a global pop icon who's sold more than 20 million albums treated like a new artist?

AnsWER: When he's Robbie Williams, whose worldwide superstardom has yet to translate to the U.S. But EMI is determined to change that, and soon.

On April 1, Virgin Records America will release Williams' new album, *Escapology*, which has already sold more than 5.5 million copies since its European release in November, spending 10 weeks at #1 in Britain.

Last year, the 29-year-old artist re-upped with EMI for a reported \$80 million, six-album deal after a protracted bidding war that involved sizable competing offers from others in the Big Five. The innovative pact gives the U.K. music company a stake in Williams' merchandising, touring and publishing revenue.

This is the first stateside release for the cheeky, larger-than-life performer since his 1999 Capitol album *The Ego Has Landed*, which featured songs from his first two European discs, *Life Thru a Lens* and *I've Been Expecting You*, including the modest U.S. radio hits "Millennium" and "Angels." *Swing When You're Winning*, his 2001 homage to Frank Sinatra, which included a duet with Nicole Kidman on "Something Stupid," was a worldwide success, but has yet to come out in America.

"It's all about patience," says Virgin Records head Matt Serletic. "As we grow with radio, alongside our marketing initiatives, we have the ability to make people aware of Robbie, his sense of humor and ability to perform. This is a world-class artist; it's not something you can capture in a sound bite."

To that end, Virgin promotion queen Hilary Shaev

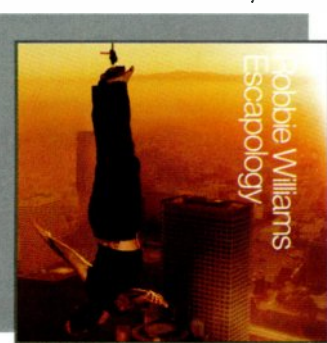
will take some time off from following her beloved Duke Blue Devils in the NCAA tournament to oversee an eight-city radio promo tour that will take the charismatic star to Boston, San Francisco, Denver and San Diego, among other markets, starting later this month. The first single, "Feel," went to Hot Adult stations three weeks ago.

Said Shaev: "We feel very strongly that his primary appeal will be to 18-34-year-old women, and that point of entry corresponds to Hot Adult, which can be a very loyal, artist-friendly format. We want to form partnerships with these stations, not just promote the fact that he's big everywhere else, so he should be big in the U.S. Once we build a hit profile at one format, it will allow us to cross to others."

The video strategy mirrors the radio plan, as the label went first to video-heavy MTV2 and adult-skewing VH1, both of which have added the clip.

The album release will be accompanied by TV appearances on NBC's *Carson Daly* (4/1) and ABC's *Good Morning America*.

The marketing plan also includes TV advertising "with an edge, that's irreverent and fun," according to Serletic. "We want to get across Robbie's personality. It's just widening that circle of fans he already has by allowing the perception of the artist to be communicated naturally."



HITs

A Blatant Rip-off of a Good Magazine

LIST

WHAT WEASELS ARE WEASELING ABOUT THIS WEEK

- 1 **WMG:** Is everything for sale to the highest bidder? Going once, going twice...
- 2 **FABOLOUS:** Rhone and Thompson show they know the Street, as rapper comes out of the blocks for a #3 debut on nearly 200k sales.
- 3 **LIL' KIM:** Hair meets bare, as Val's gal once again gives 'em some skin, fans peel to the tune of 180k-plus, #4 debut.
- 4 **EVANESCENCE:** Femme-fronted Wind-up band breaks PoMo/Active gender barrier, as 148k bow makes them the hottest thing to come out of Little Rock since Jennifer Flowers.
- 5 **BRUCE & DIXIE CHICKS:** Call them the Duke and Duchesses of Ducats, as Springsteen sells out seven Giants Stadium shows, Chicks move 850k tix in one day.
- 6 **SONY DISTRIBUTION:** Yarbrough's exit means it's retooling time. Are Jones and Jamieson on Lack's short list?
- 7 **SXSW:** As the weasel hordes once again descend on Austin, regular attendees at the annual get-together hope to hang on for at least another Four Seasons.
- 8 **NARM:** Retail confab tries to recapture the Magic in Orlando, as merchandisers gather to lick their wounds and get a little Gooty.
- 9 **JEAN-RENE FOURTOU:** VU chief must answer the \$25 billion question, and fast, or he's French toast.
- 10 **MICHAEL JACKSON:** Voodoo curses and cow sacrifices are one thing, but firing Branca! Who nose where this insanity will lead?



ACTION

The adds this week at **MTV2** are **Foo Fighters** (Roswell/RCA), **Talib Kweli** (Rawkus/MCA), **Sum 41** (Island/IDJ) and **Chevelle** (Epic).



Hall Honors Class of '78, Mo

They partied like it was 1978 Monday night at the Waldorf Astoria, only without the blow.

At a Rock and Roll Hall of Fame induction ceremony highlighted by the Police's first performance in 18 years and juiced up by acrimony between Elvis Costello and former Attractions bassist Bruce Thomas, the punk/new wave era got the sort of official recognition that the ripped-T-shirt generation would've spit on 25 years ago.

Along with the Police and Costello & the Attractions, the Class of '78 was represented by the surviving members of the Clash. Also inducted were AC/DC, the Righteous Brothers and music-biz legend Mo Ostin.

The Police, who played "Roxanne," "Every Breath You Take" and "Message in a Bottle," finally gave in to a widespread desire to see them reunite, but only for one night. Sadly, that was not an option for the Clash, whose front man Joe Strummer died last Dec. 22. The quintessential punk band was inducted by U2's The Edge and Audioslave's Tom Morello.

"If they had been around 10 years earlier, they would have given the Beatles, the Kinks and the Stones a run for their money," Edge hypothesized. "If they had arrived 10 years later, they might have resolved their internal conflicts and stayed the course."

"I'd like to make it very clear that there is absolutely no ego in our band whatsoever," Police guitarist Andy Summers quipped, while Sting claimed Stewart Copeland had badgered the band into adding the uptempo "Message in a Bottle" to their mini-set so that he could show his stuff on the drum kit.

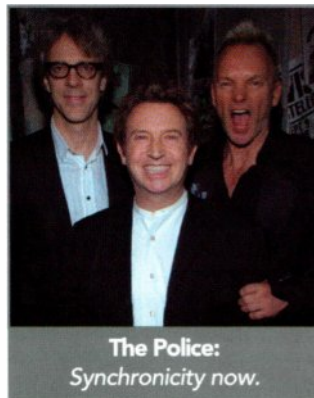
A longstanding rift between Costello and Thomas (no relation to Attractions drummer Pete Thomas) prevented a full-on reunion of that trailblazing band, although Costello played "Pump It Up," a medley of

"Deep Dark, Truthful Mirror" and Smokey Robinson's "You Really Got a Hold on Me" and Nick Lowe's "(What's So Funny 'Bout) Peace, Love and Understanding?" with his present band, the Imposters, which includes Pete Thomas and Attractions keyboardist Steve Nieve. Bruce Thomas did show up, but his acceptance speech was brief, to say the least: "Thanks for the memories—that's it," he snarled, then stomped off stage and out the door, trophy in hand. Costello flipped a bird in response.

Ostin, loved and respected by artists and fellow execs alike during his long run at the helm of Warner Bros. Records, was inducted by Hall of Famers Neil Young and Paul Simon. The outspoken Young took the opportunity to express his fears about the likelihood of a U.S. attack on Iraq, stating, "Tonight we're having a good time, but we're going to kill a lot of people next week. Let's not forget about that—we're making a huge mistake. I feel like I'm in a huge SUV and the driver is drunk as a skunk."

Righteous Brothers Bobby Hatfield and Bill Medley dedicated a performance of their Phil Spector-produced milestone to Lana Clarkson, who was found shot to death in Spector's house, changing the lyric to "You've Lost That Livin' Feeling." Just kidding.

VH1 will telecast its coverage of the ceremony Sunday night (3/16) at 9 p.m.



The Police:
Synchronicity now.

Limp Dictionary



During a confab with two fellow vocabulary enthusiasts, MTV Networks honcho Tom Freston (l) and Hamptons/Ocean Drive publisher Jason Binn (c), Limp Bizkit frontman and Interscope mogul Fred Durst explains his Grammy night remarks. "I deployed the archaic 'agreement' because of its Old High German etymology," the rocker explained. "I felt it would be construed as a sly play, given the anti-war context, on the history of Teutonic militarism." Meanwhile, in a blinding moment of clarity, Binn realized that he got into the magazine world for the nookie. Nearby, bearded industry luminary Guy Oseary (far right) braces himself for his 43rd frisking of the evening.

Ostin Taxes



At the Rock and Roll Hall of Fame induction ceremony, three celebrated artists paid tribute to DreamWorks honcho and industry legend Mo Ostin. "In these troubled times, with war looming and dissension everywhere, we honor your unifying, gentle leadership and commitment to the spirit-affirming powers of music," declared trailblazing singer-songwriter Paul Simon, who then stormed off to pummel Art Garfunkel. Meanwhile, new inductee Elvis Costello planned to deck former Attractions bassist Bruce Thomas, and Diana Krall contemplated giving Norah Jones a wedgie. Seen suddenly realizing what's so funny about peace, love and understanding are (l-r) Simon, Costello, Krall and Ostin.

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B97	KTFM	WKFS	WKSS
Hot 97	WKYS	KTTB	WFUN
B96	Z90	WHHH	KKDA
KQBT	KXJM	KUBE	KYLD
	KMEL	and many more!!!	

13*
TOP 40 RHYTHM
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ArtistDirect Likes Mike

Promotion veteran Michael Whited "Shade of Pale" has been upped to Senior Vice President Promotion for ArtistDirect Records by label CEO "Bob & Carol & Ted & Alice" Field.

Whited originally joined the label in January, 2002 as VP Pop and Crossover Promotion, reporting to the late Marc Benesch. The exec will now oversee all radio formats pursued by the promotion department, including Pop, Crossover, PoMo, Rock, College and Klezmer.

His first projects include Smilez & Southstar's hit single, "Tell Me," currently Top 20 at the Pop, Rhythm and Rap formats, Stagger Lee's "Roll Wit M.V.P.," a Top 40 track at both Rhythm and Rap, and Field's own "The Ballad of the Supermodel," a top MP3 download on girls-gonewild.com.

"Michael has a unique and valuable way of doing his job," commented Field. "He has great relationships with radio stations, he is proactive with his approach, and he just makes things happen. We're very happy to have him head up our promotion department. I haven't been this happy since *Three Men and a Baby* broke box-office records."

Whited began his career in

1987 as an advertising director at National Record Mart, then spent a year as a concert promoter at DeCaesar Engler in Pittsburgh. In 1990, he began an 11-year tenure with Elektra, starting as a regional promotion rep before moving on to L.A. as Director Top 40 Promotion for the West Coast, then rising to VP W.C. Promotion. In 2001, he joined Priority as VP Promotion.

Added Whited: "I've been given an opportunity to do something I've worked for all of my career. And I'm going to do whatever it takes to live up to the confidence that Ted has put in me. Do you prefer one lump or two in your coffee, Mr. Field?"



Whited: Squeezes himself into new gig.

AIRHEAD

MICHAEL JACKSON PLOTS HIS LATEST STRATEGY...



THIS CARTOON IS SOME BAD JUJU.

Check hitsdailydouble.com for an animated version of this cartoon.

MOVIE SCORES

Title	Weekend Gross	Per Screen Average	Total Gross	Sound Track
1 BRINGING DOWN THE...	31.7m	11,317	31.7m	Hollywood
2 TEARS OF THE SUN	17.2m	5785	17.2m	Varese Sarabande
3 OLD SCHOOL	9.2m	3399	50.8m	—
4 CHICAGO	6.9m	2672	114.5m	Epic/SMS
5 LOSE A GUY	6.8m	2330	86.9m	Disney
6 CRADLE 2 THE GRAVE	6.6m	2514	27.0m	IDJ
7 DAREDEVIL	5.2m	1854	91.5m	Wind-up
8 JUNGLE BOOK 2	4.2m	1645	39.5m	Disney
9 SHANGHAI KNIGHTS	2.7m	1417	54.7m	Hollywood
10 LIFE OF DAVID GALE	2.1m	1122	17.1m	Decca

QUICK

HITS



The add this week at MTV is **Evanescence** (Wind-up), which is also Buzzworthy. **R. Kelly** (Jive), **Sean Paul** (VP/Atlantic/Atl G) and **Aaliyah** (Blackground/Universal) go into the Big 10.



The adds this week at VH1 are **Foo Fighters** (Roswell/RCA), **Jason Mraz** (Elektra/EEG), **Queen Latifah** (Hollywood), **Amanda Perez** (Powerhouse/Virgin) **Justin Timberlake** (Jive).

FIELD MOB

SICK OF BEING LONELY

New this week at
Q100 - Atlanta, B94 - Pittsburgh,
WMEG - San Juan and more!

Banging at:

- KDWB
- WDRQ
- WKQI
- WKFS
- WEZB
- WFLZ
- Y100
- Q100
- KCHZ
- KKSS
- WKFS
- KHTS
- WFHN
- WXSS
- WKSS
- WDKF
- WSNX
- WWHT
- WKSZ
- KHTT

44th Mainstream
Mediabase Chart



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"SICK OF BEING LONELY"

THE FIRST HOT JOINT FROM THE BANGIN' NEW ALBUM FROM THA ROOTA TO THA TOOTA IN STORES NOW

PRODUCED BY JAZZE PHA EXECUTIVE PRODUCERS: SID 'UNCLE JAMZ' JOHNSON, JEFF REDD, TOMEY 'MONTANA' MOSLEY CO-EXECUTIVE PRODUCER ANTHONY 'GROUCHY' SEAY



Lighty Alights at Jive

Chris Lighty is now officially Jive. The veteran record executive and artist manager has been named Senior Vice President for the label, while maintaining the title of President of **Violator Records**, which will come under the Jive umbrella.

The announcement was made by Jive President **Barry Weiss** and Sr. VP **Peter Thea**, who immediately put two more bullet holes in Lighty client **50 Cent** to celebrate.

Lighty, who will take on A&R responsibilities, has brought in former **Loud Records** act **Mobb Deep** as his first signing. Their first album under the Violator/Jive deal will come out in August, to be preceded in July by the **V3** compilation, the third in a series of albums featuring Violator acts that have previously been certified gold and platinum.

Commented **Weiss**: "Chris has a long history with Jive Records, dating back to the late '80s, when he managed **A Tribe Called Quest**. We couldn't be happier to welcome him and his Violator Records imprint into the Jive family. His proven track record and innovative, entrepreneurial spirit make Jive, Chris and Violator a natural fit. But we have to draw the line at allowing 50 Cent to use the

office parking garage."

Added Lighty: "I have known Barry and Jive for the length of my career. This is who I feel the most comfortable with, and I expect to continue my learning curve here at Jive. The talent this label has on the roster is second to none, and I look forward to working with everyone."

Lighty's Violator management stable was part of **Mike Ovitz's AMG**, though it was not among the properties that ended up going to **The Firm** when it purchased the assets of the company. Apart from 50 Cent, Lighty's management clients include **Busta Rhymes**, **Missy Elliott** and **Mobb Deep**.



Lighty: Violator boss becomes a Weiss guy.

QUICK

HITS



The adds this week at **BET** are **Queen Latifah** (Hollywood), **Floetry** (DreamWorks), **Dru Hill** (Def Soul/IDJ) and **Field Mob f/Cee-Lo** (MCA)

THE LADDER

A RUNDOWN OF EXECUTIVES ON THE MOVE



Ferguson



Prager



Jacobs



James

Tony Ferguson "Ain't Gonna Shine Anymore" is named Executive Vice President and Director of Artist Management for Bongiovi Entertainment by Chairman **Ron "Per" Simmons**. In this new post, the former artist manager and Interscope A&R exec will be in charge of blow-drying Jon Bon Jovi's coif... **Evan "Cowgirls Get the Blues" Prager** is declared Vice President of Video Promotion for Island Records by Exec. VP **Stu "Brutus" Bergen**. Prager's main focus will be working with MTV, MTV2, VH1, MuchMusic USA, Nickelodeon and other local and regional outlets in promoting label artists while detailing Tom Calderone's car with a toothbrush... **Jeff Jacobs "Jingleheimer Schmidt"** is hired as Senior Director Production Planning & Business Operations for MTV by Sr. VP/Executive in Charge "Long Tall" **Salli Frattini**. Jacobs will work on various aspects of production planning for an array of MTV projects, including contractual negotiations with vendors, integrating new production technology, assisting in managing the production teams on various events and housetraining the Osbournes' dogs... **Graham "Cracker" James** is upped to Director MTV Communications by VP Communications **Marnie "Paint It" Black**. James will manage and oversee the publicity on

the channel's music-based programming, MTV2 and mtv.com, while providing soft-focus lighting for close-ups of newsmen Kurt Loder... "Nicholas &" **Alexandra Robertson** is tapped as Director Film and Television for Warner/Chappell Music by Sr. VP Film and Television **Brad "A Rose Is a" Rosenberger**. Robertson will pitch and place music by Warner/Chappell artists in films, television shows and video games, all without leaving her TiVo... **Peter Shane "Shame, Shame"** and "This" **Justin Kalifowitz** have been promoted to Director, Film & Television and Director A&R, respectively, for Spirit Music by President **Mark "Let" Fried "Om Ring"**. Shane will continue to promote the company's songs and writer/artists for major and independent films and network and cable television programs from his corner table at the Ivy, while Kalifowitz will sign new songwriters and writer/artists, focus on marketing their songs, developing their careers and playing tambourine for Mooney Suzuki... **Dan Smalls "Ville"** is named Director Lifestyles Marketing and Promotion for MCA Records by Sr. VP **Benny "Winnie the" Pough**. Smalls is responsible for pursuing innovative culture and lifestyle marketing avenues, such as theaters, sporting events, beauty salons, laundromats and opium dens.



Robertson



Shane



Kalifowitz



Smalls

Nelly

if it's working it's

PIMP JUICE

ON OVER 175 STATIONS

MOST ADDED AT RHYTHM, URBAN & POP

MAJOR MARKETS

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KBFB-DALLAS
KKFR-PHOENIX
KSFM-SAC
WXKS-BOSTON
KATZ-ST LOUIS
WBOT-BOSTON
WFLZ-TAMPA

KIIS-LA
WJMN-BOSTON
KTTB-MINNEAPOLIS
KHTS-SAN DIEGO
WPWX-CHICAGO
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KYLD-SF
KBXX-HOUSTON
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WUBT-NASHVILLE
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2X GRAMMY AWARD WINNER

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6X PLATINUM!**



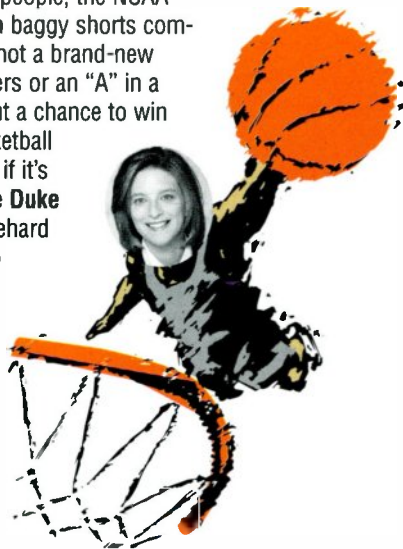
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HITS AND *Virgin* PRESENT The Annual DUMB NCAA BASKETBALL CHAMPIONSHIP CONTEST

We're talking college hoops, people, the NCAA tourney, where young men in baggy shorts compete for the Big Prize... No, not a brand-new Hummer from sleazy recruiters or an "A" in a class they never attended, but a chance to win this year's *HITS* NCAA Basketball Championship Contest. And, if it's tourney time, then expect the **Duke Blue Devils**, **Coach K** and diehard alum, **Virgin Records** Promo Goddess **Hilary Shaev**, to be front and center. Her beloved Blue Devils may not get a #1 seed this year, unlike her red-hot artist roster of **Robbie Williams**, **Blur**, **Norah Jones**, the **Exies**, **Amanda Perez**, **Gang Starr** and **Stacie Orrico**, but you know they—and she—won't go down without a fight. Which is more than we can say for you losers, who must enter to win...



All you have to do is:

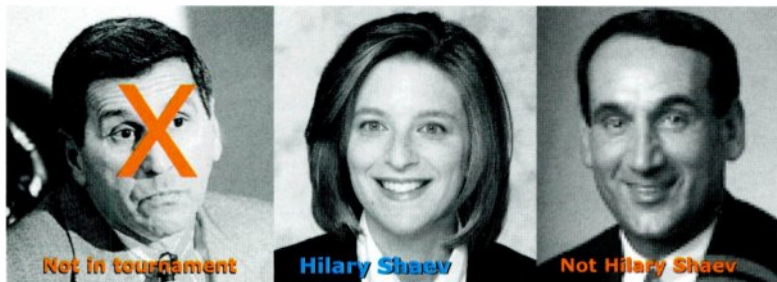
- Correctly pick the Final Four Teams
 - The Final Two
 - The NCAA Champion
- (Tie-breaker) Total points of the championship game

To enter:

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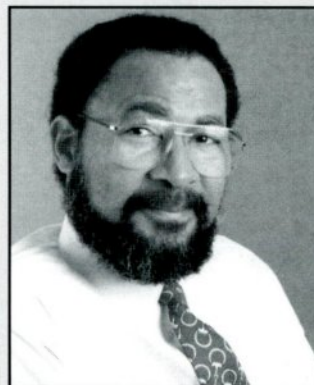
College basketball corruption makes the record industry look like an ethics class.

HITS NEAR TRUTHS BY I.B. BAD, LOS ANGELES

PERFECT STORM DAMAGE:

As corporate losses mount, noters noting depressed values are blood in the water for investment banks, which are beginning to smell opportunity. With labels suffering and their corporate motherships sucking wind, most see a future of ongoing merger/sale talks, though few predict action until the current slide hits bottom... That said, as **EMI/Warner Music Group** rumors swirl, others said to be kicking WMG's tires include **Charles Koppelman**, **Haim Saban**, **Jeff Kwatinetz** and their investment bankers. Meanwhile, reports that **AOLTW** may sell its **manufacturing and printing** operations conjure other scenarios: Is **Richard Parsons** also considering a sale of **WEA** as a whole to form a stand-alone distributor capable of servicing more than one of the **Big Five**? As to whether the potential **\$30-40 million** annual savings would warrant companies ceding control of their distribution, recalls recalling the idea's lack of traction when current **WEA** chief **Jim Caparro** first suggested it

WHICH WEA DID HE GO?



RICHARD PARSONS: Parting a sea of red ink.

two years ago... Chatter also increasing over the possible fate of **Warner/Chappell**, worth as much as **\$1.5-2 billion**. One scenario making the rounds has a Koppelman-led investment cadre making a run, while another has **EMI** buying **WMG** and keeping **W/C**, but selling **EMI Publishing** to a group of investors led by **Marty Bandier**. Regardless, absent manufacturing and publishing, observers put the price tag for **WMG's** label operations at as little as **\$1-1.5 billion**... Valuation chatter not limited to **WMG**, as **EMI's** market cap sinks to **just over \$1 billion**. Historians noting that **Sir Colin Southgate** declined a **\$10 billion** offer for **EMI** from **Edgar Bronfman Jr.** in 1997... Likewise, those eyeing **BMG** wondering whether, after recently peeling **\$2.74 billion** for **Zomba/Jive**, the company could net even **\$3 billion** in current market conditions... And with a restructuring of **Sony Music** underway following a surge of red ink, noters noting that **Sony Corp.'s** **\$2 billion** investment in **CBS Records** 15 years ago would likely yield no more than **\$3-4 billion** now—certainly a disappointing figure following the huge runup in the '90s... Even mammoth **UMG**, also the subject of sale speculation despite having thrown off **\$614 million** in '02 operating income, could be had for as little as **\$5-6 billion**, according to those crunching the numbers, who recall **UMG's** formation as the result of **Seagram's \$10.4 billion** buy-out of **PolyGram** in 1999... Names in the Rumor Mill: **Chris Blackwell**, **Jerry Moss**, **Clive Calder**, **Richard Branson** and **Cor Boonstra**.

LUCY WOODWARD

THE NEW SINGLE
"DUMB GIRLS"

**Leno
March 31st
CBS
Sat. morning
March 22**

FROM THE FORTHCOMING DEBUT ALBUM
WHILE YOU CAN

**CHR BDS: 40* (+196)
Mediabase CHR: 36* (+154)
Adult40 BDS: 22-23*
ModernAC BDS: 23-22*
Mediabase Adult: 23-21*
11 Million in Audience**

**Over 1 Million streams on AOL
One of the Most Searched for Artist
on AOL during January
Video viewed 85,000 times in 3 days!
Over 100 million total impressions!**

**Added This Week At:
WXKS WPLJ B94 AND MORE!**



**Debut on "You Heard It Here First"
on March 12th**

**AOL Music "Breaker Artist"
AOL Keyword: Artist Discovery Network
Produced & Engineered by Kevin Kadish for
Slowguy Songs, Inc.
Mixed by Chris Lord-Alge**

Already on and reacting at:

Z100/New York	Great potential 29x	
WTMX/Chicago	Top 5 phones 24x	
WYOY/Jackson	Top 5 phones 47x	
WVKS/Toledo	Top 5 phones 38x	
WKSZ/Green Bay	Top 5 phones 24x	
KDND/Sacramento	Top 10 phones 15x	
Q100/Atlanta	Top 10 phones 23x	
WNCI/Columbus	Top 10 phones 28x	
KVUU/CO Springs	Top 10 Phones 45x	
KHTS 34x	WKSS 31x	WXMA 36x
WMBZ 40x	WENS 26x	KRSK 23x
KZZO 25x	WERO 43x	KZZU 25x



AOLMUSIC

© Atlantic Recording Corporation
Warner Music Group, An AOL Time Warner Company
Produced & Engineered by Kevin Kadish for Slowguy Songs, Inc.
Mixed by Chris Lord-Alge



WHEELS & DEALS

BY RODEL DELFIN

AND NOW FOR THE SHOUT-ING: SXSW '03 is in full effect. By the time you read this, you'll either be freezing your ass off in NYC, at a weasel-free show at the Viper Room in L.A. (even the club's Dayle Gloria is in Austin) or cozying up to a nice martini at the Four Seasons prior to an evening of buzz bands. And, unlike past years—where there was a definite shortlist of acts with a pre-confab buzz—this year's lengthy list of weasel-worthy talent has thrown the playing field wide-open. We give an early Big Ups to the talent bookers for maintaining the confab's status as the one-stop source for up-and-coming artists. This year's gathering, indeed, stands as a much-needed getaway for numerous label reps. It's back to the basics for most—several days with a bunch of industry yahoos drinking, schmoozing, gossiping, eating, shopping, doubting, laughing, crying and scouting. So, let those expense accounts rip and, most importantly, have some FUN! Also, support your cohorts at conference panels: On Thursday (3/13), Roadrunner's Ron

"I'm *really* the dude who signed Nickelback" Burman will moderate "When Should You Sign With a Major?" Scheduled panel members include Epic's Pete Giberga, Maverick's Berko, the Gary Gersh label's Will Langolf and Virgin's David Wolter. Friday's "What to Expect When You're Expecting" panel sees our own Prexy Karen Glauber sharing the dais with Hollywood SVP/GM Abbey Konowitch, Virgin promo exec Jennifer Sperandeo, artists Matthew Sweet and Bleu, MTV's David Cohn and radio's Lynn Barstow (KMYZ) and Tim Richards (Q101). Meanwhile, on Saturday (3/15), barrister Peter Lewit will moderate "A&R in the Big Picture," featuring the stellar weasel lineup of Lost Highway's Frank Callari, Capitol's Ron Laffitte, Warner Bros.' Perry Watts-Russell and Epic's Jim Welch. Watch these players philosophize, take bets on who gets stuck with the most demos and endeavor to answer the proverbial question, "How much do you guys make?" **NON-CONFAB NEWS:** In the latest twist in man-

agerial maneuvers, the much-discussed teaming of Tony Ciulla and Spivak/Sobol Management seems to have fizzled after just two weeks. Talkers talking that Ciulla client Marilyn Manson's request for Tony to focus exclusively on his career, is the primary reason for his abrupt exit... The Tim Mandelbaum-repped Chris Robinson and his New Earth Mud band sold out the Troubadour last Monday. Several label and pub weasels were on hand checking out the former Black Crowes frontman, who dazzled the crowd... South Carolina band the Working Title was flown to Tinseltown recently on the label wine-and-dine tour... Has the hugely buzzin', Steve Sessa-repped Poltrona finalized a deal with a West Coast major?... **MORE SOUTH-BY PICKS:** The Break, Electric Eel Shock, Yakuza, Vaux, Grayson Manor, Code-seven, Open Hand, This Day Forward, Goldspot, The Turn-Ons, Kinski, Trachtenburg Family Slideshow Players, the Tenants, the Belles, Jet City Fix, Rocking Horse Winner, School for Heroes

and Ultrasonic... Wheels Online subscribers can log on for more info. Meanwhile, we apologize in advance for anything we say or do while in a drunken Texas stupor. We'll give our post-confab report next week—if we make it back in one piece... BUZZIN': **Honorary Title**, the **Holograms**, Mitchell Cohen, Tasha Taylor and Sugar's Uptown Cabaret... Hit me up: brotherxx@earthlink.net.

Ron Burman



Mr. Moderator's happy to take your demos.

BUZZ GIGS

WHO'S BUZZIN' & WHERE

WHO	WHEN	WHERE	HOW COME?
BMI-SXSW SHOWCASE	Thurs., March 13 8 p.m.	Speakeasy Austin	With the <u>Tenants</u> , <u>Neva Dinova</u> , <u>modlang</u> , <u>Helio Sequence</u> , <u>Jibe</u> , <u>happylife</u> and <u>Drive By Truckers</u> .
MIKE GALAXY'S SXSW SHOWCASE	Thurs., March 13 8 p.m.	Spill Austin	With <u>Arthur Yoria</u> , <u>Voyager One</u> , the <u>Features</u> , the <u>Churchills</u> , <u>Waking Hours</u> and <u>Adventures of Jet</u> .
MENT2B	Mon., March 17 7 p.m.	Village Underground N.Y.	<u>Gary Jackson's</u> R&B showcase. Also with <u>Tori Alamaze</u> and <u>Kia Starr</u> .
<u>VOODOO BLUE</u>	Wed., March 19 8 p.m.	Don Hill's N.Y.	Buzzin'.
<u>LOVEHAMMERS</u>	Fri., March 21 TBD	Wise Fools Pub Chicago	New LP scanned 3k in first week.

Piping-hot music news for the A&R weasel on the go.



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double

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WHO'S GOT WHAT

Account	Owners	CEO	President	Head Of Music Purchasing
BEST BUY CO., INC. Eden Prairie, MN	<u>Brad Anderson</u>	<u>Brad Anderson</u>	<u>Al Lenzmeier (Pres. CEO)</u> <u>Mike Keskey (Pres. U.S.)</u>	<u>Gary Arnold</u>
THE HANDLEMAN CO. Troy, MI	<u>Publicly Held</u>	<u>Stephen Strome</u>	<u>Peter Cline (Pres./COO)</u> <u>Handleman Co.,), Gerry Lopez</u> <u>(Pres/Handleman Ent. Resources)</u>	<u>Ron Lund</u>
ANDERSON MERCHANDISERS, INC. Amarillo, TX	<u>Charles Anderson Jr.</u>	<u>Charles Anderson Jr.</u>	<u>Bill Lardie</u>	<u>Steve McClanahan</u>
TARGET STORES, INC. Minneapolis, MN	<u>Target Corp.</u>	<u>Robert Ulrich</u>	<u>Gregg Steinhafel</u>	<u>Sue Peterson</u>
TRANSWORLD ENT. CORP. Albany, NY	<u>Publicly Held</u>	<u>Robert Higgins</u>	<u>Robert Higgins</u>	<u>Jerry Kamiler</u>
ALLIANCE ENT. CORP. Coral Springs, FL	<u>Privately Held</u>	<u>Eric Weisman</u> <u>(CEO & Pres. AEC)</u>	<u>Alan Tuchman</u> <u>(DF & Fullfillment</u> <u>Services Group)</u>	<u>Robert Defritas</u>
BORDERS BOOKS & MUSIC Ann Arbor, MI	<u>Publicly Held</u>	<u>Greg Joseofowicz</u>	<u>Michael Spinozzi</u>	<u>Len Cosimano</u>
CIRCUIT CITY Richmond, VA	<u>Publicly Held</u>	<u>Alan McCollough</u>	<u>Alan McCollough</u>	<u>Clif Denney</u>
TOWER RECORDS/VIDEO/BOOKS Sacramento, CA	<u>The Solomon Family</u>	<u>Betsy Burton</u> <u>(Interim CEO)</u>	<u>Michael Solomon</u>	<u>George Scarlett</u>
WHEREHOUSE ENT., INC. Torrance, CA	<u>Cerberus Partners</u>	<u>Jerry Comstock</u>	<u>Jerry Comstock</u>	<u>Lew Garrett</u> <u>Exec. VP Gen. Music Merch.</u> <u>Kevin Milligan</u> <u>VP Music Merchandise</u>
AMAZON.COM Seattle, WA	<u>Publicly Held</u>	<u>Jeff Bezos</u>	<u>Jeff Bezos</u>	<u>Kevin Hawkins</u>
COSTCO Issaquah, WA	<u>Publicly Held</u>	<u>Jim Sinegeal</u>	<u>Jeffrey Brotman</u>	<u>Chris Eche</u>
VIRGIN ENT. GROUP INC. Los Angeles, CA	<u>Richard Branson</u>	<u>Simon Wright (Int.)</u> <u>Glen Ward (USA)</u>	<u>N/A</u>	<u>Vincent Szydlowski</u>
HASTINGS ENT. Amarillo, TX	<u>John Marmaduke</u>	<u>John Marmaduke</u>	<u>John Marmaduke</u>	<u>Storm Gloor</u>
FRED MEYER Portland, OR	<u>Kroger, Inc.</u>	<u>Darrell Webb</u>	<u>Darrell Webb</u>	<u>Brian Stevens</u>
THE MUSIC NETWORK Atlanta, GA	<u>Mike Parkerson</u> <u>Mike Goldwasser</u>	<u>Michael Parkerson</u>	<u>Mike Goldwasser</u>	<u>Jim O'Rourke</u>
SAM'S CLUB Bentonville, AR	<u>Publicly Held</u>	<u>Tom Grimm</u>	<u>Tom Grimm</u>	<u>Phil Sutterfield</u>
BAKER & TAYLOR ENTERTAINMENT Charlotte, NC	<u>Privately Held</u>	<u>Gary Rautenstrauch</u>	<u>Jim Ulsamer</u>	<u>Steve Harkins</u> <u>Tim McIntosh</u>
UNIVERSAL ONE-STOP Philadelphia, PA	<u>Harold Lipsius</u>	<u>Harold Lipsius</u>	<u>Harold Lipsius</u>	<u>Sam Cass</u>
NAVARRA ENTERTAINMENT New Hope, MN	<u>Publicly Held</u>	<u>Eric Paulson</u>	<u>Eric Paulson</u>	<u>Steve Pritchitt (Sr. VP/GM Music Div.)</u> <u>Jim Maxwell (Head Buyer)</u>

WHO'S GOT WHAT



Music Buyer(s)

Advertising

CFO

DBA/Accounts

Lon Lindeland (Best Buy)
Sonya Askeew (M'land)
Ed Hogan (M'land)

Mike Linton

Darren Jackson

Best Buy: 546, Best Buy Canada: 8, Magnolia HiFi: 19, Sam Goody: 828,
Media Play: 404, Suncoast: 76, Future Shop: 104, Total: 1985

N/A

Scott Wilson

Tom Braum

WalMart, KMart, ShopKo, Miegers, Zellers, ASDA,
Bluelight.com, Total stores: 4,200

Chris Mower

Chris Mower

Chuck Taylor

Wal Mart stores: 3,000

James Zimmerman
Andy Hislop
Sarah Erickson

Michael Francis

Doug Scovanner

Target stores: 1,150

N/A

Mark Hogan

John J. Sullivan

F.Y.E.: 632 Coconuts: 115, Strawberries: 69, Specs: 18,
Saturday Matinee: 20, Planet Music: 1, Total: 855

C. Hernandez, T. Bazemore, J. Price,
T. Landa, H. Povadea, M. Price,
P. Meyers, M. Moore, G. Long

Nancy Goldwin

George Campagna

10,000 One-Stop accounts (Bassin/AEC One-Stop)

J. Sendra, M. Lee
B. McClemens
C. Richards

Len Cosimano

Ed Wilhelm

Borders Books & Music, Borders Books, Borders Outlets,
Walden Books, Brentanos: Total: 409

Leigh Ann Hill, Steve
Lerner, Rick Taylor,
Candace Michaux

Leigh Ann Hill

Michael Chalifoux

Circuit City & Circuit City Express stores: 600

Rick Ohren/Joel Abramson (Audio)
Mark Lowery (Video), Ty Wilson (Book),
Kevin Winnik (Ancillary Prod.)

Russ Eisenman

Jim Bain

Tower Records/Video/Books: 93, Tower Books: 3,
Tower Clearance Outlet: 1, Total: 97

Tony Miller, Violet Brown,
Bob Bell, Matt Bailey,
Isabell Salazar

**Susan Heine
Jocelynn Pryor**

Chris Noble

Wherehouse Music Stores, Odyssey, Total: 176

M. Freed, R. Nash,
J. Seward

Jeff Somers

Thomas Szkutak

Amazon.com online entity

Heather Shavey
Ted Bost

N/A

Richard Galanti

Costco Stores: 302

Jerry Suarez
Dave Carlin
Stephanie Ford

Marc Block

Jeff Moxie

North America: 23, UK: 94, Canada: 1, Japan: 30,
Europe: 2, Total stores: 150

Mike Fuller

Alan Van Ongevale

Dan Crow

Hastings Stores: 144

Brian Stevens

Janet Lockhart

Dave Deathrage

Fred Meyer stores w/music: 130

Jim Ogletree
Ed Simpson
Karl Grier

Jim Ogletree

Emma Fluker

Turtles Music & DVD: 20, Peppermint Music: 11, Starship
Music: 1, Willie's Music: 13, Kemp Mill Music: 7, Total 52

Ann O' Sullivan
Cody Allison

N/A

N/A

Sam's Club stores: 501

J. Kralovetz, C. Shepard,
L. Guy, A. Pinto,
Lori Miller, Brock Hodge

Connie Young

Dave Finlon

5,000 One-Stop accounts

Robin Searte,
Tom Stewart
Sam Vogel

Barbra Petras-Webb

Linda Bond

4,000 One-Stop accounts

Jim Maxwell

Anna-Marie Ganje

Jim Gilbertson

10,000 Store Fronts

Tyrese • Luther Vandross • Backstreet Boys • Kenny G • Nivea • Sarah McLachlan • Angie Stone • Jeff Bates • Clipse • Rod Stewart • Britney Spears • Erick Sermon • Deborah Cox • Tool • Foo Fighters • O-Town • Syleena Johnson • Bone Crusher • Next • OutKast • Kings of Leon • Allman Brothers • Gavin DeGraw •

Artist Development

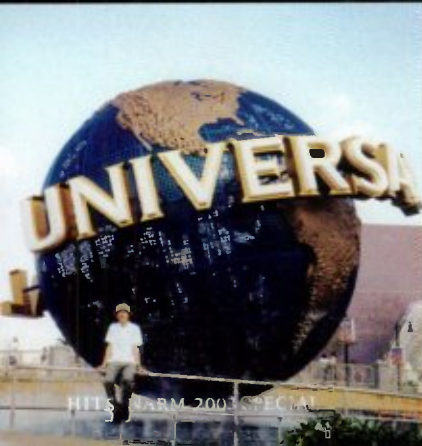
It's what we do every day of the year.

Heather Headley • Petey Pablo • Kelly Clarkson • Whitney Houston • Deana Carter • American Idol • Dido • Donnie McClurkin • *NSYNC • Maroon 5 • Fred Hammond • Mario • Styx • Adema • Hed (Planet Earth) • R. Kelly • Phil Vassar • Sara Evans • Ziggy Marley • David Gray • White Light Motorcade • The Libertines • Widespread Panic • Third Day • Oleander • Dar Williams • Cave In • Brand New • Lasgo • Gloria Gaynor • Santana • La Bouche • Gov't Mule • Lynyrd Skynyrd • Jeff Black • The Clarks • David Ball • Yerba Buena • Avril Lavigne • E-Town Concrete • Rodney Foster • Monica • DJ Sammy • Rockell • Longwave • Grand Drive • Brooks & Dunn • Elvis Presley • Pink • Alexandre Pires • Seether • Blu Cantrell • Evanescence • Stagga Lee • Smilez & Southstar • White Stripes • The Datsuns • Ben Kweller • TLC • Patty Griffin • Christina Aguilera • Usher • Clockwise • Busta Rhymes • Dave Matthews Band • The Strokes • Silvertide • Annie Lennox • ZZ Top



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NARM 2003

Orlando, FL

Retail Looks For Magic

This year's NARM confab takes place in theme park city, Orlando, FL, among an industry groping for answers amid the palm trees and chain restaurants. The home of Lou Pearlman's teenpop factory, Universal Studios and Disney World will serve as the backdrop for the summit, and if that's not enough to keep you in your hotel room, this annual special *HITS* supplement will have you dozing off in no time.



"By the end of the year, we'll start to see more people spending money on music."

RIAA's Rosen Runs Down Retail

An exclusive *HITS NARM* dialogue with
RIAA Chairman/CEO Hilary Rosen by Marc Pollack

Even though the industry won't have Hilary Rosen to fight its battles anymore (or serve as a convenient scapegoat), the outgoing RIAA Chairman/CEO has been tapped to deliver the keynote speech at this year's *NARM* convention in Orlando, FL.

In January, Rosen announced that she would leave the organization at the end of the year. Rosen, who has been with the trade group for 17 years, was the industry's chief advocate and spokesperson during a time of unprecedented turmoil and controversy in the business. She led the RIAA to winning copyright infringement cases against file-sharing services Napster and Aimster, as well as the recent judgment against Verizon to combat online piracy by subscribers to major Internet service providers.

While she looks forward to leaving and spending more time with her family, Rosen realizes her job is not quite complete. "The RIAA has much to do to address [piracy and file-sharing], as well as help the companies transition the music consumer to the exciting offerings everyone has been working so hard to deliver in the legitimate online music business," she said. "We must also work with our partners at retail, in the creative and technology industries and with governments worldwide to promote the future growth of the music industry."

In addition to delivering the keynote address, Rosen will also pick up the Harry Chapin Memorial Humanitarian Award from the retail organization during its annual confab. "Hilary has long been a fierce advocate for the music community, the arts, free speech, human rights and many other worthwhile causes," says *NARM* President Pam Horovitz. "Her selfless service on the boards of so many humanitarian foundations is a telling reflection of her values." Rosen will receive the award on Monday, March 17, the same day she delivers her opening remarks. Before that, Rosen took time out from downloading the latest Linkin Park LP to discuss the upcoming gathering with *HITS'* favorite retail slut "On Your" Marc Pollack.

Will things ever turn around in the music industry?

Well, I'm not a forecaster, but I'm optimistic that we're going to experience a growth period towards the end of the year. There's nothing on the horizon in the next couple of months that looks like we'll get there. But, between the marketing that's going to start to kick in on some of the online services and other things, we'll get there. By the end of the year, we'll start to see more people spending money on music.

Do you think it's coincidental that the industry tailspin coincided with the demise of MAP (Minimum Advertised Price)? The DVD and video game markets are booming and MAP is still in place there.

That's a good question. The music CD is already a mature product and, regardless of what happened with MAP, there would have been price pressure at the retail level. Retailers have to be

Several labels, Interscope in particular, have taken to shifting the street dates to combat piracy. Is that a good idea?

Interscope has been particularly aggressive about connecting the dots on anti-piracy with their release efforts and we've worked very closely with them. We have encouraged other labels to follow that model. Our guys were on the streets a couple of weeks



"Let's not forget, the economy is clearly and demonstrably affecting all retail right now, not just record stores."

responsive to their customers, to the extent that some retailers were determined to be more competitive in that environment than others. The record companies couldn't create an artificial barrier there—even if they tried, which I don't think they did. But even if they had tried, it doesn't work. You know, consumers are king here.

before the 50 Cent release came out, picking up information. During the week of its release, we were already seeing pirate copies on the street. An early release makes sense. Still, it's very hard, given today's technology, to control the win-

"Finding ways to excite consumers about a music purchase is critical."

So how do we get the consumer to once again see the perceived value of music?

I still believe consumers feel that music has value in their life. The question is whether they always relate the value in their life to the cost proposition. From now on, we'll get revenue from a lot of different places. And not all of it just through the sale of the CD. There are some things retailers need to do this year to increase unit sales. Or at least try to stem the loss. Things like marketing more to adults, investing more in value-added product. Particularly for genres like Rap and Latin, we're hoping that our anti-piracy efforts will begin to help. Going forward, it would be a losing strategy to think that the 100 million people around the world, who are downloading from a file-sharing service and buying less music, can be pushed back into buying physical CDs. I believe that we can persuade them to pay for music, but it has to be offered in multiple formats.

Do you see a time when we can effectively copy-protect material, or will we always be fighting the same battle?

Copy protection will never be foolproof. But there are a number of speed bumps we can introduce into the market that people will just have to live with.

dows of release the way people would like to. That's just a reality everyone has to deal with. And by the way, it's right around the corner for the film industry, too. They're not going to be able to control their windows much longer, either.

Many of the largest retail outlets seem to no longer be using music as a profit center and instead, selling CDs below cost to get people in the stores. Is that damaging the business?

I've been thinking about what to talk about at NARM. Finding ways to excite consumers about a music purchase is critical. Too many people in the music business, whether they're retailers, label execs, artists or even journalists, talk about CD prices in a way that makes consumers wonder whether they're a good value. So in some respects, retailers have to be more positive about their product because, if they're going to stock CDs and invest store space in them, they need to demonstrate more enthusiasm about them for their customers. And there are more creative things we could work on to accomplish that. But retailers are going through a hard time, so the last thing I want to do is pick on them. Let's not forget, the economy is clearly and demonstrably affecting all retail right now, not just record stores.

"When all is said and done, I've long been a capitalist tool with an activist's heart."

What's the future of the music-only retailer and how do they combat the price war from the Best Buys and Targets of the world?
The music-only retailer has a limited future. I don't know if you could find a music-only retailer right now. Everybody has branched out into entertainment products like DVDs, video games and other merchandise. It's just inevitable that people want more choice. Our consumer surveys show that one of the major reasons that Wal-Mart, Target and Kmart are increasingly becoming destinations for music purchase isn't really price, although that matters. People don't have the time to go to so many different stores to shop. They want to go to places where they can have all their needs fulfilled.

Now that you're leaving the RIAA, how much do you really care about these issues?

In some respects, I care more than ever because I have a certain amount of Jewish guilt about leaving while the transition is still happening. The digital transition is still ongoing, and I don't think I've ever worked harder than I'm working right now, actually, to do our part on the anti-piracy front.

Has the search for a new RIAA head begun?

It has. Korn Ferry is making a list and checking it twice, and anybody who has ideas ought to call them.

"I care more than ever because I have a certain amount of Jewish guilt about leaving while the transition is still happening."

What do you see as your successor's chief concerns?

We have a great team in place at RIAA. And these industry issues are critical. Cary Sherman will continue to be a leader on many of them. We have to look to the next CEO to pump up the volume a little bit on political leadership. The next CEO will have a very different job than I've had. I believe we're coming out of the tunnel in terms of the digital transition. Companies have good strategies and people are investing in new opportunities. So, it's just a matter of the consumer picking and choosing among some winners in terms of how they want to access their music. There are plenty of choices now. I said this before, but I hope whoever comes next does a much better job than I did because that will make me feel as if I created a good platform for the future.

What should NARM's role be in shaping the future of the music business?

That's a good question. In some respects, NARM has a more important job than ever and more challenges in accomplishing its goals because their retailer base is so varied. I represent the record companies, who are either big or small, but they all do

pretty much the same thing. Whereas retailers have extremely different business models. NARM should get more involved with the online retailers and subscription services. Those people are selling music and they ought to be invested in working with NARM in the same way that Virgin Entertainment and the Virgin stores are working with the organization to try to figure out how to promote and encourage people to buy music. NARM's challenge is to get all of their varied constituencies on the same page in terms of taking advantage of the opportunity to bring consumers back to the music market.



You're receiving the Humanitarian Award.
I just found that out... Isn't that nice?

What does it mean to you?

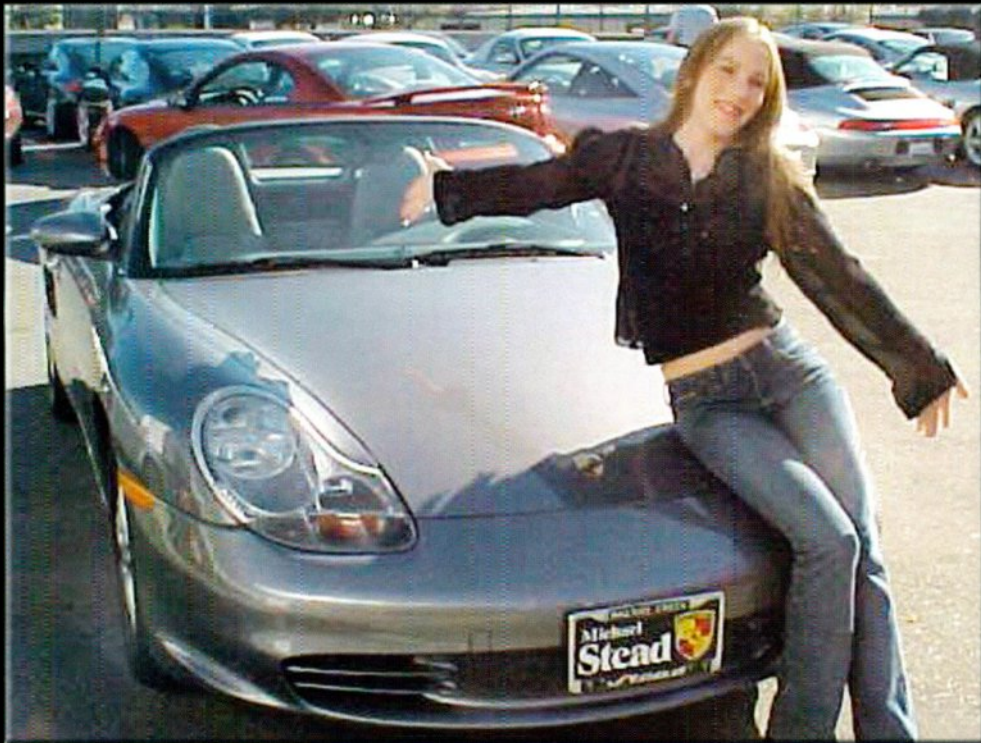
[Laughs] I haven't a clue. It must mean I'm nice to animals or something. Even though I have no pets.

It's nice to be honored anyway.

Absolutely. When all is said and done, I've long been a capitalist tool with an activist's heart. It's nice to have the latter part occasionally recognized.



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development.**

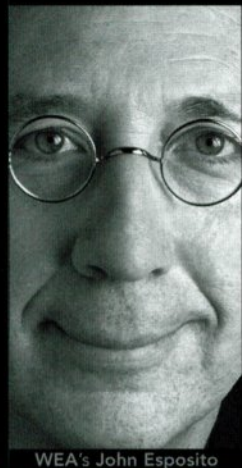


Will YOU be the winner of this Mercedes CLK 320 Coupe in SMASH 3?

Autumn Wilkinson, Assistant Manager of FYE, Pleasanton, CA won a Porsche Boxster as the grand prize in UMVD's 2002 SMASH game!

"We need to produce great music, we need to be in step with the realities of the marketplace and we need to get a grip on piracy while providing consumers with attractive, legitimate alternatives." **John Esposito, WEA**

SIX BY FIVE



WEA's John Esposito



BMG's Pete Jones



EMM's Phil Quartararo



UMVD's Jim Urie



SMD's Danny Yarbrough

An exclusive *HITS NARM* roundtable with the Big Five Distribution chiefs

As *NARM 2003* gets set to take place this week in Orlando, retail finds itself once again at a crossroads, with store closings, distribution consolidation, online piracy and a desultory economy giving the typical business woes a hard edge. We gathered together the four major distribution chiefs—WEA's **John Esposito**, BMG's **Pete Jones**, UMVD's **Jim Urie** and reportedly retiring SMD head **Danny Yarbrough**—as well as acting EMM ruler **Phil Quartararo**, and sat them down to go over what promise to be some of the burning issues at this year's confab. Ahh, for the good old days, when the major question was which retailer would jump from his balcony into the hotel pool wearing a lampshade...

What do you see as the major issues facing retail as we approach *NARM 2003*?

John Esposito, WEA Inc., President: There are numerous issues that need attention, including piracy, a poor economic climate and increasing competition for the entertainment dollar, among many others. The bigger question is, what we do about them? First and foremost, we need to work hand-in-hand with retailers to address these issues. Now is the time for a truly open and honest dialogue. We need to produce great music, we need to be in step with the realities of the marketplace and we need to get a grip on piracy while providing consumers with attractive, legitimate alternatives. The good news is that music consumption has actually increased. Now we need to work together to commercialize the digital space to ensure that artists, retailers and record companies are properly compensated for that consumption.

Pete Jones, BMG Distribution & Associated Labels President/CEO: The "perfect storm" is comprised of numerous issues, but I rate these the most important (not in any particular order): File-sharing, CD-burning, piracy, consumers' value perception of music, lenders' (to retail

perception of the music category, and margin pressure on retailers from product lines (e.g. DVD) key to their diversification strategy.

Phil Quartararo, EMI Recorded Music N.A. Executive Vice President: a) Re-establish music as the best entertainment value to people who've lost that message. Games and DVDs are the same or more money. We still pay relatively the same amount for music as we did when we were kids. b) Have a viable configuration (perhaps singles?) to recapture the young music consumer. When we walked from the single, as an industry, we gave up the seeds we used to grow new, young music buyers. Music demand is at an all-time high; it's up to us to resolve the delivery issue. c) Serve mid- to upper-demos as well in the future as we've served kids in the past. As this pond shrinks, the opportunity increases for one player to really get it right: a consumer-led business rooted in better service and added value resulting in a better shopping experience.

Jim Urie, Universal Music Video Distribution President: Obviously, basic survival has to be on everyone's mind. Issues like copy protection and piracy enforcement are tough for retailers to address and are our responsibilities to handle. Retailers need to focus on assortment, differ-



entiating themselves from their competition and the other channels selling music, and enriching the customer experience.

Danny Yarbrough, Sony Music Distribution Chairman:

Unauthorized CD-burning, physical goods piracy, illegal file-sharing and an uneven release schedule continue to be the obvious specific issues facing music retailers. However, attracting consumers back to their stores, websites, and, in general, their brand, is really a central issue for retailers. How they use advertising and marketing to present a compelling message to the customer will be key to their success. Refocusing on the music itself and adding to its perceived value while using the emotion it generates to add to the excitement is the message. How a retailer leverages the consumer's appreciation and hunger for an artist will be their measuring stick for success and profitability. With a renewed effort by NARM and RIAA to work together, I'm sure we can make major strides in 2003.

Do you see bringing back singles sales as a viable profit center?

Jones, BMG: The will to bring singles back exists among many of our accounts and most of our labels. We will try to find the way, starting with more releases. From my point-of-view, singles are a volume opportunity in themselves and a marketing opportunity for full-length. To put it briefly, if we don't release a single, bad things happen. We lose a sale, a pirate more often than not gains a sale, we miss an opportunity to market the full-length by including snippets on the single, or we walk a customer out of retail, most often a younger one who may only be able to afford singles. Cannibalization can be a reason to hold back a commercial single, but it should be the exception rather than the rule.

"From my point of view, singles are a volume opportunity in themselves and a marketing opportunity for full-length."

Pete Jones, BMG

Quartararo, EMI: As the industry decides if we can get the economics of scale to work on the single, we do need some kind of multiple product strategy. Perhaps 1) Single or EP, 2) Full-length CD, 3) CD with value added premiums. Doesn't the airline industry sell coach/business and premium seats? Doesn't Chrysler sell to buyers in the \$20k, \$30k and \$75k market? We should be able to drive a multiple product strategy rooted in quality and value added for the casual fan all the way up to the core music consumer; singles might well be part of the solution.

Urie, UMVD: As you know, we were the only distribution company to participate in a singles test last fall (with hats off to the Arista label, who also participated). This limited the scope of our learning. Generally speaking, on a per-unit basis, of course, singles could be viable financially. The problem we recognized (and this could relate back to the fact that the other companies weren't on board, and the 87 extra singles we released weren't enough to turn the market tide) is that we have done such a good job in killing the configuration—with per-unit sales now so small—that you'd have trouble justifying the one-time cost (i.e. art work and design) of putting a single out. The Nelly single was a huge hit, yet it sold only a couple of thousand pieces. I guess the whole answer to this question is that the singles configuration would be viable financially if we could resuscitate the market for singles at least back to the level of, say, 1999.

Yarbrough, SMD: We are currently responding to NARM's request to re-introduce singles into the marketplace with a solid schedule of CD singles and online releases. If the retail community supports this configuration with in-store sections and merchandising, plus online support and promotion, we're confident the necessary profitability will be there.

Esposito, WEA: Absolutely. We were wrong to allow the singles business to become a profit drain for retailers and music companies. Consumers are willing to pay for singles as long as we give them quality music at a reasonable price and, whenever possible, value-added content.

Are consumers ready to embrace new configurations like SuperAudio CD and DVD Audio? Will the CD continue to be the major format for music sales in the foreseeable future?

Quartararo, EMI: Consumers are ready; manufacturers are not ready. We collectively need to choose the format we can endorse and support, then put a strategy in place that will drive the consumer into the new configuration. We need to commit to critical mass and consistent high-quality releases, including the CD/DVD combo packs that have proven so successful.

Urie, UMVD: Are consumers ready to embrace new configurations? You don't have to look any farther than the DVD on the video side to realize the answer to that is "yes." I think SACD and DVD Audio are both configurations with a number of benefits, including improved quality both in surround sound and stereo, as well as enhanced content. We also would like them to succeed because of their inherent copy protection. In the end, the market will decide if they are ready to adopt these new configurations.

"I think SACD and DVD Audio are both configurations with a number of benefits, including improved quality both in surround sound and stereo, as well as enhanced content." Jim Urie, UMVD

Yarbrough, SMD: We're very gratified by the steady sale growth of the SACD software throughout the marketplace. Certainly the tremendous expansion of SACD hardware, especially Dream System home theaters, has created an organic demand that's been ringing cash registers for a while now. Certainly the recent announcements of superstar and expanded catalog SACD releases by many newly participating labels has spurred sales and vastly increased visibility and consumer awareness. This opportunity is being exploited by a growing number of retailers developing Audio Technology areas in their music software sections, showcasing SACD, DVD Audio and all emerging music configurations. With all that said, we feel the CD has become an icon and the standard by which other offerings are measured. As such, we feel it will be the format of choice for a long time.

Esposito, WEA: While I believe the CD will endure for some time yet, new formats like DVD-A offer consumers a significantly enhanced listening experience and open countless creative possibilities for composers, performers and producers. DVD-A's can include video, still images, lyrics, photos and web links, providing the consumer with a true multi-media experience.

SIXBYFIVE Continued from page 33

Jones, BMG: It's too soon to suggest that there is significant interest or demand for either DVD Audio or SACD. There is now the possibility of adding a second layer to DVD Audio, thereby making the configuration backward-compatible. Maybe that will cause more enthusiasm, though SACD is already backward-compatible. CD looks to be the carrier of choice for the foreseeable future, with copy management soon, I expect.

In your opinion, are shared backroom services between distributors inevitable or unworkable?

Urie, UMVD: It depends on the service and the distributor. Clearly, some of the distribution companies are experiencing more economies of scale than others, and that should be investigated—and has been with pretty much every combination imaginable—but thus far, no action. Draw your own conclusions.

Yarbrough, SMD: It's an intriguing question and one that we've spent over two years looking at and continue to examine from all angles. While it is obvious that there are efficiencies and cost savings built in, in reality, each potential partner brings a unique set of circumstances and obstacles. The issue of consolidating shipments, which is crucial to cost-saving and enhanced productivity, can create a major disconnect for the partnership as well as the customer's ability to efficiently receive the product and enter it into their systems. We're still very receptive to potential scenarios in this arena and we continue to investigate ways to make this work. While Sony Music Distribution has handled the physical distribution of Sony PlayStation hardware and games since its launch, we are now in the planning process to incorporate Columbia Tristar Home Entertainment into the same system for all the backroom physical distribution of movies.

Esposito, WEA: Our goal as an industry should be to seek ways to squeeze the costs out of the backroom and eliminate duplications and inefficiencies. As distributors, we have an obligation to our artists and our labels to operate the most effective and efficient organizations possible in addressing the needs of retailers. Nothing is unworkable, and if there ever were a time to check egos and preconceived notions at the door and begin to challenge the way we approach business, this is it.

Jones, BMG: Shared backroom services may be inevitable, are not unworkable and may not be sufficient. Public comments from CEO's, including Rolf Schmidt-Holtz, suggest full-scale mergers/combinations among the five majors may be in the offing.

Quartararo, EMI: It's inevitable. The battle of profit center vs. facilitator is quickly evaporating into who can afford to own vs. outsource this component of their business. Our mutual goal needs to be to drive costs out of the system, specifically non-value added items and redundant cost centers.

"The battle of profit center vs. facilitator is quickly evaporating into who can afford to own vs. outsource this component of their business."

Phil Quartararo, EMM

What do you see as the future for the music-only retailer?

Yarbrough, SMD: Today's consumer seems to be in search of an entertainment solution that includes music rather than a music-only destination. A great many retailers that are or have been

viewed as "music-only" have, in fact, already widened their assortment to include a variety of entertainment media, while continuing to concentrate on their music presentation. We firmly believe in an optimistic and successful future for service-oriented, consumer-motivated music retailers. The independent retail music community, in particular, is filled with great examples of executives who have made it their business to first personally know their consumer and what that person wants musically. That information becomes the basis of the retailer's strategy and brand marketing. Surviving and even prospering in a tough marketplace for the last several years, many music retailers and independents especially have established themselves as viable, exciting businesses focused on their customer and product. We're very confident in their ability to continue this growth.

"We firmly believe in an optimistic and successful future for service-oriented consumer-motivated music retailers."
Danny Yarbrough, SMD

Esposito, WEA: The music-only retailer which understands its customers, creates a varied shopping experience, is truly knowledgeable of the local music scene and produces an attractive and entertaining environment, is poised to win. While price will always be a factor that draws consumers to some retailers, the reality is this: People don't go to Starbucks because they sell the most inexpensive coffee. They go there because the environment is welcoming, the product is trusted and there is the consistency of a great consumer experience.

Jones, BMG: It pains me to say so, but, for the last couple of years, I have been encouraging music-only retailers, especially the indies, to diversify. I'd rather lose some music space to other product lines than to lose a location entirely. Also, retailers need more than DVD and games. They need to offer all entertainment software choices and lifestyle items like (yes) bobble-head dolls, if they can sell them. They need to become entertainment destinations that super-serve their customers, and, if they do, I believe they can compete successfully with the mass merchants.

Quartararo, EMI: As this pond shrinks, the opportunity increases for one player to really get it right: a consumer-led business rooted in better service and added value resulting in a better shopping experience.

Urie, UMVD: The music-only retailer will have to be tough and smart to survive the next 12-18 months. After that, a combination of copy protection, on-line marketing, synergy between downloads and physical sales, in-store CD replication and customer service will enable music specialty retail to once again thrive.

Final question: Which will you visit while in Orlando—Disney World or Universal Studios?

Esposito, WEA: I'm contractually prohibited from visiting either. I'm talking to the folks at NARM about doing next year's convention in Nantucket.

Jones, BMG: I'll be flying up to the Gold Club to make sure they've cleaned up their act.

Quartararo, EMI: Let's not and say we did.

Urie, UMVD: I hate f***ing mice (whoops...but I love their record company!).

Yarbrough, SMD: No, our lawyers won't let us go to Universal and sometimes I already feel like I'm working in Disney World.

WEA is bringing The Zone back to NARM.

(and, by placing this ad, worthwhile information to HITS)

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the zone returns

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SIMPLE PLAN

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WEEKEND
PLAYERS

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This year The Zone returns to NARM, something the folks at WEA are mighty proud to resurrect.

For one night you can kick back, have a drink, and soak in some of our most acclaimed new artists as they perform live in an intimate space. Between sets you can meet the new faces of WEA and even pick up a Fender guitar and play around with your friends until the next band takes the stage.

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Oh, and if you see Mark Pearson stumbling around our little party, be sure to tell him you heard about The Zone in HITS. It just might inspire him to higher journalistic pursuits...or at least give him the satisfaction of knowing that, for whatever reason, someone actually read his magazine before composting it.

See you Sunday night at 9:30.





“Ten years ago, the only way to achieve full national distribution at the indie level was to work with several regional indies in some kind of patchwork fashion.”

Andy Allen, ADA

The Spirit of Independents

An exclusive *HITS* NARM roundtable by Mark Pearson

With the music industry landscape looking as bleak as anyone can remember, there is at least one light in the tunnel that doesn't seem to be an oncoming train. Independent distributors have been posting jaw-dropping gains over the last two years, ranging anywhere from 20% to 50%, bucking the seemingly endless downward spiral of the majors. What gives? Why are they able to rise above the fray? We've assembled the brightest and most successful names in the indie business and put that exact question to them, as they try to light the dim bulb that is *HITS*' own sales guru Mark "Person to" Pearson.

At a time when the Big Five are all in a major downturn, why is independent distribution posting such large gains? And how has major-label consolidation affected the indie community?

Andy Allen, ADA President: Two music reasons and one business reason. The business reason is easy. There are fewer distributors in our peer group since DNA closed its doors and the remaining distributors all benefited in some way. There will be one more consolidation at the major indie level and the remaining distributors will again gain marketshare. On the music side, indie labels are really coming up with some great new music in a wide variety of genres. For example, Interpol, The Streets and Flogging Moly. At the same time, many established artists are falling out of the major label system and into our world, like Tom Waits, Steve Earle, Chicago, Yes and Sister Hazel, who still have great fan bases, actively tour and can sell several hundred thousand records.

Ken Antonelli, RED President: This is not a sudden gain. Frankly, indies collectively own more marketshare and are #1 in every country around the world except North America and Europe, where they are #2. The gains from independent distribution in the

U.S. over the last five years, while not gigantic, have been steady. Indies today represent the "new model" artist/label deals, where the pressure of having to put out million-selling records on a quarterly basis is significantly reduced. You can actually make money at a lesser sales plateau and have a career at the same time. That's attractive to a lot of people.

Steve Pritchitt, Navarre Sr. VP/GM: Artists continue to fight for a space on the priority list with the majors, and this impacts all facets of marketing a record. Unless your champion is well-entrenched or you are expected to be platinum, it's become difficult to get noticed. The independent distributors are not only willing to pay attention, but our very survival depends on being successful with the labels we distribute. We love records that sell 25,000, and if they do more, we love them more. Consequently, our labels are picking up artists that have an established base which is too small for the majors to handle with their economics. Last year, we had more records on the album chart than at any time in our history.

Michael Rosenberg, KOCH President: The gains are due in part to the way the independent distribution companies are structured. We have less bureaucracy. Because of that, we can adapt very quickly to this ever-changing landscape. If a label has a requirement that is currently not in our business plan or model, and it's at all possible to make a change to meet that requirement, we'll do it. We are much more flexible in our business dealings than most majors. We are also picking up a larger piece of the pie as the Big Five drop artists who are no longer economically viable for them. Examples of artists who would have been through the Big Five in the past, but are now distributed by KOCH include Carole King, Eileen Ivers, Ringo Starr, Tom Waits, Nick Cave, Daniel Lanois, John Gorka, Walter Beasley, Kim Waters and the list goes on....

Eric Weisman, Independent Distribution Network President/CEO: As the majors look inward at their business, they will be

making changes to create opportunities for the independent music marketplace. They are reorganizing and downsizing their business. For the independent community, this is one of the cycles we have seen over the last 30 years, where there will be growth-oriented opportunities. Combine this inward focus with technology and the drivers that technology present to the marketplace, and it creates new alternative opportunities for certain cutting-edge independent distribution companies to grow their business.

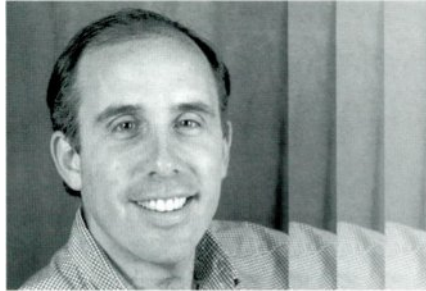
What do you see as some of the biggest differences in indie distribution over the last 10 or even 20 years?

Antonelli, RED: The biggest difference is that the labels get paid on time. That's a huge difference. There's certainly less regional activity. You have to be a national company to compete. We can function and compete like a major (more accurate sales data has had a big impact on this), but we can also still act and operate like an indie.

Pritchitt, Navarre: In order to survive and prosper, all the indie distributors have had to take a serious look inside; how do we become effective on a national basis? What do we offer our labels that will result in getting records placed in the appropriate retail channels? How do we communicate so that the retailer has quality information with which to make informed decisions; what services do we need to offer our labels and customers so that their jobs are easier? In essence, we have become a viable alternative to major distribution in terms of our reach and penetration. Also, we can react quicker, and we have a single agenda.

Rosenberg, KOCH: There are now only a handful of "major" indies, which for the most part, handle their lines exclusively for the whole country. The old system of regional indie distribution is either gone or has been marginalized. The remaining large players have increased access to major accounts. Combine that with our philosophy of selling direct to as many independent accounts as possible and you get a broader account base than the majors. Another difference is, again, the "profile" level of artists. Artists who have had tremendous past success at the majors, but who are no longer a top priority there, are being cast away. We relish that. Many of these artists still have a large core audience and have many successful sales years ahead. Finally, the technology and information management of most indies is much more sophisticated than it was years ago.

Weisman, IDN: I think the biggest difference will be the role of technology and how it will be required as a core competency. And whether it supports the back-end supply chain management aspects of one's business, interfacing with retail customers, or finding innovative ways to sell and market product. And by handling the needs of each



"We're committed to drive service, innovation and excellence throughout every aspect of our business."

Eric Weisman, IDN

of the labels and recording artists on the respective labels that you distribute.

Allen, ADA: Full-service national distribution is the standard now. Ten years ago, the only way to achieve full national distribution at the indie level was to work with several regional indies in some kind of patchwork fashion. It was clumsy and time-consuming and it was difficult to get paid. Reporting and information was poor. It might have been more fun and there certainly were more characters, but it wasn't very efficient.

Music-specialty retailers are under siege, being forced to bring in other product lines. Is it necessary for music distribu-

tors to broaden their product lines as well?

Pritchitt, Navarre: We feel this is one area in which we are in a unique position today. We are not only a music distributor; through our NDS division, we are also a leading software distributor as well as a distributor of video games, and we are developing our DVD offerings in both music and other areas. In addition, we distribute major label music and major studio DVDs to a select group of retailers, specifically, the wholesale clubs and office superstore chains. By working together within our company, both our divisions can offer a reach to our independent labels that even the majors can't duplicate.

Rosenberg, KOCH: No business model in any industry should have only one source of revenue stream. We continue to look for opportunities within the entertainment industry. Our in-house video label, KOCH Vision, continues to grow at an amazing pace. We have started a joint-venture video line with home video veteran Richard Lorber, KOCH Lorber Films, to enable us to enter the independent and foreign feature film business. We have one of the most successful fitness lines in the country, which has enabled us to expand our product line, for both video and audio, into non-traditional accounts. Our expansion into these non-traditional and lifestyle accounts has allowed us to broaden our reach of consumers for our traditional music titles.

Weisman, IDN: Is it a necessity? Maybe not. But is it prudent? I would say yes. It's always a good business strategy to have a diversified product line when you're in the distribution business. It would be smart for independent distributors to do that. We see trend lines in the home entertainment product area, where music, movies, games and other related home entertainment products are being aggregated and sold under one retailer's roof with greater and greater frequency. So it makes sense to complement the needs of an independent label and its recording artists to be able to handle other derivative entertainment media products and be able to bring them to the marketplace with expertise and competency.

Allen, ADA: We are looking at different lifestyle items for distribution. We just picked up a music trivia board game. However, we



"Our expansion into non-traditional and lifestyle accounts has allowed us to broaden our reach of consumers for our traditional music titles."

Michael Rosenberg, KOCH

The Spirit of Independents
Continued from page 37

will not stray from our music center.

Antonelli, RED: Good question. We're certainly thinking about it. We already have the mechanism and capacity to do so. But we're picky. It has to have a certain niche element that fits our personality before we would even consider it. We have been interviewing potential non-music product lines for years. Our DVD business has certainly been a way for us to expand into some non-musical product lines with extreme sports videos and Steve-O, Kung Fu, etc.

What currently makes indie distribution a good financial investment?

Rosenberg, KOCH: I'm not sure what you mean by that. Three of the so-called "independents" are owned by majors. I don't know if those entities are for sale or make money. We are making a profit because we know how to make money without having to sell lots of gold and platinum records (although those are nice when we have them, too). But, sorry, we are not looking for investors!

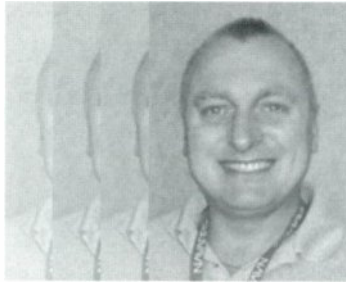
Weisman, IDN: I can answer this question for Alliance, though not for others. This is clearly strategic for us. AEC is in the business of diversifying its services and innovating its business. And given the marketplace position we hold and the focus and the core competencies that we maintain at Alliance, this is just a natural extension of a service that we can bring to the marketplace, that's good for our business and for the labels that we distribute.

Allen, ADA: I see growth in the indie sector short-term. However, the financial health of our retail partners will determine our future longterm.

Antonelli, RED: It has to be of important strategic value, for one. Two, the cost structure to sell product is about one-third to one-half of what it costs the majors to do the exact same or similar things. Three, the most exciting A&R is coming from the independent community. Four, there is a growth potential in this segment of the industry.

Pritchitt, Navarre: If you look at the entertainment sector as a whole, you can see that the market is not really shrinking, it's just diversifying. In order to be a growth company moving forward, companies will need to be flexible, nimble and quick on their feet. We are looking at several ways to grow our business which all complement each other, and that we can execute without creating any conflicts either internally, or externally with our existing content providers. I don't think too many of the big guys can make that statement in their current situation.

What are you doing at your company to take advantage of the current conditions in the marketplace?



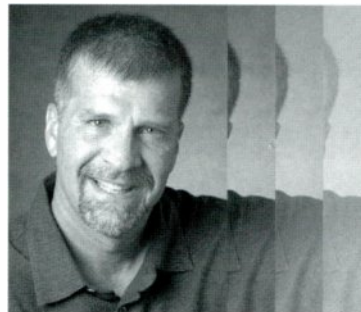
"In order to be a growth company moving forward, companies will need to be flexible, nimble and quick on their feet."

Steve Pritchitt, Navarre

Antonelli, RED: Outsourcing certain functions, expanding our marketing capabilities, becoming a full-service company, not just a distributor. I don't want to say too much because lately, everything we do as a leader in the independent distribution business seems to be copied by at least one of our competitors. But frankly, I suppose I'm flattered by that.

Pritchitt, Navarre: In the past 15 months, we have focused on diversifying our mix to give us a broader range of artists and music throughout most genres, and to have critical mass in those genres. This broadened and deepened selection gives us "more in our bag" to sell our retail customers. We have added to our field sales and marketing force, expanded our telephone sales team and, at the same time, putting ever more emphasis on what we can do to enhance sell-through at the store level. We have also added college reps in key markets. These efforts, as well as our expanded b2b online focus, have resulted in our reaching more independent retailers and chain storefronts. This has enabled us to open more accounts, while providing better service to our label partners.

Rosenberg, KOCH: We work closely with our account base. If we can help an account who may be struggling, we do. On the label/artist side, we have a variety of deals available, from traditional artist signings, to imprint deals, to straight distribution. There is one that is right for every type of artist and label. We just completed the purchase of a new corporate office and warehouse. This new building, which is nearly twice the size of our previous facility, will enable us to increase the use of state-of-the-art automation for order and return processing. In short, we continue to grow our business so we can compete in this ever-changing industry.

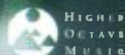
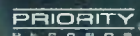


"Indies today represent the 'new model' artist/label deals, where the pressure of having to put out million-selling records on a quarterly basis is significantly reduced."

Ken Antonelli, RED

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Back to the Future

An exclusive *HITS* NARM dialogue with organization President Pam Horovitz by Mark Pearson

It's been a tough year for the music business and record retailers in particular, but NARM President Pam Horovitz is taking a pro-active approach to solving the industry's problems. Last year's summit, which took the place of the fall convention, began addressing some of the issues that will be moved to the front burner at this year's confab in Orlando, including singles, copy protection, digital sales and the relationship between the record labels and the retail community. For the first time in years, this year's convention will once again feature product presentations. And, with next year's convention slated for August, the 2003 edition of NARM will mark the end of an era, but the beginning of a new one. Horovitz hopes that this annual chat with *HITS* retail guru Mark "Missing" Pearson will soon be a thing of the past as well.

After 9/11, you took a hard look at the fall convention and introduced the new summit. Was it a success?

The issues got identified and we're finding ways to follow through on them, by examining the structure of how NARM conducts its work. The impact of the summit will eventually be seen in how we conduct the convention and our committee work.

Singles sales seem to be one of the largest issues. Most of the majors have weighed in on this in a positive way.

That's the good news. Singles took awhile to die out and they're taking awhile to come back. But we've been really encouraged by the receptiveness from all of the companies to talking about it with us, at least. And I think that the companies have been very willing to take a look at the economics, the timing, the cannibalization issue, the charts issue... all of it. There has been a significant number of discussions, both between NARM and our companies and between individual retailers and wholesalers and the supplier community.

What other issues were dealt with at the summit?

There were a number of piracy-related subjects. Certainly copy-protected CDs came up. Not only how to achieve content protection, but also to do it

while still having a product that the consumer wants. Also, how do you properly identify a copy-protected CD? So that the store personnel knows exactly what they're selling. And if it's something that won't play on a PC, for example, how do you let the consumer know that up front so they don't end up getting something home that doesn't work in the environment in which they've chosen to play music. One of the things that was helpful was that we had put together a list of principles that we thought were important, in terms of moving forward. Not just disclosing what's going on and what the limitations are, but also seeking to make sure that ultimately you've got a technology that is transparent to the consumer. That is playable on the widest number of devices. And I think that the companies have been happy to learn that's a view that the companies, by and large, share as well. Having the dialogue and if nothing else, reaffirming that in most cases the thinking was the same, was helpful.

Was the new digital distribution alliance with retailers, as pertains to Echo, dealt with at the summit?

The Echo discussion actually started at the previous convention. So that was something where the concept was there, really—a year earlier. But was the summit useful in terms of reminding the labels

and distribution companies that digital distribution was a music format that their retail and wholesale customers would want to be a part of? Yes, of course it was. And we did.

The main convention itself is undergoing gargantuan change. This will be the last spring edition before the NARM convention moves to August. The major impetus behind the shift came at the request of the major distribution companies, who looked at August as a more logical springboard to build momentum for fourth-quarter releases. There was also the possibility of having, not just senior management buyers at the convention, but more of the middle management and even some of the local people at the store level, for whom a product presentation could lead back more directly to the consumer. The distribution companies and the retailers were perfectly comfortable with the March slot. But they were willing to give the new date a shot.

I understand product presentations are returning to this year's convention.

It's a chance for companies to use the convention again in a way that it really was used for a period of years. And that is to put the spotlight back on publicly presented material. There's actually going to be a little bit of a mix. The DVD Audio folks are going to be doing a little something that will actually be interesting. We're not doing a full-blown rotation. There's flexibility this year for companies, obviously, to continue doing stuff on the trade-show floor, or in the suites with private meetings. We've offered up a little bit of everything this year, because it is a little bit of a transition year where we're looking to both reintroduce product presentation and also get a feel for whether the marketplace still supports this. To make sure we have a place for somebody who needs a big splash out to the industry as a whole, as well as preserving the small stuff.

WEA is sponsoring the first night of Club NARM. Which harks back to the originator, the PGD Zone. Yes, and will we be surprised if somebody scratches out NARM and puts in PGD? No, we will not! And will some of us probably try to bring those old shirts and wear them just to be smart-alecs? Probably, we should, huh?

This seems like the first year in a while where you have a full slate of music once again. Jim Donio has done a terrific job staying in contact with all sorts of companies big and small, indie and

“We like to believe what’s best for retail frequently is what’s best for everybody.”

branch, reminding them that this is a great place to showcase music. And on the other side of the coin, it's terrific the degree to which companies have responded by bringing in some cool acts. Some years you just hit the timing right so that you can get somebody like Kathleen Edwards just as she's breaking. Last year, we had Josh Groban and we hit Whitney Houston just as she was exploding. So we get lucky sometimes. And this certainly appears to be one of those times where there is not only going to be music, but it's really exciting music.

NARM has been bolstered with support from Microsoft this year.

Our trade show is a funny animal. We are not a convention that's primarily a trade show and we make no bones about saying that. And while they certainly have been bigger in the past, we've all reached the conclusion that we just aren't an industry, nor are we a group that's ever going to be primarily a trade show. We have a healthy-sized trade show this year. Is it in a convention center? No. But for our group, the Orlando Marriott has probably one of the best set-ups, where the trade show is convenient to the ballrooms, where most of the action is and down in the area where Club NARM will be. We do have a customer base that has shown a willingness to diversify into other product lines in the past.

What do you see as the largest issues facing the music business in general and how can NARM show its support?

This is an industry that's undergoing tremendous change. We're a mature industry with much of the same consolidation faced in other industries, but we're also an industry where the very product itself—the delivery mode and the economic model—are all in the process of being transformed as well. When you have that kind of major change going on, not surprisingly, there are a tremendous number of viewpoints about how best to manage that change. I believe it's incredibly helpful to have a place where you can get everybody together on neutral ground, as it were, to advocate not just what's best for their company, but what's best or

perhaps doable by the industry as a whole. NARM really is one of the few places where we can pull everybody together to talk about the issues. And while we make no bones about advocating what makes the most sense from a retail point of view, we like to believe what's best for retail frequently is what's best for everybody.



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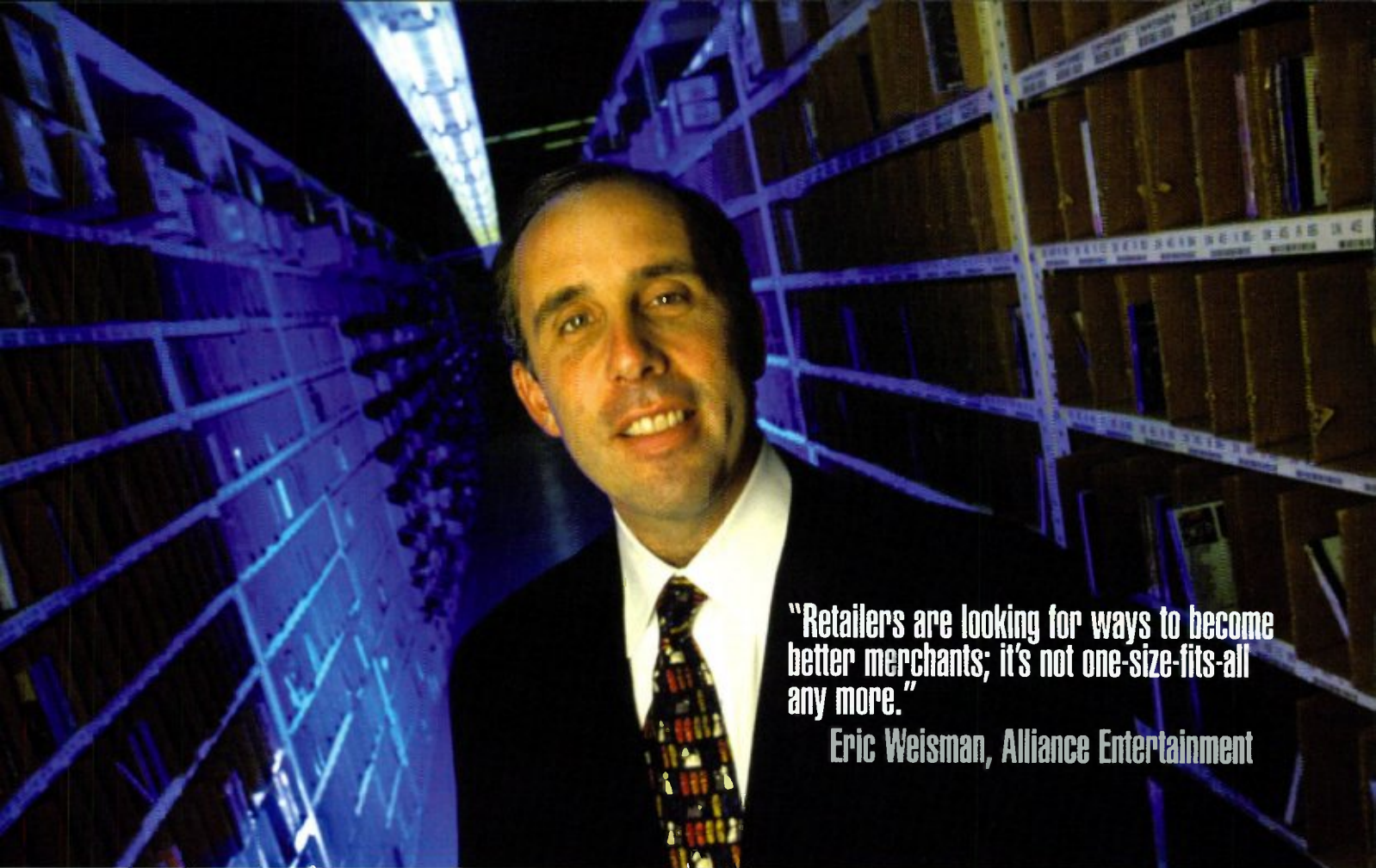


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"Retailers are looking for ways to become better merchants; it's not one-size-fits-all any more."

Eric Weisman, Alliance Entertainment

Wholesale Changes

an exclusive *HITS* NARM special report by David Simutis

In the wholesale/one-stop/rack-jobber world, there are three names you need to know: **Anderson**, **Handleman** and **Alliance**. Not coincidentally, the three are nominated for NARM Awards in the Wholesaler of the Year, Large Division category.

Anderson, the closely held and tightly run **Wal-Mart** rackjobber, basically has one account that they serve, and it's a huge one—just over 1,800 Wal-Mart outlets. Michigan-based Handleman handles **Kmart**, **Bluelight.com**, **Meijer**, **Zellers**, **Shopko** and some Wal-Marts—if you count 962 or so as some—totaling over 5,000 stores and approximately 11% of all music sold in the U.S. With a more diversified client base, young upstart Alliance has emerged as the contender to watch.

Formed in 1991, the Coral Springs, FL-based Alliance Entertainment employs 1000-plus people across all operating divisions. Net sales have grown from approximately \$300 million in 1998 to \$750 million in 2002. In 1999, private investment firm **The Yucaipa Companies** purchased Alliance. And later that year, Alliance then acquired **Digital On-Demand** (including its subsidiary **RedDotNet**), a leading distributor of digital entertainment content into retail. Alliance's accounts include **Barnes & Noble**, **Toys R Us** and **CVS**, among others, totaling 5,000 accounts in more than 25,000 brick-and-mortar stores.

AEC's e-commerce spans Internet fulfillment for the likes of **Barnes & Noble**, **Best Buy**, **Circuit City**, **Blockbuster**, **Amazon.com**, **Univision** and **QVC**. Mega-weights **Microsoft**, **AOL**, **Yahoo**, **Pressplay** and **RealNetworks** are among those that license the deep data base of AEC's **AMG** (All Music/Movie Guide).

Alliance President/CEO **Eric Weisman** isn't content with his company's standing; the recent attempt to purchase **Liquid Audio** shows a commitment to digital distribution and innovation, while product diversification

has helped its customers make money in a down music market. (Anderson eventually bought **Liquid Audio**'s assets in December 2002 for \$3.2 million.)

"It's not the case anymore that a rack is a rack and a wholesaler is a wholesaler," Weisman says. "Marketplace, time, technology, customer requirements and innovation have blurred the lines. Retailers are looking for ways to become better merchants; it's not one-size-fits-all any more. It requires being able to understand their needs and have the resources to focus on those needs and help them become better merchants. That requires far-sighted thinking and anticipation about where the market is going."

In that sense, Weisman prefers the term "category manager" for the role Alliance plays in its customers' business. Retailers rely more and more on Alliance and other rack-jobber/wholesalers to assist in meeting their merchandising challenges.

"It's about being as responsive as you possibly can, as close to real-time as possible," says Weisman, whose company also offers consumer-direct fulfillment for online orders, picking, packing and shipping within 24 hours. "Everything that you do in your warehouse requires an investment to maintain the best service levels—to turn things around quickly. Everything in terms of your technology—from purchasing from the suppliers to managing the inventory in the stores, to supporting all sorts of electronic interfaces and communication—it's all about being as close to real-time wherever possible. That's been the real premium. And to be diversified in terms of where you can send product and ship to the distribution center, to the store level, and ultimately, to the consumer. Handleman, Anderson and Alliance all have these different attributes to one degree or another, and each of them may excel over one vs. the other."

The changing role affects all aspects of the wholesale, we mean *category-*

management business. It's not enough to know the music that sells and get it to stores in time to capitalize on hits. Weisman notes, "There's an emphasis now on supply-chain management infrastructure and logistics—material-handling equipment, technology, the ability to do things electronically with customers, all kinds of value-added services, e-commerce, databases... Now wholesalers are moving faster, one-stops and rack jobbers can react instantly. And legitimate digital distribution could be greatly impacted by one-stops and rack jobbers."

Even Anderson Merchandisers, which has set itself up as a wholesaler to Wal-Mart, understands the need to get into the digital space, recently bringing in **Mike Abbattista** as VP Label Relations in Anderson's digital media division. Weisman sees digital distribution as still something of the Wild West, but knows that, as things shake out in terms of infrastructure, there might not be a place better suited to deliver digital music than the people who deliver physical music.

"The digital world is not the divine realm of suppliers, retailers and wholesalers," he says. "There is no existing blueprint that shows how the digital realm will be managed. There are a number of different views. That said, there is a lot of motivation to unlock the puzzle and find the solution in terms of how a commerce model or series of commerce models can be viable. We've set out to do it and are determined to be a leader."

As the industry continues to feel the impact of declining sales, wholesalers and retailers are understandably diversifying their product lines. DVDs made a great deal of money for a great many people last year, as did video games. Part of category management is making sure the dollars keep coming in, whether for **Ozzy Osbourne** CDs or *Osbourne's* bobble-heads.

"Product diversification is critical," says Weisman. "I felt that prior to the current decline in the music marketplace, one needed to embrace it, because when you looked at both brick-and-mortar and e-tailers, it became increasingly important that they were selling all of these products. Managing that inventory in different ways on their behalf, you want to sell more than music."

But you're reading this because you want to know where the music

"The business is no longer fully in charge of dictating how people experience music; it must evolve to meet the requirements and demand of the public."

Eric Weisman, Alliance Entertainment

industry is headed. For once, there's something to be happy about. Somebody smarter than us, **GE Commercial Finance**, recently extended Alliance's line of credit; so surely they see a bright spot and a light at the end of tunnel if they think that music is a good investment.

In addition to his assertion that product diversification is essential, Weisman is bullish on music. "The decline in sales is not indicative of a decline of involvement by the public with music," he says. "Most people believe it's quite the contrary and a big piracy issue is camouflaging the true dollar value of the industry. The people who want to be involved in music recognize that music is very much in the fabric of our society and culture, and believe that it will stay that way. All facets of the music industry will be required to evolve to be participants in the industry going forward. Music touches so many people's lives on a regular basis. It's going through its challenges, but the organizations that come through the other side are those that are able to create value and drive innovation into the consumers' music experience. This is nothing more than a further evolution—like going from vinyl to CD, or going to a hybrid physical realm—shared in a dynamic manner with a variety of home entertainment products.

"Music itself is for the ages. It will always be a part of people's lives. The business is no longer fully in charge of dictating how people experience music; it must evolve to meet the requirements and demands of the public. That's not something that's easy for many companies to do."

You have to like Alliance's chances.

HOW THEY STACK UP

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Fiscal Year-End: December

2002 estimated net sales: \$750 million One-year estimated sales growth: 25%+ 2001 employees: 1,200 One-year employee growth: 20%



Anderson Merchandisers, which rack-jobs 1,886 Wal-Marts with music, and all Wal-Marts with video, is a privately owned company and the largest magazine wholesaler in the United States. Their carefully guarded operations stretch from Amarillo, TX, to Arkansas. They purchased Liquid Audio's assets in December, 2002, getting into the digital distribution game.

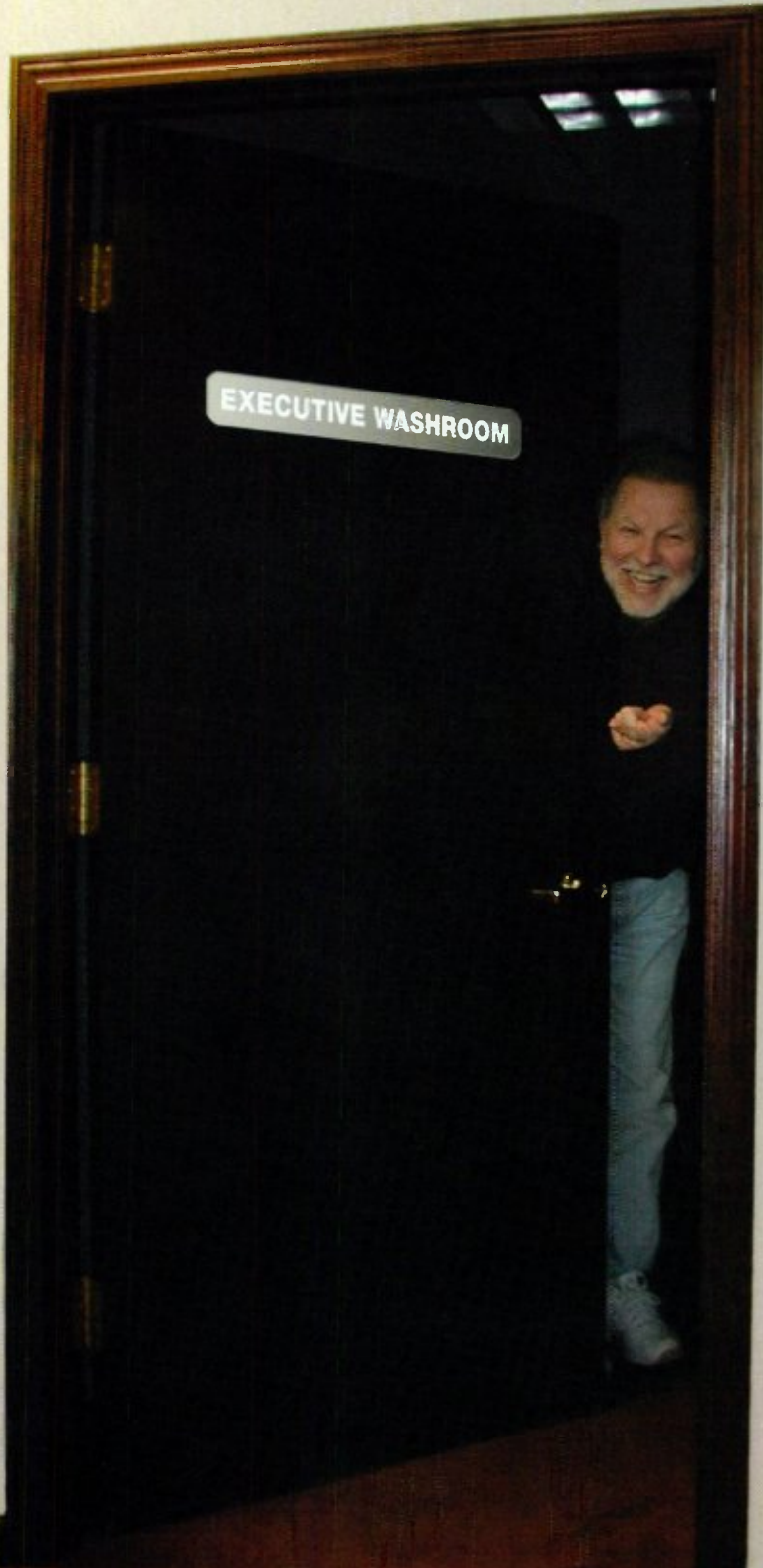


Fiscal Year-End: April

2002 sales: \$1,337.5 million One-year sales growth: 12.1% 2002 employees: 2,600 One-year employee growth: -3.7%

Handleman Company is a "category manager" and distributor of music in the U.S., U.K., Canada, Mexico, Brazil and Argentina. The Company is comprised of two operating segments: **Handleman Entertainment Resources (H.E.R.)** and **North Coast Entertainment (NCE)**. NCE has two companies in its portfolio: **Anchor Bay Entertainment**, an independent home video label, and **Madacy Entertainment**, an independent record label.

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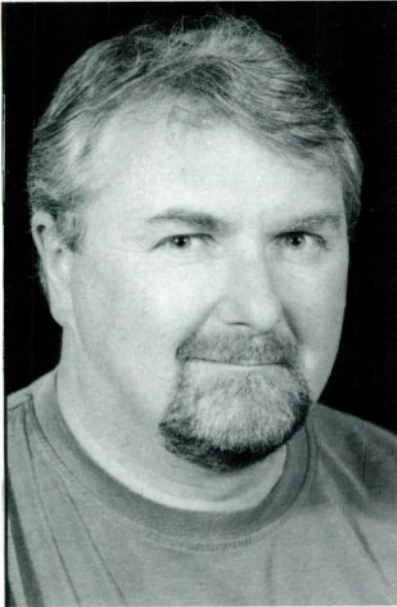
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—JOHN TRICKETT, 5.1 ENTERTAINMENT GROUP

“DVD Audio and SACD: Billion-Dollar Solutions or Eight-Tracks of the Future?”

An exclusive *HITS* NARM report by David Simutis

File-sharing and CD-burning are killing the industry. Now, where have we heard that before? DVD sales basically doubled in 2002 vs. 2001. OK. On average, DVD buyers purchase up to 16 titles per year. DVD sales saved a lot of people’s bottom lines last year, if not entire companies. All of which isn’t news. But put down your iPod for a second and think about how this can be a positive thing for the music business.

There is a pair of new and emerging music formats that should be given a long, hard look: DVD Audio (DVD-A) and Super Audio CD (SACD). The two formats are not compatible; SACDs play on SACD players as well as CD players, while DVD-A discs play only on DVD players. Wait, don’t turn the page just yet. With copy protection and multiple-channel surround-sound, they both sound waaaaay better than CDs and MP3s. (Note to the three geeks with a technical interest: they’re each mastered at a higher sampling rate than Redbook CDs and can hit a frequency response of 100,000 Hz and a dynamic

range of 120 dBs, contrasted with CD’s 20,000 Hz and 96 dB.) You don’t have to have surround sound to use either, but it does help, and it is the main selling point of SACD.

DVD-A also has room for all the goodies that DVD movies offer, right there on the television—artist commentary tracks, behind-the-scenes movies, videos... They aren’t so much value-added features as they are items that DVD users demand. It’s a newer take on a now-familiar format. And then there’s that little matter of how CD-burning, file-swapping, inexpensive DVD movies and re-playable video games are eating away at consumers’ perception of how much a CD is worth.

Says 5.1 Entertainment Group CEO/President John Trickett, whose company develops and manufactures DVD-A discs, “The value of a CD in the eyes of the consumer has been progressively diminished—not the least of which is getting them for free. The CD has reached its 20th birthday and there’s been a lot better technology out there for a long time. But this isn’t really about the technology; it’s



about being able to deliver an experience to the consumer that carries value and is something that they want to buy. Retail gets the fact that DVD is a format that is presenting an opportunity for growth both in revenue and for getting more customers into the store. Up until now, you've really only had concert videos that were available on DVD; now you've got records available in DVD."

In the SACD corner is Sony Music Entertainment VP Business Development Leslie Cohen, an expert on the Super Audio CD format. It's her belief that consumers are being conditioned to expect markedly improved quality sound from their shiny discs, not the crappy, limited fidelity of MP3s. Voila, in steps Sony with CDs that play in surround sound.

"All the people who went out and bought surround sound for their home theatres have grown accustomed to all six speakers working," she says. "So when they pop in their CDs and only two speakers are providing sound, it's not enough. There is a perception that more speakers and more channels are better. We've been able to deliver that with a wide range of music and we're happy with the way the format is taking off. We've had good response from retail and consumers have been giving us a lot of positive feedback."

It's not just home-theatre owners who can take advantage of DVD-Audio; there are more than 100 million DVD-compatible players already in homes (including PlayStation 2 and Xboxes), so there's a huge user base of people familiar with the ins and outs of DVDs. It's a matter of getting people to understand the difference between CDs, DVD-A and DVD movies. To that end, DVD hardware manufacturers and labels are working hand-in-hand to raise consumer awareness of the individual formats.

"We've done a lot of promotional campaigns between several record labels, with hardware manufacturers and retail all working together," Trickett says. "We've put together promotions, for instance, where if you buy a home-theater system with a DVD player, you get three free discs with the purchase—two of ours, one of Warner Bros.' There's really a high level of cooperation, working with a common goal in mind. I've never actually seen it before in this industry."

The warm, fuzzy feeling is great, but the real question is whether or not DVD-A can make inroads in the marketplace to a point where people actually buy albums again. Most importantly, are the bonus features and improved sound quality enough to get consumers excited? Or is it just another Quadraphonic, MiniDisc, DAT, DataPlay...?

"We've all been there," agrees Trickett. "I got the LP, then I got the cassette, then I got the CD.... Who wants to buy the Beatles' *White Album* all over again? There has to be a reason to do it: and because you've got surround sound and all the bonus features, there really is a reason to spend more

"YOU CAN'T REALLY DOWNLOAD SURROUND SOUND MUSIC. FORTUNATELY, THAT'S PRETTY DAMN IMPOSSIBLE—FOR NOW."

—LESLIE COHEN, SONY MUSIC ENTERTAINMENT

money—you get more."

So far, consumers seem to be agreeing, with sales rapidly increasing year to year. Labels are also investing more in the format; Rhino has done a wonderful job with goodies on classics such as *The Band's Last Waltz*. And it's not just catalog. They're issuing new releases on DVD-A the same street date as the CD; Linkin Park's *Meteora*, for instance, will street in both CD and DVD-A.

"With what we've seen in terms of the market so far, it's really the tip of the iceberg," Trickett enthuses. "In 2002, we doubled what we sold in 2001, and the way that 2003 is going so far, we're right at the beginning of the hockey stick curve [of sales increases]. As CD sales decline, sales of DVD Audio are going through the roof. It's not dissimilar to when DVD video was first launched."

But can either format be the savior of the industry? Or will one emerge triumphant, like VHS over Beta?

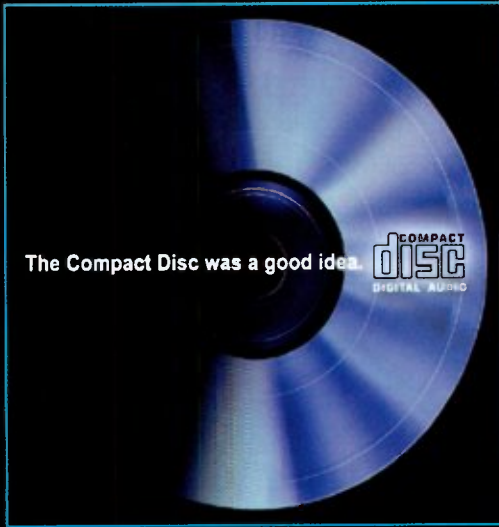
"I've been saying that for three years and I still believe it. It adds value, it's not just a copy-protected CD that a) doesn't work all the time and b) you can't copy. It shouldn't surprise people to hear that most hardware manufacturers have stopped producing CD players. A DVD player plays a CD anyway. But I don't think CDs are going away anytime soon... Hey, we still buy cassettes," laughs Trickett.

Cohen is more realistic in her assessment of SACD's chances. "Accounts certainly realize another format won't give them the home run the DVD video did, but they're interested in formats that will get people back in the stores and buying discs," she says. "New formats provide that opportunity. Plus, you can't really download surround sound music. Fortunately, that's pretty damn impossible—for now."



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COLUMBIA'S THE ATARIS "DIARY" PROVES DEAR IN LONG RUN
Label promo domo Jeff Sodikoff guides punk-rockers' radio story, as label debut bows in Top 20, with single already Top 25 PoMo



Fast Five

Rock Box

1 BLUR:

Virgin rockers' new single going "Crazy" with early airplay at PoMo, as Steve Leeds, programmers follow. Look for "surprise" SXSW gig for Damon and company.



2 INDEPENDENT LABELS:

Back to the underground. PoMo radio returns to its "alternative" roots by supporting formidable indie-rock talents Liam Lynch, Electric Six, Interpol, Brand New, Taking Back Sunday, The Special Goodness, Transplants, The Watchmen, etc.

3 NICOLE SANDLER:

Radio vet feeling *Punch-Drunk Love* as new Director of Programming for Northeast Broadcasting, overseeing APM stations WXRV, WNCS, among other properties.



4 KNDD:

With the exit of MD Seth Resler and the midday and afternoon jocks from Seattle PoMo powerhouse, who will Phil have Manning those posts?

CHRIS WOLTMAN:

His new RCA/J team promises to be Victors, as Bill Burrs, John DiMaio and Dennis Blair pave the way for Cave In, Kings of Leon and Gavin DeGraw, among others, with the new Foo Fighters nearing the top and Ben Kweller gaining.



JODY DENBERG/PD KGSR/Austin

As the music industry descends on Austin for SXSW, the first "official" activity for any attendee is tuning their rental car radio to 107.7 KGSR. This legendary APM powerhouse, guided by PD and all-around mensch **Jody Denberg**, has proven that adult-targeted stations can get ratings (consistently Top 5 25-54 for the last three years!) and break new artists. In fact, KGSR was the first monitored station to play **Norah Jones'** "Don't Know Why" (1/30/02) and it was the immediate listener calls to Waterloo from the first spins that provided empirical evidence of Norah's sales potential. A who's-who of music's finest will be visiting Jody and MD **Susan Castle** for on-air performances this week, including **Lucinda Williams**, **The Jayhawks**, **The Thorns**, **Richie Havens**, **Peter Dinklage**, **Ben Harper**, **Lyle Lovett** and Jody's pick-to-click for 2003, **Kathleen Edwards**. This is artist-basec radio at its finest: KGSR has played 12 different tracks from Norah Jones, totaling 1465 spins. It's no wonder record labels and artists ask Jody to produce their interview CDs. We chatted with Jody as he was returning home from interviewing **Steely Dan**. What begins as an interview usually becomes a lasting friendship, particularly with notoriously private legends like **Yoko Ono** and **Patti Smith**. Jody is quick to point out, however, that KGSR is a "100% team effort. Most of our staff has been here for the entire 12 1/2 year ride—and we were all just awarded radio station of the year for the 11th year running at the Austin Music Awards. Without them, I am chopped liver!"



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Advance Warning CD & Tour



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POST modern

top 25 post toasties

lw	tw	artist-label	comments
—	1	EVANESCENCE - Wind-up Bring Me To Life	MTV "Buzzworthy"
1	2	FOO FIGHTERS - Roswell/RCA Times Like These	MTV2 Add
2	3	CHEVELLE - Epic Send The Pain Below	MTV2 Add
4	4	AUDIOSLAVE - Epic/Interscope Like A Stone	#1 WHFS,KFMA
5	5	RED HOT CHILI PEPPERS - Warner Bros. Can't Stop	KROQ Adds "Dosed"
6	6	QUEENS OF THE STONE AGE - Interscope No One Knows	Q101,KTBB add "Go With The Flow"
9	7	THE ALL-AMERICAN REJECTS - DreamWorks Swing Swing	#1 WARQ,KNXX
8	8	3 DOORS DOWN - Republic/Universal The Road I'm On	WWDC,WRZX Add
7	9	COLDPLAY - Capitol Clocks	#1 WLUM.WHTG
10	10	GOOD CHARLOTTE - Daylight/Epic The Anthem	#1 89X
11	11	SALIVA - Island/IDJ Rest In Pieces,Always	WZZN,WWDC Add
—	12	THE ATARIS - Columbia/CRG In This Diary	KITS,KTBB Add
12	13	TRAPT - Warner Bros. Headstrong	WBCN,89X Add
13	14	SUM 41 - Island/IDJ The Hell Song	MTV2 Add
14	15	SEETHER - Wind-up Fine Again	#6 Most Added
16	16	DISTURBED - Reprise Remember,Prayer	KTCL Add
18	17	THE USED - Reprise Taste Of Ink	WWCD,WXNR Add
15	18	THE DONNAS - Atlantic/AG Take It Off	KITS adds "Who Invited You"
17	19	TAPROOT - Velvet Hammer/Atl/AG Mine	#5 Most Added
20	20	JOHNNY CASH - Lost Highway/Amer./IDJ Hurt	WPGU Add
19	21	ZWAN - Martha's Music/Reprise Honestly	#1 91X
22	22	NIRVANA - DGC You Know You're Right	another reason to luv Dave Grohl
25	23	FINCH - drive thru/MCA What It Is To Burn	WWDC,KQRX Add
23	24	MUDVAYNE - No Name/Epic Not Falling	WXRK,WOCL Add
24	25	BECK - Geffen Lost Cause	WGRD,KXRK Add

based on a combination of airplay and sales

most added

1. BLUR	"Crazy Beat"	(Virgin)
2. JACK JOHNSON	"Horizon Has Been Defeated"	(Enjoy/Universal)
3. TRANSPLANTS	"DJ DJ"	(Hellcat/Epitaph)
4. UNLOCO	"Failure"	(Maverick/Reprise)
5. TAPROOT	"Mine"	(Velvet Hammer/Atl/AG)
6. SEETHER	"Driven Under"	(Wind-up)

post toasted

BY IVANA B. ADORED

DANGER! HIGH VOLTAGE: My week on the road with **Interpol** mutated into a comedy of errors—a blizzard in Boston (I only brought suede boots—what was I thinking?), no hot water or heat in the hotel in NYC (not to mention the 6am wake-up call I answered at 3am, which I didn't realize until after I had already dressed) and not a moment free to shop! I can't really complain (go ahead and try to stop me) since I did get to see **Interpol** and the **Raveonettes** six times last week! I even made the **Interpol** message board on their website (www.interpolny.com), where a young fan writes after the sold-out Boston show: "Then **Paul** (the singer) came outside and was super nice and cute. **He was with a lady who seemed older than him (by quite a bit).**" I'm a lady. Who knew????... At least the weather in Austin will be a bit warmer, even if the schedule is no less hectic. I encourage everyone to drop by my panel on Friday at 12:30 PM, titled



BLUR'S "CRAZY BEAT"
Clearly, a SMASH!

"What to Expect When You're Expecting" and heckle. No, I'm not pregnant. Nor are any of the panelists: **Q101 PD Tim Richards**, **KMYZ PD Lynn Barstow**, **Virgin's Jenni Sperandeo**, **Hollywood Records GM Abbey Konowitch**, **MTV's David Cohn**, **AWARE's Bleu** and (long-time pal) **Matthew Sweet**. This panel is geared to "enlighten" new artists about what they can expect after they've been signed, but before their record is released. Matthew will undoubtedly offer great insight on the topic, as will the rest of the panelists. I will endeavor to actually let them get a word in edgewise, instead of hogging the mic, which is my prerogative as the moderator.... Two years ago, **Pete Yorn** was the "newbie" on the panel—the artist whose record was about to come out. Fast-forward to today, where his new single, "Come Back Home," scored some spectacular early adds, including **WHFS**, **Q101**, **Y100**, **WZZN**, **WWCD**, **WEND** and **WOXY**. Just think, in 23 years I could be watching Pete's induction into the Rock and Roll Hall of Fame! **Columbia** promo aces **Jeff Sodikoff** and **Stephanie Harty** have a plethora of other reasons to celebrate today—**The Ataris** debuted on the PoMo chart at #12 (buoyed by 50K+ sales of so long, *astoria*, and new adds this week from **Live105**, **KTBB**, **WPLA**, **KCNL** and **WAVF**). They also had a spectacular launch of the **Raveonettes'** "Attack of the Ghost Riders," including **WZZN**, **WZNE**, **WZZI**, **KEDJ**, **WPBZ**, **KRQZ**, **WLUM** and **KWOD** (who also added tourmates **Interpol**). The **Raveonettes** will be playing **SXSW** with the **Mooney Suzuki**, and although I've seen both bands at least 10 times each, I'll see them again in Austin!... There seems to be a consensus among PoMo programmers that playing format-exclusive records that are HITS will ensure ratings success. Luckily for them, the new **Blur** single, "Crazy Beat," landed on everyone's desk last week. Rather than wait for next week's "official" add date, more than 50 PoMo stations added the record early, including, well, nearly EVERYONE who matters. **Steve Leeds** and his team (a.k.a. "The Vowels" as **Jenni Sperandeo** has renamed **Howard P.**, **Chris Siciliano** and herself) will feel the full weight of their popularity when shepherding programmers into Thursday night's "secret" **Blur** show. Woo-hoo! I plan on rushing over to **La Zona Rosa** after the **Electric Six/D4** show at **Emo's**. They needn't worry about my getting in—I've never met a line I couldn't cut to the front of. After the **Blur** show, **Steve Leeds** and I are going to see **Dwight Twilley**—what a perfect evening!... Driving to work this morning, I heard the new **Beastie Boys'** track, "In a World Gone Mad..." on **KROQ**. Written as "a statement against an unjustified song," this song can be downloaded at www.beastieboys.com, or from anyone at **Capitol**. Instead of waiting until the entire album was finished, the band chose to make this song available for free download to everyone immediately. We hail them.... For the first time since, well, forever, the debut CD by a female-fronted band entered the **HITS PoMo Chart** at #1! Yes, **Evanescence** is #1. **Wind-up's Alan Galbraith** is buying drinks for every **SXSW** attendee!... At last night's Rock and Roll Hall of Fame induction ceremony, **Police** guitarist **Andy Summers** name-checked **Oedipus**, acknowledging **WBCN** as the first station to ever play the band! I wonder if **The Coral** will remember to thank **Oedipus** if they're ever inducted. When I see them on Saturday (I'm so excited!), I'll be sure to tell them.... **Liam Lynch's** one-minute miracle, "United States of Whatever" is the easiest SMASH you'll ever program. Lots of major adds this week, like **WXRK**, **WEDG**, **KTBB**, **WSUN**, **KKND**, **KFTE**, **KUCD**, **WBUZ** and more!... Don't you love the new **Donnas'** single, "Who Invited You?" **Live105** and **KWOD** RSVP'd their adds to **Atlantic** this week. Did you know the **Donnas** will be on **Lollapalooza** this summer, playing right before **Queens of the Stone Age** on the main stage? HOW COOL! Speaking of "happening," **Ron**, **Bonnie** and **Kris** had another genius week on **Taproot's** "Mine," including **WZZN**, **WBUZ**, **KTEG**, **WROX**, **WLRS**, **WRAX**, **KMFA**, **KSYR** and **WJRR**.... In case you were wondering about what other bands I'm excited to see at **SXSW** (and even if you weren't), here's the must-see list: **The Thorns** (swoon), **Bleu**, **Sahara Hotnights**, **The Datsuns** (yay!), **French Kicks**, **Sondre Lerche**, **Calexico** and the band I want to run away and join, **The Polyphonic Spree**!... SONG TO HEAR: **The Special Goodness'** "Life Goes By".... PEOPLE TO WATCH: **Phil Manning**, **Adam 12**, **Matt Smith**, **Brian Corona**, **Shannah Miller**, **Kris Metzendorf**, **Gaby Skolnek**, **Bob Waugh**, **Andy Flynn**, **Melody Lee** and **Ted Volk**.

POST modern

R&R Alternative top 20

Powered By



lw	tw	artist	title
1	1	RED HOT CHILI PEPPERS Warner Bros.	Can't Stop
4	2	LINKIN PARK Warner Bros.	Somewhere I Belong
2	3	QUEENS OF THE STONE AGE Interscope	No One Knows
5	4	EVANESCENCE Wind-up	Bring Me To Life
3	5	AUDIOSLAVE Epic/Interscope	Like A Stone
6	6	FOO FIGHTERS Roswell/RCA	Times Like These (One Way...)
7	7	3 DOORS DOWN Republic/Universal	When I'm Gone
8	8	THE ALL-AMERICAN REJECTS DreamWorks	Swing Swing
14	9	TRAPT Warner Bros.	Headstrong
9	10	SALIVA Island/IDJ	Always
10	11	CHEVELLE Epic	The Red
11	12	SEETHER Wind-up	Fine Again
13	13	GOOD CHARLOTTE Daylight/Epic	The Anthem
15	14	GODSMACK Republic/Universal	Straight Out Of Line
12	15	COLDPLAY Capitol	Clocks
19	16	AFI DreamWorks	Girl's Not Grey
17	17	FOO FIGHTERS Roswell/RCA	All My Life
—	18	CHEVELLE Epic	Send The Pain Below
20	19	SOCIALBURN Elektra/EEG	Down
16	20	SUM 41 Island/IDJ	Still Waiting

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upcoming new releases

GOING FOR ADDS 3.17

3 DOORS DOWN • "The Road I'm On" - Republic/Universal

BLUR • "Crazy Beat" - Virgin

COLD • "Stupid Girl" - Flip/Geffen



THE DONNAS • "Who Invited You" - Atlantic/AG

ELECTRIC SIX • "Danger! High Voltage" - XL/Beggars

PETE YORN • "Come Back Home" - Columbia/CRG

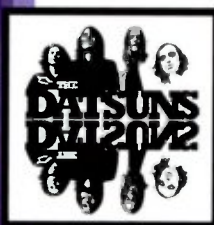
GOING FOR ADDS 3.24

THE ANDROIDS • "Do It With Madonna" - Universal

THE DATSUNS • "In Love" - V2

HOT HOT HEAT • "Bandages" - Sire/Sub Pop/Reprise

LUCIA • "So Clever" - Universal



POWERMAN 5000 • "Free" - DreamWorks

SOUTHFM • "Dear Claudia" - MCA

THIRD EYE BLIND • "Blinded (When I See You)" - Elektra/EEG

ZWAN • "Lyric" - Martha's Music/Reprise

GOING FOR ADDS 3.31

12 STONES • "Crash" - Wind-up



ACROMA • "Sun Rises Down" - Universal

CAVE IN • "Anchor" - RCA

ROONEY • "I'm Shakin" - Geffen

SHINEDOWN • "Fly From The Inside" - Atlantic/AG

SMILE EMPTY SOUL • "Bottom Of A The Bottle" - Lava/AG

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

blur

CRAZY BEAT

#1 MOST ADDED
ON OVER
50 STATIONS!

BEATING LIKE CRAZY AT RADIO EVERYWHERE...

WXRK • KROQ • Q101 • WZZN • WPLY • KTBZ • WHFS
WBCN • WFNX • 99X • KNDD • KEDJ • KPNT • KNRK
WAQZ • KWOD • KRBZ • KXRK • KCPX • WLUM • WBRU
WWCD • WROX • WJRR • WRZX • KROX • KKND • WBUZ
WPBZ • WHTG • WZNE • WDYL • WRAX • WEQX • KFMA
KMYZ • KTZO • WKRL • KNXX • KLEC • WARQ • KFTE
and many more!



from **Think Tank** their forthcoming new album



Produced by Blur / Ben Hillier with additional production by Norman Cook www.blur.co.uk www.virginrecords.com

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World Radio History

DOM CASUAL PD/KTND Austin



Since his early days at then-PoMo **KTQN** Ogden, UT (circa 1988), **Dom Casual** has always said, "It's all about the music." It was more than a dozen years ago when he signed on **KXRK** Salt Lake City with PD **Mike Summers** as the station's MD/morning drive host. Next, he was VP Programming at then-PoMo **WCHZ** Augusta/**KTOZ** Springfield, MO, and morning show/promotions in Denver at **KTCL** before heading back to Salt Lake to sign on **KENZ** with **Bruce Jones** as MD/afternoons. He was PD/afternoons at **KAEP** Spokane prior to switching an all-'80s Austin station to PoMo/APM hybrid **KTND The End** as PD/afternoons. "This is the kind of station I've always wanted to program," comments Dom. "We play a lot of '80s and '90s Alternative and local, unsigned music in regular rotation, along with cool currents like **Beck**, **White Stripes** and **Interpol**. [MD] **Raydog** and [programming assistant] **Ben Blaze** have been a tremendous help in everything we do here." If you're attending **SXSW**, Dom invites you to stop by their "Shmooze N Booze" party at Jalisco's (414 Barton Springs Rd.) Thursday (3/13) for free live music and eats.

requests

1. **Evanescence** (Wind-up)
2. **Linkin Park** (Warner Bros.)
3. **Audioslave** (Epic/Interscope)
4. **AFI** (DreamWorks)
5. **The White Stripes** (Third Man/V2)
6. **The All-American Rejects** (DreamWorks)

hots

WPGU / CHRIS CALEF / CHAMPAIGN, ILL

Liam Lynch
Evanescence
Brand New
The White Stripes
AFI

KFRR / CHRIS SQUIRES / THE REVEREND / FRESNO

Evanescence
Linkin Park
Audioslave
AFI
Transplants

WJBX / JOHN ROZZ / FITZ / JEFF / FT. MEYERS

Evanescence
Trapt
Linkin Park
The White Stripes
Foo Fighters

WXNR / JEFF SANDERS / TURNER WATSON / GREENVILLE, NC

Linkin Park
Trapt
Evanescence
RA
Revis

KTBS / VINCE RICHARDS / ERIC SCHMIDT / HOUSTON

Evanescence
Audioslave
Godsmack
Linkin Park
Unwritten Law

KRBZ / MIKE KAPLAN / TODD VIOLETTE / KANSAS CITY

Liam Lynch
Hot Action Cop
The White Stripes
Seether
Audioslave

KSYR / ROD THE HUMAN TRIPOD / LAFAYETTE, LA

Evanescence
Transplants
Limp Bizkit
Linkin Park
Saliva

WLRS / LANCER / ANNRAE / LOUISVILLE, KY

Linkin Park
Audioslave
Evanescence
Trapt
Godsmack

WEQX / JOSH KLEMME / MANCHESTER, VT

Red Hot Chili Peppers
Good Charlotte
The All-American Rejects
Chevelle
Beck

WJSE / JASON ULANET / ATLANTIC CITY, NJ

Evanescence
The White Stripes
Audioslave
Chevelle
Good Charlotte

WMFS / ROB CRESSMAN / MIKE KILLABREW / MEMPHIS

Saliva
Linkin Park
Evanescence
Trapt
Hot Action Cop

WZTA / TROY HANSON / RYAN CASTLE / MIAMI

Evanescence
Linkin Park
Godsmack
Audioslave
The All-American Rejects

WXRK / STEVE KINGSTON / MIKE PEER / NEW YORK

Evanescence
Linkin Park
AFI
The Ataris
Mudvayne

KQRX / MICHAEL TODD / ODESSA, TX

Evanescence
The All-American Rejects
Good Charlotte
Red Hot Chili Peppers
Tori Amos

WOXY / MIKE TAYLOR / SLEDGE / SHIV / OXFORD, OH

The White Stripes
Electric Six
The All-American Rejects
Johnny Cash
Evanescence

WBER / JOEY GUISTO / PENFIELD, NY

The White Stripes
Audioslave
The Used
Beth Orton
Flogging Molly

WBRU / TIM SCHIAVELLI / ALICIA / PROVIDENCE

Evanescence
Linkin Park
The All-American Rejects
Audioslave
Limp Bizkit

KRZQ / JEREMY SMITH / MAT DIABLO / RENO, NV

Johnny Cash
Finch
AFI
Linkin Park
Evanescence

KCXX / KELLI CLUQUE / DARYL / RIVERSIDE, CA

Mudvayne
Godsmack
The Used
AFI
Disturbed

KCNL / JOHN ALLERS / SKY / SAN FRANCISCO

Slightly Stoopid
Evanescence
Linkin Park
Sum 41
The All-American Rejects

KITS / SEAN DEMERY / AARON AXELSEN / SAN FRANCISCO

Evanescence
Liam Lynch
AFI
The Streets
Electric Six

WSUN / SHARK / BRYAN KILKELLY / TAMPA

The Used
AFI
Evanescence
The White Stripes
Hot Action Cop

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

Linkin Park
Evanescence
Audioslave
Chevelle
AFI

WSFM / KNOTHEAD / WILMINGTON, NC

Evanescence
Audioslave
Queens Of The Stone Age
Good Charlotte
Linkin Park

SUM 41

THE HELL SONG

 2
added this
week



Another great week at Modern Rock radio!

New at:

wxrk, whfs, wply, ktbz, x96, wjbx, wrzk

Top 10 at TRL

modern rock bds 40* - 32* + 182

All ready added at:

kroq, kndd, q101, kdge, live 105, 89x, 99x, kpnt, wfnx, kedj, wmrq, waqz, kxte, krbz, wxtm, kfma, wlum, krox, kmyz, and many many more

Everybody wants Sum, even rock radio: kufo and kxxr entire first leg of thier headlining tour SOLD OUT!

Produced by Greig Nori for Lucifer Productions
Mixed by Tom Lord-Alge
Management: Greig Nori, Ari Martin / Netzwerk Management

www.sum41.com

www.islandrecords.com



THE ISLAND DEF AND MUSIC GROUP

World Radio History



From the album
"DOES THIS LOOK INFECTED?"

top 30 specialty airplay

lw	tw	artist-label	title
4	1	THE RAVEONETTES Crunchy Frog	Whip It On
6	2	AFI DreamWorks	Sing The Sorrow
—	3	THE LIBERTINES Rough Trade	Up The Bracket
1	4	MASSIVE ATTACK Virgin	100th Window
9	5	NADA SURF Barsuk	Let Go
2	6	TAKING BACK SUNDAY Victory	Tell All Your Friends
10	7	THE POSTAL SERVICE Subpop	Give Up
8	8	SUPERGRASS Island/IDJ	Life On Other Planets
5	9	ELECTRIC SIX Beggars/XL	"Danger! High Voltage" (single)
22	10	THE GREENHORNES Telestar	Dual Mono
—	11	FISHERSPOONER Capitol	#1
12	12	ROB DOUGAN Reprise	Furious Angels
16	13	COUNT THE STARS Victory	Never Be Taken Alive
—	14	BUDAPEST Republic	Too Blind To Hear
—	15	SPINDLE Unsigned	\$6000 Tragedy
3	16	WHITE LIGHT MOTORCADE Octone	Thank You Goodnight
—	17	FICTION PLANE MCA	Everything Will Never Be OK
—	18	LIAM LYNCH S-Curve	"United States Of Whatever" (single)
—	19	TVFORDOGS Wampus Multimedia	Heavy Denver
18	20	ECHOBOY Mute	Giraffe
14	21	FOLK IMPLOSION IMusic	New Folk Implosion
—	22	MUGGS Anti	Dust
—	23	THE STREETS Vice Recordings	Original Pirate Material
21	24	LUCINDA WILLIAMS Lost Highway/IDJ	"Righteously" (single)
17	25	MINISTRY Sanctuary	Animositisomia
—	26	THE WHITE STRIPES Third Man/V2	Elephant
—	27	GROOVE ARMADA Jive Electro	Love Box
—	28	CAVE IN RCA	Antenna
—	29	CAT POWER Matador	You Are Free
7	30	THE DATSUNS V2	The Datsuns

based on specialty show airplay

beauty school drop out

BY ERIKA STRADA

TENDER IS THE NIGHT: Even though procrastination seems to be my middle name, I actually got a **SXSW** list together for last week's column, so now what am I gonna write about? Hmm...I could begin with the song everyone is talking about this week—**Blur's** "Crazy Beat." Co-produced by **Fatboy Slim**, it has that extra bit of funkiness that has hooked everyone I've spoken to, including **WZNE's** elusive **Mike Danger**, **WBUZ's** **Russ Schenck** and all those people who made it most added this week! Yay for **Jenni Sperandao**, **Steve Leeds** and the entire **Virgin** crew! Another H-O-T story—just try saying the name **Evanescence** and see what happens. **HUMONGOUS** first-week sales and incredible phone stories EVERYWHERE prove that the tide may be turning for the world of PoMo radio (even **WVWX** FINALLY added it this week!), as a female-fronted band brings the format to its knees. Fabulous work, Miss Evanescence and company... This is one of those free-form columns that are just the random thoughts that pop into my head... I love **Brian Corona**... That's why I can just suddenly talk about **MCA's** **Fiction Plane**. I happily



THE HARCOURT BABIES:
Wonder twin powers- active

IM'd **Lisa Cristiano** to tell her that I actually listened to their new CD, *Everything Will Never Be OK, AT HOME* in my free time, (a true testament of aural enjoyment) and I really liked it!... Have you heard about **The Bens**? That's right, **Ben Folds**, **Ben Lee** and **Ben Kweller** have formed a supergroup, recorded a four-song EP and are touring Australia this spring. It's all about the Benjamins, literally, and should really be quite interesting... Leaping back into the world of live music, I was pleasantly surprised with **Astralwerks' Simian** this past weekend at my new favorite

venue—the Henry Fonda Theatre. (I'll be returning there this week to see the sensational **AFI!**) Maybe I was hypnotized by the singer's stripey top or neon belt, maybe it was **Chris Patyk's** argyle sweater or maybe it was just the fact that they were GREAT, but I really enjoyed myself. It certainly wasn't the terrible whiskey. Cutie **Adrian Moreira** was also enjoying himself, and I was thrilled to be able to congratulate him on his move to New York and his promotion to VP of Adult Formats at **RCA**. I always seem to be hanging out with the wrong format. Giggle. Thanks to the lovely and talented **Dayna Talley** from **Astralwerks**, who is busier than a corporate credit card during **SXSW!** With the incredible **Sondre Lerche** on tour, Simian crossing the country with **Ladytron**, **Ed Harcourt** shows and **Liam Lynch** (a phone record extraordinaire—otherwise known as the one-minute wonder), she doesn't have a moment to sit down. Luckily for her, these are wonderful things to have to be busy with... I am still in a bit of a panic on arranging this hectic **SXSW** schedule! **Gob** is a must-see at **Arista's** party, hosted by **Pharrell** of the **Neptunes** (who could possibly pass up a chance to hang out with cutie **Shannah Miller?**), then it's time to high-tail it to catch **Victory's Taking Back Sunday** at the *Alternative Press* party and try and fit in a **KTND** visit with the exceptional **Electric Six**. Don't forget the **D4** who are actually playing THREE times in Austin—a **Waterloo** in-store Thursday at 5p.m., 11p.m. at **Emo's** and Saturday night's **Spin** party! I hope someone is taking notes. Giggle. Big sigh... OK, what else? I'm a new fan of **KCPX's Ian McCain** after hearing wonderful things about him from those terrific Tulsa boys, **Lynn Barstow** and **Corbin Pierce**. Imagine if Lynn got a nickel every time he was mentioned in **HITS** magazine... he'd be a very wealthy man... Now onto my favorite thing to talk about lately. Yes, you got it—**Interpol**. Do you want to know why? Well, I will tell you why anyway. Here is a band on an indie label, **Matador**, breaking all the barriers that usually impede the progress of even the best-sounding bands. They are selling records at an amazingly steady pace and just finished a sold-out tour across the country. The most promising thing is something I spoke to **KROQ's Gene Sandbloom** about (by the way, up to 36 spins for "PDA" a week right now!)—here is a band that PoMo radio can own. Bands like **Hot Hot Heat**, the **Raveonettes** (don't miss their **SXSW** in-store at **Waterloo** Thursday at 3pm!), **Electric Six** (check out www.thetripwire.com for an amazing review from sweetie **Matt DuFour** from **Cornestone**), **Blur** and the **Transplants** can be format exclusives and add something GREAT to your airwaves. I couldn't be happier since these are favorites of mine. I guess it goes back to the whole reason I am in this business—to impose my opinion on others! Tee-hee... A VERY excited **Matt Shiv** called me to say that **WOXY** got **COLD-PLAY!** What I mean exactly is that **WOXY** had 50 winners come down to see them play three songs—which turned into four after a happy and relaxed **Chris** presented the crowd with a brand-new tune. How very lovely... Now, before I wrap up this week, a few quickies: **The Music**, that's right—**Capitol's** British rockers, are making a splash. Check out sales, upcoming TV appearances (*Letterman* and *Carson Daly*) or playing live with **The Vines**. Take one of these opportunities and expose yourself to what the **LA Times** calls "a grand sound that mixes **Zeppelin**, **Queen** and **U2** into an electronics-spiked sonic storm." Geez, with quotes like that, it's no wonder that no one ever quotes me! So sit back, relax and enjoy the music... Let's try a new little feature: This week's **Little Bit of Sugar Award** (for that individual or band who deserves that little extra bit of love because they are so wonderful and special) goes to **Hollywood's Geordie Gillespie**. I'll bet not one of you would argue that. Until next week...hugs and kisses.

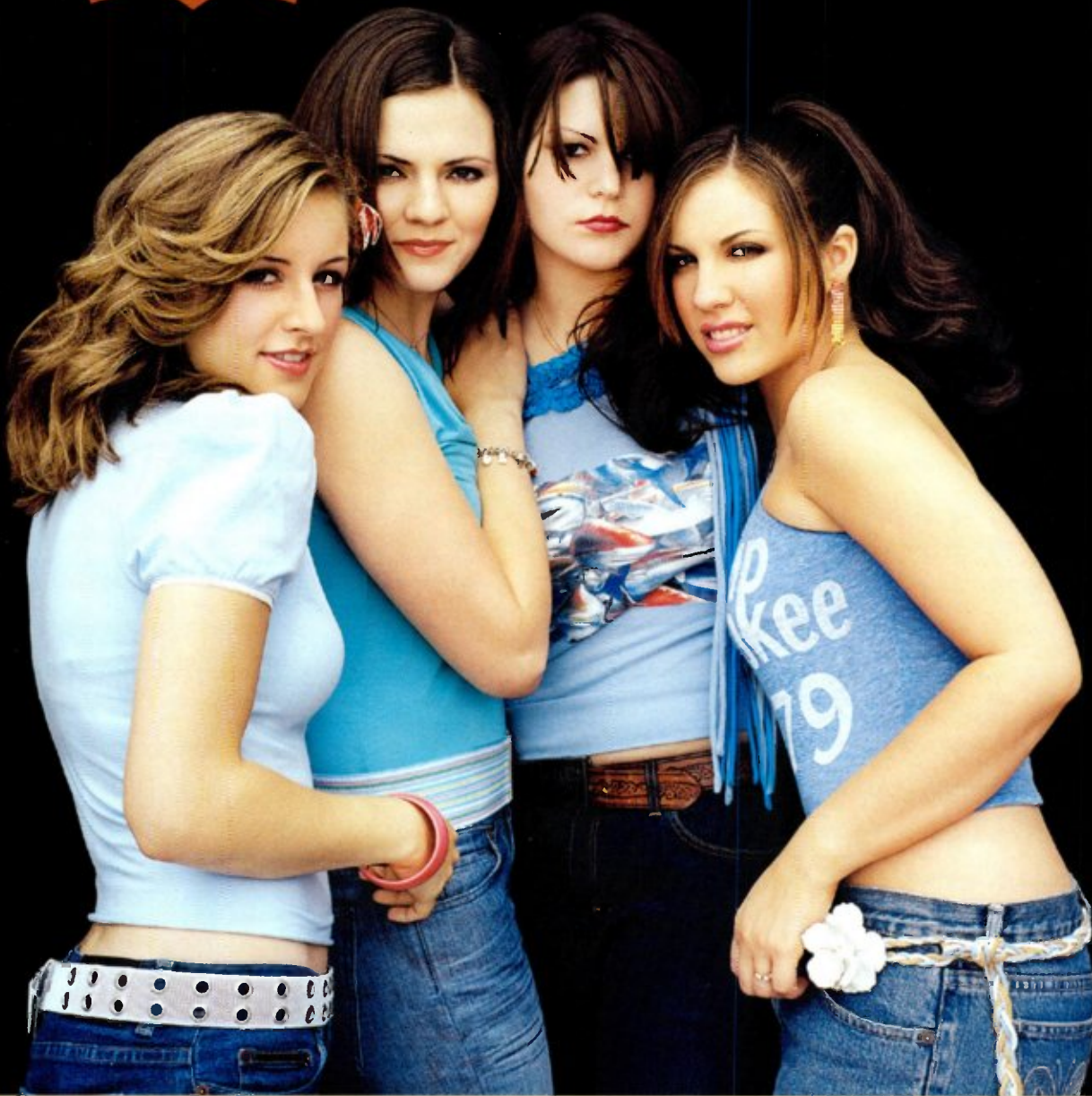
**IMPACTING
NOW!**

**Couldn't Wait:
Live 105 • KWOD**

the Donnas

"Who Invited You"

The new single from their
major label debut **SPEND THE NIGHT**



***Over 200,000 Albums Scanned!**

***Headlining College Television Network Tour in April**

***On Lollapalooza main-stage all summer!**

***On covers of Alternative Press &**

Entertainment Weekly's music supplement Listen 2 This

Produced by Jason Camer and Robert Shimp. Mixed by Chris Lord-Alge
Managed by Joey Minkes and Molly Neuman for Indivision Management

www.thedonnas.com

www.atlantic-recordz.com



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ADULT POST MODERN

top 25 adulterated

lw	tw	artist-label	comments
1	1	COLDPLAY - Capitol Rush Of Blood To The Head	#1 KINK
2	2	JOHN MAYER - Aware/Columbia/CRG Room For Squares	#1 KPRI
3	3	THE WALLFLOWERS - Interscope Red Letter Days	#1 KRVB
5	4	DAVID GRAY - ATO/RCA a new day at midnight	#1 KBXR
5	5	NORAH JONES - Blue Note Come Away With Me	Top 5 KTCZ
8	6	JASON MRAZ - Elektra/EEG Waiting For My Rocket To Come	#1 KCTY
6	7	COUNTING CROWS - Geffen Hard Candy	WZEW add
4	8	TORI AMOS - Epic Scarlet's Walk	WMPS add
7	9	SUSAN TEDESCHI - Tone-Cool/Artemis Wait For Me	#1 WMPS
10	10	DAVE MATTHEWS BAND - RCA Busted Stuff	Top5 WKOC
11	11	RHETT MILLER - Elektra/EEG The Instigator	Top 5 WOKI
9	12	BECK - Geffen Sea Change	#1 WGVX
12	13	WILD THORNBERRYS OST - Jive/Nick Paul Simon	#1 WBOS
19	14	LUCINDA WILLIAMS - Lost Highway/IDJ World Without Tears	#1 KGSR
17	15	THE JAYHAWKS - American/Lost Highway/IDJ Rainy Day Music	WMVY add
14	16	SOUNDTRACK OF OUR LIVES - Universal Behind The Music	#1 WRNR
13	17	SHERYL CROW - A&M/Interscope c'mon, c'mon	#1 WRLT
15	18	MATCHBOX TWENTY - Atlantic/AG More Than You Think You Are	Top 5 KINK
21	19	JOHNNY MARR & THE HEALERS - iMusic/ArtistDirect Boomslang	KPRI add
20	20	KATHLEEN EDWARDS - Zoe/Rounder Failer	KCTY add
23	21	JACK JOHNSON - Enjoy/Universal Brushfire Fairytales	Top 5 KMTT
18	22	DAR WILLIAMS - Razor & Tie The Beauty Of The Rain	Top 5 WFPK
24	23	TOM PETTY & THE HEARTBREAKERS - Warner Bros. The Last DJ	KTHX add
—	24	NICKEL CREEK - Sugar Hill This Side	Sales through the roof!
—	25	MAROON 5 - Octone Records Songs About Jane	32 KENZ spins

album airplay of combined HITS reporters + sales

most added

1.	FLEETWOOD MAC	"Peacekeeper"	Reprise
2.	JACK JOHNSON	"The Horizon Has Been Defeated"	Moonshine Conspiracy/Universal
3.	BEN HARPER	"With My Own Two Hands"	Virgin
4.	JOAN ARMATRADING	"Lover's Speak"	Denon
5.	FEEL	"Got Your Name on It"	Curb
5.	THE THORNS	"I Can't Remember"	Aware/Columbia/CRG

combined adds from all HITS reporters

adultery

BY MIKE MORRISON

THAT'S RIGHT, YOU'RE NOT FROM TEXAS: This week, music mavens of all stripes descend on Austin, TX, for the **South by Southwest Music & Media Conference**, among the highest-profile events of its type in the world. Those attending SXSW will, of course, want to be at the Austin Music Hall Friday night for the **Lost Highway** party featuring **John Eddie**, **Tift Merritt**, **Jayhawks**, the incomparable **Lucinda Williams** and a **Willie Nelson & friends** finale which should bring the house down. Also on Friday night is an **Or Music** showcase with **Phil Roy**, **essence**, **Pity Sing** and local faves **Los Lonely Boys**. Other acts of interest to APM folk performing at one or more of the town's many venues include **Daniel Lanois**, **B-52's**, **Ed Harcourt**, **Calexico**, **Bob Schneider**, **Keller Williams**, **Sonny Landreth**, **Ben Harper** and **Kathleen Edwards** among many others. Don't miss the **Polyphonic Spree**, a 20+-person collective of jubilant multi-instrumentalists who will do their thing at both Stubbs and the Austin Music Hall on Saturday night. And don't forget to tune in 107.7 **KGSR** when you hit town. ... By now you're aware that former **KSCA** and **KACD** Music Director **Nicole Sandler** has taken the Director of Programming gig with **Northeast Broadcasting** where, among other things, she'll



JACK JOHNSON:
"Defeated," but not by much!

oversee programming on **WXRV** and **WNCS**. "The mandate is to do be creative, adventurous, go against the grain and do great radio," said Sandler. "It's so refreshing!" In other personnel shifts, former **KFOG** weekender and **KOTR** MD **Dean Kattari** joins **KRSH** as PD. **Chris Griffin** joins the E-Town staff as Talent Coordinator, leaving a gaping hole in the **WYEP** MD chair. And finally, APM promo domo **Ray Di Pietro** exits **Artemis** in a round of downsizing that took place last week. Needless to say, Ray is a star who won't be on the sidelines for long... While on the phone with **KCTY** PD **Brian Burns**, I was thrilled to find **Jason Mraz's** "The Remedy" #1 on his playlist with 42 spins. "What a smash," enthused Burns. "Mraz had been our biggest reaction record, that is, until Lucinda Williams overtook it. 'Righteously' is blowing up huge for us!"... **KPRI** San Diego is playing not one, but two, current **Tori Amos** tracks. "Tori has a mystical, transcendent appeal that we associate with people like **Sarah McLachlan**," said GM/Midday host **Bob Hughes**. Props to **Epic's Jo Hodge** for bringing in **WMPS** and **KOTR** on **Tori's** new "Taxi Ride" this week... As the aforementioned **Calexico** continues its U.S. tour, **WXPB** PD **Bruce Warren** had this to say: "In a sea of sound-alike singer-songwriters, **Calexico's 'Quattro'** is a nicely ambient track that brings together influences in a way that really needs to be heard." Please check this record out. It is unique and wonderful... **Wes Cunningham's** acoustic performance with former **Gigolo Aunt Dave Gibbs** at Hollywood's hip, new, acoustic-music venue the **Hotel Café**, was a revelation. Just completed is a new, more spontaneous, rockin' version of "Good Good Feeling" which, along with the **GGF** video and some neat collectors tracks, will be on your desk shortly... It was a tight battle between the old and new guard for #1 Most Added this week, but at the end of the day, **Fleetwood Mac's** lush reunion track "Peacekeeper" prevailed over the eagerly anticipated new **Jack Johnson** song "The Horizon Has Been Defeated," with 31-30 combined adds respectively. Would the result have been different had so many early Jack adds not come in over the previous two weeks? Regardless, both songs are primo APM material and should go Top Five. And three weeks into their low-key, no-official-impact campaign, **Virgin** picks up 20 more stations on **Ben Harper's** reggae-fied "With My Own Two Hands." Nice!... Savvy APM programmers like **Tim Cotter** at **KAEP**, **Brian Burns** at **KCTY** and **Tom Teuber** at **WMMM** are bringing **Feel**, an undisputedly great live act, to their markets for station events. Meanwhile, props to the **Curb** crew on landing adds at **KTCZ**, **KRVB**, **WKOC**, **WCLZ**, **WZEW** and **KBAC** this week on the band's killer second single, "Got Your Name on It"... Finally, congrats to **Hollywood's Nick Bedding**, who posted a solid second week on **Josh Kelley's** "Amazing" as **WGVX**, **KENZ**, **WRLT**, **KAEP** and **WDST** all come in... hitsmm@aol.com...



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ON TOUR IN APRIL

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Mixed by Tom Lord-Alge

Management: Pat Magnarella at Atlas/Third Rail

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ROCK

RR

active rock
top 30

Powered By



lw	tw	artist-label	title
2	1	GODSMACK Republic/Universal	Straight Out Of Line
5	2	LINKIN PARK Warner Bros.	Somewhere I Belong
1	3	SEETHER Wind-up	Fine Again
3	4	SALIVA Island/IDJ	Always
6	5	DISTURBED Reprise	Remember
8	6	TRAPT Warner Bros.	Headstrong
4	7	3 DOORS DOWN Republic/Universal	When I'm Gone
11	8	MUDVAYNE Epic	Not Falling
10	9	AUDIOSLAVE Epic/Interscope	Like A Stone
7	10	QUEENS OF/STONE AGE Interscope	No One Knows
9	11	CHEVELLE Epic	The Red
13	12	SOCIALBURN Elektra/EEG	Down
14	13	FOO FIGHTERS Roswell/RCA	Times Like These (One Way...)
12	14	TAPROOT Velvet Hammer/Atlantic/AG	Poem
15	15	DISTURBED Reprise	Prayer
19	16	CHEVELLE Epic	Send The Pain Below
18	17	FOO FIGHTERS Roswell/RCA	All My Life
20	18	THEORY OF A DEADMAN Roadrunner/IDJ	Make Up Your Mind
16	19	RA Republic/Universal	Do You Call My Name
17	20	RED HOT CHILI PEPPERS Warner Bros.	Can't Stop
22	21	STONE SOUR Roadrunner/IDJ	Inhale
21	22	(HED)PLANET EARTH Volcano/Jive	Blackout
24	23	OLEANDER Sanctuary/SRG	Hands Off The Wheel
28	24	REVIS Epic	Caught In The Rain
—	25	SALIVA Island/IDJ	Rest In Pieces
23	26	OUTSPOKEN Lava/AG	Farther
27	27	BLINDSIDE Elektra/EEG	Sleepwalking
26	28	STEREOMUD Columbia/CRG	Breathing
—	29	BREAKING BENJAMIN Hollywood	Skin
—	30	COLD Geffen	Stupid Girl

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between a rock and a hard place by JOHN LENAC

WHEN DID YOU GET IN? WHAT SHOWS YOU GOING TO? Where the hell have all the ratings gone? That question came up today while I was speaking to **KRXQ's Paul Marshall**. We all know that the outdated census data used to determine how much the diaries are weighted and the overall antiquated methodology of the ratings system contribute to inaccuracies. Paul also thinks some of the ratings erosion can be attributed to the "sorry state of new rock and the lack of bands with the intangible magic that makes listeners want to learn everything they can about them." I'll be the first to admit that the number of superstar bands that can sell out arenas on their own has steadily decreased since rock first hit the FM dial, but there are numerous variables that factor into that reality (wish I had enough space to go into it). I also think it's imperative that broadcasters challenge themselves to embrace artists they believe in far more than they ever have. I'm not talking about spinning the crap out of a single (if you really believe in said band, you're already doing that, right?). I'm talking about exponentially elevating your role in creating intimacy between the artists and your audience. Come on, be the pimp you know you are. Hit me at Lenac@mindspring.com and I'll tell you about my NTR idea to capitalize on the \$1 billion (yes, billion) spent last year on downloaded cell phone ringtones... For nine months, I've been screaming at you about **Grade 8** on **Lava**. You MUST see their sick live show. They're out with **Mudvayne** now, on **OZZfest** this summer and definitely playing near you in between. **Tommy Daley** scored #1 Most Added honors with their infectious rocker "Brick by Brick" and adds at **WAAF**, **WCCC**, **WTPT**, **WQBK**, **KPOI**, **KRZR**, **WJJO**, **WXQR**, **KHTQ** and **KMRQ**. **WAAF's Mistress Carrie** says, "It's bone-crushing heavy, but with plenty of melody and really stands out." **Lu Valentino** started her APD/MD gig at **WXQR** yesterday and is all about **Grade 8**. "Brick by Brick" is a KICKASS song! We're already getting a bunch of curiosity calls on it. That HUGE hook totally sticks in your head"... There's lots of early love for the new **Powerman 5000**. **Ross**, **Matt** and **Jeff** placed **WRIF**, **KXXR**, **WNOR**, **WQBK**, **KRZR**, **WQXA**, **WLZX**, **KAZR** and **KILO** on the list that have added "Free" before next week's impact... They also nabbed new **AFI** adds at **WNVE** and **KRAB**. You should have seen the line all the way around the block last night for their midnight sale at Tower Sunset... HUGE congrats to **Howard Leon** and the **Universal** staff for bringing home another #1 **Godsmack** record. As **WIYY's Dave Hill** says, "'Straight Out of Line' epitomizes what 98ROCK sounds like and is an excellent song for the format." Team Uni also has **WAAF**, **WXTB**, **WNOR**, **WNVE** and **WTPT** among the **3 Doors Down** adds going into next week's "The Road I'm On" impact... Holy shit! You see the 150k **Evanescence** debut? Whaddya mean Active Rock won't play female-fronted bands? **Alan** will definitely have that on the chart to your left next week. He also picked up a handful of new **Seether** "Driven Under" adds at **WRIF**, **WBZX**, **WRUF** and **WGIR**... **Gaby** and **Raymond** had a stellar week with **Unloco**. **KXXR**, **WIYY**, **KUFO** **KAZR** and **WBYP** hit the melodically hooky "Failure" as the band has been kicking ass on tour with **Disturbed**, **Chevelle** and **Taproot**. **Disturbed** is dominating with "Remember" hitting Top 5 as it tops many stations' research sheets while "Prayer" is still calling out like a mutha... Remember when **Bob Catania** was asking you to give **Disturbed** a shot in the early days and telling you how big they'll be someday when he was at **Giant**? He's convinced the folks at **Curb** to delve into the rock world and has early **Presence** adds at **WNOR**, **KRZR** and **WRQC**... **Ted** and **Darren** at **Capitol** keep knocking down walls with **The Music**. **WRIF**, **KIOZ**, **WNVE** and **KPOI** are the latest to add "Take the Long Road and Walk It"... If you're reading this at **SXSW**, stumble your way down 6th Street and check out: ...**And You Will Know Us By the Trail of Dead**, **Army of Freshmen**, **Brian Jonestown Massacre**, **Calexico**, **The D4**, **The Datsuns**, **Daniel Lanois**, **The Features**, **EARTH**, **The Living Things**, **Mooney Suzuki**, **Mudhoney**, **Nashville Pussy**, **Neilson Hubbard**, **Phil Roy**, **Presence**, **Purge d.i.**, **The Sun**, **Superglass**, **Vallejo** and **The Waxwings**...



GRADE 8
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KXFX WYBB WXQR
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World Radio History

ROCK

upcoming new releases

ROCK

GOING FOR ADDS 3.17

3 DOORS DOWN • "The Road I'm On" - Republic/Universal
 COLD • "Stupid Girl" - Flip/Geffen
 FORTY FOOT ECHO • "Save Me" - Hollywood
 KEVIN MARTIN & THE HIWATTS • "If We Could" - Tympanic
 PRESENCE • "Tonz Of Fun" - Curb
 SYSTEMATIC • "Leaving Only Scars" - Elektra/EEG

GOING FOR ADDS 3.24

CLOSURE • "Look Out Below" - TVT
 THE DATSUNS • "In Love" - V2
 POWERMAN 5000 • "Free" - DreamWorks
 SOUTHFM • "Dear Claudia" - MCA

GOING FOR ADDS 3.31

12 STONES • "Crash" - Wind-up
 ACROMA • "Sun Rises Down" - Universal
 CAVE IN • "Anchor" - RCA
 SHINEDOWN • "Fly From The Inside" - Atlantic/AG
 SMILE EMPTY SOUL • "Bottom Of A Bottle" - Lava/AG

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

APM

GOING FOR ADDS 3.17

JOSEPH ARTHUR • "Honey & the Moon" - Enjoy
 IGUANAS • "Plastic Silver Nine Volt Heart" - Yep Roc
 ZIGGY MARLEY & THE MELODY MAKERS • "True to Myself"
 - RCA/Victor
 FRANKIE PEREZ • "Something Crazy" - Lava/Atlantic/AG
 SUPERGRASS • "Rush Hour Soul" - Island/IDJ
 PETE YORN • "Come Back Home" - Columbia/CRG

GOING FOR ADDS 3.24

AFRO-CELT SOUND SYSTEM • "Rise Above It" - Real World
 KYLE DAVIS • "God Love Me" - Universal
 PALOALTO • "Breathe In" - Island/IDJ
 PAUL WELLER • "Leafy Mysteries" - Yep Roc

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

Active Rock most added

1. GRADE 8	"Brick By Brick"	Lava/AG
2. TAPROOT	"Mine"	Velvet Hammer/Atlantic/AG
3. POWERMAN 5000	"Free"	DreamWorks
4. THE MUSIC	"Take The Long Road And Walk It"	Capitol
5. EVANESCENCE	"Bring Me To Life"	Wind-up
5. SEETHER	"Driven Under"	Wind-up

SQUAWKS



RYAN CASTLE/APD-MD WZTA/MIAMI

"Evanescence is blowing up like nothing I've seen in a long time. It's been #1 phones for some time and looks to continue that trend. I'm really diggin' the new Cold. The single has a lot of potential, as do the other three amazing songs I heard from the album. I'm psyched to have new Godsmack and Linkin Park on the air. Both are absolutely bitchin'!"

JIM FOX/OM-PD WBYP/FORT WAYNE

"Seether's 'Fine Again' has consistently been our #1 researching record and I'm really hopeful about the great follow-up, 'Driven Under.' Chevelle's 'Send the Pain Below' is burning up the phones with instant listener love. Mudvayne has been testing Top 5 forever. I'm really excited about the new Linkin Park and Revis. Both sound amazing on the air and I'm convinced they'll be huge songs for us. Socialburn is turning the corner with strong research really kicking in. I love Switchfoot! I added 'em way early and they're already generating great phones."



KELLY BRADLEY/MD WWDG/LANSING, MI

"The White Stripes' 'Seven Nation Army' is incredible! It's so damn catchy that it just sticks in your head and there's no escape from it. Johnny Cash's version of 'Hurt' is beautiful and it's killing everything in our cage match. How cool is it that Johnny Cash—at the age of 71—is successful at Alternative radio?! I love this format!"



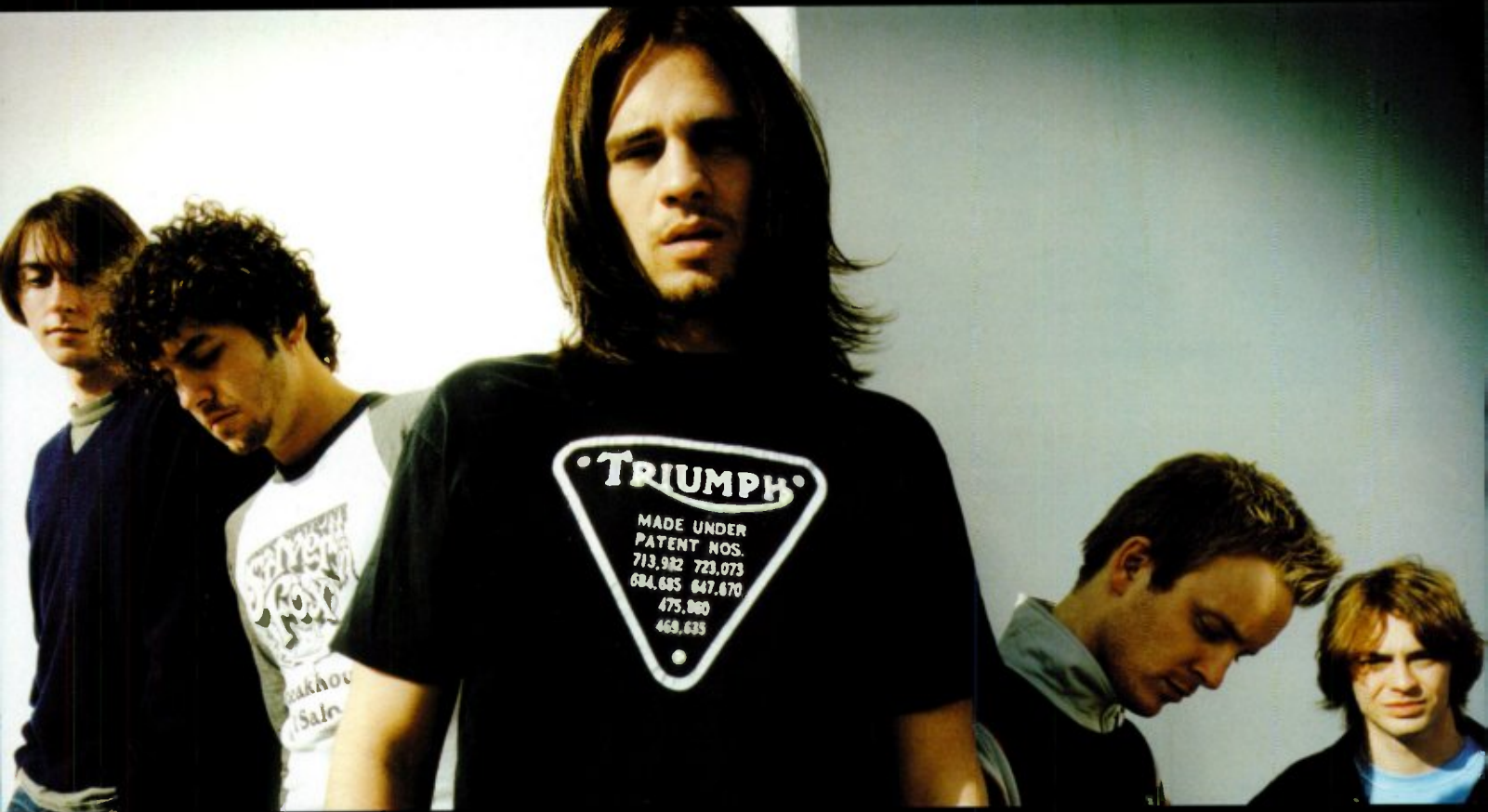
BRAD HOLTZ/PD WTTS/INDIANAPOLIS

"What I'm really digging right now is the Johnny Marr & the Healers record. The single sounds great on the radio, and the full-length is a great driving music."

We just bumped Susan Tedeschi's 'Alone' into heavy. She's an artist that you really want to root for and the record has a great story right now: Top Five APM airplay, big sales—great stuff! There's nothing fake about her."



REVIEWS



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WEBN	KRXQ	KWOD	KCXX	KQRC	WLZR	WLUM	KBER	KCPX
WBRU	WBZX	WEND	WNOR	WROX	KOMP	KLBJ	KROX	WPBZ

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ROCK2K

rock2k picks

EDITED BY KAREN GLAUBER



AFI, *Sing the Sorrow* (DreamWorks): Many a veteran hard-core warrior must wonder at A Fire Inside's ability to morph their blistering sound in unexpected directions—from this set's haunting, medieval-inflected intro ("Miseria Cantare—The Beginning") to prog-like grandeur ("The Great Disappointment")—without sounding hackneyed or losing the incendiary passion that keeps their many fans close.

Melody and rhythm are consistently fierce, lending weight to each song's determination to confront life's darker corners without fear. That uncompromising ethos fairly bleeds through the speakers on every track, but especially on "The Leaving Song Pt. II," "Dancing Through Sunday" and final cut "...But Home is Nowhere" (with knockout 12-minute hidden-track opus). When life hands you sorrow, make sorrow-ade. (JO)

Everclear, *Slow Motion Daydream* (Capitol): On his band's fifth album, Gen X icon Art Alexakis confronts the contradictions between the carefree thrills of youth and his current responsibilities as an adult and parent. In the rollicking, tongue-in-cheek single, "Volvo-Driving Soccer Mom," he laments that "all the porn stars have moved out to the suburbs to become blonde-bland-middle-class Republican wives," though in "TV Show," he longs—only somewhat ironically—for a home where "I could see my television family waiting for me." The string arrangements on "Chrysanthemum" and "A Beautiful Life" show a musical maturation, but there's still plenty of Alexakis' righteous anger. The Ramones-like "Blackjack" is a blast at the domestic crackdown on civil liberties, while the epic closer "The New York Times" takes on 9/11 angst with urgency and hopefulness. (RT)



Minus 5, *Down With Wilco* (Yep Roc): Wilco actually outnumbers the Minus 5 four to three on this oddball collaboration, but the Chicago band takes a supportive role to Minus 5 protagonist Scott McCaughey, who's written or co-written all 13 songs, and whose pop scholar's sensibility shapes the arrangements—as usual, he dares you to spot the Beach Boys and Byrds lifts. Like XTC's Andy Partridge, McCaughey is a wry jokester (he's subtitled the record "A Tragedy in Three Halves"), his tongue-in-cheek persona conveyed by an endearingly wobbly tenor. Quintessential line: "They call me DJ Mini-mart/cause that's where I work" (from "Retrieval of You"). Wilco seems to have carted over all the leftover noise from Yankee Hotel Foxtrot and dumped it here, but in this context it's transformed into the sort of aural whimsy found at the end of *Pet Sounds*. (BS)

Richard Thompson, *The Old Kit Bag* (Cooking Vinyl/SpinArt): This supreme British singer-songwriter and ace guitarist's 25th album (not counting his LPs with Fairport Convention) is a stunner, packed with fierce, aching melodies and scorching axework. Working this time in a trio format with his son Teddy on upright bass and Michael Jerome on drums, Thompson coaxes his fusion of pop-rock and traditional folk forms to new zeniths of intimacy, intrigue and inner vision. Among the many gems: the darkly lyrical "Gethsemane," the slyly menacing rocker "I'll Tag Along," the galloping, bittersweet "She Said It Was Destiny" and the Jihad's-eye-view showstopper, "Outside of the Inside." (SG)



rock2k mugs

ON A GROHL: Though at first glance one might simply think, "Oh, there's Dave Grohl with yet another band," closer inspection reveals that the individual at left is not Grohl's latest wild-eyed, axe-wielding sidekick, but none other than **Westwood One** VP Entertainment **Max Krasny**. Grohl (r) and **Foo Fighters** sidekick **Taylor Hawkins** (wild eyes were contained by shades) joined Krasny and **Q101's Sludge** (3rd from r) and **Nikki Chuminatto** (2nd from r) for a little pre-Grammy cheese-saying, before finding the deli tray for some actual cheese-eating. While Grohl superfan Chuminatto appears thrilled in this photo, she had yet to be sucked into a knock-down, drag-out brawl with a very territorial **Erika Strada** (not pictured) to determine sidling-up-to-Dave rights. We hear it ended in a draw.



SPEND THE NIGHT: In a scene from the **Inaugural Donnas Sleepover 2003**, several lucky raffle winners gathered for cookies and hot cocoa (bourbon optional) before slipping into PJs and getting down to some serious pillow talk. In honor of this first-of-its-kind slumber party, as well as **The Donnas'** breakout success, **WXRK's Donna P** (aka **Mike Peer**, left) and **Donna K** (aka **Steve Kingston**, 4th from r) were given first dibs at the evening's Spin the Bottle and Truth of Dare games, respectively. When that resulted in **Atlantic's Donnas S** and **G** (kneeling) spending half an hour in the closet together, all bets were off. While Donnas P and K opted to remain in New York, we're told that S and G have moved into the Donnas tour bus and are working on some very dirty denim as this goes to press.



THEY HAD THE FUNK: Lo these 10 years ago, back when some had the audacity to think the world wouldn't end in a blinding white flash followed by a nuclear winter survivable only by the lowly cockroach, some of the whitest white people in the history of whiteness gathered 'round funkmaster **George Clinton** for a trade photo. Getting a taste of the Mothership Connection for themselves, however, was a headier experience than some expected. "Mr. Clinton, when you say, 'Why must I be like that/Why must I chase the cat/Nothin' but the dog in me,' are you referring to a particular animal psychology study?" asked then-**Mercury's Marc Chotiner**. "Hey man, smell my finger," Clinton replied. Seen wondering what they look like standing next to a legend (and whether any marriages will result) are (l-r) former **KROQ** and **Darcy Sanders**, then-**Capitol** VP Promotion **Phil Costello**, **Island's Howie Muira** with then-girlfriend-now-wife **Julie**, Clinton, Chotiner and **Jack Fulmer**, Darcy's then-boyfriend-now-husband.

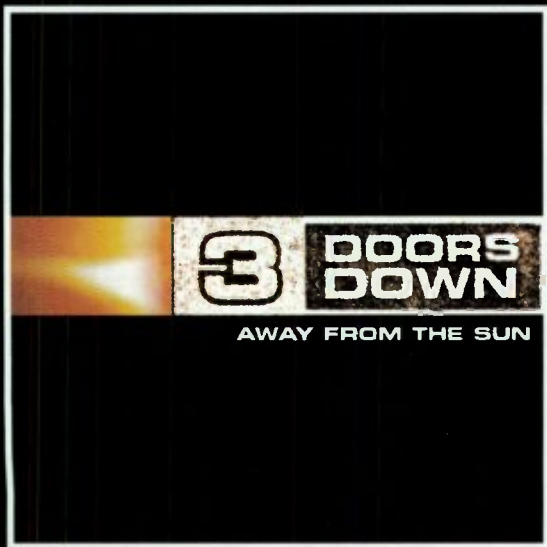




"THE ROAD I'M ON"



GOING FOR ADDS
3/17



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AWAY FROM THE SUN

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SINGLE "WHEN I'M GONE"

CERTIFIED PLATINUM

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KNXX WRWK & MORE



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World Radio History



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World Radio History





THE BLOCK

Everything you need to know from the street.



\$\$\$ SHOT

HIP-HOP HARUMPH: Elektra artist **Fabulous** (!) and J Records hitmaker **Busta Rhymes** point their fingers in a desperate attempt to establish the blame for their appearance in this useless rag. "They told me this was for *Architectural Digest*, yo," Fabolous grumbled. In a possibly related story, playing Busta's "Make it Clap" can actually cause an electrical shortage in the homes of most older Americans.

HOLDIN' IT DOWN...



CHRIS LIGHTY
SR. VP JIVE

There's a new "Light"-y on at Jive. Vet segues to exec post at label, remains President of Violator.



EMINEM
SHADY/AFTERMATH/INTERSCOPE

8 Mile DVD streets 3/18, with mega-millions expected to move. Ka-ching!



JOE HECHT
VP CROSSOVER ELEKTRA

Crossover kingpin moves hit through system, basks in glow of absolutely Fabolous 200k+ retail debut.



SCOOTER B. STEVENS
PD KQBT AUSTIN

And the "Beat" goes on, as station returns to #1 spot in market.

Lil' Mo

4EVER FEATURING FABOLOUS

THE PREMIERE SINGLE FROM THE NEW ALBUM
MEET THE GIRL NEXT DOOR

ALBUM IN STORES APRIL 29

YOU'VE GOTTEN TO KNOW HER AS THE
VOICE OF CHART-TOPPING HITS BY HIP
HOP'S BIGGEST STARS. AS AN ARTIST
AND SONGWRITER IN HER OWN
RIGHT. AS A SUPERWOMAN.
BUT SHE'S REALLY JUST
BEEN THE GIRL NEXT
DOOR 4EVER.



R&B Monitor: 40* DEBUT!!!

R&B Mediabase: 41* - 36*

New This Week:

WGZB	WPRW	WPGC	WJHM
KTTB	KSFM	KDGS	KWID
WRED	WJFX		

Total Urban Spins: 855, +80

Great Spins at:

WUSL	41x	WAMO	33x
WOWI	20x	KNOU	28x
WQOK	20x	WBTJ	23x
KJMM	23x	WTMG	25x

Video in Rotation



PRODUCED BY BRYAN MICHAEL COX FOR BLACKBABY ENTERTAINMENT
CO-PRODUCED BY CRAIG LOVE FOR C'MORE MUSIC INC.
EXECUTIVE PRODUCERS: LIL' MO FOR HONEYCHILD ENTERTAINMENT, INC.,
MERLIN BOBB & JAY BROWN • CO-EXECUTIVE PRODUCER: A.L. "GEE" STONE
MANAGEMENT: VIOLATOR MANAGEMENT

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IT ONLY TOOK A YEAR FOR FABOLOUS TO GO FROM STREET...
TO STREET DREAMS



#3 ALBUM SOUNDCAN DEBUT!!!
NEARLY 200,000 UNITS SCANNED FIRST WEEK!!!
HOT 100 AUDIENCE APPROACHING 40 MILLION

FABOLOUS

PLATINUM PLUS DEBUT ALBUM GHETTO FABOLOUS TWO SMASH SINGLES CANT DENY
IT & YOUNG'N (HOLLA BACK) SPOKESMAN FOR EA SPORTS NBA LIVE 2003 VIDEO
GAME STAR OF NEW REEBOK CLASSICS TV CAMPAIGN, WITH EVE SPOKESMAN FOR
MITCHELL & NESS EXCLUSIVE NEW LINE OF NBA AND NFL SPORTS APPAREL

AND NOW THE PREMIERE SINGLE FROM THE NEW ALBUM *STREET DREAMS*

CAN'T LET YOU GO

FEATURING MIKE SHOREY AND LIL' MO

RHYTHMIC MONITOR: 16* - 14* +240

R&B MONITOR: 27* - 21*

R&B MEDIABASE: 30* - 24*, 1030 +171

TOTAL URBAN SPINS: 1927, +456

NEW THIS WEEK:

KKDA WBLK WZFK

HUGE PHONES EVERYWHERE INCLUDING:

KUBE 50x	KXJM 40x	WJMN 55x	KPWR 35x
XHTZ 50x	WBBM 50x	KQKS 50x	KYLD 45x

Great Spins at:

WWPR 28x	KKBT 21x	WUSL 21x	WKYS 22x
WBOT 26x	WDTJ 20x	WHTA 21x	WIZF 25x

VIDEO IN ROTATION AT



TRACK PRODUCED BY JUST BLAZE FOR F.O.B. ENTERTAINMENT/N.Q.C. MANAGEMENT &
ROC THE WORLD CO-PRODUCED BY E-BASS FOR E-BASS MUSIK/N.Q.C. MANAGEMENT

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CROSSOVER



YOU FEEL ME?

by Liz Montalbano

GUILTY OR NOT GUILTY? So, of course I was selected for jury duty and spent most of last week on a case. We deliberated on Friday, but haven't come up with a verdict. So I have to go back Monday (I'm writing this on a Sunday night again). Didn't I tell you that I have little to no luck and would have to do this shit? And it's really harder than I thought it'd be. It's kinda nerve-racking to have a person's fate in your hands. It's crazy. Anyway, I hope by the time you're reading this, I'll be back at my desk. It's getting a bit tedious. And getting up at 6:30 a.m. just to get work in is no fun, either... And how about this new **Monica** record? Cute, right? **Michael Williams** and the rest of the **J** staff will get this, I'm sure. They're gonna be all over it, since the last one was a brick. Watch them... Where the fuck did this **Frankie J** record come from? Out of nowhere, I can tell you that. Apparently it's **Charles Chavez's** artist. Go, Charles! It has just exploded onto the scene, immediately piquing the interest of majors like **WKTU, KPWR, WNVZ, WLLD, KZZP** and **KYLD**. And they have a shitload of secondaries killin' it, too. This will be big for **Columbia**. Speaking of **Columbia**, **Lisa** and staff continue to kill the **Nas** single. And this **DJ KaySlay** record is my shit. Watch this single move fast. Already in solid rotation at **HOT 97, KBMB, KKBT** and **KSEQ**... I have to say that I'm really feeling this **Talib Kweli** record. Are you hip? **Maffei** and company already have interest from many, including **HOT 97, KBMB, WMBX, KMEL** and **KPWR**, to name a few. Watch how **Tom's** first "official" record at **MCA** moves. He's not playin'... Another single that's going to grow rapidly and be big is **Da Brat**. It was kind of leaked out there at first, but most folks have it now. **KPWR, KSFM, KUBE, WJNH** and **KVEG** are all leading the way with "In Love Wit Chu." **Sackheim's** on it... Are you into this **Bone** record yet? Well, a whole bunch of heavy hitters are. Just ask **Orlando, D Rock, Michael Martin** and **Eric Powers** what they think. I personally think it's hot to death. I love the whole concept... **Stagga Lee** is another new project that should be recognized. "Roll Wit M.V.P." is already all over **KXJM, KQKS, Z90, KYLD, KQBT, PWR 96** and a host of others. I'm so excited that it made its grand



DA BRAT:
Radio's "In Love Wit Chu".

entrance onto the chart last week. Job well-done by the folks at **ArtistDirect**, but specifically by **Phil Mataragas**, who's spearheading the push at **Rhythm/Crossover**. Watch it climb... The remix of **Ginuwine's** "Hell Yeah" is floating out there right now. Think it'll extend the life of the single? **Pokora** also has **B2K** in full swing. "Girlfriend" is a hit... **Fabulous'** album did very well its first week. I'm impressed. The single is really just on its way, but **Elektra** seemed to pull it together and reach much of his audience. Great sales job there. And, of course, a great radio promotion job as well, with **Joe** and **Cord** continuing to ride "Can't Let You Go" up the charts while positioning **Lil' Mo** and **Fab** at the same time. I really believe the **Mo** record is a hit. If you're not playing it, or not paying too much attention to it, you really need to pull it out again. It's definitely a record. Don't miss it... What else do I like? Oh yeah, have you heard about this **Ms. Dynamite** record? Sooo good. It's on **Interscope**, so call **Nino** for a copy. And I'm feeling more and more of a buzz on this **702** single each week. **Gary Marella** pulled in some heavies over the last couple of weeks, including **Jazzy Jim, Scooter, D Rock, Diana Laird** and **Pattie Moreno**. "I Still Love You" could get big in the next couple of months, so keep your eye on it. That's about all for now. I've just about had enough of working on a Sunday. So unsexy. Hope you're having a fabulous week and I'll catch up next. But before I roll... **ALBUM:** **Javier** (you must get a copy from **Capitol**). **SINGLE:** **KaySlay**. **VIDEO:** **B2K's** "Girlfriend." **MOVIE:** *The Life of David Gale*. **PERSON:** **Lisa Ellis**. **LOVE:** **Christine Kroon** (my sister). Oh, and happy birthday to me. Hit me at eliz0315@aol.com. Never forget.

HITS March 14, 2003

NO SHOTS



BIG SHOTS: Shady/Aftermath/Interscope sensation **50 Cent** (r) explains for 2,478th time how he took nine bullets and survived, this time to **WCHH** Charlotte's **Stu Robinson**. After processing this information for a moment, **Robinson** recounted his own harrowing story. "When I got my tonsils out it hurt a lot," he shared. "But then I got to have any kind of ice cream I wanted. Yay!"



MVP

DUSTY HAYES
PD / KTTB / MINNEAPOLIS

Early trends indicate the **Winter ARB** may be a rough one for the format. But some stations still look good, and this week's **MVP** shout goes out to one of them—**PD Dusty Hayes' KTTB** in Minneapolis. First **Winter** numbers show his **B96** up 3.6-4.1 for **P12+** behind a full share jump in the **P18-34** target demo. Furthermore, these numbers are the highest in the **Radio One** outlet's history! "In my first five months, we've really tightened up the station and given it a better focus," commented the veteran programmer. "I've increased the spins on our biggest records, added some imaging and unified our primary message—that we own hip-hop and R&B music for this market. And the audience is responding, with our **TSL** going up quite nicely. As for the future, I always tell people to just do the work and do it well; the ratings will take care of themselves. I make no **Arbitron** predictions, though—that's a fool's game!" Well, **Dusty**, we predict that you'll continue to drive up the numbers. And we feel qualified to say so. After all, where can you find bigger fools than us?...

CROSSOVER

R&R

CHR/RHYTHMIC

Powered By



LW	TW	ARTIST	TITLE	LABEL
1	1	50 CENT	In Da Club	Shady/Aftermath/Interscope
2	2	JENNIFER LOPEZ f/LL COOL J	All I Have	Epic
3	3	JA RULE f/ASHANTI	Mesmerize	Murder Inc./IDJ
4	4	MISSY ELLIOTT f/LUDACRIS	Gossip Folks	GM/Elektra/EEG
8	5	R. KELLY	Ignition	Jive
6	6	50 CENT	Wanksta	Shady/Aftermath/Interscope
5	7	AALIYAH	Miss You	Blackground/Universal
9	8	TYRESE	How You Gonna Act Like That	J Records
7	9	EMINEM	Superman	Shady/Aftermath/Interscope
12	10	JAY-Z	Excuse Me Miss	Roc-A-Fella/IDJ
11	11	FIELD MOB	Sick Of Being Lonely	MCA
13	12	SNOOP DOGG	Beautiful	Priority/Capitol
10	13	B2K & P. DIDDY	Bump, Bump, Bump	Epic
15	14	FABOLOUS	Can't Let You Go	DS/Elektra/EEG
22	15	SEAN PAUL	Get Busy	VP/Atlantic/Atl G
19	16	NAS	I Can	Columbia/CRG
17	17	LIL' KIM	The Jump Off	QB/Atlantic/Atl G
25	18	BUSTA RHYMES f/M. CAREY	I Know What You Want	J Records
18	19	GINUWINE	Hell Yeah	Epic
14	20	NELLY	Air Force Ones	Fo' Reel/Universal
20	21	JUSTIN TIMBERLAKE	Cry Me A River	Jive
21	22	2 PAC	Thugz Mansion	Amaru/Tha Row/Interscope
29	23	B2K	Girlfriend	Epic
16	24	KILLER MIKE	A.D.I.D.A.S.	Aquemini/Columbia/CRG
24	25	JAY-Z f/BEYONCE'	Bonnie & Clyde 2003	Roc-A-Fella/IDJ
27	26	2 PAC f/TRICK DADDY	Still Ballin'	Amaru/Tha Row/Interscope
26	27	BABY	What Happened To That Boy	Cash Money/Universal
23	28	TRINA f/LUDACRIS	B.R. Right	Slip-N-Slide/Atlantic/Atl G
—	29	FRANKIE J	Don't Wanna Try	Columbia/CRG
—	30	DMX	X Gon' Give It To Ya	Bloodline/Def Jam/IDJ

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most added

Artist	Title	Label
1. Nelly	"Pimp Juice"	Fo' Reel/Universal
2. Hot Boys	"My Section"	Cash Money/Universal
3. Dru Hill	"I Love You"	Def Soul/IDJ
4. Talib Kweli	"Get By"	Rawkus/MCA
4. Jurassic 5 f/Mya	"Thin Line"	Interscope

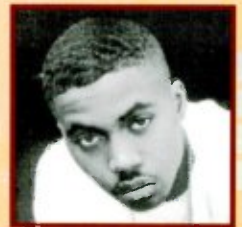
most requested

Artist	Title	Label
1. 50 Cent	"In Da Club"	Shady/Aftermath/Interscope
2. R. Kelly	"Ignition"	Jive
3. Nas	"I Can"	Columbia/CRG
4. Fabolous f/Lil' Mo	"Can't Let You Go"	DS/Elektra/EEG
5. 50 Cent	"Wanksta"	Shady/Aftermath/Interscope

RHYTHM NATION

by Mark Feather

EMOTIONAL ROLLERCOASTER: No, I'm not talking about the Vivian Green record on Columbia (though I must say the label has done an amazing job introducing this artist). Rather, I'm talking about the state of my personal life over the last week. Seriously, it's gone from the space where my head was at a week ago (approaching bliss), to where it was by late Friday evening (the depths of depression brought about by a sort of rejection), to the general vicinity of its location Sunday afternoon (when my workout was fueled by a combination of confusion and anger) to where it is now (somewhat on the upswing again following last night's conversation). Ahhh—aren't new, developing relationships grand? Yes, it's (to borrow the movie title) *All Over the Guy*—Jay. And, without going too deeply into it, let's just say that one of us is more ready to get involved than the other is. The challenge will now be to navigate the minefields ahead and allow our "thing" a chance to develop, given the trepidation we both have about all the risks involved. Man, I wish there were some kind of rulebook for this shit. Why am I telling you this? Because, obviously, I've thought about little else for the last several days and therefore am completely unprepared to write this column. Luckily, I did notice this morning that a few records are closing nicely, while a few others are literally exploding at radio. So, once again this week, the remainder of the column will be about the music. Besides, it'll be good to concentrate on something else for a minute... Gotta begin with the closers and a congratulations to everyone at Elektra



NAS:
"I Can" sell more CDs.

for the spectacular debut at retail for the Fabolous project. How's a #3 bow on the strength of close to 200k units? That's not too shabby, and it's obviously driven by the success of the current single at radio. "Can't Let..." nails a terrific close-out add at HOT 97 this week, even as it continues to request like crazy at WJMN, KSFM, KYLZ, WHZT and more. Yet, even with all the evidence, some remain unconvinced—something I just don't understand... While I'm on the subject of sales, did you check the 57-43 chart jump this week for Lisa Ellis' Nas record? A move like that on a project that's been out for a while now can only mean one thing—"I Can" is connecting with the audience and driving people back into the stores for the CD. Need further proof that this record is both connecting and closing? How 'bout #2 phones at WJMH and Top 10 phones at all of the following: WJMN, KSFM, WJHM and KKUU? Add to that the adult callout happening in both Boston and D.C., and it's plain to see that this record is most definitely for real. You still sleeping?... Now, on to the new jams that are straight blowin' up! First off, could this Frankie J. record be any hotter? After being #2 Most Added a week ago, it's among the Most Added again this week, picking up new commitments from KBBT, WWWX, KQBT, KWNZ and a bunch more. And, "I Don't Wanna Try" instantly melts down the phones, too, as reports of major request activity come in from all over, including cities like Albuquerque, Tucson and Honolulu. Smash... Not that I'm trying to be on Columbia's jock or anything, but they've also got one buzzing with this DJ KaySlay record. It sports solid early airplay at places like HOT 97, KBMB, KSEQ and WJNH, while earpicks continue to come in from people like Beata, Kevin Akitake and Mr. Clean. I'm feeling a lotta love out there for "Too Much for Me," and fully expect those who like it to come in over the next few weeks, while those that are already on it will begin to rotate it more... Also on the radar and making early noise is Rick Saddheim's Da Brat record, which doesn't even officially impact until 4/8. How can you miss with this one? It has a great spring vibe, a bunch of early airplay at terrific stations like KPWR, KUBE and KIKI, and is already pulling #4 phones at KSFM after just a single week of airplay. Hmmm—smells like a hit from here... And finally, though it's not quite ready for Rhythm yet, I just have to mention Michael Williams' Heather Headley jam, which was #2 Most Added at Urban this week. Why? Because I still remember this Jimmy Jam/Terry Lewis ballad from when she performed it during an L.A. showcase last August! That's the kind of impression it made on me then, and I urge you to be on the lookout for this—a hit that's waiting in the wings. "I Wish I Wasn't" is also already calling out Top 5 at WPGC and requesting Top 10 across the street at WKYS. Just remember who told you about it first... And that's about it for the music. Gotta go strap myself back in on the coaster. Wish me luck, and until next week—C-ya!...

ARTISTdirect Records
and M.V.P. Entertainment
proudly introduce

STAGGA Lee

36*-33* R&R Rhythm
958 Spins +137

Featuring the hit single
**"Roll Wit M.V.P."
(WE BE LIKE!
The 'La La'
Song)**

New This Week:
KUBE / Seattle
KXHT / Memphis
KBTU / Monterey

Top 10 Callout At:
KKFR / Phoenix
KXJM / Portland

New At Urban:
WBHH / Norfolk
KEDG / Alexandria



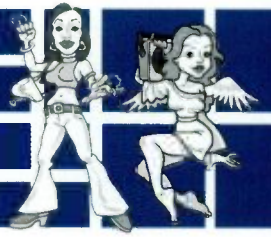
STAGGA

Produced by M.V.P. Entertainment.
Remixed by Bob Rosa and M.V.P. Entertainment.
From the forthcoming album, **Game Of Breath**. Coming Soon.



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World Radio History



HOT SHOT



GINUWINE TRAUMA: Epic artist Ginuwine (r) shares a tender moment at the HITS cesspool with our own Juliette Jones. It was the last he'd experience that day, as the barrage of stoned editorial assistants, incontinent dogs and crumbling plaster led the singer to conclude he'd wandered into an episode of *I'm a Celebrity—Get Me Out of Here!* In a related story, we're not celebrities but would very much like to get out of here...



Love is on the air.

SUPE-URB

MIKE LOVE
WWDM • Columbia

This week we have to send a shout-out to **Mike Love** at **WWDM**. Mike's had a long career in radio, and judging by his latest numbers, he'll be around for a long time to come. The latest ARB ratings show "The Big DM" jumping two full points, from a 5.7 P12+ in the Fall book to a 7.7 P12+ in the recent trends. Mike has made a lot of changes since the last book, including a revamped morning show, new mid-day and afternoon drive personalities and a new promotions director. He had this to say about the station's current success: "The people I work with are wonderful. I have a great staff that works hard every day. And, we do everything in a big way, because we're 'The Big DM.'" Meanwhile, here at **HITS** we're "The Big BM"—giving people the shits now and for years to come...

nah'msayin'

by Juliette Jones

LEARNING TO MAKE THE BEST OF IT: I know that I've spent most of my weekly space in this column complaining about how much I hate L.A., but I'm trying to turn over a new leaf and learn to enjoy it. I had dinner Friday night with my friend **Brad Davidson**, and that was great. He just started a new job at **Priority/Capitol**, and I'm so happy for him. We worked together at **Jive** for quite a few years, but we never lived in the same city, so this was a definite treat. I think he picked a great time to start working there, too, because they have a couple of records coming that are really good. They have a new rapper from St. Louis named **Chingy**, and his first single just shipped to mix show. I think this record is a hit, so make sure you check it out and tell me if you agree. Priority/Capitol also have a new R&B project from a young man named **Javier** that I love. I've been listening to the advance in my car for the last week, and I can't get enough. Please look for a single from him soon... Saturday, I stayed home and got some much-needed rest, which was great. I also cleaned up my apartment. I'm sincerely trying to get rid of all the shit in my house I don't need or use, but I'm something of a pack rat, so I think I'm going to need help. I guess I'll have to wait for Mom... Anyway, Sunday I went out to dinner with my girl **Lauren Wirtzer** from **Def Jam**, and that was cool, of course. After dinner, we went over to House of Blues for the **Ludacris** show, where we saw a bunch of people. I saw **Greg Powell** from **ArtistDirect**, who was there to check out openers **Smilez & Southstar**. They were good—I can't wait to see how their next single does. I also saw **Geo Bivins**, who was there because the aforementioned Chingy also did an opening set. **Kashon Powell**, **Chaka Zulu** and **Dorsey Fuller** were also there. The show was cool, but I had to work, so I had to break out early... There are some very interesting things happening in the music world lately, so let's get into that... How about this **Busta Rhymes & Mariah Carey** record, "I Know What You Want"? It is up over 400 spins and is #18 on the chart. And the video hasn't even hit yet. This is going to be a monster! In addition to Busta, **J Records** has a couple of other big songs in the works, including the new **Heather Headley**, "I Wish I Wasn't," which had a huge add week. This record is going to be big, too. If you haven't heard the new **Missy Elliott**-produced **Monica** single, "So Gone," stop reading right now and go get a copy. Can you say SMASH? Congratulations to **Ken Wilson**, **Cynthia Johnson** and **Nicole Sellers** on a great job on Heather and Busta... Last week **Stagga Lee** came by with some of the Artist Direct people to play us the remix of "Roll Wit M.V.P." If you haven't seen this guy on **BET**, make sure you look out for him. His single is steadily growing on the Urban chart... I talked to **James Brown** from **Columbia** last week and he was telling me about the new **KaySlay** single "Too Much For Me" featuring **Nas**, **Foxy Brown**, **Baby** and **Amerie**. They have over 200 spins two weeks before impact, including double digits at **WJLB**, **WQHT**, **WWHV**, **KBFB** and **KKBT**. Don't miss this one... How about **Lil' Kim**? I saw her episode of "Driven" on **VH1** this weekend, and it really made me like her a lot more. She really seemed like a survivor who has had to overcome a lot, and she has obviously been able to do that in her own way. The **Queen Bee** is back in a big way! Her current single is #8 on the chart with over 2,000 spins, and her album had a great debut. Congratulations to **Atlantic**. That's it for me! Hellos: **Ant Fail**, **Arlinda Garrett**, **Brad Davidson**, **Gita Williams**, **DJ Boogie** and **Shawn Norman**.



HEATHER HEADLEY
Head of the pack.

Urban

say what?



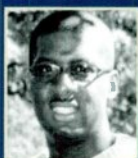
Suga Bear
WRJZ Albany
 Heather Headley • "I Wish I Wasn't" • RCA

"Give this record a chance; it will work on mainstream radio. Listen to it."



Cedric Hollywood
WEDR Miami
 50 Cent • "21 Questions" • Shady/Aftermath/Interscope

"This record is the shit!"



Aron Maxwell
WBTJ Richmond
 Monica • "So Gone" • J Records

"The best record I have heard this year."



Mike Love
WWDM Columbia
 Snoop Dogg • "Beautiful" • Priority/Capitol

"I am a die-hard Snoop fan. I love this song."



Darryl Huckaby
WKYS Washington, DC
 Heather Headley • "I Wish I Wasn't" • RCA

"This record is a smash! She is a new core artist for DC radio. #1 in callout."



K.J. Holiday
WJLB Detroit
 Monica • "So Gone" • J Records

"I think this record is a smash. Exactly what radio needs."

R&R Urban mainstream Powered By

LW	TW	ARTIST	TITLE	LABEL
1	1	50 CENT	In Da Club	Shady/Aftermath/Interscope
2	2	R. KELLY	Ignition	Jive
5	3	TYRESE	How You Gonna Act...	J Records
7	4	JAY-Z	Excuse Me Miss	Roc-A-Fella/IDJ
3	5	MISSY ELLIOTT f/LUDACRIS	Gossip Folks	GM/Elektra/EEG
6	6	JENNIFER LOPEZ f/LL COOL J	All I Have	Epic
4	7	AALIYAH	Miss You	Blackground/Universal
11	8	LIL' KIM	The Jump Off	QB/Atlantic/Atl G
8	9	JUSTIN TIMBERLAKE	Cry Me A River	Jive
13	10	SNOOP DOGG	Beautiful	Priority/Capitol
10	11	FIELD MOB	Sick Of Being Lonely	MCA
12	12	NIVEA	Laundromat	Jive
9	13	JA RULE f/ASHANTI	Mesmerize	Murder Inc./IDJ
14	14	BABY	What Happened To That...	Cash Money/Universal
17	15	NAS	I Can	Columbia/CRG
18	16	GINUWINE	Hell Yeah	Epic
20	17	SEAN PAUL	Get Busy	VP/Atlantic/Atl G
23	18	B. RHYMES f/M. CAREY	I Know What You Want	J Records
16	19	MARQUES HOUSTON	That Girl	A&M/Interscope
15	20	50 CENT	Wanksta	Shady/Interscope/UMG Strx
27	21	WAYNE WONDER	No Letting Go	VP/Atlantic/Atl G
29	22	B2K	Girlfriend	Epic
24	23	VIVIAN GREEN	Emotional Rollercoaster	Columbia/CRG
30	24	FABOLOUS f/LIL' MO	Can't Let You Go	DS/Elektra/EEG
26	25	COMMON f/MARY J BLIGE	Come Close	MCA
—	26	FLOETRY	Say Yes	DreamWorks
22	27	DRU HILL	I Should Be...	Def Soul/IDJ
28	28	SYLEENA JOHNSON	Guess What	Jive
—	29	KILLER MIKE	A.D.I.D.A.S.	Aquemini/Columbia/CRG
25	30	B2K & P.DIDDY	Bump, Bump, Bump	Epic

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most added

Artist	Title	Label
1. Dru Hill	"I Love You"	Def Soul/IDJ
2. Heather Headley	"I Wish I Wasn't"	RCA
3. Nelly	"Pimp Juice"	Fo' Reel/Universal
4. Talib Kweli	"Get By"	Rawkus/MCA
5. Bonecrusher	"Neva Scared"	Arista

most increased

Artist	Title	Label
1. Jay-Z	"Excuse Me Miss"	Roc-A-Fella/IDJ
2. B. Rhymes f/M. Carey	"I Know What You Want"	J Records
3. Jaheim	"Put That Woman First"	DM/Warner Bros.
4. Sean Paul	"Get Busy"	VP/Atlantic/Atl G
5. Snoop Dogg	"Beautiful"	Priority/Capitol

IN THA MIX

by Ricky Leah Mensh



SUGGESTION BOX... We've talked about how to right what's wrong w/hip-hop endlessly in this space. We in the mix have talked about it @ conventions, on the phone one-on-one, in small groups & larger ones, like on our weekly Commercial Radio Mix Show Conference Calls for close to 10 yrs. now, face-to-face as this DJ haz traveled the country over the yrs., via e-mail, 2-way & in almost any other conceivable manner of communication that's left. There are three things that we all seem to agree on. One iz our satisfaction, to this point,



Wolf "Motel 6" D

w/ta amount of opportunity that'z come about az a rezult of the commercial success of hip-hop. Second, the mass media's portrayal of hip-hop continues to suck, tho we in the mix agree that those in hip-hop who get in trouble w/ta law, for example, only continue to feed those that hate us in the press w/well-founded ammunition. The other iz, there's still much to do to improve hip-hop. A lotta DJ'z dissatisfaction centers around what they consider to be a noticeable decline in the caliber of the muzic that'z dead-center of the culture. **Wolf D (WYLD):** "I'd like to see us take more control of the culture from a business standpoint and I'd also like to see us take more responsibility for all the BS we're putting out. Musically and image-

wise, there's just too much garbage out there!" **Steve Maestro (WGCI):** "Sign Lincoln Bless, produced by Linx & Miggedy! Hip-hop needs BALANCE and Lincoln Bless and I are prepared to help balance the scales!" **Jelly (Syndicated):** "EDUCATION. There should be music education in middle school." **Rory Mack (KLUC):** "Reinforce the message to artists and fans that 'KEEPING IT REAL' lyrically symbolizes cultural awareness, and not for the community to advocate the awareness through negative action. Long story short, KEEP THE GAME ON WAX & LEARN SOMETHING FROM IT!" **Hideo (KKBT):** "Hip-hop needs to go back to the basics... good music, literature, dancing, etc. Hip-hop is so into music instead of culture..." **Babey Drew (WWHV):** "Hip-hop is really being lost right now, with songs like 'Air Force Ones' endorsing sneakers. Also, music is being recycled like it's going to help the ozone layer. Creativity has become a gimmick and originality has become, 'What new designer can I talk about in my song?'" **Nappy Wilson (KXHT):** "As far as the music industry is concerned, it needs to start putting people in positions with adequate experience who have earned them. NO MORE FUCKIN HOOK-UPS!!!! I am sick of that old shit about it being my boy, so I am going to get him in.

There are too many A&R execs, or people who think they are, that can't hear a fart, let alone a hit record. It is about the consumer and the audience. PDs and A&R execs are the gatekeepers of this shit, but they are too busy worrying about lining their pockets and flossing instead of pounding the streets looking for some real talent. But if you really want to keep it real, it's the DJs they should solicit for consultation. The DJ knows what the people want because they get an instant response. Fuck the research, TSL, the Cume, and these dumbass consultants who don't know their asshole from their head. They only spend two to three days in a market, but they can tell a PD how to program a playlist? This is some bullshit. In closing, this download shit, payola shit and non-diversity will be the demise of the music industry and true artists as we know them. **THIS SHIT AIN'T NO GAME!!!!!!**" **Orion (WXAJ):** "Hip-hop is presently in a sad state of affairs. This is due largely in part to key radio executives and labels robbing Peter to pay Paul (payola). This will ultimately bring the industry to its knees, as was illustrated last year by the disaster experienced by all major record labels and distributors. The key to re-growth is to purify the source and give back the power to the listener in deciding the fate of records. Simply put, the consumer will make or break this business we all love. The solution is simple—make better records and break them on the streets and radio before putting a bogus corporate pick in rotation." **Fusion (KSXY):** "All these artists stirring up bullshit with other artists (I won't say any names) to create some hype/promo scheme need to quit NOW. They should be focused on making some dope music instead of recording tracks talking trash about each other. Not only is it drama, but it can lead to some headline news in the end. Adding to the fucked-up image hip-hop is carrying right now." **Mark Mac (KXJM):** "We all know what to do. Let's stop talking about what we're gonna do and start doin what we're supposed to do..." **Mr. Mac, like all the DJz whoze comments U just read, makes a great point: It'z all about what we do much more than what we say we're gonna do... Congratz to Mr. Kelly & Fat**



Rory Mack

Joe, who DEBUTS #1 on this week's Commercial Radio Mix Show DJ Conference Call, while **Keith Murray** goes #1 on the unda. A "standin O" for the other new pix this wk: **Busta/Mariah, Choppa** (who goes from the Unda to Commercial), **Common, DJ KaySlay, Joe Budden, 50 Cent's "Pimp"** and **David Banner**, who gives Mr. **Steve Rifkind, Gobby** & crew their first Conf. Call pick under their new label, SRC Records. Look for **Monica/Missy (J Records), Da Brat (Arista)** and **Jay Z** to all be Conf. Call pix in a minute, while **Bone Crusher** moves up into regular ro status in a few az well... **Dubble hi-5z to Kid "The 13th Laker" Jay**, who just became a co-host of **Laker TV**, which iz filmed & broadcast live on all the TVz @ Staples before every game. For now, he's doin' the Sunday games & iz rotated in on sum Saturdays az well, along w/one of five rotating Laker Girls cheerleaders who host the show weekly. The show, not Jay, iz 35 mins. long & includes interviews w/players & other key folks in the Laker organization, NBA newz, community involvement, etc. Segments for the show are being used in Fox Sports' "SoCal" sports reports, too. Jay continues to DJ @ Staples for all home games during warm-ups, in hiz 13th yr. az a ball boy & happily letz **Shaq, Kobe**, the Laker Girls & us bust hiz ballz regularly. CONGRATZ, JAY!... More joy in Tampa. Hiz team won the big one, he's doin' well reppin EA Sports & now, **Mad Linx** haz moved hiz 1200z to WLLD from WTMP. He'll be doin sum PT on-air schuff & mixin, times TBD. **Linx:** "Props to WTMP's **Big Money Ced, Eric Storm** & my OG PD, **Larry Steele**. Glad to be makin' new moves in '03, thanx to WLLD's Orlando, as well as **Beata** & krew for welcoming me w/so much luv." I think I'm nauseous w/all this luv... Welcum back "Wake-Up Show" DJ extraordinaire **DJ Revolution**, who just gigged hard in Japan & while there, finally learned how to spell arigato & found the true meaning of "geisha"... If you're in Miami, you'll have to wait til this comin' Mon. (3/17), for the debut of **The Baka Boyz** on WMIB/103.5. Their foot massage @ the spa @ the Delano ran longer than expected... For folks w/unginz, get **Doug E.** Fresh's new children's book **Think Again**, which comes with a CD w/sum "fresh" **Doug E.** rhymes & iz geared towards kids of different races gettin' more harmonious w/one another... Happy March b-daze to **Steve Rifkind, Mr. Choc (KPWR), DJ Revolution, DJ Law (WOWI), DJ Rags, Liz "Ella" Montalbano, DJ Buck (WWKX), C-Minus (KPWR), Kim James (WJLB), Kid Fresh (WZMX), Paris Rose, my girl Anette Sharvit (Pookie) & my attorney/long-suffering Giants/Knicks/Rangers fan, Doug "Jergens" Davis (Davis, Shapiro, Lewitt, et al.)... Special congratz to Titans fanz the "Hawk" & hiz wifey **Liz "Eddie" Kiley** az the Hawk won 64k on **Who Wants To Be A Millionaire!** Looks like dinner @ Princetons on you—again...**



Mad Linx can now afford new Adidas.

ARTIST

1. **R. KELLY f/FAT JOE**
2. **50 CENT f/NATE DOGG**
3. **SEAN PAUL**
4. **BUSTA RHYMES f/MARIAH CAREY**
5. **CHOPPA**
6. **NICK CANNON**
7. **NAS**
8. **DAVID BANNER**
9. **COMMON**
10. **DJ KAY SLAY**

TITLE

Who's That
21 Questions
Get Busy
I Know What You Want
Choppa Style
Your Pops Don't Like Me
I Can
Like a Pimp
Come Closer
Too Much for Me

LABEL

Jive
Shady/Aftermath/Interscope
VP/Atlantic/Atl G
J Records
No Limit/Universal
Nick/Jive
Columbia/CRG
SRC/Universal
MCA
Columbia/CRG

OUTTA THA BOX

weekly conference call winners

ARTIST	TITLE	LABEL
1. R. KELLY f/FAT JOE	Who's That	Jive
2. 50 CENT f/NATE DOGG	21 Questions	Shady/Aftermath/Interscope
3. SEAN PAUL	Get Busy	VP/Atlantic/Atl G
4. BUSTA RHYMES f/MARIAH CAREY	I Know What You Want	J Records
5. CHOPPA	Choppa Style	No Limit/Universal
6. NICK CANNON	Your Pops Don't Like Me	Nick/Jive
7. NAS	I Can	Columbia/CRG
8. DAVID BANNER	Like a Pimp	SRC/Universal
9. COMMON	Come Closer	MCA
10. DJ KAY SLAY	Too Much for Me	Columbia/CRG
underground ▼ ▲ commercial		
1. KEITH MURRAY f/DEF SQUAD	Yeah, Yeah U Know It	Def Jam/IDJ
2. TALIB KWELI	Get By	Rawkus/MCA
3. M.O.P	Live From Ground Zero	Columbia/CRG
4. BONE CRUSHER	Never Scared	Arista
5. SKILLZ	Rap Up 2002	Rawkus/MCA
6. JOE BUDDEN	Pump It Up	Def Jam/IDJ
7. 50 CENT	Pimp	Shady/Aftermath/Interscope

MIX PIX



G-Wiz **WJBT**

EBC at Rucker Park
MELEE Entertainment

"If you don't have this DVD, you NEED to get it!!"



Wolf-D **WLYD / XM Satellite**

Spragga Benz
"I Wanna"
Mirage Music

"Damn!!! This joint is on some smoooved-out/R&B-meets-reggae-with-a-southern-bounce-flow type shit! Off the fuckin' meter! If by any chance you work for a station whose target demo is FEMALES, then you need to be all over this one! Remember, Wolf-D told you first!"



Raphiki **KPWR**

Busta Rhymes f/Mariah
"I Know What You Want"
J Records

"This is the heater for the late-night creep. The track is hot and Busta couldn't have picked a better person to collab with."



DJ Sincere **KPFT / XM Satellite**

Da Brat
"In Luv Wit Chu"
So So Def/Arista

"Instant phones from the ladies on this joint. The Brat-Tat-Tat-Tat is back fo sho and just in time for some spring fever. This track will work well in any timeslot. Don't sleep!"



Steve Bilchik **MTV**

Joe Budden
"Pump It Up"
Def Jam/IDJ

"Look for this to start in the clubs... Joe Budden is gonna be making his presence felt soon!!"



Mike Baxter **Comcast Cable**

David Banner
"Like a Pimp"
SRC/Universal

"Two of my favorite artists who run their areas finally getting together to do it up right. Banner is a star, *period*. And the people who signed Lil Flip are back with their new labels so it's only right they put out the best Down South single this year. And, to be honest, this is my favorite joint so far in 2003!"



King Ron **WHJX**

Bone Crusher
"Never Scared"
Arista

"The official riot-starter in the club. Make sure your security squad is up and ready when you drop the needle on this one! With help from Killer Mike & T.I., this joint will be strong for a while."



DJ G Spot **WLZ / KDON / WQQK / XM Satellite**

Lil' Kim f/Twista
"Thug Luv"
Atlantic/Atl G

"Lil' Kim & Twista—the hottest combo with the hottest joint on her album. Most requested Lil' Kim joint right now! Killin' it in the clubs!"



TOP TENS

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

WINNERS



MOST #1'S

1. 50 CENT
2. NORAH JONES
3. FABOLOUS

MOST TOP 5's

1. 50 CENT
2. NORAH JONES
3. FABOLOUS

MOST TOP 10's

1. NORAH JONES
2. 50 CENT
3. FABOLOUS

WHEREHOUSE MUSIC

KEVIN MILLIGAN
176 Retail Stores
(Torrance)

WHEREHOUSE MUSIC

1. 50 CENT
2. FABOLOUS
3. R. KELLY
4. NORAH JONES
5. CHICAGO (ST)
6. LIL' KIM
7. EVANESCENCE
8. DIXIE CHICKS
9. KID ROCK
10. EMINEM

hastings

MIKE FULLER
151 Retail Stores
(Amarillo)

HASTINGS

1. 50 CENT
2. EVANESCENCE
3. NORAH JONES
4. R. KELLY
5. KID ROCK
6. RODNEY CARRINGTON
7. FABOLOUS
8. DIXIE CHICKS
9. EMINEM
10. DAREDEVIL (ST)

HMV

JEFF DAVIDSON
9 Retail Stores
(NYC)

HMV

1. NORAH JONES
2. R. KELLY
3. 50 CENT
4. LIL' KIM
5. FABOLOUS
6. COLDPLAY
7. SEAN PAUL
8. GRAMMY NOMINEES 2003 (VAR)
9. FREEWAY
10. JOHN MAYER

TOWER

MICHAEL SOLOMON
97 Retail Stores
(Sacramento)

TOWER NATIONAL

1. NORAH JONES
2. 50 CENT
3. LIL' KIM
4. FABOLOUS
5. EVANESCENCE
6. R. KELLY
7. CHICAGO (ST)
8. THE ATARIS
9. COLDPLAY
10. SEAN PAUL

Universal

SAM CASS
4000+ Accounts
(Philadelphia)

UNIVERSAL ONE-STOP

1. EVANESCENCE
2. 50 CENT
3. R. KELLY
4. FABOLOUS
5. B.G.
6. LIL' KIM
7. NORAH JONES
8. FREEWAY
9. SEAN PAUL
10. CRADLE 2 THE GRAVE (ST)

You'll find it at Fred Meyer

BRIAN STEVENS
130 Retail Stores
(Portland)

FRED MEYER

1. NORAH JONES
2. 50 CENT
3. EVANESCENCE
4. DIXIE CHICKS
5. KID ROCK
6. AVRIL LAVIGNE
7. CHICAGO (ST)
8. JOHN MAYER
9. GRAMMY NOMINEES 2003 (VAR)
10. JOSH GROBAN

AEC ONE STOP GROUP

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

ALLIANCE

1. NORAH JONES
2. LIL' KIM
3. CHICAGO (ST)
4. EVANESCENCE
5. FABOLOUS
6. DIXIE CHICKS
7. COLDPLAY
8. R. KELLY
9. JOHN MAYER
10. THE ATARIS

Virgin

VINCE SZYDLOWSKI
23 Retail Stores
(Los Angeles)

VIRGIN NATIONAL

1. NORAH JONES
2. 50 CENT
3. EVANESCENCE
4. LIL' KIM
5. CHICAGO (ST)
6. COLDPLAY
7. R.KELLY
8. FABOLOUS
9. JOHN MAYER
10. GRAMMY NOMINEES 2003 (VAR)

Newbury Comics

NATALIE WALIEK
25 Retail Stores
(Boston)

NEWBURY COMICS

1. 50 CENT
2. EVANESCENCE
3. FABOLOUS
4. NORAH JONES
5. AUDIOSLAVE
6. LIL' KIM
7. COLDPLAY
8. THE ATARIS
9. CRADLE 2 THE GRAVE (ST)
10. JOHNNY CASH

HITS

RERAP

BY MARK PEARSON

As you read this, you may well be wandering the halls of the lovely Orlando Marriott experiencing the glory that is the final edition of the NARM Spring Classic. After this year, the confab will move to August, with the 2004 get-together slated for a return to San Diego. Much has changed since last year. WEA's lost one legend and got another as **Dave Mount** called it a career and Warner Music Group honcho **Roger Ames** tapped **Jim Caparro** to head the company. With the offices now moved to N.Y., and the likes of **John Esposito** and **John Madison** on board (beginning to see a pattern here yet?), it's seems like a re-birth of PGD, not incidentally a former perennial winner of NARM distributor of the year honors. Changes at **Sony Music Distribution** are also sending shock waves through the business, with vet **Danny Yarbrough** reportedly announcing his retirement, and the rumor mill hasn't been quiet since. It seems clear that his top two executives, **John Murphy** and **Craig Applequist**,

will also be leaving, which means two of the largest distributors in the nation have gone through a total make-over in less than one calendar year. Meanwhile, does **Epic** sales honcho **Bill Frohlich** head up a combined Epic and **Columbia** sales department with **Tom Donnarumma** moving over to distribution, or vice versa? Who will head the new SMD? **Pete Jones**? **Bob Jamieson**? **Donnarumma**? **Frolich**? A new name that's been getting play over the last few days is **RED** honcho **Ken Antonelli**. In any case, it will be more than a little surreal having **Paul Smith**, one of the architects of modern distribution, being honored posthumously at this year's NARM convention with only a skeleton staff of SMD constituents on hand... **Wherehouse Music** continues to wend its way through Chapter 11, having obtained its ability to return product for credit, but still navigating the financial waters to obtain its DIP (debtor in possession) financing while trimming its stores to 175, down from a one-time high of more than 600 locations. **Tower** continues its restructuring. After a few key store closures, they take four territorial directors and 11 product directors and trim them to nine retail directors. **Wayne Ennes**, **Jane Kleve**, **Chuck Thomas** and **Gayle Boswell** exit. **Bill Duffy** becomes VP Field Ops., **John Fraser** is named VP Retail Analysis and **Rick Timmermans** moves to the home office as Dir. of Video. In the meantime, see you all at the bar.

A NARM SALUTE



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magazine
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Award Winning
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EARPICKS

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

WINNERS

- | | | | | | | | |
|----------|--------------------------|------------------|---------------|-----------|-----------------------------|-----------------|------------------|
| 1 | C. AGUILERA | Fighter | (RCA) | 6 | GOOD CHARLOTTE | The Anthem | (Epic) |
| 2 | EVANESCENCE | Bring Me To Life | (Wind-up) | 7 | KELLY | Ignition | (Jive) |
| 3 | JUSTIN TIMBERLAKE | Rock Your Body | (Jive) | 8 | JOHN MAYER | Why Georgia | (Aware/Col/CRG) |
| 4 | JASON MRAZ | The Remedy | (Elektra/EEG) | 9 | THEORY OF A DEAD MAN | Make Up Your... | (Roadrunner/IDJ) |
| 5 | TLC | Damaged | (Arista) | 10 | ALL AMERICAN REJECTS | Swing Swing | (DreamWorks) |

BUSTA
98PXY/ROCHESTER
J Timberlake/Tyrese/NF Glory

T-GRAY
KBXX/HOUSTON
Tow Down/Nelly

BEEJ
KLCA/RENO
Evanescence/TO Deadman/J Mraz

JANA
KMXV/KANSAS CITY
Madonna/J Timberlake/J Mayer

MR. CLEAN
KYLZ/ALBUQUERQUE
DJ KaySlay/D Hill/Ashanti

MURPH
WHZT/GREENVILLE, SC
P Colorz/Sugarcult

BEATA
WLLD/TAMPA
L Kim f/ 50 Cent/Monica

KRAIMER
WMBZ/MEMPHIS
Evanescence/Chantal/Coldplay

DJ BUCK
WWKX/PROVIDENCE
M Carey/Sarai

MARK ADAMS
KXJM/PORTLAND
DJ KaySlay/Xzibit/50 Cent

KEVIN AKITAKE
KXME/HONOLULU
R Kelly/L Kim/L Kim f/ 50 Cent

JIM ALLEN
WDJX/LOUISVILLE
A Lavigne/Evanescence/TLC/J Timberlake

JEFF ANDREWS
WVTI/GRAND RAPIDS
U Kracker/J Mayer/J Mraz/Coldplay

TRACY AUSTIN
KRBE/HOUSTON
D Bedingfield

JAMES BAKER
K101/SAN FRANCISCO
Lillix/F Mac

TIM BALDWIN
WMXB/RICHMOND
J Mraz/K Coffee

BIG BEAR
KCAQ/OXNARD
W Wonder/50 Cent/Da Brat/M Houston

STEVE BENDER
WVMX/CINCINNATI
F Mac/C Crows

ERIN BRISTOL
WWHT/SYRACUSE
Nelly/B McKnight/V13/F Mob

GROVER COLLINS
WKRO/CINCINNATI
F Mac/J Mayer/TO Deadman

JOHN COOK
KRBV/DALLAS
Evanescence/M Elliott

MARKUS D
KBKS/SEATTLE
B Rhymes f/ M Carey/Audioslave/C Kids/S Plan

JILL DEVINE
WVRV/ST. LOUIS
RHC Peppers/Evanescence/Feel

ANT DOG
KKUU/PALM SPRINGS
H Boys/Boomkat/Fabolous/Blackstreet

MARY ELLEN
WTMX/CHICAGO
A Peacock/Maroon 5

LAURA FRANCIS
WOMX/ORLANDO
N Jones/J Mraz

CHARESE FRUGE
KMXB/LAS VEGAS
J Mraz/Maroon 5

MICHAEL GIFFORD
KIMN/DENVER
N Jones

STEVE GRANATO
WMXY/YOUNGSTOWN, OH
J Mayer/D Gray

MARK GUN
WBLO/LOUISVILLE, KY
T Kweli/S Lee/K Murray/T1

No Doubt

Running

The follow-up to the smash hit "Underneath It All"
produced by Nellee Hooper and No Doubt

No Doubt -
3 GRAMMY
Nominations!



From the
MULTI-PLATINUM
album
Rock Steady

22* Mainstream Top 40

24* Adult Top 40

"Top 15 Callout and Getting Hotter."* — John Ivey, KIIS-FM

***It Did! Now Top 5 Callout...Moves to power**

ratethemusic.com

#5 Females 25-34 • #10 Females 18-34

#7  TRL

 1
Most Top

 USA

www.nodoubt.com

A&R: Mark Williams

Management: Rebel Waltz, Inc.

www.interscope.com
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World Radio History



REQUESTS

Hank Ballard does not call in.

LW	TW	ARTIST	TITLE	LABEL	HOTS	INCLUDING	%	
1	1	50 CENT	In Da Club	Shady/AM/Inter	61	WJMN KKUU KBXX KLAL	WWKX KYLZ	66
—	2	R. KELLY	Ignition	Jive	33	KBXX KXHT	WWKX KYWL WJMH WCHH	36
10	3	D. BEDINGFIELD	If You're Not The One	Island/IDJ	30	98PX KHTT	KIIS KLAL KHTS WSSX	33
2	4	EMINEM	Superman	After/Interscope	29	WXKS WDBY	WNKS WKCI KMXV WZKL	32
8	5	AMANDA PEREZ	Angel	Powerhowse/Virgin	28	WXSS WKHQ	WDJX WWHT KMXV WBZZ	30
6	6	J. LOPEZ f/LL COOL J	All I Have	Epic	27	WLLD KBOM	WNKS WWWQ WXKS KHQT	29
9	7	JA RULE f/ASHANTI	Mesmerize	Murder Inc./IDJ	26	KDWB WIHT	KSFM WHTS WNKS KHQT	28
3	8	T.A.T.U.	All TheThings...	Interscope	25	WXKS WWHT	KRBE WPST WDJX WKRZ	27
5	9	BOWLING FOR SOUP	Girl All The Bad Guys...	Jive	24	98PX WHTZ	WKSS KUDD KHTS WKRZ	26
4	10	KID ROCK f/S. CROW	Picture	Lava/Atl/Atl G	23	WLDI WVSR	98PX KIOI WWZZ WMWX	25
—	11	JUSTIN TIMBERLAKE	Rock Your Body	Jive	22	KMXV WKHQ	WXKS KHQT WHTZ WBHT	23
11	12	M. ELLIOTT f/LUDACRIS	Gossip Folks	GM/Elektra/EEG	21	WNKS WWWQ	WKSS WBLO WBHT KPRR	22
7	13	DF DUB	Country Girl	Columbia/CRG	19	KRBV WZKL	WDJX WHZT WSSX WHTS	21
18	14	EVANESCENCE	Bring Me To Life	Wind-up	18	KBKS WFBC	KRBV WOZN KBKS WSTW	21
20	15	MATCHBOX 20	Unwell	Atlantic/Atl G	17	WWZZ WSSX	WNOK WMMX WDCG WMBZ	20
17	16	3 DOORS DOWN	When I'm Gone	Republic/Universal	16	KRBE WQGN	WWZZ WDBY WKCI WXKS	19
13	17	GOOD CHARLOTTE	Life Styles Of The Rich...	Daylight/Epic	16	KIIS KKMG	KHTS WBZZ KZHT WKCI	17
—	18	AALIYAH	Miss You	Blackground/Universal	15	KZHT KUUU	WHHH WQGN WKSS WHTZ	16
15	19	UNCLE KRACKER	Drift Away	Lava/Atl/Atl G	14	WMC WBNS	WPTE WKZN KSTZ WTIC	15
14	20	DIXIE CHICKS	Landslide	OW/Mon/Col	13	WPRO WHTZ	WPST WBBO WJJS KBKS	14

Total stations reporting this week: 154

SMILEZ & SOUTHSTAR

Tell Me (What's Goin' On)

MEDIABASE Pop:
23*-20*
2811 Spins!

BDS Pop:
23*-21*
2595 Spins!

OVER 23 MILLION IN AUDIENCE REACH!

Major Spin Bumps This Week Include:

WIOQ/Philly	32x (+17)	WBLI/Long Island	28x (+13)
WIHT/Wash DC	74x (+7)	WBHT/Wilkes-Barre	75x (+41)
WDRQ/Detroit	60x (+19)	WXKB/Ft. Myers	53x (+8)
WKSC/Chicago	47x (+6)-	MOVING TO POWER ROTATION!	
WFBC/Greenville	46x (+20)	WRVQ/Richmond	46x (+23)
WFLY/Albany	42x (+22)	WKSS/Hartford	41x (+7)

Major Market Activity Includes:

WHKF/Harrisburg	78x	WAKS/Cleveland	76x	WBZZ/Pittsburgh	74x
WKKF/Albany	62x (+1)	WQZQ/Nashville	57x	WKGS/Rochester	54x
KZHT/Salt Lake	52x	KCHZ/Kansas City	47x	WXSS/Milwaukee	46x
WKQI/Detroit	45x	WKFS/Cincinnati	44x	KFMD/Denver	44x
WFKS/Jacksonville	39x (+4)	KHTS/San Diego	34x	WFLZ/Tampa	33x
KDWB/Minneapolis	33x	KHKS/Dallas	18x	Z100/New York	18x

New This Week At WVKS!

**HUGE Call-Out research Nationally!
Top 10 in Call-Out America!**

**CURRENTLY ON TOUR
WITH LUDACRIS!**

Produced by Nasty and LVM for
Nasty Beat Makers Productions
Mixed by Dave Aron



Management: Alfonso Alvarez and Gilbert Alvarez for
StreetDwellaz Management

From the album "Crash The Party" available on
ARTISTdirect Records. 80119-01030-2

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TOP 50

Most Powerful MP3 Songs

Cuts That Impact Album Sales



			ARTIST	TITLE	LABEL	COMMENTS
2	2	1	50 CENT	IN DA CLUB/WANKSTA	Shady/AM/Interscope	Video & radio, phones, from mega selling LP
3	1	2	NORAH JONES	DON'T KNOW WHY	Blue Note	Airplay, LP sales exploding, "Come Away With Me" starts
-	-	3	FABOLOUS	CAN'T LET YOU GO	DS/Elektra/EEG	f/Lil' Mo & Mike Shorey X over. MTV/MTV2. BET. hot LP sales
7	9	4	EVANESCENCE	BRING ME TO LIFE	Wind-up	From solo LP & Daredevil(ST), A. Rock, PoMo, MTV(Buzzworthy)
1	4	5	R. KELLY	IGNITION-REMIX	Jive	MTV, BET, massive X-over support, phones, LP hot and selling
-	-	6	LIL' KIM	THE JUMP OFF	QB/Atlantic/Atl G	MTV/MTV2, BET, X-over airplay, huge debut for new LP
4	3	7	DIXIE CHICKS	LANDSLIDE	OW/Monument/Columbia	Hot A/C, Top 40, CMT, VH1, LP selling well
5	5	8	KID ROCK & SHERYL CROW	PICTURE	Lava/Atlantic/Atl G	From Kid's LP, MTV, VH1, airplay, LP sales exploding, phones
6	6	9	AVRIL LAVIGNE	I'M WITH YOU	Arista	VH1, phones, Top 40, Mod A/C, LP past 4x Platinum
12	7	10	JOHN MAYER	YOUR BODY IS A...	Aware/Col/CRG	Still has some air, double-Platinum LP, "Why Georgia?" next
9	8	11	COLDPLAY	CLOCKS	Capitol	MTV/MTV2, airplay, Platinum-plus LP sells
8	10	12	DMX	X GON' GIVE IT 2 YA	BloodLine/DefJam/IDJ	From "Cradle 2 Tha Grave" (ST), MTV/MTV2, BET, air, #6 movie
10	11	13	GOOD CHARLOTTE	LIFESTYLES OF THE...	Daylight/Epic	Smash track that started it all, "The Anthem" now
15	14	14	EMINEM	SUPERMAN	Aftermath/Interscope	Airplay & phones, "Sing For The Moment" now on MTV/MTV2
13	12	15	T.A.T.U.	ALL THE THINGS SHE..	Interscope	MTV, phones, Top 40 & Hot A/C airplay, developing LP sales
18	16	16	MISSY ELLIOTT	GOSSIP FOLKS	GoldMind/Elektra/EEG	f/Ludacris, MTV/MTV2, BET, airplay & phones, mega hot LP
11	15	17	J. LOPEZ/LL COOL J	ALL I HAVE	Epic	BET, VH1, MTV/MTV2, tons of air, selling LL's & J-Lo's LPs
22	18	18	AUDIOSLAVE	LIKE A STONE	Epic/Interscope	MTV/MTV2, VH1, PoMo, A. Rock, developing LP sales
14	13	19	TYRESE	HOW YOU GONNA ACT...	J Records	MTV, BET, X-over, Top 40, phones, LP selling
16	17	20	NELLY	AIR FORCE ONES	Fo'Reel/Universal	Some airplay left, phones, "Pimp Juice" starting
28	27	21	SEAN PAUL	GET BUSY	VP/Atlantic/Atl G	MTV/MTV2, BET, X-over, Top 40, phones, LP going strong
25	24	22	ALL-AMERICAN REJECTS	SWING, SWING	DreamWorks	MTV/MTV2, PoMo, A. Rock, developing LP sales
19	20	23	CHRISTINA AGUILERA	BEAUTIFUL	RCA	VH1, X-over, Top 40, phones, LP near 2 mil, "Fighter" next
23	23	24	JUSTIN TIMBERLAKE	CRY ME A RIVER	Jive	Video, airplay & phones, LP 2x Platinum, "Rock Your.." next
24	25	25	3 DOORS DOWN	WHEN I'M GONE	Republic/Universal	Top 40, Hot A/C, phones, MTV, VH1, new LP Gold plus



Most Powerful MP3 Songs

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	ARTIST	TITLE	LABEL	COMMENTS		
17	19	26	AALIYAH	MISS YOU	Background/Univ	MTV, VH1, BET, X-over, Top 40, phones, from Greatest Hits CD
30	30	27	SIMPLE PLAN	I'D DO ANYTHING	Lava/Atl G	Top 40, Mod A/C, MTV, phones, from developing LP
33	31	28	SNOOP DOGG	BEAUTIFUL	Priority/Capitol	f/C.Wilson & Pharrell, air, phones, BET, MTV, VH1, hot LP
37	33	29	GOOD CHARLOTTE	THE ANTHEM	Daylight/Epic	MTV/MTV2, A. Rock, PoMo airplay, hot LP selling
21	21	30	JA RULE	MESMERIZE	Murder Inc/IDJ	f/Ashanti, BET, X-over, Top 40, Platinum-plus LP
26	26	31	EMINEM	LOSE YOURSELF	Shady/Inter/UMG ST	Airplay, phones, "Sing For The Moment" the new cut going now
34	29	32	QUEENS OF THE STONE AGE	NO ONE KNOWS	Interscope	A. Rock, PoMo air, hot selling LP, "Go With The Flow" now
—	34	33	FOO FIGHTERS	TIMES LIKE THESE	Roswell/RCA	VH1, MTV/MTV2, A. Rock, PoMo, phones, from hot selling LP
27	28	34	SANTANA F/MICHELLE BRANCH	THE GAME OF LOVE	Arista	Airplay, "Nothing At All" f/Musiq the cut now
20	22	35	MISSY ELLIOTT	WORK IT	GoldMind/Elektra/EEG	Still valuable, "Gossip Folks" everywhere now
35	36	36	RED HOT CHILI PEPPERS	CAN'T STOP	Warner Bros.	MTV/MTV2, VH1, multi-format airplay, Platinum-plus LP
32	37	37	B2K	BUMP BUMP BUMP	Epic	Video & airplay, phones, LP selling, "Girlfriend" starts
38	38	38	THE DONNAS	TAKE IT OFF	Atlantic/Atl G	MTV/MTV2, PoMo, Top 40, LP selling, phones
31	35	39	JAY-Z f/BEYONCÉ	03 BONNIE & CLYDE	Roc-a-Fella/IDJ	X-over, Top 40, solid LP sales, "Excuse Me Miss" the new cut
—	—	40	WAYNE WONDER	NO LETTING GO	VP/Atlantic/Atl G	MTV2, BET, X-over airplay, phones, LP has great 1st week
40	40	41	2PAC	THUG MANSION	Amaru/Tha Row/Int	X over airplay, LP selling "Still Ballin'" starting
42	42	42	VIVIAN GREEN	EMOTIONAL ROLLERCOASTER	Columbia/CRG	MTV2, VH1, BET, X-over, phones, developing LP selling
41	41	43	PINK	FAMILY PORTRAIT	Arista	Still some airplay, phones, LP 4x Platinum
29	32	44	CHEVELLE	THE RED	Epic	A. Rock & PoMo airplay, "Send The Pain Below" now
—	—	45	NAS	I CAN	Columbia/CRG	MTV/MTV2, BET, X-over airplay, from hot new LP
44	43	46	FAITH HILL	CRY	Warner Bros.	VH1, CMT, radio, multi-Platinum LP selling
—	—	47	FIELD MOB	SICK OF BEING LONELY	MCA	MTV/MTV2, BET, X-over airplay, phones, LP sells
43	44	48	THE USED	BURIED MYSELF ALIVE	Reprise	MTV2, A. Rock, PoMo airplay, developing LP sales
—	—	49	TRAPT	HEADSTRONG	Warner Bros.	From new LP, A. Rock, PoMo airplay, phones
49	50	50	MATCHBOX 20	DISEASE	Atlantic/Atl G	VH1, Top 40, Mod A/C, LP selling, "Unwell" starting

POWER POTENTIALS:

JUSTIN TIMBERLAKE (Jive)
 NORAH JONES (Blue Note)
 A.F.I. (DreamWorks)

CATHERINE ZETA-JONES (Epic/SMS)
 CHRISTINA AGUILERA (RCA)
 MATCHBOX 20 (Atlantic/Atl G)

B2K (Epic)
 KILLER MIKE (Aquarium/Columbia/CRG)
 EVERCLEAR (Capitol)

For Adults Only

R&R. HOT AC TOP 30 Powered By 

HACHING RECORDS

by **Bobbi Hoch**

LW	TW	ARTIST	TITLE	LABEL
1	1	AVRIL LAVIGNE	I'm With You	Arista
2	2	DIXIE CHICKS	Landslide	OW/Mon/Columbia
3	3	KID ROCK	Picture	Lava/Atlantic/Atl G
4	4	SANTANA f/M. BRANCH	Game Of Love	Arista
5	5	JOHN MAYER	Your Body Is A...	Aware/Col/CRG
7	6	3 DOORS DOWN	When I'm Gone	Republic/Universal
6	7	NO DOUBT	Underneath It All	Interscope
8	8	NORAH JONES	Don't Know Why	Blue Note
10	9	SIXPENCE NONE THE...	Don't Dream It's Over	Squint/Curb/Reprise
14	10	MATCHBOX TWENTY	Unwell	Atlantic/Atl G
9	11	CHRISTINA AGUILERA	Beautiful	RCA
11	12	C. CROWS f/V. CARLTON	Big Yellow Taxi	Geffen/Interscope
15	13	UNCLE KRACKER	Drift Away	Lava/Atl G
13	14	UNCLE KRACKER	In A Little While	Lava/Atl G
16	15	COLDPLAY	Clocks	Capitol
17	16	BON JOVI	Misunderstood	Island/IDJ
18	17	JOHN MAYER	Why Georgia	Aware/Columbia/CRG
20	18	JASON MRAZ	The Remedy	Elektra/EEG
26	19	GOO GOO DOLLS	Sympathy	Warner Bros.
22	20	NO DOUBT	Running	Interscope
23	21	LUCY WOODWARD	Dumb Girls	Atlantic/Atl G
24	22	MACY GRAY	When I See You	Epic
21	23	PAY THE GIRL	Freeze	TVT
28	24	CELINE DION	I Drove All Night	Epic
30	25	LISA MARIE PRESLEY	Lights Out	Capitol
27	26	STEREO FUSE	Everything	Wind-up
29	27	JOHN RZEZNIK	I'm Still Here...	W. Disney/Hollywood
—	28	CHANTAL KREVIASZUK	In This Life	Columbia/CRG
—	29	SISTER HAZEL	Your Mistake	Croakin' Poets/Sixthman R
25	30	DAVE MATTHEWS BAND	Grey Street	RCA

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MOST ADDED

	Artist	Title	Label
(tie)	1. Fleetwood Mac	"Peacekeeper"	Reprise
	2. Jason Mraz	"The Remedy"	Elektra/EEG
	2. Maroon 5	"Harder To Breathe"	DreamWorks
(tie)	3. Goo Goo Dolls	"Sympathy"	Warner Bros.
	3. Norah Jones	"Come Away With Me"	Blue Note

Not much new in my life this week, so let's just dive into the music. Big congrats to RCA Music Group's Adrian Moriera for a successful first week on Maroon 5's single, "Harder to Breathe." Most Added honors include KRSK, KOMB, WTTIC, KMXB, KLCA, KVUU, KLLY, KZPT, KOSO and KEZR. Already on WSSR, KZON, WTMX, WZPL, KMHX, KPEK and KLLC. Be sure to listen to the new David Gray mix that's sitting on your desk now. "Be Mine" continues to do well at KPEK, KALC, WWZZ, KRSK, KEZR, KLLC, WTMX and WKRQ, to name a few... Callout: callout, callout! That's what Wind-up's Lori Holder-Anderson has with Stereo Fuse. Just ask WZPL, KALC, KRSK, WTMX, WCDA, WSSR and WBNS, where the research continues to be huge. The highly anticipated Evanescence track, "Bring Me to Life," is set for 3/24. It's a smash, and it's already in rotation at KZZO, KEZR, KAMX, WKZN, KPLZ, WOZN and KOSO. The Calling is spinning away at WTMX, KPEK, KOSO, WTTIC, KBBY, WXLO, KVUU, WMC, WWZZ and KFBZ... Hollywood's Josh Kelley is "Amazing." Just ask WSSR, WSNE, KNVQ, KOSO and WINK. Nick Bedding delivers WOMX, WRMF, KFBZ and KLLY this week... Columbia's Pete Cosenza and Laura LaBada are pounding away at Chantal Kreviazuk. The song is having early success at KMXB, KALC, KYSR, KZON, WQAL, WTSS, KZPT, WVRV and KRSK, among others. New at KYKY, WVMX, KFBZ, WTTIC and KMHX... Big 3's Mark Landis is ready, set, go for his first Hot AC artist. Rachel Farris. Her "I'm Not The Girl" impacts 3/17... A home run: "The Remedy" by Elektra's Jason Mraz with Michelle Babbit in charge. Closing out at KMXB, WMMX, WMXL, WNNK, KFBZ, WJLO and WALC. Major-market airplay includes KFMB, WTMX, KLLC, KSTP, WKRO, WMMX and KALC... Counting Crows' "Big Yellow Taxi" remains solid everywhere, including KYSR, WVMX, KKPN, WMYX, WVRV, WZPL, KRSK, WTTIC, WPTE, KMXB and WTMX. What a great springtime song... KLLC was the first station to add Catherine Zeta-Jones' "All That Jazz" from Epic's Chicago soundtrack. KFMB came in this week, thanks to big research. Both stations are seeing overwhelming sales and response in the market. This is a song to listen to, to cherish and to add. Don't miss the boat. Impacting 3/24. I just love the new Macy Gray—one listen and you can't get it out of your head. Epic's Jo Hodge and Kevin Powell are getting top requests at KMXB, KYSR, KDMX, KAMX and KRSK. Showing good potential in callout at WBNS. Solid requests continue on Celine Dion at KURB, KMXB, WMBX, WSNE, WMYX, WKDD and WMMX. Tori Amos' "Taxi Ride" is set for 3/17... Check out Brooke's "Coming Home" on Artemis, impacting 3/17, and prepare to be impressed. Mitch Mills is at the helm; WXLO couldn't wait... Some songs simply refuse to go away. A perfect example: Luce's "Good Day" on Network. So why don't you play it? Tom Gates is getting great spins at WKRQ, KRSK, WENS, KLLC, WWZZ, WVRV and KOSO. New at KYKY... Another jump in spins this week for Reprise's SixPence None The Richer, as Alex Coronfly checks in with solid rotation at WBNS, WMYX, WOZN, WPNZ, WMBZ, KRSK, KMHX, KLLY, WQAL, WTSS, WLNK and WVRV. Meanwhile, it's been an amazing first week for Fleetwood Mac's new "Peacekeeper." The veteran band's latest is #1 Most Added, including KIOI, WMMX, WKRQ, WRVE, WMMX, WTTIC, WPTE, KRSK and WBNS. Alex and Maverick's Ken Luce are all about Deuce Project, which is spinning away at WBMX, KZZO, KAMX, KRSK, KALZ, WKRQ, KPEK, KOSO, KLCA, WBNS and WRFY. New at KFBZ... RCA Label Group has a real "secret weapon" record in Kellie Coffey. Butch Waugh and Cheri Lynn Martin are getting top callout and great rotation at WKRQ, not to mention killer spins at KURB, WSNE, WMC, WMMX, KFMB, KSII and WTTIC. New at WMMX and WPTE... Mike Easterlin is telling everyone about the very familiar sound of IDJ's Theory Of A Dead Man, which is already translating to airplay at KMXP, WZPL, WKRQ, KNVQ, WSSR, KVUU, KLCA, WRFY and KPEK. New at WTMX, KMXB and KFBZ. Bon Jovi gives rotation a good name at WPLJ, KRSK, WTMX, WTSS, KMXB, WZPL, KEZR, WPTE and WOZN. The band's also having continued callout success at KIMN, WWZZ, KMXB, WMC and WKRQ. Daniel Bedingfield's smash "If You're Not The One" is set for 3/17... VH1 is getting Top 5 research on Capitol's Lisa Marie Presley. Mark Rizzo checks in with spins at WPLJ, KYSR, KZZO, KRSK, WPTE, WMC, WMBZ, KLLC, WLNK, KOMB, WKRQ and KALC... And while you're at it, don't sleep on "Real" by Curb artist Plumb. Linde Thurman is impacting on 3/31. Feel's "Got Your Name On It" is chuggin' along nicely, pulling in WRVE, KKPN and WMXL this week. Be sure not to overlook it... TVT's Pay the Girl keeps building nicely each week. Charlie Foster continues to get solid callout online from WZPL and WTMX... Blue Note's Norah Jones had another explosive sales week, selling over 300K. Virgin's Danny Cooper and Jason McPadden closed out more believers this week at KAMX, WOMX, KCDU, WSNE, KURB, KMHX, WKRQ, KQIS and WXLO. Robbie Williams continues to build, with new airplay at KRSK, KDMX, KKPN, WSNE, KALZ and WMXL. Already on KFMB, KPEK, KURB, WLNK, KVUU and WMYX... DreamWorks' Marc Ratner is ready to deliver on Dana Glover's second single "Rain," impacting 3/17. The buzz is great. Lifetime's "Take Me Away" is already on WTMX, WMYX, KBBY, KLLY, KOSO, KALZ and KVUU. New at WWZZ, KPEK, KZPT, WRFY, KRSK and KMHX... Records I love: Plumb, Sofia Loell and Lilix. See ya...



Alex Coronfly:
Keeping Peace.

ANIMAL ALLIANCE

"TRE" needs a home.

He is a BIG guy (about 20 lbs), and is very GENTLE and SWEET. He loves people and is very handsome with soft fur and beautiful eyes. He is healthy, has had all shots and is neutered. He is also GREAT with other cats. He has been at our rescue organization for several years because adult cats often don't get adopted.



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R&R CHR/POP TOP 50



LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+ / - PLAYS	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	J. LOPEZ f/LL COOL J All I Have (Epic)	8580	-89	982648	11	128/0
2	2	AVRIL LAVIGNE I'm With You (Arista)	7549	-256	854817	14	130/0
3	3	JA RULE f/ASHANTI Mesmerize (Murder Inc./IDJ)	7332	79	806447	10	123/0
8	4	50 CENT In Da Club (Aftermath/Shady/Interscope)	6846	948	839856	5	120/1
5	5	KID ROCK/SHERYL CROW Picture (Lava/Atlantic/Atl G)	6574	45	656945	18	120/0
4	6	B2K AND P. DIDDY Bump, Bump, Bump (Epic)	6521	-420	716994	12	126/0
6	7	CHRISTINA AGUILERA Beautiful (RCA)	5877	-480	584580	16	126/0
9	8	T.A.T.U. All The Things... (Interscope)	5361	-325	588292	13	130/0
7	9	JUSTIN TIMBERLAKE Cry Me A River (Jive)	5357	-794	597197	13	128/0
12	10	3 DOORS DOWN When I'm Gone (Rep/Universal)	5304	632	507579	12	120/1
10	11	EMINEM Superman (Aftermath/Interscope)	5111	-28	520965	9	120/1
13	12	AMANDA PEREZ Angel (Powerhouse/Virgin)	4905	465	505628	7	120/1
11	13	NIVEA Don't Mess...Man (Jive)	4192	-589	451854	19	124/0
14	14	DIXIE CHICKS Landslide (Open Wide/Monument/Col)	4185	-109	466845	12	105/1
16	15	MISSY ELLIOTT Gossip Folks (GM/Elektra/EEG)	3978	378	423616	7	107/5
17	16	SIMPLE PLAN I'd Do Anything (Lava/Atlantic/Atl G)	3364	-43	381180	12	114/0
22	17	AALIYAH Miss You (Black/Universal)	3307	433	382666	8	99/4
15	18	JC CHASEZ Blowin' Me Up... (Jive)	3285	-717	418975	10	118/0
19	19	DFDUB Country Girl (Columbia/CRG)	2958	-105	238846	8	106/0
23	20	SMILEZ AND SOUTHSTAR Tell Me (ArtistDirect)	2811	38	295488	10	82/1
18	21	JAY-Z f/BEYONCE '03 Bonnie & Clyde (Roc-A-Fella/IDJ)	2808	-461	358976	15	116/0
21	22	PUDDLE OF MUDD She Hates Me (Flawless/Geffen)	2679	-328	250132	19	114/0
25	23	BOWLING FOR SOUP Girl All The Bad... (Jive)	2630	240	309366	8	108/3
26	24	NO DOUBT Running (Interscope)	2560	245	274088	6	119/1
20	25	GOOD CHARLOTTE Lifestyles Of... (Daylight/Epic)	2423	-611	277711	16	119/0
24	26	BOOMKAT The Wreckoning (DreamWorks)	2381	-70	235357	7	112/0
29	27	DANIEL BEDINGFIELD If You're Not... (Island/IDJ)	2303	567	232446	3	112/10
28	28	CELINE DION I Drove All Night (Epic)	2268	128	226399	6	103/1
34	29	TLC Damaged (Arista)	2161	836	268858	2	111/7
41	30	R. KELLY Ignition (Jive)	1849	766	240193	2	81/19
31	31	STACIE ORRICO Stuck (Virgin)	1841	275	159142	4	105/5
27	32	NELLY Air Force Ones (FR/Universal)	1805	-318	166259	16	105/0
32	33	BON JOVI Misunderstood (Island/IDJ)	1669	164	183839	7	86/3
DEBUT	34	JUSTIN TIMBERLAKE Rock Your Body (Jive)	1536	1116	230727	1	100/48
35	35	MATCHBOX TWENTY Unwell (Atlantic/Atl G)	1507	211	121860	3	75/4
36	36	LUCY WOODWARD Dumb Girls (Atlantic/Atl G)	1447	184	162522	5	88/3
39	37	GINUWINE Hell Yeah (Epic)	1383	252	126466	3	77/5
37	38	VI-3 Eves Closed So Tight (MCA)	1333	132	120326	5	66/0
42	39	KELLY ROWLAND Can't Nobody (Columbia/CRG)	1277	219	122344	3	70/5
40	40	BLU CANTRELL Breathe (Arista)	1145	47	100048	4	62/1
38	41	NORAH JONES Don't Know Why (Blue Note)	1145	4	162691	18	36/0
DEBUT	42	GOOD CHARLOTTE The Anthem (Epic)	987	352	147373	1	85/21
43	43	KILLER MIKE A.D.I.D.A.S. (Aque/Columbia/CRG)	963	-58	81370	4	39/0
47	44	FIELD MOB Sick Of Being Lonely (MCA)	878	94	94766	2	52/7
49	45	LISA MARIE PRESLEY Lights Out (Capitol)	875	139	113990	2	68/8
DEBUT	46	COUNTING CROWS Big Yellow Taxi (Geffen/Interscope)	854	190	66955	1	60/9
50	47	EVANESCENCE Bring Me To Life (Wind-up)	780	116	72371	2	14/8
33	48	CRAIG DAVID Hidden Agenda (WS/Atlantic/Atl G)	742	-683	70060	8	94/0
46	49	LASGO Something (Robbins Entertainment)	725	-129	155257	14	70/0
44	50	O-TOWN I Showed Her (J Records)	721	-179	67948	5	80/0

MOST ADDED

1.	CHRISTINA AGUILERA	Fighter (RCA)	103	5.	R. KELLY	Ignition (Jive)	19
2.	JUSTIN TIMBERLAKE	Rock Your Body (Jive)	48	6.	COLDPLAY	Clocks (Capitol)	16
3.	EMINEM	Sing For The Moment (Aftermath/Interscope)	22	7.	TYRESE	How You Gonna... (J Records)	15
(tie) 4.	GOOD CHARLOTTE	The Anthem (Daylight/Epic)	21	8.	AVRIL LAVIGNE	Losing Grip (Arista)	12
4.	NELLY	Pimp Juice (Fo' Reel/Universal)	21	9.	NAS	I Can (Columbia/CRG)	10

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vi3

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phones at
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**#3
phones at
KZZP**

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EYES CLOSED SO TIGHT

**The Seductive First Single
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POP MART



Pop Go The Weasels

by Billy Bored

As we try to find LA's lowest gas prices before resorting to riding mass transit to this underpaid Sherman Oaks cesspool job, let's take a look at Top 40's hits...Wind-up's **Lori Holder-Anderson** has a secret weapon! "Bring Me To Life" by **Evanescence** from *Daredevil* is Top 3 at PoMo, researching Top 10 at CHR KRUF & #1 requested at KBKS, KRBV & KTFM. Top 40 impacts 3/24...Universal's Val & Dave did a GREAT job & are rewarded with a Top 10 CHR hit for **3 Doors Down**. Now **Aaliyah** explodes Top 20 & **Brian McKnight** gets immediate female requests...**Amanda Perez** sets to move Top 10 for Virgin's **Hilary, Jason & Danny** as **Stacie Orrico**



Lori Holder-Anderson:
Brings life.

leaps up the Top 40 chart...Sugarcult's "Bouncing Off The Walls" bounces on more Top 40 Majors every week for **Ultimatum's Sheri Trahan & Artemis' Mitch Mills** with early callout where there's been PoMo support...WKQI & Y100 have Top 5 phones for **Vi3** and **MCA's Greg Marella** have CHR buzzing about **Field Mob... Counting Crows f/ Vanessa Carlton** grab more Top 40 adds for **Interscope's Romano & Lopes** as "Big Yellow Taxi" blows-up at Hot AC, & **BLOW-UP** best describes **50 Cent** at CHR! Top 5 & eyeing #1...Columbia's **Walk, Leipsner & Glassman** are closing **Kelly Rowland** at the Majors now as she makes **TRL's Top 10...WKRCQ**, Cincinnati was the first Mainstream Station to play **Kellie Coffey's** "When You Lie Next To Me" & their research moves her to "Power Rotation," proving that **RLG's Butch Vaughn & Cheri Lynn Martin** have a hit waiting to be played...**R. Kelly's** "Ignition-Remix" ignites, as Top 40's biggest debut for **Jive's Joe Riccitelli** with **Bowling For Soup** moving Top 25 & to 2500+ spins...**Daniel Bedingfield's** "If You're Not the One" is destined to be his biggest Top 40 hit yet with HUGE requests already. **MTV** adds **Bon Jovi's** "Misunderstood" video as Hot AC research connects for **IDJ's Ken, Mike & Erik** who are crossing **Chad Kroeger's** written & produced **Theory Of A Deadman** debut to Top 40 & Hot AC...**TRL** started **Good Charlotte's** "Anthem" & now CHR climbs on board **BIG** for **Epic's Joel & Tommy**. 550 Madison Avenue's dynamic duo, grow **Celine Dion's** spins at Top 40 again, set to debut **Ginuwine** & begin crossing PoMo's Top 5 **Audioslave** to CHR...**RCA/J's Palmese & Bergin** exploded at the bell with **Christina Aguilera's** "Fighter," her 3rd Top 40 hit from double-platinum *Stripped*, while **Tyrese** acted up with more CHR adds...Strong Top 40 research means "rotation increases" for **Blu Cantrell's** "Breathe," rejuvenating **Arista's Steve, Joe & Margaret-Ann** as they close **TLC's** new hit & impact **Santana f/Musiq** at Top 40 3/17... **Elektra's Reese, Lewis & Starr** move **Missy Elliott** Top 15 at CHR & explode "Remedy" by **Jason Mraz** at Hot AC...**Reprise's Phil Costello** spreads the fantastic Hot AC story to Top 40 for **Sixpence None The Richer's** "Don't Dream It's Over"...After their **Grammy** appearance **Coldplay's** album exploded Top 15 with 1.2 Million sold. Now **Capitol's Hubbert, Green & Baker** are crossing "Clocks" to CHR. **VH1, MTV & AOL** are getting great reaction to **Lisa Marie Presley's** "Lights Out" video & she's on fire at Hot AC now. (Editors Note to CHR: Lisa Marie's story is what Pop Culture is all about. Take your blinders off & watch the video on hitsdailydouble.com)...**ArtistDirect's Mike Whited** is relentless with **Smilez & Southstar**, growing their Top 40 spins weekly...**Atlantic's Andrea, Danny & Pamela** have **Kid Rock f/Sheryl Crow** hanging in CHR's Top 5, as **Lucy Woodward** requests strong and grabs Major adds & **The Donnas** are taking off at Top 40...**Boomkat** continues to pull Top 10 requests everywhere for **DreamWorks' Leben, Tuggey & Barbis**. Their just released video puts **Taryn Manning's** movie star experience to work for **MTV** fans...And **Big 3 Records' Mark Landis** keeps the heat on **Prymary Colorz** building spins weekly...**Music We Love:** **Damien Rice, Linkin Park, Norah Jones.**



WE WARNED YOU! This marks **HITS' Bobbie Hach's** (r) 1000th appearance in this magazine. As previously mentioned, an unnamed person will be driving a vehicle through all of your lobbies. You freaks will probably like that. Also seen (l-r): **HITS' Trish Bock Berman, Big 3 artist Rachel Farris & Kim Hughes.**



ROB'S NOT THAT COMPLICATED: **Y100 Miami's Nikki Nite** and **Rob Roberts** spent a few minutes with **Arista** recording artist **Avril Lavigne**. **Nikki** gave **Avril** tons of love for her record, while **Rob** just kept inquiring over and over again as to how she gets her hair so shiny, soft and straight.

Set-Up Box



Mark Landis
Not A Girl.

Soak, is not just the title of **Big 3 Records' new singer, songwriter sensation Rachel Farris' debut album**; it's her philosophy on living & soaking up life. One listen to her album & first pop/rock single "I'm Not The Girl" and you'll know this lady is something special! **Rachel** has blown **Mainstream Programmers** away during her 35-city U.S. **Promo Tour** and **Big 3 VP Promotion** **Mark Landis** plans to make a **BIG** impact at Top 40 & Hot AC on 3/17.



Vicki Leben
Swingin'.

Here's a question for "In The Know" **Programmers**. What band has the #1 most downloaded rock song on the Internet? Their debut single is Top 10 at **PoMo Radio** & they're selling a consistent 25K to 30K albums a week. OK we'll help you out & introduce you to **The All-American Rejects**. Their Pop/Punk single "Swing Swing" has **DreamWorks Vicki Leben** swinging from the chandelier anticipating a Top 10 CHR smash! Impact is 3/17. You've officially been warned!

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THE NEXT SMASH FROM HIS PLATINUM-PLUS ALBUM, "GOD'S SON."

- *13 Urban Mainstream Monitor
- *15 Urban Mediabase Chart
- *16 CHR/Rhythmic Mediabase Chart
- *21 Top 40 Rhythm Monitor

National/Hot 100 Audience: 44 Million (+8 Million)
OVER 3600 NATIONAL SPINS

- WJMN/Boston: Top 5 Callout
- WPOW/Miami: Top 5 Callout
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- KSFM/Sacramento: Top 5 Callout
- KQKS/Denver: #7 Callout



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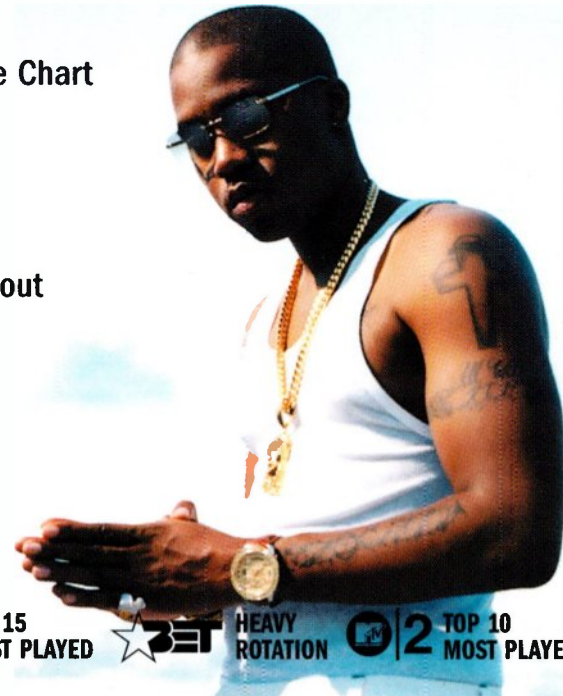
TOP 15 MOST PLAYED



HEAVY ROTATION



TOP 10 MOST PLAYED



HITS

WAVELENGTH

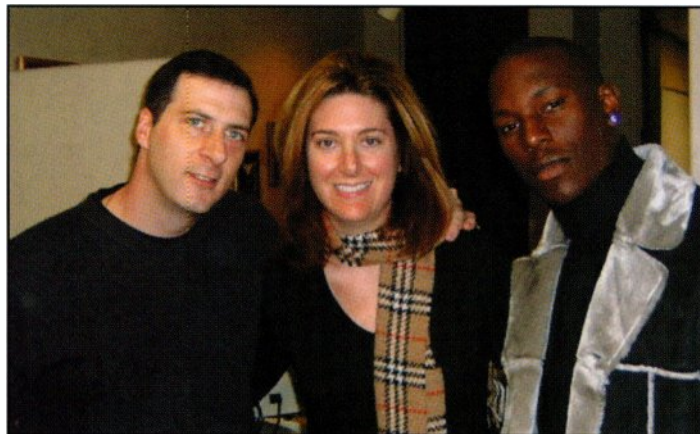
BY LENNY BEER & TODD HENSLEY

Top story of the week comes out of the Great State of Texas (and we ain't talking 'bout SXSW), as KRBV Dallas OM John Cook segues to Infinity sister stations KTFM/KTSA San Antonio for similar duties. Cook is replaced in Big D by former KIIS-FM L.A. PD Dan Kieley. With Kieley's ratings successes while in L.A. (more than a full share and a half higher than they are now) and all other distractions behind him, look for the Top 40 battle to heat up and fast. In other Infinity news, KM XV/KSRC K.C. OM Jon Zellner is upped to VP Programming for the market. Zellner will now oversee Country-formatted KFKF and KB EQ as well, and will also continue in his role as Top 40 Format Captain for the chain.

Meanwhile, in Baltimore, Urban-formatted WXYV flips to all talk.... Former Epic promo man Kevin Kertes is named VP

Promotion for New Line Records..... New Wave Broadcasting Rhythmic-formatted KDD B Honolulu PD

Leo Baldwin is upped to Director of Programming for the market cluster, now overseeing KPOI, KQMQ and KHUI..... WSNX/WVTI Grand Rapids PD Jeff Andrews exits due to budget cuts. Reach him at 616-954-7990. No word on his replacement..... WAKS Cleveland APD/MD Kasper has decided not to join KDWB Minny. If interested in the gig, contact PD Rob Morris..... 98PX Y Rochester MD Busta joins B94 Pittsburgh for afternoons.... Big 10 at MTV are R. Kelly, Aaliyah, Sean Paul, Linkin Park, Eminem, Snoop Dogg, Audioslave, Jay-Z, Good Charlotte, 50 Cent.... Blowin' in the Wind: Michael Steele, Thea Mitchem, Garnett March, John Fagot and Rick Thomas.



J Records recording star Tyrese and lovely label rep Wendy Goodman stopped by KBXX Houston to hang with Tom Calococci. "I'm buying a coat just like that, as soon as my 10,000 shares of Enron turn around" said Calococci. Wendy smiled, because that's what promo people do.

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The MIS logo features the letters 'MIS' in a bold, green, sans-serif font. The letter 'I' is stylized with a dot above it, resembling a person's head. The logo is set against a white oval background that is part of a larger, glowing green and orange digital interface.

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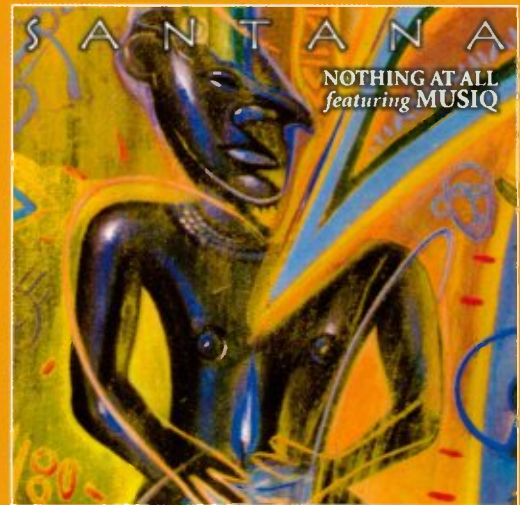
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Produced by Cory Rooney & Dan Shea
Mixed by Bruce Swedien & Peter Wade
Album Producers: Clive Davis & Carlos Santana
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