SPECIAL INSIDE
Country Spotlight: Ready, Set, Summer 2000!

MUSIC
------------------
TOP 40
matchbox twenty @ nine

URBAN
Destiny’s Child Is Jumpin’

MAINSTREAM A/C
Schultz’s “Son” Rises

ALTERNATIVE
Everclear Is Wondrous

COUNTRY
“Brock At #1? Yes!”

NEWS
Arista/Nashville Consolidates
With RCA
Sirius Lands $150 Mil in
New Funding
MP3Radio.com Is Re-Launched

From the Publishers of Music Week, MBI and fono
A Miller Freeman Publication

FAITH HILL
with
TIM MCGRAW

Let’s Make Love
The new single
AIRPLAY JUNE 19

Tim McGraw appears courtesy of Curb Records
NOW PLAYING...

CHAD BROCK
“Sinners & Saints” from his GOLD album

GEORGE JONES

ANITA COCHRAN
“Good Times” IMPACTING NOW
As seen in GM® television commercials and on the CBS movie "Hazard in Hollywood"

COMING SOON...

CHALEE TENNISON

New music from CHALEE TENNISON

Arista/Nashville will become a unit of the RCA Label Group-Nashville/RLG effective July 1, RLG chairman Joe Galante announced last week. The reorganization gives RLG a combined market share of Country radio airplay of 29 percent. "Clive Davis had a vision for a country label that was flawlessly executed by Tim DuBois (former Arista/Nashville president)," said Galante. "Tim assembled a roster of artists and a team of executives who led the industry for years."

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Miller Freeman  
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MP3Radio.com is Reborn

MP3.com has announced the relaunch of MP3Radio.com as part of its new Syndicated Radio Services Division. The digital music giant is hoping to work both sides of the street, boosting the exposure of radio stations and emerging artists at the same time—not to mention leveraging MP3Radio.com programming into a solid roster of stations. Radio stations participating in the new Syndicated Radio Services Program can select, manage, and update format-specific content to be streamed from station websites. "We believe MP3Radio.com is a service that will attract, build and retain visitors to any radio station's website, thereby making that site a more valuable sales commodity," said president of MP3Radio.com Steve Sheiner. "At the same time, we are empowering digital artists by providing them with access to an on-air broadcast medium that further markets their music."

Madonna Burning Up Over Napster Leak

The broiling furor over Napster just went up several degrees. Now the fledgling purveyor of free Internet music has incurred the wrath of one of pop's biggest heavyweights: Madonna. The maternal girl was shocked last week to find that her next single, "Music," is already doing the rounds on fan sites, months before its official release. Needless to say, hackles have been raised.

"This music was stolen and was not intended for release for several months," said Madonna's agent Carrosse Norman, in a statement issued in the wake of the mother-of-all-musical leaks. "It is still a work in progress. Ultimately, those sites are violating her rights as an artist."

The singer's label, Warner Bros. Records, weighed in with a none-too-subtle statement of its own, saying: "Any site that does not remove our copyrighted material runs the risk of civil and criminal prosecution."

This is just the latest episode in the diluting music-download deluge which already has artists such as Metallica and Dr. Dre sounding off and litigating. Seems like eons ago when Sting sang, "I want my MTV." Oh for simpler times.

Latin Music Great Tito Puente Dead at 77

Tito Puente, by far the most decorated and documented Hispanic musician in history, died May 31 in New York City during an operation to repair his ailing heart. He was 77.

Puente was a Juilliard alum, prolific composer/arranger and a master timbaler who also played piano, sax, clarinet and vibes. Always busy, Puente suffered cardiac arrest April 27 after his last public appearance, performing with the Puerto Rico Symphonic Orchestra in the birthplace of his parents. He had also just completed his 120th recording, Por Fin, with Eddie Palmieri, and was working on a symphonic version of his most lasting composition, "Oye Como Va," recorded by Carlos Santana years after its original release. Gavin extends heartfelt condolences to his widow, daughter, and two sons.

MusicMetrix

Yahoo! Inc. is in talks to buy Internet music service company Myplay Inc. Although Myplay and Yahoo officials declined to comment, the potential deal is rumored to be worth about $200 million. Myplay is currently in a relationship with America Online, Inc., to provide AOL listeners with virtual music lockers. But hold the phone: AOL is a direct rival of Yahoo, which complicates the latest talks between Myplay and Yahoo.

Radio Free Virgin, an online entertainment system created to provide the world's largest listening post, has been launched by Virgin Group founder and chairman Richard Branson. This is the first of several online ventures for Branson, who is planning $247 million in Internet enterprises.

BroadcastAMERICA.com has formed an alliance with Microsoft to offer Windows Media Technology to listeners, and vice versa. BroadcastAMERICA.com will be available on the WindowsMedia.com site allowing visitors to log directly on to various channels such as music, sports, and TV news.

Ticketmaster Online City Search, Inc. has bought privately owned TicketWeb Inc. for $35.2 million dollars. TicketWeb will become a completely-owned subsidiary of Ticketmaster, but will remain a separate brand that specializes in local ticket sales.

MP3.com has formed a retail music licensing division to provide music to businesses such as grocery stores, shopping malls, and restaurants. Vice President of Retail Services Bob Simril stated that the goal is to provide a shopping environment, rather than playing songs from major labels.

Napster may be getting a taste if its own medicine. Pop punk band the Offspring, one of the first bands to defend the company, is offering Napster merchandise for sale on their website, without Napster's permission. The Napster folks risk losing rights to their trademark if they don't take action, and risk being hypocrites if they do.

Epitonic.com has officially launched their video section, which documents the underground music scene as it unfolds, with live broadcasts, interviews and music videos.

Sound Dogs Inc. is offering upgrades on sounddogs.com, an Internet online sound effects library, which will allow content creators to preview and download sound effects and music production files using Windows Media Audio and Advanced Streaming Format.

Emusic.com, a site for downloading music in the MP3 format, has launched an exclusive partnership with Koch Entertainment, whose catalog includes the Kinks, Pokemon, and a definitive classical music collection.

Live365.com surpassed the 10,000 simultaneous broadcasts mark recently.

Burst.com unveiled its innovative Internet video broadband delivery technology with a performance by Irish rock stars U2. The exclusive global webcast of the band's PopMart Concert can be viewed temporarily free-of-charge at http://U2.burst.com

EMI Recorded Music has selected Liquid Audio, which provides software and services for Internet music downloading, as a service provider for its digital download trial.

JANET

"DOESN'T REALLY MATTER"

Rhythm Monitor: DEBUT 32* (+217x1!)
Crossover Monitor: DEBUT 33* (+332x1!)
R&B Mainstream Monitor: DEBUT 32* (+427x1!)

#1 Greatest Gainer at All 3 Formats!!
Top 40 Mainstream Monitor: 430x/wk. (+208!!)

MOVIE OPENS JULY 28th


IMPACTING EVERYWHERE JUNE 19!!!
NOW APPEARING:
"1H1 Behind The Music" on SUNDAY, 6/13!!
"Late Show w/ David Letterman" TUESDAY, 6/13!!
"The Today Show-Summer Concert Series" TUESDAY, 6/16!!

THE NEW ALBUM "Crush" IN STORES JUNE 13th!!

NEW THIS WEEK:
KRBE, KSLZ, WYOY, WNOK, WDIX
and many more!!

NOW APPEARING:
"1H1 Behind The Music" on SUNDAY, 6/13!!
"Late Show w/ David Letterman" TUESDAY, 6/13!!
"The Today Show-Summer Concert Series" TUESDAY, 6/16!!

MAINSTREAM TOP 40 ALREADY 750 SPINS (+112x)!!
R&R CHR/POP CHART: 46*-42*!! (1064 SPINS/+159x)!!
GAVIN TOP 40: 38* (+101x)!!
Z100/New York: Top 15 phones AGAIN! (15x)
WXKS/Boston: Still Top 10 phones!! (32x)
KZHT/Salt Lake City: Top 10 phones!! (33x)
WZPL/Indianapolis: Top 5 phones!! (32x)
WPRO/Providence: Top 5 phones!! (34x)
WABB/Mobile: Top 10 Phones!! (32x)

INTERNATIONAL RADIO CHARTS:
JAPAN #1 ITALY #1
HOLLAND #1 AUSTRIA #1
SWITZERLAND #2 GERMANY #2

#1 DEBUT ALBUM SALES IN UK, AUSTRALIA, HOLLAND & JAPAN!!!!

"It's My Life' is HUGE on 'ZPL! We blow up the phones with adult females every time it plays...It's definitely a fan, summer record!" —SCOTT SANDS/WZPL

"After 43 spins, #1 most requested BY A MILE!" —JOHN O'CONNELL/WMBX

MAINSTREAM VERSION MIXED BY DAVE BASCOMBE • ALBUM VERSION MIXED BY BOB CLEARMOUNTAIN
PRODUCED BY LUKE EBBIN, JON BON JOVI AND RICHIE SAMBORA
MANAGEMENT: DAVID MUNNS, PAUL KORZILIUS AND ILENE SCHREIBMAN FOR BJM

THE ISLAND DEF JAM MUSIC GROUP
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1 540 270 474
www.americanradiohistory.com
Arbitron Schedules U.S. Tests of Portable People Meter (PPM)

BY JHAN HIBER

Arbitron has announced that its Portable People Meter (PPM), potential successor to the seven-day diary, will begin testing in the U.S. in November. Wilmington, Delaware will be the first test metro, with the Philadelphia metro being folded into the test in late 2001. The PPM device, which is pager-sized and automatically passively detects station-specific inaudible codes embedded in radio signals, has been tested in Manchester, England since 1998. Three hundred meters will comprise the sample in each respective test metro.

Steve Morris, President of Arbitron, said "After eight years of development and testing it's time to bring the system to the U.S. media environment. That media environment will include more than radio. To help offset development costs, Arbitron has agreed to allow Nielsen Media Research the option to also commercially use PPM for the TV and cable industries. By designating the initial test markets of Wilmington and Philadelphia, the geography of Nielsen's Philadelphia DMA (TV market) is covered. "We're committed to exploring all avenues to improve the measurement of audience, and we see promise in the Arbitron Portable People Meter," said Nielsen President John Dimling.

More details/perspective on PPM in Jhan Hiber's "Ratings and Research" column next week.

---

Songwriter/Publisher/Producer

Stephony Smith

Hometown: Memphis


What radio station did you grow up listening to? FM 100 in Memphis.

What radio stations do you listen to now? Country WSIX-96 and Triple A 93 The Phoenix.

If you owned a radio station, you would...? Pattern it after 93 The Phoenix, playing a great mix of great songs.

The first record you remember buying? Different Drum by Linda Ronstadt, ABC by the Jacksons.

The last record you went out of your way to listen to? Keith Urban

If you could write a song with anyone (living or not), who would it be? John Lennon

Your proudest career achievement so far: "It's Your Love" being named the 1997 ACM Song of the Year, and in 1998 being named BMI Songwriter of the Year.

---

Smiles all round at BMI's 48th Annual Pop Awards, held in Los Angeles in May. L to r: Songwriter/artist Tal Bachman, Vice President and General Manager, Writer/Publisher Relations, BMI Los Angeles, Barbara Cane; songwriter Itaal Shur; BMI President and CEO Frances W. Preston; and Senior Vice President, Performing Rights and Writer/Publisher Relations Del Bryant.
"Training And Caring For Your New AE"

In what could become a series of pet care articles, today we're going to address how to work with your account executives. Because having a sales person is a big responsibility, Bobby, and your mom and I aren't going to go to meetings with just because you're too tired or the other kids asked you to do something after school!

It doesn't take a MENSA candidate to recognize that radio stations are divided into not just different departments but different mindsets. All with the same goal: winning. But each's goal of winning is different. A PD's idea of winning is to have higher ratings. A GSM's is to corner a larger share of market dollars. They're both examples of "winning," and for a station to truly succeed, they need to accomplish both. Which requires (Anyone? Bueller?) "cooperation."

I had a general manager who had an interesting view of the dichotomy that can exist in a station. She referred to everyone on the programming and promotions end of the corridor as "artists" and she respected us for our dedication to the craft. Everyone at the other end of the building were, in her words, in the business of radio. They were "realists" who were slightly bemused by our hedonistic, bohemian lifestyle.

I was glad to be grouped with the artists. It suited me fine. But to do my job as marketing director, I needed to develop business skills and savvy and work with my brethren in suits. Like learning how to handle a morning show, it's a great talent. And everyone has their own style. I know a PD and marketing director who have the "Good Cop, Bad Cop" routine down to a "t." And it works for them.

I was always more of a facilitator. I knew that I was the First Line Of Defense (FLOD) for the programmer but I also knew that I had to help the AE achieve his goal: closing the deal. So I massaged and worked with them to take a few steps towards "our" way of thinking, while at least appearing to be in their camp.

AEs are a nervous and skittish breed, prone to fright-flight defenses. If they come to you with an absurd request or outlandish idea from a client, the worst possible thing you can do is to tell them the truth. You can almost hear the defenses slamming shut. Suddenly you've become the asshole who's standing in the way of them doing their job.

Being positive and taking the time to sit down with them to rethink this idea so that it might be "even better than it already is" at least gets your foot in the door. Their guard is down and they're inevitably more open to taking this "straight from the agency" bonehead idea and re-molding it.

"When you hit them with something new or different you can almost see that look of fear in their eyes. They'll shut down and go with what they know. And that is not a good thing," says Jason Gani, director of promotions and marketing at 106 Jamz in Greenville. "You can't ram a lot of new rules of ideas at them at once. You have to have patience. Sit down with them in individual meetings and attend their sales meetings. Give them different ways to look at things. Always remember that you're all on the same team. You have to be a psychologist, counselor, mediator, and sociologist, not just for your promo stuff, but for the programming department and especially for sales. They need our guidance and knowledge to break away from the humdrum and create exciting and inventive ways to sell the monster that is your radio station," adds Gani.

Working with the AE and being a facilitator is one way to make progress. Refusing to go to meetings with clients, stopping down ideas before you've heard them, and generally mocking the whole concept of sales are all grievous errors that keep stations divided.

Often you sense a "you guys get to have all the fun while we bust our butts trying to sell" attitude from the AEs (which is true, by the way). Some of the most successful stations I encounter do fun, outside-the-building activities together as a group. Not just by department. At WLOL in the '80s we used to do a giant all-day boat party out on Lake Minnetonka with massive amounts of overindulgence. It was great. We bonded, and the ratings and revenue reflected that. It's at least a gesture to keep the AEs in the loop on "fun opportunities."

Taking 200 listeners inner tubing on a river? Let the sales people know that it doesn't have to be their client for them to be invited. It's also extremely beneficial to have them spend as much time as possible with the listeners.

Brainstorming is the same way. Some of the best ideas I've ever heard when hosting creative meetings have come from the AEs. There's always one or two who are smack dab in the middle of the demo and live the lifestyle...but no one has ever asked for their input.

Nothing gives a person a greater sense of being a part of the whole than being listened to.

Account executives are in radio, but in a realm with which most of us are unfamiliar. Knowing, understanding, and working with your new AEs can help introduce them to "your world" and, in the end, make them tremendously more effective at what they were hired to do.

Next week: Neutering rabid badgers organically and without anesthetia!

PAIGE NIENABER, who SIDELINES AS A MOTIVATIONAL SPEAKER, LIVES IN A VAN DOWN BY THE RIVER AND IS VP/FUN 'N GAMES FOR CLIFTON RADIO AND CPR. YOU CAN REACH HIM AT (651) 433-4554 OR VIA EMAIL AT NWCPROMO@EARTH-LINK.NET

WNEW—New York, NY

Looking for experienced on-air hosts capable of winning #1 ratings in male skewed entertainment format, various daysparts available. Experience in contemporary radio shows & comedy in other media. Ratings track record very helpful. On-air, writing and planning skills needed. Personal appearances, reading commercials and AETRA membership required. Send tape/resume, NO CALLS! INRITIVITY IS AN EQUAL OPPORTUNITY EMPLOYER. Contact: C. Quintero 888 Seventh Avenue New York, NY 10106

June 9, 2000 gavin • 7
Spotlight On Nashville’s Close Country Contest

In Music City there are 160 very desirable women. Who are these ladies, and why are they so sought after? Well, that’s how many radio stations were in the Winter 2000 Arbitron survey from Nashville Metro ladies ages 35-44. How those women filled out their diaries had a lot to do with one of the most exciting three-way Country contests in the nation. WSIX, WSM/FM, and newcomer WKDF are all wooing these gals.

The station that does the best job will likely emerge on top of what promises to be a long and strenuous struggle for superiority in the nerve center of the country music industry.

Gavin has delved into the recent Nashville Arbitrons to find out what’s happening.

NEW PLAYER: WKDF

Country radio, for many people and for many years in Nashville, was associated with the WSM stations. WSM was the magic carpet on which rode the Grand Ole Opry broadcasts. Later their FM became dominant. In the mid-'80s WSIX grew stronger and, until last fall, the two FM's battled among themselves for Country ratings supremacy. However, now there’s a third FM in the mix, WKDF.

What impact would you expect a new entrant to have upon Country listeners who had two solid FM choices already? Well, two things happened. As you might expect, both WSIX and WSM/FM lost cume—about 25 percent each (as of the Winter 2000 results when compared to their high water Fall '98 tally). However, a wave of new Country listeners also emerged, enlarging the pool of listeners in Music City by about one third. This phenomenon often happens—a new format competitor may actually enlarge the size of the pool of listeners to a format. Seems to have happened here.

The 12+ metro cume totals for the three Country warriors now looks this way:

**WINTER '00 ARBITRON CUMES, 12+**

<table>
<thead>
<tr>
<th>Station</th>
<th>Total Cume</th>
</tr>
</thead>
<tbody>
<tr>
<td>WSIX</td>
<td>142,000</td>
</tr>
<tr>
<td>WSM/FM</td>
<td>122,000</td>
</tr>
<tr>
<td>WKDF</td>
<td>100,000</td>
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</tbody>
</table>

So while WKDF still needs to grow its cume, the newcomer has registered a respectable total.

**WSIX SOLID, WSM/FM REBOUNDS**

Keeping in mind the cume bases above that each station has to work from to develop AQH shares, how “Amazingly, among adults 25-54, each of the three garnered the same TSL, eight and one-half hours weekly per person on average. That’s why the future victories or growth will depend on marketing and promotion aimed at cume growth. All three stations are pleasing their 25-54s equally well, so whoever grabs more cume wins.”

do these shares stack up over the two surveys worth of three-way combat? Here’s the 12+, total week, metro AQH share trend:

<table>
<thead>
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<th>Week 99</th>
<th>Week 00</th>
</tr>
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<tbody>
<tr>
<td>WSIX</td>
<td>4.4</td>
<td>4.9</td>
</tr>
<tr>
<td>WSM/FM</td>
<td>6.6</td>
<td>6.6</td>
</tr>
<tr>
<td>WKDF</td>
<td>4.5</td>
<td>4.2</td>
</tr>
</tbody>
</table>

As for the picture in the golden 25-54 deno, the ranking is the same. WSIX was stable in the low sixs, WSM/FM rose strongly from a low four to mid-five share, and ‘KDF was a little softer, going mid-four to low-four share range, 25-54.

The good news for ‘KDF is that these 25-54 scores were stronger than those achieved during the rock format days. Amazingly, among adults 25-54, each of the three garnered the same TSL, eight and one-half hours weekly per person on average. That’s why the future victories or growth will depend on marketing and promotion aimed at cume growth. All three stations are pleasing their 25-54s equally well, so whoever grabs more cume wins.

**IT’S THE LADIES, STUPID**

So how would each try to build cume (and TSL)? Focus on the women! Among all those stations the ladies 35-44 were either tops or #2 in cume and AQH contributions. Those 160 female diary-keepers 35-44 were in demand. There are three attractive suitors for those gals. It should be fun to watch and see what efforts are made to win the loyalties (and diaries) of this tantalizing target demo.

**FINAL WORDS OF ADVICE**

Since I used to consult one of the veteran FM’s in Nashville, it’s fun to watch these goings on. Here’s some free advice to each station:

**WSIX:** Focus on returning Gerry House’s strong morning drive numbers back to double-digit shares, and on stopping the overall cume slippage.

**WSM/FM:** Whatever you did to rebound so nicely in the Winter, keep it up!

**WKDF:** In order to grow your cume and shares, look at work-place opportunities—you saw some TSL slippage there, Fall ’99 to Winter ‘00.

Finally, isn’t it great that Country is such a solid format that it can still field three viable contenders in the Music City battle? Says a lot for the music, and the talented radio and record folks who love country music.

It’s best to stay tuned for more episodes of what promises to be a most entertaining race.

---

**Notes:**

1. Enlarging the pool of listeners
2. Country listeners also emerged, '98 compared
3. Both new entrant
4. Of the two
5. Dominant.
7. Tensions.
8. Was associated with the
10. Arbitrons to find out
11. What’s happening.
12. NEW PLAYER: WKDF
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22. Among themselves for Country ratings supremacy.
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24. What impact would you expect a new entrant to have upon
25. Country listeners who had two solid FM choices already?
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43. | WKDF    | 4.5     | 4.2     |
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54. It’s best to stay tuned for more episodes of what promises to be a most entertaining race.
Get The Puck Outta Here!

The defending Stanley Cup champs Dallas Stars are taking on the upset New Jersey Devils in the Stanley Cup finals, going on as we speak. From the "seemed like a good idea at the time" dept, we thought, what the hell...in a completely unscientific (and quite possibly unnecessary) survey, we decided to match up the dominant Top 40 radio stations in each of the team's respective markets: for Dallas, it's KHKS; for New Jersey, WPST-Trenton. Remember kids, just like in radio, or any other contact sport, if you play hard, wear a cup.

**KHKS**

<table>
<thead>
<tr>
<th>Artist - Title</th>
<th>Total Spins</th>
</tr>
</thead>
<tbody>
<tr>
<td>SANTANA/R. THOMAS - Smooth</td>
<td>1183</td>
</tr>
<tr>
<td>SAVAGE GARDEN - I Knew I Loved You</td>
<td>1087</td>
</tr>
<tr>
<td>CHRISTINA AGUILERA - What A Girl...</td>
<td>1024</td>
</tr>
<tr>
<td>'NSYNC - Bye Bye Bye</td>
<td>971</td>
</tr>
<tr>
<td>BACKSTREET BOYS - Show Me...</td>
<td>900</td>
</tr>
<tr>
<td>SONIQUE - It Feels So Good</td>
<td>866</td>
</tr>
<tr>
<td>BLAQUE - Bring It All To Me</td>
<td>847</td>
</tr>
<tr>
<td>MARC ANTHONY - I Need To Know</td>
<td>835</td>
</tr>
<tr>
<td>702 - Where My Girls At</td>
<td>777</td>
</tr>
<tr>
<td>SANTANA - Maria Maria</td>
<td>759</td>
</tr>
</tbody>
</table>

**WPST**

<table>
<thead>
<tr>
<th>Artist - Title</th>
<th>Total Spins</th>
</tr>
</thead>
<tbody>
<tr>
<td>THIRD EYE BLIND - Never Let You Go</td>
<td>861</td>
</tr>
<tr>
<td>LONESTAR - Amazing</td>
<td>851</td>
</tr>
<tr>
<td>BLAQUE - Bring It All To Me</td>
<td>776</td>
</tr>
<tr>
<td>SANTANA/R. THOMAS - Smooth</td>
<td>739</td>
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<tr>
<td>TONIC - You Wanted More</td>
<td>715</td>
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<td>BLINK 182 - All The Small Things</td>
<td>710</td>
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<tr>
<td>'NSYNC - Bye Bye Bye</td>
<td>706</td>
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<tr>
<td>TRAIN - Meet Virginia</td>
<td>676</td>
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<td>KID ROCK - Only God Knows Why</td>
<td>688</td>
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<tr>
<td>LIT - My Own Worst Enemy</td>
<td>672</td>
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<td>LW</td>
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matchbox twenty, as expected, invades the Top 10 this week, powered by 95+ spins at KXAN-San Antonio, and over 80 spins at both KCHQ-Albuquerque and KZPP-Phoenix.

10 | CHRISTINA AGUILERA - I Turn To You (RCA)  | 4132  | 4238 | -106 | 113 |
11 | BACKSTREET BOYS - The One (Jive)            | 3846  | 3633 | +213 | 117 |
12 | AALITYA - Try Again (Background/Virgin)      | 3605  | 2988 | +617 | 91  |
13 | V-HITC - Graduation (Elektra/EGG)            | 3518  | 3617 | -99  | 107 |
14 | JOE - I Wanna Know (Jive)                    | 3398  | 3054 | +344 | 98  |
15 | EMILIE - The Real Slim Shady (Interscope)    | 3375  | 2983 | +492 | 97  |
16 | GOD GOO DOLLS - Broadway (Warner Bros.)      | 3279  | 3201 | +78  | 112 |
17 | DONALD JAGGER - So Perfect (Universal)       | 3170  | 3485 | -315 | 95  |
20 | NINE DAYS - Absolutely (The Story Of A Girl) (Epic/555 Music) | 3101 | 2963 | +438 | 101 |

Immediately stimulates that "crank it up" instinct. Jumps 26-67 spins this week @ WKIK-Chicago, up 30-53 spins at KXAN-Bakersfield,14-44 spins at WKSFS-Cincinnati.

19 | BB MAK - Back Home (Hollywood)               | 2922  | 2611 | +311 | 105 |
21 | MANDY MOORE - I Wanna Be With You (Epic/555 Music) | 2578 | 2363 | +215 | 102 |
22 | ALICE DELLAY - Better Off Alone (Republic/Universal) | 2552 | 2870 | -318 | 87  |
23 | WESTLIFE - Swear It Again (Arista)           | 2121  | 2110 | +11  | 86  |
24 | SPLENDER - I Think God Can Explain (C2/CRS)  | 1953  | 1818 | +135 | 75  |
25 | RED HOT CHILI PEPPERS - Otherside (Maverick) | 1929  | 2032 | -103 | 68  |
26 | JESSICA SIMPSON - I love You (Columbia/CRS)  | 1512  | 1619 | -693 | 72  |
27 | TONI BRAXTON - I Wasn't Man Enough For Me (Laface/Arista) | 1395 | 1189 | +276 | 50  |
28 | W. HOUSTON & E. IGLESIAS - I Am Your Hips (Columbia)  | 1118 | 902  | +216 | 69  |
29 | DMX - Party Up (IDJMG)                        | 1050  | 861  | +189 | 49  |
30 | EN VOGUE - Rightie (EastWest/EGG)            | 1046  | 1068 | -22  | 53  |
31 | SISTER HAZEL - Change Your Mind (Universal)  | 1011  | 746  | +265 | 52  |
32 | DESTINY'S CHILD - Jumpin', Jumpin' (Columbia/CRS) | 982  | 661  | +321 | 35  |
33 | STING - Desert Rose (A&M/Interscope)         | 969  | 677  | +291 | 59  |
34 | LARA FABIAN - I Will Live Again (Columbia)    | 794  | 613  | +181 | 44  |
35 | M2M - Mirror Mirror (Atlantic)                | 635  | 596  | +40  | 43  |
36 | BON JOVI - Bad Medicine (IDJMG)               | 630  | 529  | +101 | 33  |
37 | Moby - Body (2/CRG)                          | 588  | 594  | -6   | 41  |
38 | JANET JACKSON - Doesn't Really Matter (Def Soul/IDJMG) | 564  | -     | 25   |
39 | BRIAN McKNIGHT - 8, 8, 12 (Motown)            | 556  | -     | 35   |
40 | JAY-Z - Big Pimpin' (Roc-A-Fella/Priority)    | 523  | -     | 26   |
40 | MARY MARY - Shackles (C2/CRG)                | 466  | 501  | -35  | 28  |
### Gavin Rhythm Crossover

**One of the biggest no-brainers of the year, next leaps 40-73 spins at KYLZ-Albuquerque, 63-78 spins at KSEQ-Fresno, and 37-56 spins at WJF-Port Wayne.**

<table>
<thead>
<tr>
<th>Artist</th>
<th>Title</th>
<th>Label</th>
<th>SPINS</th>
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</thead>
<tbody>
<tr>
<td>Eminem</td>
<td>The Real Slim Shady</td>
<td>Interscope</td>
<td>3168 (2998 +170) 50</td>
</tr>
<tr>
<td>Aaliyah</td>
<td>Try Again (Backround/Interscope)</td>
<td>2653 (2557 +96) 50</td>
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<tr>
<td>Jay-Z</td>
<td>Big Pimpin' (Roc-A-Fella/Priority)</td>
<td>2358 (2468 -110) 48</td>
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<tr>
<td>Joe</td>
<td>I Wanna Know (Jive)</td>
<td>2215 (2123 +92) 50</td>
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<tr>
<td>Sisqo</td>
<td>Thong Song (Def Soul/IDJMG)</td>
<td>2058 (2192 -134) 50</td>
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<tr>
<td>Destiny's Child</td>
<td>Jumpin', Jumpin' (Columbia/CRG)</td>
<td>2002 (2019 -1) 40</td>
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<tr>
<td>DMX</td>
<td>Party Up (IDJMG)</td>
<td>1772 (1871 -99) 47</td>
<td></td>
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<tr>
<td>Next</td>
<td>- (Wiley (Interscope))</td>
<td>1590 (1355 +235) 42</td>
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### Spins

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<th>Artist</th>
<th>Title</th>
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<tr>
<td>Janet Jackson</td>
<td>'I'm Not Her '</td>
<td>Def/Columbia/CRG</td>
<td>1347 (1256 +91) 34</td>
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<tr>
<td>Da Brat</td>
<td>Dope - I Did It Again (Jive)</td>
<td>1250 (1149 +101) 27</td>
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<tr>
<td>Nelly</td>
<td>Chit St (Interscope/Country Grammer)</td>
<td>1216 (933 +283) 38</td>
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<tr>
<td>Tion Braxton</td>
<td>- He Man Enough For Me (LaFace/Arista)</td>
<td>1016 (1073 -55) 33</td>
<td></td>
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<tr>
<td>Dr Dre</td>
<td>Forgot (Aftermath/Interscope)</td>
<td>932 (1044 -111) 34</td>
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<tr>
<td>Carl Thomas</td>
<td>I Wish (Boy/Arista)</td>
<td>919 (882 +37) 33</td>
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<tr>
<td>Christina Aguilera</td>
<td>I Turn To You (RCA)</td>
<td>916 (857 -41) 28</td>
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<tr>
<td>Minnie Driver</td>
<td>- Best Of Me (Interscope)</td>
<td>907 (1092 -185) 30</td>
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<td>504 Boyz</td>
<td>- Wobble, Wobble (Columbia)</td>
<td>871 (760 +111) 30</td>
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<tr>
<td>Jagged Edge</td>
<td>- Get Married (So So Def/Columbia/CRG)</td>
<td>801 (659 +142) 26</td>
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<tr>
<td>Nelly Flavor</td>
<td>- 3 Little Words (Reprise)</td>
<td>775 (752 +23) 28</td>
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<tr>
<td>NSYNC</td>
<td>- 'It's Gonna Be Me (Jive)</td>
<td>768 (663 +105) 23</td>
<td></td>
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<tr>
<td>Enrique Iglesias</td>
<td>- Be With You (Interscope)</td>
<td>755 (734 +21) 20</td>
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### Success Stories

**Passion Pit**

"We like the new Janet Jackson, our biggest records are just the ones you'd expect: Jay-Z, DMX, Big Pun, Eminem, etc."

—Tracy Cloyd, PD, Hot 97-New York

"Pink is a full-blown power, tons of calls for the new Janet Jackson...her fans are coming out of the woodwork."

—Paul "Cubby" Bryant, MD, 2100-New York

**Success Stories Too**

"Don't Call Me Baby" by Madison Avenue (C2) is through the roof...we can't play it enough. Also, Lara Fabian is big—phones are going nuts from upper demo females."

—Dan Watson, PD, KDON-Salt Lake City

"M2M is researching for us, especially with upper demos; same with Bon Jovi, pulling huge adult phones."

—Jeff McCartney, PD, KZTH-Salt Lake City

### Mediabase Update

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<tr>
<th>Station</th>
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<tr>
<td>WNOU</td>
<td>RadioNow</td>
<td>Indianapolis</td>
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**WOST-FM**

Myers segues from G2 Top 40 to Mediabase Mainstream Hit Station.
Putting a new stamp on hip-hop with creative styles and innovative production is the blazing hot rap crew outta Boston by the name of Compound. The hip-hop heads coast to coast are already familiar with this incredible team of lyrically gifted emcees backed by ill production, and now Compound’s back on the scene with the incredible one-two lineup of spicy singles from crew members Iyadonna, Clinton Sparks, and Crispus Attucks. For those unfamiliar with these kits, let me break it down right quick. Compound is a crew of seven including Clinton Sparks, Iyadonna, Crispus Attucks, Brighetone, Mr. Wiggins, and Problematic. The label and production company is collectively known as Compound Entertainment, and “The Compound” is the production studio where all the hot tracks are laid down and mastered. Guess who The Compound boys? If you answered Clinton Sparks, Crispus Attucks, and Iyadonna offered a glimpse of hot shit to come on future projects.

The production team for Compound Entertainment draws from the creative powers of Clinton Sparks and Crispus Attucks, who continuously come clean with an inventive style that is genuinely unique. To date, Compound has had three top fiveadded singles on the college rap charts (thanks in part to hard working efforts of DJ Addition), and is currently making noise with their newest singles from both Iyadonna with “What You Think,” and the Compound single “That’s My Crew.”

The real catch about Compound would have to be the incredible display of production skills. Let’s face it, you can’t have a tight track composed of tight lyrics over boring, monotonous beats. It just does not work—Cranibus’s first album proved that.

The raw and catchy lyrics of Compound is the wavy production of Clinton Sparks and Crispus Attucks. Both these cats are definitely holding it down as they provide hip-hop listeners with a new feel. Mixtapes everywhere are guaranteed to have the phone jinglin’ within moments of dropping Compound singles on the platter, and that’s good reason.

With a style that’s surely winning over the masses, Clinton Sparks is making a name for himself from his off the hook mixtapes and CDs, to the mixed sets he arranges for Superadio, to the broadcasts of Live@The Compound on the official Compound Entertainment site, to the ill remixed he provides the vocals of rap sensations like Jay-Z, Nas, and Mase.

Let me break from the action to ask a simple question. Have you heard the production skills of Clinton Sparks and Crispus Attucks? If you answered no to that question, here’s what you need to do. Reach out to Compound at clinton@compoundentertainment.com and ask how you can get your hands on copies of his recent Mixed-CDs, as well as a copy of the new Compound sampler cassette. Both provide listening pleasure which will surely keep your fingers on the rewind feature of your favorite audio source. The sampler features hot new tracks from Compound members and hangin’ production from Clinton and Attucks on blazers like “Real Hot” and my personal favorite “Motivate.”

The Clinton Sparks Mixed-CDs always serve as a platform and showcase for the ridiculous behind-the-boards skills of Clinton. Numerous tracks there will have you sayin’, “Yo, is this remix available on the single?” Many of them are exclusive Clinton Sparks remixes which can only be found here. And don’t take it lightly, I’m not talkin’ bout your ol’ run of the mill remixes where the DJ takes one a cappella, and mixes the heat from another hot single behind it. I’m talkin’ about the raw and uncut remix version made exclusively for these artists. Clinton has already turned the heads of numerous hip hop artists in the industry and also caught the attention of major labels with his remix and production skills. Companies like Bad Boy Entertainment and Columbia Records have both expressed interests in his work.

Labels, don’t sleep on these cats. Compound is makin’ moves in a major way and shortly you’ll be wishing you would have heeded the word on the street. In the meantime, the best way to get a feel for these pioneers is to hit up the official website at www.compoundentertainment.com. It features news, info, and of course, the dope broadcasts of Clinton’s Live@The Compound which showcases not only the skills of this extraordinary DJ, but his production, reinventing songs from artists like Jay-Z, Memphis Bleek, and Eric Sermon.

Be sure to peep the website and get your hands on the sampler cassette ‘cause it’s guaranteed the knock-knock, and surely a prime example of why Compound will soon be impacting worldwide.

**SONNY D: What’s going on currently and in the near future for you guys?**

**CLINTON SPARKS: Massacra (Crispus Attucks, Brighetone, and Iyadonna) will be droppin’ a new single this summer called “Motivate,” and Iyadonna will be droppin’ a new single this summer too. Right now though, we’re finishing up both the albums simultaneously.**

**SONNY D: So what’s up with the site?**

**CLINTON SPARKS: We got Live@The Compound, which is my online mixshow. You can hear Compound music and Compound news, and you can hear other artists I’m don’t’ tracks for as well. Also, I just did the affiliation with aku.com, so they’re gonna be promatin the show too. It’s like a hip-hop Howard Stern kinda thing, but definitely more mixin’ than talkin’. Right now we’re really tryin’ to just get a huge buzz goin’ on and create an interest. We’re really hoping to get a label or production deal.**

**SONNY D: Production-wise, you guys have got your own feel. It’s like being able to recognize a Prino track immediately. With you it’s like, “Oh, that’s a Clinton Sparks cut for sure.”**

**CLINTON SPARKS: That’s funny you say that. I’ve heard a lot of people say that too. But they’re all from Boston. It’s funny to hear someone from outside of Boston be able to say that they can recognize our music instantly.**

College radio has both their singles in heavy rotation, and influential DJs in respected markets have been bumping the new singles as well. You’ve got Funkmaster Flex for Hot 97 in N.Y, Icey Ice for 92.3 The Beat in L.A, Roy Barbosa for Jam 94.5 in Boston, DJ Buck for Hot 106 in Rhode Island, and Mark X for Power 102 in El Paso. The momentum is definitely building for Compound and we can be assured that more good music is on its way from this ill crew representing Boston. Peace!
THE HIGH YOU'VE BEEN LOOKING FOR

THE ULTIMATE HIGH

FEATURING NAS

PRODUCED BY SKI FOR ROC-A-BLOCK PRODUCTIONS

THE HIGHLY-ANTICIPATED DEBUT SINGLE FROM HIS
FORTHCOMING SOLO ALBUM "FOR ALL SEASONS"

OFFICIAL IMPACT DATE: JUNE 13

WWW.FORALLSEASONS.NET WWW.TRACKMASTERS.NET WWW.COLUMBIARECORDS.COM

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Trademarks of Track Masters are automatically? With Track Masters Records LLC.

www.americanradiohistory.com
Continuing its steady ascent towards the top of the charts is Interscope Records' recent addition to the gold and platinum hip-hop lineup. Number One next week?

This cut from Nature made a tremendous splash on college radio with its debut on our rap charts. Destined to be a top five record, nature takes "the top - to the top"

Knock Life really ushered him into the style as he made the street game take over. Jay-Z protégé and Roc-A-Fella's latest rising star, Beanie Sigel, is putting Philly back on the map, offering a fresh approach to rap.

"I don't rap, I talk shit. It just so happens that it rhymes," he explains. At all starts in south Philly in grade school, when Sigel found himself a hard-hitting MC, he never paid off. Sigel describes himself as having a big imagination and the hands-on experience to back it up.

Sigel has been called a newcomer, a promising new MC, and he to Roc-A-Fella throne following in Jay-Z's footsteps – and he's never put down a demo tape or did any of the usual hustle to get recognized in the industry. Will he get his debut without paying his dues? Mac shreds it off, saying that "The Truth" is his demo and he's just the first MC to sell his demo tape in stores.

The album, which dropped in February, features production by Tony Draper of Ruff Riders and Swizz Beatz. While most of the album is a lot harder than what's usually found in the radio, tracks like "Who Want What" featuring Memphis Bleek and the Roots "Tell the Truth" "My Money, Cash, Hoes" remix, and finally joining Jay-Z on his Hard Knock Life tour.

Sigel's casual approach to rhyming is marked by hard hitting lyrics and dramatic rolling beats. Mac looks at rapping like making conversation, saying he learned the style from notorious B.I.G. and Jay-Z. Mac does more than rhyme, he tells stories. He describes himself as having a big imagination and the hands-on experience to back it up.

Album: The Truth
Label: Roc-A-Fella

ARTIST PROFILE

Beanie Sigel

From the 2006 American Radio History Project
Complacency is the Enemy

I had mixed feelings about leaving New York in 1992 and moving to Houston. My wife Carla and I were expecting our first child, and the idea of heading to unknown territory wasn’t sitting with me very well. But my time at KBXX/FM (The Box) turned out to be a great experience. Former GM Carl Hamilton and OM Robert Scorpio were very inspirational. Hamilton preached family values and introduced me to motivational methods and books. He taught me how to create a value system within the staff that increased loyalty and teamwork. Hamilton also encouraged me to write.

Scorpio was the best example I’ve known of a programmer absorbing his marketplace. His knowledge of Houston and its people, customs, musical tastes, and trends was uncanny. He worked hard and stayed in the streets. I never worked with a more in-touch contemporary programmer. We divided responsibilities and I like to think we were teachers to each other.

Scorpio’s motto was, “complacency is the enemy of creativity.” For his part he encouraged my storytelling. And I would use some of his suggestions at jock meetings where we shared the responsibility of dealing with the talent.

I asked Scorpio to participate in last week’s special issue on Black Music Month, but because of a scheduling conflict he couldn’t get his answers in until this week. They’re certainly worth reading.

Q: How does your station celebrate Black Music Month?
RS: We don’t do a lot for the actual. We focus on our Juneteenth promotion, giving away special shirts during the month.

How does your station benefit from educating and celebrating the history of black music with your community?
We’re a music-intensive station. We emphasize black music all year long. It’s unfortunate that this is such an industry-focused holiday. The real community is not fully aware of it.

In what direction do you see black music heading?
Black music has never been hotter. Our station has benefited over the last few years from the music becoming more mainstream. When I hear pop stations playing DMX, Jay Z, or Dre Dre it reinforces that this music will be heard for a long time. R&B has suffered a bit. But artists like R. Kelley, Joe, Carl Thomas, and Avant will revitalize.

Give your station a mid-year grade.
B. I’m a very hard grader. We’re a good station. Promotionally we can be a little more creative and make a bigger presence in the streets.

With half the year over, has your station reached its goals for 2000?
The sales goals of the station have been met. In the Winter book our ratings slipped to number two 12-plus, but we remain number one with our 18:34-core.

In the first six months of the year what has been the key element to your station’s success or failure?
Overcoming complacency is the biggest enemy of a radio station. You have to be more creative with your motivation techniques to keep jocks and promotion people excited about their work and the product.

Have you met your personal goals for this year?
My personal goals run parallel with the station’s goals. The morning show (Scorpio is the host) is still number two overall, so I guess you could say there room for improvement. I’ve improved the promotions department, which has become a really bright spot for us. I’m still behind in my sleep and household errands. I don’t have a social life, but everything is fine.

What grade would you give yourself?
B. I need to continue to push myself to be more creative and fight complacency.

What challenges lie ahead for radio?
I’m still not sure where this consolidation thing is headed. There are talented folks out there, but we need to devise different ways to train them. As managers we need to recognize their individual needs and work within that context.

If there was one thing you could change about radio, what would that be?
Politics. The games we have to play with the record industry need to stop.

ARTIST PROFILE

Welcome II Nextasy
Label: Arista

Welcome II Nextasy is the forthcoming album from Next, the R&B powerhouse that brought us Rated Next, the double-platinum debut album.

T-Low, R.L. and Tweety are huge-selling artists, yet not a household name, and you have to ask why. This time out, the goal is wider recognition. Working with Naughty By Nature producer Kay Gee, the men of Nextasy co-wrote and co-produced much of the album, which is why it runs the gamut and shows off the best of Urban music: R&B arrangements, hip-hop beats, flow, and stylized harmonies.

But what’s really hot about this sophomore effort (besides the CD jacket) is the sexy and sensual lyrics. "We use our imagination," says lead vocalist, R.L. From the sound of it, that’s not all they are using.

Highlights are "Beauty Queen" and

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EPIC SHOWCASES AMEL LAURRIEUX IN NYC

"Wifey" by Next is a perfect summer song that's heating things up here in Boston and blowing out our phones."—Cherry Martinez, MD, WBOT-Boston
January week and she boyfriend was away for time consuming process, but it's currently being built in a nice area of San Diego. It's a ten-unit complex that will be a transitional shelter, not an emergency shelter. One of the things we learned in doing our research is that there are plenty of shelters for people in emergency situations, but they can only stay there for about 30 days and then they get kicked out. Most victims of domestic abuse end up going back into the same or worse situation because they have nowhere else to go. What's really needed is a transitional shelter to help them put their lives back together and start over. Becky's House will be for those who have come out of the emergency situation need a place to get their life back together again. The units will be very similar to townhouses with their own private bathrooms and kitchens. If you were to walk past it, it would look like any other townhouse or condominium building—you wouldn't know it was a shelter.

Who determines who gets to stay there?
We've turned the whole project over to the YWCA for operation since we're not experts in that area. They do a lot of work with domestic abuse victims and run some other shelters in San Diego County. We also learned that many times women go back into an abusive situation because there's nothing for their children or believe it or not—their pets. A lot of women stay in abusive situations because the husband or boyfriend has threatened to kill their pet if they leave, and none of the shelters allow pets. Becky's House will allow pets, so they'll be able to take their dogs or cats with them. We're also building a mini-park around it that will be shared with the entire community.

What's been the biggest challenge to this whole project?
Probably finding the land to build it on—we didn't really do that, but we helped coordinate it. Barbara Warden and her City Council office fronted the effort and cut through all the red tape and got the permits and everything to make that happen for us. They spent at least six to eight months just finding a place to build it, so we really appreciate their help.

Mediabase Updates:
- KBBT-Portland changes format to KWINX and is dropped from the panel.
- KCDA-Spokane moves from G2 Hot AC status to Mediabase-monitored status.
ALL NON-MEDIABASE
ONLINE PROJECTED AIRPLAY

38 40
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VERTICAL
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MARIAH
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SANTANA
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CHRISTINA AGUILERA
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15
14
13
12
11
10
9
8
7
6
5
4
3

98°

Backstreet Boys

2000

LARA FABIAN
- I Believe (Reprise)

EDWIN McCAY - I Could Not Ask For More (Lava/Atlantic)

STING - Desert Rose (A&M/Interscope)

SANTA FE- Maria Maria (Arista)

BB MAK - Back Here (Hollywood)

TIM JAMES - I’ll Be Your Secret (C2/CRG)

JESSICA SIMPSON - I Think I’m In Love With You (Columbia/CRG)

BRITNEY SPEARS - Ooo... I Did It Again (Jive)

JAYHAWKS - I’m Gonna Make You Love Me (American/Columbia)

Mandy Moore - I Wanna Be With You (Epic/550 Music)

HILL

HUNTER, LEANN RIMES

HUNTER & ENRIQUE IGLESIAS

LARA FABIAN - I Will Remember You (Arista)

EDWIN MCCAIN - I Could Not Ask For More (Lava/Atlantic)

RICHARD PAGE - When She... (Garden City/TeshMedia)

EYE

I

D. HENLEY - That’s The Way It Is (Epic/550 Music)

DON HENLEY - Talking You Home (Warner Bros.)

CÉLINE DION - That’s The Way It Is (Epic/550 Music)

SUZY HUOTON & ENRIQUE IGLESIAS - Could I Have... (Arista)

BRITNEY SPEARS - Ooo... I Did It Again (Jive)

HILL

HUNTER, LEANN RIMES

HUNTER & ENRIQUE IGLESIAS

K OZ

HUNTER, LEANN RIMES

HUNTER & ENRIQUE IGLESIAS

HILL

HUNTER, LEANN RIMES

HUNTER & ENRIQUE IGLESIAS

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DON HENLEY - Talking You Home (Warner Bros.)

CÉLINE DION - That’s The Way It Is (Epic/550 Music)

SUZY HUOTON & ENRIQUE IGLESIAS - Could I Have... (Arista)

BRITNEY SPEARS - Ooo... I Did It Again (Jive)
"NOW I KNOW"

The debut release from new artist

SUZY

featuring Donny Osmond

"The Suzy K song "Now I Know" is a "goose bump" song. The harmonies with Donny Osmond and the instrumentation from Dave Koz are heaven! A great A/C song!"

- Joe Hann - WRCH/Hartford

"Wow, what a dynamic performance from a fresh and exciting new talent! This tune packs a powerful punch...melodically and lyrically! What a package!"

- Steve Kelly - KGBY/Sacramento

from the full length CD "As I Am"

#1 Most Added at R&R
#1 Most Added at Gavin G2
WLTE WGBY KUDL WLTQ
KOXT WWLI WTP1 WRCH
and many, many more

Executive Producer: Tom Callahan

Contact: Claire Parr at The Navigator Company - (203)226-9959 or navigatorcompany@aol.com

Produced by Skip Drinkwater

Manufactured and Distributed by WARR
### Gavin HotAC

**Top Tracks**

1. **Vertical Horizon** - Everything You Want ( RCA )
2. **Macy Gray** - I Try ( Epic )
3. **matchbox twenty** - Bent ( La/Lat/Atlantic )
4. **Faith Hill** - Breathe ( Warner Bros. )
5. **Third Eye Blind** - Never Let You Go ( Elektra/EEG )
6. **God God Dolls** - Broadway ( Warner Bros. )
7. **Santana feat. Rob Thomas** - Smooth ( Arista )
8. **Sting** - Desert Rose ( A&M/Winter)cope)

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<tr>
<th>Track</th>
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<td>Arista</td>
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<td>Sting</td>
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<td>A&amp;M/Wintercope</td>
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**Additional Notes:**
- Sting continues to wow radio with his latest hit. He tops this week’s HyperActive chart and is up 373 spins. Adds include: KMKX-Phoenix, WMTX-Tampa, and WQAL-Cleveland.
- **Angie Aparo** - SPACE SHIP ( Valmont/Arista )
- **Kanye West** - Oh, Head ( 550 )
- **Sugah Ray** - Someday ( Lava/Atlantic )
- **Chantal Kreviazuk** - Before You ( C2/Columbia )
- **Backstreet Boys** - The One ( Jive )
- **Celene Dion** - I Want You To Need Me ( Epic/550 Music )
- **ThisWay** - Nice ( Reprise )
- **Deathray** - Now That I’m Blind ( Capricorn )
- **Sonique** - It Feels So Good ( Republic/Universal )
- **Whitney Houston & Enrique Iglesias** - I Could Have Been ( Arista )
- **Matthew Sweet** - Trade Places ( Volcano Recordings )
- **'NSYNC** - It’s Gonna Be Me ( Jive )
- **Everclear** - Wonderful ( Capitol )

**HotAC Chartbound**

**Moby** - Porcelain (V2)

**Goo Goo Dolls** - Black Balloon ( Warner Bros. )
- **Marc Anthony** - I Need To Know ( Columbia/CRG )
- **Creed** - Higher ( Wind-Up )
- **Sister Hazel** - Change Your Mind ( Universal )
- **Santana** - Smooth ( Arista )
- **Sting** - Desert Rose ( A&M/Intercope )
- **Goo Goo Dolls** - Slide ( Warner Bros. )
- **Fastball** - Out Of My Head ( Hollywood )
- **Sixpence None The Richer** - Kiss Me ( Sound/Columbia )
- **Backstreet Boys** - Show Me The Meaning Of Being Lonely ( Jive )

<table>
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<tr>
<th>Track</th>
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<th>Label(s)</th>
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<th>TW</th>
<th>Trend</th>
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<td>Space ship</td>
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<td>550</td>
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<td>Sugar Ray</td>
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<td>Lava/Atlantic</td>
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<td>Before You</td>
<td>C2/Columbia</td>
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<td>The One</td>
<td>Jive</td>
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<td>5</td>
<td>+27</td>
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<tr>
<td>Celene Dion</td>
<td>I Want You To Need Me</td>
<td>Epic/550 Music</td>
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<td>6</td>
<td>+93</td>
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<td>Reprise</td>
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<td>Now That I’m Blind</td>
<td>Capricorn</td>
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<td>8</td>
<td>+111</td>
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<tr>
<td>Sonique</td>
<td>It Feels So Good</td>
<td>Republic/Universal</td>
<td>9</td>
<td>9</td>
<td>+156</td>
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<tr>
<td>Whitney Houston &amp; Enrique Iglesias</td>
<td>I Could Have Been</td>
<td>Arista</td>
<td>10</td>
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<tr>
<td>Matthew Sweet</td>
<td>Trade Places</td>
<td>Volcano Recordings</td>
<td>11</td>
<td>11</td>
<td>+106</td>
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<tr>
<td>‘NSYNC</td>
<td>It’s Gonna Be Me</td>
<td>Jive</td>
<td>12</td>
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<tr>
<td>Everclear</td>
<td>Wonderful</td>
<td>Capitol</td>
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<td>Billie Myers</td>
<td>Am I Here Yet?</td>
<td>Rtn To Sender</td>
<td>14</td>
<td>14</td>
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**HyperActive Trend**

- **Sting** - Desert Rose ( A&M/Intercope )
- **Nine Days** - Absolutely ( Epic/550 Music )
- **Vertical Horizon** - Everything You Want ( RCA )
- **Sister Hazel** - Change Your Mind ( Universal )
- **Creed** - Higher ( Wind-Up )
- **Matchbox Twenty** - Bent ( La/Lat/Atlantic )
- **Santana feat. Rob Thomas** - Smooth ( Arista )
- **Sting** - Think God Can Explain ( C2/CRG )
- **Savage Garden** - Crash And Burn ( Columbia/CRG )
- **Don Henley** - Taking You Home ( Warner Bros. )
- **Third Eye Blind** - Never Let You Go ( Elektra/EEG )
- **Ben Harper** - Steal My Kisses ( Virgin )
- **God God Dolls** - Broadway ( Warner Bros. )
- **Marc Anthony** - You Sang To Me ( Columbia/CRG )
- **Moby** - Porcelain (V2)
- **PHISH** - Heavy Things ( Elektra/EEG )
- **Guster** - Fa Fa ( Hybrid/Sire )
- **Lonestar** - Amazed ( BNA )
- **Jayhawks** - I’m Gonna Make You Love Me ( American/Columbia )
- **SMASH MOUTH** - Steal My Kisses ( Virgin )
- **No Doubt** - Simple Kind Of Life ( Interscope )
- **Travis** - Why Does It Always Rain On Me? ( Epic )
- **Backstreet Boys** - The One ( Jive )
- **Macy Gray** - I Try ( Epic )
- **Enrique Iglesias** - Be With You ( Interscope )
- **Neve** - It’s Over Now ( Portrait/C2/Columbia )
- **Red Hot Chili Peppers** - Other Side ( Warner Bros. )

**HotAC Recurrents**

- **Goo Goo Dolls** - Black Balloon ( Warner Bros. )
- **Marc Anthony** - I Need To Know ( Columbia/CRG )
- **Sugar Ray** - Someday ( Lava/Atlantic )
- **Tal Bachman** - She’s So High ( Columbia/CRG )
- **Smash Mouth** - All Star ( Interscope )
- **Celene Dion** - That’s The Way It Is ( Epic/550 Music )
- **Goo Goo Dolls** - Slide ( Warner Bros. )
- **Fastball** - Out Of My Head ( Hollywood )
- **Sixpence None The Richer** - Kiss Me ( Sound/Columbia )
- **Backstreet Boys** - Show Me The Meaning Of Being Lonely ( Jive )

**All charts are compiled by Gavin. The G2 designation refers to “Gavin Secondary Charts,” compiled from projected airplay data submitted by select non-monitored stations.**
**G2 Hot AC**

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<th>Note</th>
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<td>1814</td>
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<td>matchbox twenty - Let's Go (MCA)</td>
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<td>GREEN DAY - Broadway (Warner Bros.)</td>
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<td>SAUSAGE GARAGE - Crash And Burn (Columbia/CBS)</td>
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<td>MARY MAC - I Try (Epic)</td>
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<td>FAITH HILL - Breathe (Warner Bros.)</td>
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<td>THIRD EYE BLIND - Never Let You Go (Elektra/EG)</td>
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<td>SANTANA - Ysana Maria (Arista)</td>
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<td>STING - Desert Rose (A&amp;M/Interscope)</td>
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<td>NINE DAYS - Absolutely (Story Of A Girl) (Epic/550 Music)</td>
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<td>BEN HARPER - Steal My Kisses (Virgin)</td>
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<td>MARC ANTHONY - You Sang To Me (Columbia/CRG)</td>
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<td>BB MAN - Back Here (Hollywood)</td>
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**G2 Hot AC CHARTBOUND**

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<td>Interscope</td>
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<td>Boom</td>
<td>RCA</td>
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<td>LeANN RIMES</td>
<td>I Need You</td>
<td>Capitol/Curb/Sparrow</td>
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<td>12</td>
<td>BON JOVI</td>
<td>It's My Life</td>
<td>IDJMG</td>
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**G2 Most Added**

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<td>Jive</td>
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<td>Jive</td>
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<td>5</td>
<td>Absolutely (Story Of A Girl)</td>
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**G2 Spincrease**

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<td>STING</td>
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<td>229</td>
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<td>212</td>
<td>Taking You Home</td>
<td>DON HENLEY</td>
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<tr>
<td>201</td>
<td>It's Gonna Be Me</td>
<td>NSYNC</td>
</tr>
<tr>
<td>161</td>
<td>Absolutely (Story Of A Girl)</td>
<td>NINE DAYS</td>
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*DAN FOLELBERG*

**LIVE - Something Old, Something New, Something Borrowed...**

Something New, Something Borrowed... and some Blues

Produced by Dan Fogelberg

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Manufactured & Distributed by Chicago Records, Inc.

**GavinHotAC**

Music Research Editor: Kathleen Richards
**HyperACTIVE**

**SPINS**

<table>
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<tr>
<td>EVE 8 - &quot;Promise&quot; (RCA)</td>
<td>597</td>
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<td>LIT - &quot;Over My Head&quot; (Capitol)</td>
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<td>PAPA ROACH - Last Resort (DreamWorks)</td>
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<td>SR71 - &quot;Right Now&quot; (RCA)</td>
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<td>EMINEM - &quot;The Real Slim Shady&quot; (Interscope)</td>
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<td>A PERFECT CIRCLE - &quot;Judith&quot; (Virgin)</td>
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<td>LIMP BIZKIT - Theme From Mission Impossible 2 (Hollywood)</td>
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<td>NO DOUBT - &quot;Simple Kind Of Life&quot; (Interscope)</td>
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<td>FENIX TX - &quot;All My Fault&quot; (cap)</td>
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**Alternative CHARTBOUND**

**SPINS**

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<td>MXPX - &quot;Responsibility&quot; (Interscope)</td>
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<td>BOWLING FOR SOUP - &quot;The Bitch Song&quot; (Jive/Silverstone)</td>
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<td>SISTER HAZEL - &quot;Change Your Mind&quot; (Universal)</td>
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<td>KID HARPER - &quot;Steal My Kisses&quot; (Virgin)</td>
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<td>KID ROCK - &quot;Wasting Time&quot; (Lava/Atlantic)</td>
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<td>P.O.D. - &quot;Rock The Party&quot; (The Hackett) (Atlantic)</td>
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<tr>
<td>INCUBUS - &quot;Stellar&quot; (Immortal/Epic)</td>
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<td>PEARL JAM - &quot;Light Years&quot; (Epic)</td>
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<td>ON - &quot;Slingshot&quot; (Epic)</td>
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**Alternative RECURRENTS**

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<td>BUSH - &quot;The Chemicals Between Us&quot; (Trauma)</td>
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<td>LIMP BIZKIT - &quot;Rearranged&quot; (Interscope)</td>
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<td>BLINK 182 - &quot;All The Small Things&quot; (Cargo/MCA)</td>
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<td>LIT - &quot;My Own Worst Enemy&quot; (RCA)</td>
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<td>FOO FIGHTERS - &quot;Learn To Fly&quot; (RCA)</td>
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<td>BLINK 182 - &quot;What's My Age Again&quot; (Cargo/MCA)</td>
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<tr>
<td>RED HOT CHILI PEPPERS - &quot;Scar Tissue&quot; (Warner Bros)</td>
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<td>FILTER - &quot;Take A Picture&quot; (Reprise)</td>
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<td>BLOODHOUND GANG - &quot;The Bad Touch&quot; (Republic/Geffen/Interscope)</td>
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<td>STAIND - &quot;Mudshovel&quot; (Elektra/EGG)</td>
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<td>LO-FIDELITY ALLSTARS - &quot;Battle Flag&quot; (Split/Pigeonhed/Pop/Mortal) (Virgin)</td>
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<td>FUEL - &quot;Shimmer&quot; (Columbia/EGG)</td>
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<tr>
<td>LO-FIDELITY ALLSTARS - &quot;Holding Our Breath&quot; (Kipper/Capitol)</td>
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<td>LIVE - &quot;Dolphin's Cry&quot; (Radioactive/Columbia)</td>
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<td>RAGE AGAINST THE MACHINE - &quot;Guerrilla Radio&quot; (Epic)</td>
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<td>CREED - &quot;What's Left&quot; (Wind-Up)</td>
<td>265</td>
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<td>COLLECTIVE SOUL - &quot;Heavy&quot; (Atlantic)</td>
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<td>NO DOUBT - &quot;Ex-Girlfriend&quot; (Interscope)</td>
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<tr>
<td>KORN - &quot;Falling Away From Me&quot; (Immortal/Epic)</td>
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**ALL 24-7 CHART RESEARCH IS CONDUCTED AND SUPPLIED BY MEDiBASE RESEARCH, A DIVISION OF PREMIERE RADIO NETWORKS, INC.**

**ALL NON-MEDIABASE CHARTS ARE COMPILLED BY GAVIN. THE G2 DESIGNATION REFERS TO “GAVIN SECONDARY CHARTS,” COMPILLED FROM PROJECTED AIRPLAY DATA SUBMITTED BY SELECT NON-MONITORED STATIONS.**

**ONLINE TRACKING SERVICES NOW ARE AVAILABLE UNTIL 12 NOON WESTERN PACIFIC DAYLIGHT TIME.**

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**www.americanradiohistory.com**
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<thead>
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<th>City</th>
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<td>PD: Steve Kingston</td>
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<td>PD: Kevin Weathers</td>
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<td>PD: Dave Richards</td>
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<td>Alternative Rock</td>
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<td>99.1</td>
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**Songs Played Today:**
- Blink 182, "Adam's Song"
- Godsmack, "Voodoo"
- No Doubt, "Simple Kind of Life"
- Third Eye Blind, "White Limo"
- Stone Temple Pilots, "Sour Girl"
- Bush, "The Chemicals"
- Red Hot Chili Peppers, "Scar Tissue"
- Foo Fighters, "My Hero"
- RAGE AGAINST THE MACHINE, "Guilty Rage"
- Korn, "Freak On A Leash"
- P.O.U., "Right Now"
- Shinedown, "Am I The Only One"
- Disturbed, "Down With The Sickness"
- Good Charlotte, "I Want You"
- Black Stone Cherry, "The Devil"
KNDX-Seattle
PD: Phil Manning
MD: Monica Morley
(206) 622-3251

KEDJ-Phoenix
PD: Paul Krager
MD: Lisa Martin
(602) 295-1260

CIMX-Detroit
PD: Murray Brookeshaw
APD: Vincent Toomes
(313) 229-8888

WPLY-Philadelphia
APD: Bruce Dwyer
(610) 555-9893

WHFS-Washington DC
PD: Robert Benjamin
MD: Pat Ferrai
(301) 490-7000

KPNT-St. Louis
PD: Alan Fee
MD: Danny Meuler
(314) 299-2100

WEDG-Buffalo
PD/MD: Rich Wacek
(716) 881-4555

KGDQ-Dallas
PD: Duane Doherty
MD: Mike Dray
(972) 770-7777

XTRA-San Diego
PD: Bryan School
MD: Chris Muckel
(619) 231-9191

"On is huge. People have been asking about 'Soluble Words' since we put it on the air months ago, and now 'Slingshot' has been getting an enormous response." - Chris Muckley, 91X-San Diego
### Active Rock Chartbound

<table>
<thead>
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<th>Spins</th>
<th>Trend</th>
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<tbody>
<tr>
<td>QUEENS OF THE STONE AGE</td>
<td>The Lost Album (Interscope)</td>
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<td>PAPA ROACH</td>
<td>Last Resort (DreamWorks)</td>
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<tr>
<td>GODSMACK</td>
<td>Bad Religion (Republic/Universal)</td>
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<tr>
<td>3 DOORS DOWN</td>
<td>Lover (Republic/Universal)</td>
</tr>
<tr>
<td>DEFTONES</td>
<td>Change (Maverick)</td>
</tr>
<tr>
<td>EVERCLEAR</td>
<td>Wonderful (Capitol)</td>
</tr>
<tr>
<td>DISTURBED</td>
<td>Stupify (Geffen)</td>
</tr>
<tr>
<td>UPJ</td>
<td>Godless (Epic)</td>
</tr>
<tr>
<td>LIMP BIZKIT</td>
<td>Theme From Mission Impossible 2 (Hollywood)</td>
</tr>
<tr>
<td>KORN</td>
<td>Make Me Bad (Immortal)</td>
</tr>
<tr>
<td>3 DOORS DOWN</td>
<td>Kryptonite (Republic/Universal)</td>
</tr>
<tr>
<td>BUSH</td>
<td>Warm Machine (Trauma)</td>
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<tr>
<td>RED HOT CHILI PEPPERS</td>
<td>California (Warner Bros.)</td>
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<tr>
<td>P.O.D.</td>
<td>Rock The Party (MTV)</td>
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<tr>
<td>MOTLEY CRUE</td>
<td>Hell On High Heels (Beyond Real)</td>
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<tr>
<td>IRON MAIDEN</td>
<td>The Wicker Man (Columbia/RCI)</td>
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<tr>
<td>Apartment 26</td>
<td>Basic Breakdown (Hollywood)</td>
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<tr>
<td>CREED</td>
<td>With Arms Wide Open (Wind-Up)</td>
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<tr>
<td>Union Underground</td>
<td>Turn Me On Mr. Deadman (Columbia)</td>
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<td>EYE 6</td>
<td>Promise (RCA)</td>
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<td>FOO FIGHTERS</td>
<td>Breakout (RCA)</td>
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<td>LIT</td>
<td>Over My Head (Capitol)</td>
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<td>KITTE</td>
<td>Charlotte (Artemis)</td>
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### Active Rock Recurrents

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<td>STAIN</td>
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<td>BUSH</td>
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<tr>
<td>ROB ZOMBIE</td>
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<td>LIMP BIZKIT</td>
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<td>RAGE AGAINST THE MACHINE</td>
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<td>SEVENDUST</td>
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<td>KORN</td>
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<td>FOO FIGHTERS</td>
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<td>Lenny Kravitz</td>
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<td>COLLECTIVE SOUL</td>
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<td>KID ROCK</td>
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<td>KID ROCK</td>
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<td>ROB ZOMBIE</td>
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<td>EVERLAST</td>
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### Active Rock

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<td>METALLICA</td>
<td>(Disappear (Hollywood)</td>
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<td>2</td>
<td>3 DOORS DOWN</td>
<td>Kryptonite (Republic/Universal)</td>
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<td>3</td>
<td>CREED</td>
<td>With Arms Wide Open (Wind-Up)</td>
<td>1407</td>
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<td>4</td>
<td>A PERFECT CIRCLE</td>
<td>Judith (Virgin)</td>
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<td>5</td>
<td>KORN</td>
<td>Make Me Bad (Immortal)</td>
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<td>6</td>
<td>UPJ</td>
<td>Goddess (Epic)</td>
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<td>7</td>
<td>STONE TEMPLE PILOTS</td>
<td>Sour Girl (Atlantic)</td>
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<td>RED HOT CHILI PEPPERS</td>
<td>Otherside (Warner Bros.)</td>
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<td>NICKLEBACK</td>
<td>Leader Of Men (Roadrunner)</td>
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<td>PEARL JAM</td>
<td>Nothing As It Seems (Epic)</td>
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<td>INCUBUS</td>
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<td>PAPA ROACH</td>
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<td>13</td>
<td>DEFTONES</td>
<td>Change (Immortal)</td>
<td>727</td>
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Riding their White Pony up the chart, the Deftones climb three spots with plus 95 spins.

14 | STAIND | Home (Capitol) | 712 | 706 | +6 40 |
15 | KID ROCK | American Badass (Live/Atlantic) | 664 | 656 | +8 43 |
16 | GODSMACK | Voodoo (Republic/Universal) | 654 | 674 | +20 43 |
17 | BUSH | Warm Machine (Trauma) | 630 | 571 | +59 39 |
18 | FOO FIGHTERS | Breakout (RCA) | 592 | 552 | +40 41 |
19 | MONSTER MAGNET | Silver Future (Restless) | 557 | 562 | +5 37 |
20 | LIMP BIZKIT | Theme From Mission Impossible 2 (Hollywood) | 521 | 454 | +67 33 |
21 | LIMP BIZKIT | Break Stuff (Interscope) | 496 | 543 | +47 34 |
22 | DISTURBED | Stupify (Epic) | 467 | 411 | +56 39 |
23 | CREED | Higher (Wind-Up) | 458 | 450 | +8 48 |
24 | FULL DEVIL JACKET | Now You Know (Valium) | 444 | 417 | +27 38 |
25 | METALLICA | No Leaf Clover (Lived AM (Elektra/EGG) | 429 | 497 | -68 44 |
26 | METALLICA | - No Leaf Clover (Lived AM (Elektra/EGG) | 429 | 497 | -68 44 |
27 | IRON MAIDEN | The Wicker Man (Columbia/RCI) | 328 | 279 | +49 34 |
28 | AC/DC | Satellite Blues (Elektra/EGG) | 321 | 297 | +24 31 |
29 | IRON MAIDEN | The Wicker Man (Columbia/RCI) | 328 | 279 | +49 34 |
30 | IRON MAIDEN | The Wicker Man (Columbia/RCI) | 328 | 279 | +49 34 |
31 | IRON MAIDEN | The Wicker Man (Columbia/RCI) | 328 | 279 | +49 34 |
32 | IRON MAIDEN | The Wicker Man (Columbia/RCI) | 328 | 279 | +49 34 |
33 | IRON MAIDEN | The Wicker Man (Columbia/RCI) | 328 | 279 | +49 34 |
34 | IRON MAIDEN | The Wicker Man (Columbia/RCI) | 328 | 279 | +49 34 |
35 | IRON MAIDEN | The Wicker Man (Columbia/RCI) | 328 | 279 | +49 34 |
36 | IRON MAIDEN | The Wicker Man (Columbia/RCI) | 328 | 279 | +49 34 |
37 | IRON MAIDEN | The Wicker Man (Columbia/RCI) | 328 | 279 | +49 34 |
38 | IRON MAIDEN | The Wicker Man (Columbia/RCI) | 328 | 279 | +49 34 |
39 | IRON MAIDEN | The Wicker Man (Columbia/RCI) | 328 | 279 | +49 34 |
40 | IRON MAIDEN | The Wicker Man (Columbia/RCI) | 328 | 279 | +49 34 |
What is 24-7jobs?
24-7 jobs is a new part of the GAVIN Website (www.gavin.com) dedicated to the radio hiring process. It's a site designed to make the job hunt and the talent hunt easier.

Why 24-7 jobs?
Each week at GAVIN we talk to hundreds of radio stations. We hear constantly about talent switches, people moving cross-town, cross-country, etc. With our network of stations and the convenience the Internet brings to all of us, we see this as a natural progression for the radio industry and GAVIN magazine.

What does this site offer station managers?
We’ve got talent, and they are online for your convenience. PDs can point and click to listen to hundreds of tapes or narrow down the field based on their specific needs. 24-7jobs is proud to have this current library of radio talent online, all the time. Stations can also post their jobs online at no charge. Any on-air or programming-related jobs are listed for a three-week run. We get the word out to the GAVIN faithful 24-7.

What does this site offer talent?
Where do we begin?? You can place your tape and résumé online at no charge. We create a résumé page devoted to you, and it includes your résumé, aircheck, and photo (if you dare). For the cost of one mailing, your tape is available to stations all over the map, all the time! You can also check out our job listings. At GAVIN, we’re talking to station decision makers every day and we know where the hot jobs are. Now you can find radio’s hot jobs at one place, 24-7jobs.

Do I have to submit my picture onto my online page?
You don’t have to use a picture, but think of how proud your mother would be.

So if I get a job through GAVIN, do I have to pay you?
Absolutely not. If you reply to a job listing and you get it, congratulations! If you’re listed in our talent library, your contact information is available on your page so stations can get in touch with you directly (don’t worry, the talent library is a password protected part of the site). We don’t try to get in the middle of your deal and we don’t take a cut.

Is there anyone I can actually talk to about 24-7jobs?
We have several people here who can give you more information. As a matter of fact, we have a toll-free number devoted to 24-7jobs: (800) 838-1700. All other GAVIN related calls can still go to (415) 495-1990.

So many radio jobs sites have old jobs on them. Are your jobs current?
24-7jobs gets the job listings right from the source: the PDs. We list the jobs as we get them and they stay on the site for three weeks.

Period. Leaving jobs online may make a site look important, but it’s a big waste of time for the talent and the stations.

Where do I find you guys?
Look for the 24-7jobs link on our website (www.gavin.com). From there you can check out the job listings, post a job, submit your résumé or check out talent.

How do I submit my tape?
Send a recent aircheck (on a standard audio cassette or CD) and résumé to: 24-7jobs, P.O. Box 51909, Pacific Grove, CA 93950. Make sure you stop by the 24-7jobs site first to complete and print out the submittal form. Please include this form with your material.

How do I submit jobs?
In a variety of ways: Tell your GAVIN format editor about it. You can also visit the site and submit them online, email them to us (info@gavincom.com) or fax them to our offices at (831) 648-5204. If you’re the social type, give us a call! We’ll take them over the phone, (800) 838-1700.

www.gavin.com
Rascal Flatts
Lyric Street Records

Rascal Flatts weaves quite a tale of harmonies with their debut album. With songs like “Prayin’ For Daylight,” “One Good Love,” and “From Time To Time” there is plenty of quality material that Country radio will find friendly to their airwaves. My personal favorite would have to be “One Good Love.” “From Time To Time” would have to be my choice for the next single. It’s incredible! I must say that there’s more to these Rascals than just smooth harmonies. Songs like “I’m Movin’ On” add some writing depth that you do not find with most freshman projects. Rascal Flatts’ debut CD is more than just radio fodder, it is good country music.

Gavin EXCLUSIVE
The Songwriter Says...

Robin Lee Bruce & Roxie Dean
Co-writers of “Lonely”
(Tracy Lawrence)

Robin Lee Bruce: “At least six months before we wrote this song, Roxie and I had gotten together to write and, like most songwriters, we have to sit and whine for a while about not getting cuts—who is and who isn’t—and why we’re so ticked off about it. Roxie had just come from a meeting where she had been told, ‘We like you Roxie, you’re so different,’ but they hadn’t taken any of her songs. She was saying, ‘What’s so great about being different,’ and I said, ‘But, Roxie, you’re wonderful and your lyrics are so cool and different.’ She blurted out, ‘I’m like a red brick in the middle of a white wall!’ At this point I’m being the good friend and a shoulder for her, but I’m really wanting to get out my pen and write that line down. I didn’t want to be insincere, so I held onto it and wrote it down later. Months later, we weren’t even going to write, we had just gotten together for lunch at Rotiers—cheeseburgers and chocolate malts—and I said, ‘months ago you said something and I don’t know what it’s about, but I thought it would be a great line in a song.’ So that’s where the original idea came from, the brilliant mind of Roxie Dean.”

Roxie Dean: “The funny thing is that Robin has a way of remembering everything everyone says, but she’s the kind of person that if you say something, she has this look that makes you keep talking and when you’ve hit it with her, you know you’ve hit it. It was truly one of those situations where we wrote the song in an hour and a half. That day, it really just flowed; we don’t know how or why. Then, you get kind of scared, like maybe it’s not right because it came together so quickly, so we played it for a friend of ours—not even our publishers—and he loved it. Clay Davidson sang the demo and he really sold it. It’s probably the last demo he’ll ever be doing for us. Of course Robin had the part about the ‘hopeful singer,’ but I won’t even tell the story about that!”

Robin Lee Bruce’s songwriting credits include Lila McCann’s “With You” and Roxie Dean’s credits include “Why They Call It Falling” from Lee Ann Womack’s I Hope You Dance album.
<table>
<thead>
<tr>
<th>Country Chartbound</th>
<th>Spins</th>
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<td>22</td>
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<tr>
<th>Country Recurrents</th>
<th>Hits of the Week</th>
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<tr>
<td>TOBY KEITH - How Do You Like Me Now? (DreamWorks)</td>
<td>3301</td>
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<tr>
<td>GEORGE STRAIT - The Best Day (MCA)</td>
<td>3162</td>
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<td>KENNY ROGERS - Buy Me A Rose (Dreamcatcher)</td>
<td>2799</td>
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<td>DIXIE CHICKS - Cowboy Take Me Away (Emory)</td>
<td>2082</td>
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<td>TIM McGRAW - My Best Friend (Curb)</td>
<td>1922</td>
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<td>PHIL VASSAR - Carefree (Anita)</td>
<td>1861</td>
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<tr>
<td>FAITH HILL - Breathe (Warner Bros.)</td>
<td>1766</td>
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<td>TIM McGRAW - Something Like That (Curb)</td>
<td>1676</td>
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<td>MARTINA McBRIEDE - You're The Only One (RCA)</td>
<td>1574</td>
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<td>MARTINA McBRIEDE - Love's The Only House (RCA)</td>
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<tr>
<th>Country 20/20</th>
<th>Top 20 Hits in the Top 20 Markets</th>
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<tr>
<th>Spin Grease</th>
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<tr>
<td>Jo Dee Messina &quot;That's The Way&quot; (Curb)</td>
<td>+660</td>
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<tr>
<td>Lee Ann Womack &quot;I Hope You Dance&quot; (MCA)</td>
<td>+526</td>
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<tr>
<td>Garth Brooks &quot;When You Come Back To Me Again&quot; (Capitol)</td>
<td>+391</td>
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<tr>
<td>SheDaisy &quot;I Will...But&quot; (Lyric Street)</td>
<td>+378</td>
</tr>
<tr>
<td>Chad Brock &quot;Yes!&quot; (Warner Bros.)</td>
<td>+341</td>
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</tbody>
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Eric Heatherly

“Flowers On The Wall”...

AIRPLAY...

BDS Ranks:
#1 KPLX Dallas
#1 WHSL Greensboro
#2 KILT Houston
#2 KSCS Dallas
#2 KWJJ Portland
#2 K102 Minneapolis
#3 KCCY Colo. Springs
#4 KRST Albuquerque
#6 WNUC Buffalo
#7 WXTU Philadelphia
#8 KBEQ Kansas City
#9 WKLQ Boston
#9 WSIX Nashville

#11* in GAVIN
#13* in R&R
#15* in BILLBOARD (+300 spins)

Huge Research at:
#6 Overall Rusty Walker
#5 Overall Joel Rabb
#5 Overall Bullseye
Top 5 at K102, KBEQ, KRTY, KNIX, WHSL, KPLX, KILT, KSON, KIIM

SALES = HIT!

Sales:
“Swimming In Champagne”
Already over 50,000 units Soundscanned
Top 10 Single Sales!!!

Produced by Keith Stegall
Managed by The Bickby Roberts Company

www.americanradiohistory.com
Jon Anthony, APD/MD, WMZQ-Washington

"We just finished another George Strait festival here last weekend! It was an amazing show that, along with our WMZQ-Fest in May, helped get our summer concert lineup well under way! Lee Ann Womack's 'I Hope You Dance' is burning up the phone lines! It's graduation time, and mothers and students alike are calling for it... Toby Keith's 'Country Comes To Town' has a great summertime, windows-down, top-down sound! We've got a custom version for our market and our listeners are dying to hear it... Clay Walker's 'The Chain Of Love' continues to generate a lot of passion from our listeners... Since the announcement of Tim and Faith's upcoming tour, the calls are beginning to pour in for 'Let's Make Love'. I'm really excited about Billy Gilman's 'One Voice'! He floored everyone at the Strait Festival, and we had him on the air. He's darned well spoken for being just 12 years old! I'm curious to see the reaction to this single's message, considering recent news events in this area... Phil Vassar's 'Just Another Day In Paradise' is going to be a smash... We're not on the new Chey Wright yet, but I think 'She Went Out For Cigarettes' will be huge... Vince Gill's 'Feels Like Love' feels so good, and sounds like early Vince!"
WELCOME TO FAN FAIR 2000

JOANIE KELLER

SPARKS ARE GONNA FLY

DATE July 14th

Committed To Nashville, Keepin' It Country

1-877-2GO-LIVE
(615) 297-0148
"Eric Heatherly's 'Flowers on the Wall' is unlike anything else out right now!" — Amanda Clark, MD, WMJU-107.9, Long Island, NY
Together, Let’s Build A Star...

She was named as one of the “Notable Newcomers for 2000” by USA Today.

Her music is featured in ABC’s Dharma & Greg and Once And Again and in the FOX drama Get Real.

She was the featured artist in a nationwide promotion for Sunglass Hut and Watch Station.

Her music is featured in the movies For Love Of The Game and Where The Heart Is.

She wrote and recorded 3 jingles for Coca-Cola campaigns.

Jennifer Day
“What If It’s Me”
IMPACT DATE JUNE 12

jenniferday.com

IMPACTSACI © 2000 BMG Entertainment

www.americanradiohistory.com
Crank up the barbecue because, in country music, Fan Fair signals the start of summer and—musically speaking—this summer looks like it’s going to be hot! To whet everyone’s appetite for some summer smashes, we asked those at the promotion helm at the Nashville labels what you can expect to see on your desks this summer. Enjoy! —JAMIE MATTESON

MCA RECORDS’
David Haley:

Most people may not know this, but Lee Ann Womack is one of only eight female artists in the history of SoundScan to debut at Number One on the country album sales chart! “I Hope You Dance” has really become an anthem for graduations and weddings—please listen to all of this fantastic album, as we’ve got several follow-up singles. Obviously we are thinking CMA nominations, not only for Song and Single of the Year, but for Lee Ann as well.

We are really just getting into some heavy rotation with Reba’s “I’ll Be.” An interesting note is that the album was just about done when this song was brought in—I’m so glad it made the album. In its 11 weeks of airplay, we’ve seen consistent sales on Reba’s album, and in some markets we’re up 300-400%!

The feedback from radio is that Vince’s new single, “Feels Like Love,” feels like vintage Vince and really reflects how he’s feeling these days. Look for two very special women in his life to make guest appearances in his upcoming video, and look for Vince this fall as he hosts the CMA Awards for a ninth consecutive year.

Gary Allan’s “Lavin’ You Against My Will” is steadily moving up the charts, and will be followed up by the equally stellar “Right Where I Want To Be.” There’s also going to be an international release on “Runaway.” Watch for Gary this summer, as his live shows are getting quite a reputation for pretty much throwing out the set list and can run from two to three hours!

Chely Wright’s “She Went Out For Cigarettes” has been a radio favorite from the beginning. I’m glad it’s out now, when the album has gone gold, to give it another run in its life. Chely and her producer Tony Brown will spend a lot of the summer working on her new project.

Trisha Yearwood has a great new single, “Where Are You Now,” co-written by Kim Richey, who is opening this leg of her tour. This is only the second single from Trisha’s new album, and she’ll spend most of the summer touring, mostly playing smaller venues—a really comfortable, good environment for Trisha.

Alecia Elliott’s got some dates opening for Christina Aguilera. Tony Brown will co-produce her forthcoming album with several of Nashville’s other top producers. Rebecca Lynn Howard’s next single will be “I Don’t Paint Myself Into Corners,” another of radio’s favorites, which is set for mid-summer release.

By the time you’re reading this, George Strait will have played in front of nearly half a million people during his ten tour dates so far this summer. George has finished a new album that will be released in the fall, and we expect to have a lead single in mid-summer.

We’re preparing to release “Everybody Has To Grow Up Sometime” from Sons of the Desert. The album hits stores this week [6/13]. These guys are so talented, we’re just waiting for the right single that can break them through to the next level. Allison Moorer’s new single, “Send Down An Angel,” is going for airplay now, and watch for a fabulous video! Her new album, The Hardest Part, is a love story in CD form and is set for a September release. Mark Chesnutt will have a single in mid-summer and an album this fall.

COLUMBIA’S
Ted Wagner:

We’re very excited to welcome Travis Tritt to the Columbia family. He has completed a new album and we’ll be shipping his first single, “Best of Intentions,” in July. Travis is very committed to Country radio and we’re planning an extensive promotional tour.

We’ll also be introducing new artist Bobbie Eakes. Bobbie has recorded an incredible duet with Collin Raye titled, “Tired Of Loving This Way,” which was written by Collin’s keyboard player Gene LeSage, and Allison Melton. The song will be released by Epic on June 19, but both Epic and Columbia’s promotion teams will

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ALLISON MOORER IN

SEND DOWN AN ANGEL

FROM THE ALBUM THE HARDEST PART MCA NASHVILLE PRESENTS THE FIRST SINGLE “SEND DOWN AN ANGEL” STARRING ALLISON MOORER / MUSIC PRODUCED BY KENNY GREENBERG, DOYLE PRIMM & ALLISON MOORER / EXECUTIVE PRODUCER TONY BROWN / MUSIC WRITTEN BY DOYLE PRIMM & ALLISON MOORER AIRPLAY NOW

See Allison at the Exit/In, Monday June 12th at 10:30pm.

work the single. Bobbie is currently on the soap opera The Bold & The Beautiful, where she plays Macy Alexander, a role she’s had since 1989. Also look for Bobbie on the cover of Woman’s World magazine, which hits newsstands on June 13.

LYRIC STREET’S
Dale Turner:

We’re getting great early response on Aaron Tippin’s new single, “Kiss This.” The single precedes his album People Like Us, which will be rush-released on July 25. The concept video for “Kiss This” was recently filmed in Los Angeles. In addition to performing during our Fan Fair showcase, Aaron will stay busy this summer touring America.

Rascal Flatts’ first single, “Prayin’ For Daylight,” enters the Top 10 on the Country radio charts and singles sales are over 25,000. The group’s self-titled debut CD hit over 25,000. The group’s self-titled debut Country radio charts in July. The single precedes four classic standards that currently hitting country dance clubs. The trio is celebrating Christmas in June as they record a Christmas album with producer Dann Huff. The holiday project is scheduled for release in October and will include four classic standards as well as several originals. SheDaisy will also spend part of the summer visiting Country radio stations with specific event tie-ins.

MERCURY RECORDS’
Michael Powers & Chris Stacey:

All of us at Mercury Nashville are completely thrilled at the way Eric Heatherly has taken off. “Flowers on the Wall” has been, and continues to be, a great first single for us. Stations paying this song found out early that the control room phones do still have the potential to ring a lot! Eric has taken this song and touched on the real roots of country music. He has a fresh sound, look, attitude, and style that listeners react to in a big way—we’re over 50,000 in album sales! A huge artist just halfway through his first single. Later this summer, we’ll follow this song up with the album’s title cut, “Swimming In Champagne.” Early response from radio tells us that it’s another huge reaction song. We’re all convinced that we’ve got something really big with this guy!

We are also excited about the early response to Jamie O’Neal. It’s a good sign when you send out an advance single with no artwork and you see immediate play without even asking for it. Jamie’s first single is a killer song called “There Is No Arizona” and our official airplay date is July 9. Jamie has been singing all of her life—she was raised in Australia, but now calls Nashville home. She is truly an amazing artist. We think “Arizona” will be one of those career-making debut singles.

We’ve also got great new music coming from Terri Clark. Terri’s been working on this album for a long time, trying to get it just right and we feel it’s her best work to date. We’ve also got a great new track from Kathy Mattea. Kathy is one of the classiest artists in the format. Her new track, “BFD,” impacts radio June 26th. This track is an instant reaction record and one of the most cleverly written songs ever. I think it really captures the intelligent, witty, and charming side of Kathy’s personality. Early tests at radio are showing that the ladies love what this song has to say.

Mark Wills’ album Permanently is already gold and “Almost Doesn’t Count” is really starting to kick in at radio. Spins, research, phone, and sales—all of the ingredients of another Wills smash!! And Wynonna’s new song “(Without Your Love…” I’m Going Nowhere” is about to explode.

We’ve got a great summer coming. We’re just going to put these singles in the mail and go to the Bahamas. With artists and songs like this, our promo staff doesn’t need us slowing them down!

WARNER BROS. RECORDS, INC.’s
Ken Tucker:

The Warner Bros. promotion team is looking forward to a long, hot summer. Country’s hottest couple, Faith Hill and Tim McGraw, have now released “Let’s Make Love,” a timely ballad that ties into the summer’s biggest concert tour, “Tour 2 Soul,” which kicks off in a few weeks. In addition to this mega-tour, Faith will also continue to be highly visible through her television campaigns with Cover Girl, Pepsi, and Alltel Communications. Faith’s album Breathe is rapidly approaching four million in sales.

Asylum’s Chalee Tenison will heat up the charts at the end of July with “What I Tell Myself.” It’s the debut single from her forthcoming album This Woman’s Heart, which Chalee is currently putting the finishing touches on. Chalee has just embarked on a nationwide promotion tour as she continues to capture the hearts of Country programmers.

Chad Brock, who’s still enjoying the success of his multi-week Number One “Yes!,” will release the poignant “The Visit” in July. The buzz on this cut has been non-stop since programmers first heard it at CRS 2000. Along with a video shoot for the song, Chad will be very busy this summer performing dates which include the opening for Jo Dee Messina, Hank Williams, Jr., and Diamond Rio, as well as doing his own shows.

Anita Cochran’s “GM Good Times” tour continues to burn up the road through July.
"After playing Hank III's "You're The Reason", the phones lit up as if the "Godfather of Country Music" himself had returned. Hank III is exactly what our industry needs."

- Bill Mack / WBAP

"We tested Hank III Saturday at 8am and we were still getting calls at 12:30!"

- KC Todd / WKOQ

"Hank Sr. fans love it, college crowd loves it and even our younger audience loves it...moving to Heavy rotation!"

- Shane Hollinger / KSTV
Bryan White is currently in the studio recording three new scorchers for his forthcoming Asylum Greatest Hits CD. The project is being produced by Kyle Lehning and Billy Joe Walker, Jr.

**DREAMWORKS RECORDS'**
**Scott Borchetta:**

Heading into just our third summer as a label, we have the strongest lineup of music that we’ve had yet! The new Toby Keith single, “Country Comes To Town,” is a contender for the best top-down summer-sing-a-long of the year. It’s a great positioning statement for every Country station in America from one of the few established artists who is definitely on the rise.

Jessica Andrews, the ACM’s reigning Top New Female Vocalist of the Year, is now out with what is arguably her strongest single yet, “I Do Now.” This song has an incredible melody and a couple of real ‘goose-bump’ moments—be sure to check out the bridge section: it’s incredible. Fresh off the road from the Trisha Yearwood tour, Jessica will continue with live dates and then start work on her follow-up to *Heart Shaped World*.

We’re off to a great start with the first Darryl Worley single, “When You Need My Love.” Darryl has been working the radio circuit non-stop, winning over PD/MJs and country fans alike. Darryl is an artist who can back up the hype. His debut album *Hard Rain Don’t Last* delivers from start to finish. Be prepared to make a permanent slot for Darryl! “The Real Deal” Worley on your playlist!

We will have the second single release from Lisa Angelle, “A Woman Gets Lonely,” this summer. Lisa’s a very special artist who deserves your consideration. She wrote the song, which was produced by Paul Worley.

We will also be releasing the first single from our new group Jolie & the Wanted. The single is “I Would.” Jolie literally jumps through the speakers with her energy and charisma. Wait until you see the photo shoot and video! Think Highway 101 for the year 2000. Produced by the ultra-hot Dann Huff, Jolie & the Wanted are a big pick to click.

**CAPITOL’S**
**Bill Gatine:**

Steve Wariner’s latest album Faith In You was released last month and the current single and title track is enjoying Top 20 success. As Trace Adkins’s “More” hits Top 10, we’ll be planning to release a new single later in the summer. We’re still deciding which song will be the next single, so stay in close touch with your Capitol rep.

Keith Urban continues to build his U.S. fan base as his current single “Your Everything” nears Top 10. Keith will spend the summer performing various dates. We’ve just launched the first single from newcomer Allison Paige and you’ll be hearing a lot more from this talented singer.

Later this summer, we’ll have new music from Mindy McCready and Tyler England.

**MONUMENT’S**
**Larry Pareigis:**

We’re proud to be the home of the multi-platinum, multi-award-winning Dixie Chicks, who’ll kick off the hottest tour of the year. “The Fly Tour,” opens this week in Southern California. Couple that with a butt-kicker like the trio’s current single “Cold Day In July” and you have the cure/TSL one-two punch for your Summer (and Fall) book.

Yankee Grey will be riding the charts with their new hot-tempo single “I Should’ve Listened To Me.” Danni Leigh is surely hitting a Charlie Robison-penned tune called “I Don’t Feel That Way Anymore.”

Wade Hayes’ *CD Highways and Heartaches* hits stores this summer too!

And don’t forget about Billy Ray Cyrus! His Monument debut, which is produced by Dann Huff and Blake Chancey, yields the summertime smash “You Won’t Be Lonely Now.” If hands in your hands this month for official airplay July 10. Since you know I shoot straight, here it comes—this project is a hip-deep hit! Go have a Monumental summer!

**BNA’S**
**Tom Baldrica:**

Lonestar continues to move towards sales of four million of their brilliant *Lonely Street* CD. The band is currently on the road with Brooks & Dunn!

The Warren Brothers will be playing all across America in support of their hit single “That’s The Beat Of A Heart,” which includes labelmate Sara Evans. Jennifer Day will make spines tingle with her spectacular new song “What If It’s Me.” Jennifer is gaining some national exposure as the spokesperson for Sunglass Hut, and her songs have also been used in two major films: *For Love of the Game* and *Where The Heart Is*.

Country radio listeners will be introduced to John Rich and his gothic country sound on his first single “I Pray For You.” Rich’s debut album *Underneath The Same Moon* is scheduled for release this October. Summer will bring the launch of Kenny Chesney’s *Greatest Hits*. It’s going to be a red hot summer at BNA Records!
Mark Wills

"Almost Doesn't Count"

From the GOLD + album PERMANENTLY

#8 Best Selling Artist of 2000

"Almost Doesn't Count"

GAVIN #20*
BILLBOARD #30*
R&R #25*

Wynonna

"Without Your Love... I'm Going Nowhere"

Impacting Radio NOW

Early Action:
WMZQ/Washington-BDS Rank #9 37X
KIKK/Houston-BDS Rank #16 31X
KBEQ 17X, KSOP 15X, WGNE 17X,
WBBS 20X
Over 15 Early Adds!!!
EPIC'S
Rob Dalton:
There are singers and there are vocalists and, every once in a while, an artist comes along who is so gifted that their talent defies definition. That's the case with Tammy Cochran. Her first single is "If You Can." After high school graduation, Tammy's parents gave her the choice to go to college or to pursue her musical dreams. She chose Nashville and her entire family packed up and moved with her. Tammy was signed after brilliantly singing a demo of "If You Can" in one take that caught the attention of producer Blake Chancey.

Billy Gilman's "One Voice" is quickly capturing the hearts of country fans. It's a song of hope sung through the perspective of a child. The emotional chord it strikes resonates with all demographics. Billy's from Providence, Rhode Island where he opened shows for Alabama, Martina McBride, Jo Dee Messina, and many others. After catching the attention of Asleep At The Wheel's Ray Benson, Billy's career kicked into high gear, and his recent appearance on the ACM Awards earned him a standing ovation. After just one week, Billy's video was a Top 5 request on CMT. Look for Billy to guest on The Rosie O'Donnell Show on June 23, and also appear on Access Hollywood. The commercial single was #4 on the SoundScan singles chart the week it arrived at radio.

Collin Raye's "Couldn't Last A Moment" is Top 5 and we'll be following this up with "Tired Of Loving This Way," a beautifully sung power ballad that pairs Collin with Columbia's newcomer Bobbie Eakes. Collin's album Tracks debuted in the Top 10 on the country album sales chart. Radio has told us they're thrilled to have new music from Patty Loveless and we're getting great feedback on "That's The Kind Of Mood I'm In." Strong Heart, which will be released on August 29, is Patty's first studio album in three years.

We've already got some great markets playing The Kinleys' "She Ain't The Girl For You," from their new album Kinleys II, produced by Radney Foster. Look for it in stores July 18. We've just shipped Ty Herndon's new single, "Love Like That," for airplay on June 26. Steam is Ty's best-selling album to date!

CURB RECORDS'
Rick Rockhill:
Look for Tim McGraw and Faith Hill to give country fans a huge thrill this summer as they launch their highly anticipated "Soul 2 Soul" tour. Tim's current single "Some Things Never Change" hit Top 10 in just eight weeks. Jo Dee Messina's new single "That's The Way" continues to blaze up the charts and her new album Burn will be released August 1. The album is full of incredible music and I think it will propel Jo Dee to the next level of her career.

Steve Holy's new single, "Blue Moon," is doing incredibly well at radio. He's currently performing both radio and club dates as well as working in the studio to finish up his debut album.

LeAnn Rimes' single "I Need You" from the Jesus soundtrack has been getting great response from radio and fans. LeAnn will headline various dates this summer and will also perform with Reba McEntire, Trisha Yearwood, and Martina McBride July 15 in Louisville for a concert to benefit the Center For Women and Families.

The new Sawyer Brown single "Perfect World" is on radio's desk now! The song is from the band's forthcoming live album which features a collection of their hits as well as several new songs. Look for a fall release.

VIRGIN RECORDS'
Larry Hughes:
We're thrilled to have Ronnie Milsap be a large part of our promotional focus this summer. Ronnie's new album 40 #1 Hits features two new songs, including the single "Time, Love and Money" which is building a story at radio right now. Ronnie will perform at the House of Blues in Los Angeles on June 27 and labelmate Clay are currently aboard a bus for a radio promotion tour and the first single, "Back at the Ranch," is scheduled for late August or September.

We've also got a cool new single called "Runaway" from Shane McAnally and music from newcomer Tamara Walker.

ATLANTIC RECORDS'
Rick Baumgartner:
Craig Morgan is the newest member of the Atlantic Records roster. Craig certainly caught people's attention with his debut single "Something To Write Home About." His self-titled debut album is full of songs about life, which Craig definitely experienced as an Army paratrooper for more than ten years. The latter is reflected in his new single, "Paradise," which hits radio in July. Some stations have already begun spinning it! Craig's been visiting radio and performing live dates. His current tour is sponsored by General Motors and is generating a lot of excitement with Country fans.

Tracy Lawrence has made an incredible comeback this year with "Lessons Learned" hitting Top 5 and his new single "Lonely" receiving phenomenal feedback from radio and listeners. Response to "Lonely" is already spiking CD sales in several markets. Tracy continues to tour extensively throughout the summer.

John Michael Montgomery is currently in the studio recording an album for fall release. Look for a single later this summer.

Later this year, we'll also be bringing you great new music from Confederate Railroad, SouthSixtyFive, and former Little Texas lead singer Tim Rushlow.

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Davidison will be opening the show. Ronnie is also scheduled to perform more than 25 dates this summer.

Radio has truly embraced Clay Davidson’s debut single, “Unconditional” which is nearing the top of the charts. We’re planning to release his second single, “I Can’t Lie To Me,” later this summer.

We will be releasing Jerry Kiiore’s “Cactus In A Coffee Can” in July. KKCS-Dallas recently tested the record and received 60+ phone calls in just one day. It’s also only the second record the station has ever had with 100 percent positive feedback. The song is written by Allen Shamblin and Steve Seskin and is based on a true story of a woman, abandoned at birth by her mother, who ultimately finds her mother on her deathbed. She then proceeds to carry her mother’s ashes around in a coffee can. We are putting together a CD ROM that includes the writers’ perspective on the song. It will also include listener comments from various stations. It is slated for a mid-June release.

River Road’s “Breathless” is another priority for the label. The band is scheduled for several listener appreciation shows as well as several tour dates throughout the summer.

RCA'S

Mike Wilson:

Sara Evans just finished recording her new album which is due this fall. This project is the follow-up to her gold album No Place That Far, with the Number One hit title track. The first single from her new album will be “Born To Fly,” which impacts radio June 26. For this project Sara worked with super producer Paul Worley (Martina McBride, Dixie Chicks). Sara has been spending the last few weeks on a promotional tour visiting radio and setting up the album. Sara also sings with The Warren Brothers on their current single “That’s The Beat Of A Heart,” the theme song for the film Where The Heart Is, which stars Natalie Portman and Ashley Judd. Sara has recently taken a little time out to enjoy her first child, eight-month-old son Avery Jack Schelske, and write songs for her new project.

BROKEN BOW'S

Mike Chapman:

As Broken Bow continues to build our promotion team, we are very excited about new summer releases from Joanie Keller and Damon Gray. Joanie’s new single, “Grinding Wheel” ships to radio July 3, with a July 14 impact date. It’s a fun up-tempo song about a girl who’s trying to catch the love of her life by wearing down his “steel heart” like a grinding wheel. We’ll be announcing a new single from Damon Gray shortly.

Finally, later this summer, be on the lookout for Clay Walker’s follow-up to his Number One smash hit single “The Chain of Love.”

ARISTA’S

Bobby Kraig:

The members of super group Diamond Rio easily identify with the title track from their new album Stuff. With their own garages and closets stacked up and packed up the kind of “stuff” that everyone accumulates through the years, the guys developed a clever promotional idea to launch the first single “Stuff.” They ransacked their homes in search of their very own treasures to offer up for radio contest giveaways. Golf clubs, lawn mowers, and even a piano were among the goodies donated courtesy of the band. Stuff hits stores on August 22.

With his first gold album, Who Needs Pictures, and the Number One single “He Didn’t Have To Be” under his belt, Brad Paisley is poised to be the torchbearer for traditional country music in the new millennium. Brad vows to always make music for Country radio as is evident with his newest single “We Danced.” As the ACM's reigning “Top New Male Vocalist” kicks off his first worldwide tour, Brad is also writing and recording material for his sophomore Arista project.

As a follow-up to his Top 5 debut hit, “Carlene,” Phil Vassar returns to radio with the perfect summer smash, “Just Another Day In Paradise.” Arista is also excited to introduce Carolyn Dawn Johnson to Country radio this summer. One of country music’s most talented and successful young writers, Carolyn Dawn has penned songs for artists including Patty Loveless and Jo Dee Messina, but the success of Chey Wright’s Number One hit, “Single White Female,” finds her the recipient of Music Row magazine’s Breakthrough Songwriter of the Year. Carolyn Dawn traveled briefly as part of Martina McBride’s band, and that provided her with a taste of what’s to come as she prepares for what promises to be a busy career! Look for her first single to hit radio airwaves later this summer and her debut album to be released in early 2001.
**STATION NEWS**

- Leslie T. Travis hosts the Texas Music Revolution show on KILT-Houston, from 9-12 every weekend. Some of their biggest “new stars” are Pat Green, The Hollisters, Jack Ingram, and Jimmie Dale Gilmore. Email her at lesliet@kiltmail.com.

- Fortunately, Mike Hays’ IT guy had a free day, and BSUISA shipped in upgraded replacement software, so they were back on line right away. The silver lining: with a new higher quality sound card pushing the audio, they sound better than ever!

- Rick Star is the new program director/operations manager of both KBAE-Marble Falls, Tex. and Americana reporting KBKL-Burnet, Tex, where he remains as music director. His new address is: PO Box 8715, Horseshoe Bay, TX 78657 or Hwy 2147 #112, Horseshoe Bay, TX 78657. Direct line is: (830) 998-9478, and (830) 998-6534, fax. Email remains the same: rick@kbksy.net.

- NetRadio.com has new digs: 10025 Valley View Road, Eden Prairie, MN 55414.

- Contact Jim Devins at (865) 994-6700; e-mail (865) 259-6700; fax. Email remains the same: rick@kbksy.net.

- WMMT-Whitesburg, Ky, just broadcast the Seedtime on the Cumberland Festival, and is getting ready for their 10th Annual Hillbilly Nation Celebration fund-raiser, where Bonepony, Rosie Flores, The Billygoats, and Haysseed will perform. Catch them on the web at www.appalshop.org/WMMT.

**MUSIC NOTES**

- The 34th Annual Bill Monroe Bean Blossom Bluegrass Festival runs June 13-17 in Bean Blossom, Indiana. This year’s artists include Ralph Stanley & the Clinch Mountain Boys, Jimmy Martin & the Sunny Mountain Boys, Jim & Jesse & the Virginia Boys, James Monroe (Bill’s son), Tom T. Hall, Doyle Lawson & Quicksilver, Charlie Waller & the Country Gentlemen, The Osborne Brothers, Freight Hoppers, The James King Band, Ilene Tyme Out, Lonesome River Band, and Mountain Heart.

- Eminent Records’ Aimee Roberts has moved on to new Nashville label Spark Entertainment as product manager.

- Congrats to Steve Wilkinson who is now the new president of Eminent Records.

- Todd Sterling is a freelance writer penning CD reviews for music.com. Americana artists should get in touch with him at tssterlin@onlink.net.

- Ted Smouse adds another hat, as he will be webcasting a country-based Americana program on www.radiodelray.com. Currently, the audio stream gets 5,000 hits a day.

- Bill Cason of Artemis is now at Shanachie Records.

- Arista Austin will be closing on June 15. Artists remaining on the Arista Nashville label include Alan Jackson and Brad Paisley. Look for Lee Roy Parnell, BR5-49, and Robert Earl Keen to find new homes. Promo ace Clay Neuman will be doing indie promotion between jobs at (615) 385-3192.

- Arista Austin’s Scott Robinson is the proud papa of twins, a boy and a girl, born May 30 at 1:05 p.m. Lane Scott and Holly Elizabeth are doing fine, as is wife Kristi.

**REPORTER CHANGES**

- As of June 13, please welcome new Americana album reporter MD Chad Yost of WELY-Ely, Minn. Their address is: 904 South Central Ave, Ely, MN 55731. Phone: (218) 365-4444, and (218) 365-3657, fax. Email: wely@spacestar.net.

- WLNR-Kinston, N.C., and KSYM-San Antonio have left the panel.

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**West To Memphis**

The stretch of I-40 from Nashville to Memphis is called Music Highway, and travelling on it to make the W.C. Handy festivities last week, I was armed with a satchel full of CDs for the in-flight. The six-hour round trip provided some quality listening time, and I was knocked out by the quality of the music I was listening to. Since I was going to do a blues thing in Memphis, I brought plenty to get me in the mood, and I wanted to share all the flavors with you.

Chris Thomas King has put out a tasty album called Me, My Guitar, and the Blues on Blind Pig. I especially liked “Why Blues” and “Cain”. Bruce Warren of WXPN-Philadelphia turned me on to Alice Peacock a few months back. She’s got the goods: great songs and wonderful vocal presence. The album is called Real Day (Peacock Music) and I especially liked “I Hear You Say,” “Cracks and Daggers,” “My Love I Will,” and “I Do” ...

John Mooney’s new one, Gone To Hell (Blind Pig), is gruff and sweet. Check out “Gone To Hell,” “That’s What Lovers Do,” and “Down South Blues”… I’m digging “Moonlight Kiss,” “Lonely Street,” and “Drunk on the Blood of Christ” from Irap Kennedy’s Lonely Street (Dressed2Kill)… Then of course there’s the well produced new offering from the Jayhawks, Smile (Columbia) and the cuts “I’m Gonna Make You Love Me,” “A Break in the Clouds,” and “Mr. Wilson” …

Tony Joe White has a new album out on Hilo-O/Mercury called One Hot July, and two hot songs are “I Want My Fleetwood Back” and “Don’t Over Do It”... There’s a killer track, “The Bad Old Days,” on the new Ken Johnson Sunday Driver CD (SA Records). While you’re there, listen to “Memphis USA” and “Rocks For Dinner”… On the Judith Edelman Drama Queen record on Compass, “Good Day There It Goes,” “A Load of Blues,” and “Blood Reunion” were my faves… Amazing how many Memphis references there were in these albums. I felt right on track.

After pulling into town I attended the Blues Music Association meeting. The organization has been making things happen for the blues genre for a year and a half now. Through working with the RIAA, they now have a blues designation in store, where before, the music could have been found under R&B, rock, or miscellaneous.

And they’ve helped May become Blues Month at Borders, in honor of the Handy Awards. The BMA is proactive in acquiring demographic information on their audience, and they have plans to do other projects and events that will put blues music in the spotlight even more. I was impressed with their passion, tenacity, and willingness to work together toward a common goal. Check out their website at www.bluesmusicassociation.com.

**Impact Dates**

(subject to change)

**JUNE 13**

Valerie Smith Turtle Wings (Rebel)

Leroy Percy Years In The Making (Reckless Abandon)

Patrik Michaels Feels Like Home (PM)

Jim Weider Big Foot (EXG)

Josh Graves Satten Of Slode (GMS)

Donna The Buffalo Positive Friction (Sugar Hill)

**JUNE 20**

Allison Moorer Send Down An Angel (MCA Nashville)

Christy McWilson The Lucky One (High Tone)

**MUSIC**

- Doyle Lawson & Quicksilver Just Over In Heaven (Sugar Hill)
- Lonesome River Band Talkin’ To Myself (Sugar Hill)
- Down To The Promised Land; 5 Years Of Bloodshot Records V/A (Bloodshot)
- Prickly Pair Rendezvous With The Moon (Rockhouse)
- Alice Peacock Real Day (Peacock Music)
- Prairie Oyster String of Pearls Greatest Hits (Arista Nashville)
- Willie Nelson & The Offenders Me And Tito (Lucky)
- Terry G. Reed 57 Street (Old Folk Music)
- Darden Smith Extra, Extra (Valley Ent.)
"Go back and listen to this gem of a record from right here in Louisville. Tim Krelkel has written hit songs, performed on hit albums, and toured the world. He's a real heartland poet, that rare "everyman" songwriter who's able to excite both shades of collar, both sides of the tracks. Underground is the proof. Pull the CD out right now and listen to the title track, "Everything's Gonna Be Alright," or "Gone To Stay." Give this guy the shot he deserves."

—Dan Reed, WFKP-Louisville
Woody Guthrie Still Relevant in 2000

Two very impressive Woody Guthrie releases have hit the market in recent days. The first is the collaboration of Guthrie (lyrics) and Billy Bragg & Wilco (music & performances) called Mermaid Avenue Volume 2 (Elektra). The other is Till We Outnumber 'Em (Righteous Babe), a compilation of various artists performing their favorite Guthrie songs live.

Guthrie's music comes out of the '30s and '40s, a time when America was on the edge of discovering itself. He injected humor and social commentary into songs, creating classics like "This Land Is Your Land," "The Grande Coulee Damn," and "Deportee."

Many of his songs speak up for the little people. Those who came out of the dust bowl and headed west because of the depression, to work in the orchards and factories of California and Oregon. Woody stood up for them. He was for the underdog, the downtrodden, and the exploited; themes that are universal and timeless. He was also against songs that would make someone feel negative about themselves.

Guthrie was a folk hero, a ramblin', gamblin', and hard travelin' man, and he lived a life that many coming after him like Dylan and Springsteen would emulate.

These two new releases are both tributes to Woody Guthrie but are very different in their approach and content. Till We Outnumber 'Em is a live collection that honors Guthrie as a songwriter. The title of the album is taken from one of Guthrie's fables about two rabbits' solution to combating insurmountable odds; a play on the underdog theme that runs through all of his work.

One of the unique qualities of this album is the mixture of truly inspired interpretations of Woody's songs and spoken word versions of his fables. When listening to it you can feel the performers trying to capture the essence of the man and his love of humanity. High-profile artists like Springsteen draw immediate attention and deservedly so, but don't miss the Indigo Girls and Ani DiFranco doing "Ramblin' Round," or DiFranco's staccato rendition of "Do, Re, Me."

"Part of what I intended to do with the album was to provide a little overview of Woody's life, a little introduction to his music," says DiFranco. "One of the many things that I appreciate about Nora Guthrie (Woody's daughter and the director of the Guthrie Archives) is her tendency to want to keep Woody's legacy living and breathing and changing. Nora has been showing more sides of Woody, not only with this project but the Billy Bragg Mermaid Avenue projects as well."

The second of those releases is Mermaid Avenue, Volume 2, a follow-up to 1998's acclaimed Mermaid Avenue. Both volumes are collaborations of Billy Bragg and Wilco, and never before recorded lyrics by Guthrie. Bragg, cut from the same politically aware singer/songwriter cloth as Guthrie, and Wilco, often referred to as the quintessential American rock band, assure that Volume 2 is not just a tribute to Guthrie, but a fuller realization of the creative triumvirate that infuses the songs with meaning.

"It's very different from the first album," says Bragg. "These songs are more challenging musically, but in an unconscious way. You could also say that this album has a harder edge."

Even though as Wilco's lead singer/songwriter Jeff Tweedy points out the majority of the songs are culled from the original '98 Dublin sessions where Mermaid Avenue was recorded. "We didn't have as much stuff left over from those sessions as Billy did because he had been working on the project long before we joined him. We brought some demos that we did in Chicago and things really clicked once we got there. We did a tremendous amount of work. Then, much later, we went back and recorded a few more songs in our Chicago studio." Bragg seconds the notion that the collaborative juices between artists overflowed during the Dublin sessions, creating the possibility for this new disc. "We thought that we might have more material than for just one album because we had more lyrics and songs worth writing," he says.

Nora Guthrie participated in the process by traveling to Dublin to deliver more lyrics. "She really wanted us to bring this alive, but also bring our own influences on board," says Bragg. "I think that one of the reasons for the success of the project is that we could be who we wanted to be, Billy Brag, and Wilco. It's not Woody's recording, and it's not our recording."

Mermaid Avenue, Volume 2, which came out four weeks earlier than Till We Outnumber 'Em, is enjoying early success at radio. The first single, "Secrets of the Sea," is already in the top five on the Gavin A3 Non-Commercial Chart with triple-digit Spincreases for two weeks in a row. The album's predecessor, Mermaid Avenue, sold 250,000 copies, and was nominated for a Grammy. Bragg and Wilco will tour in the fall in support of this project.

Righteous Babe is working Till We Outnumber 'Em as an album at this point, and with so many wonderful and unique live performances of Guthrie's best-known material, we're grateful to have it that way.

That Guthrie's ideals continue to resonate with people in this and other countries is testimony to how in-touch his music was with the human condition in general, and not just the American experience, in particular.
Reviews

Daniel Cage
“Sleepwalking” (MCA)

There is an ethereal quality about Daniel Cage’s music, an ethereality augmented here by two of the masters of the production business: Kevin Klien (U2, Elvis Costello, Peter Gabriel) and Paul Cramann (The Pretenders, Paulina & Dave). There is a Gabriel-esque quality in Cage’s vocals and the arrangements remind the listener of U2’s early approach to the guitar. That’s not to say that Cage is derivative. In the midst of these references is a unique sound from a mature songwriter: “Sleepwalking” is the first single, and there are other strong tracks on the album like “Big Blue Sky” and “You Set Me Free.”

—Dave Einstein

Lisa Hayes & the Violets
“Something about You” (Straight Line/Atlantic)

This is the second single from Hayes’ debut album. The Portland-born singer, lead singer, and guitarist may have the right track in “Something About You.” The song is about a woman’s abstract obsession with a lover that definitely strikes a chord. Hayes says, “I sat down to write the most neurotic laughable character I could find, an out of control girl, some guy’s worst nightmare. I was mimicking a girl in love, filled with a pathological desire.” Sound interesting?

—Dave Einstein

Sherri Jackson
“Simple Pleasure” (Hybrid)

“Maple Tree” from Jackson’s 1997 self-titled Hybrid release was very well received. She went on to perform on “88’s Lithium Fair, and was the only woman featured on the Further tour. Now she’s back with a new single, “Simple Pleasure” from the upcoming album Catalist. Jackson is an accomplished vocalist, songwriter, and violinist, and because of that, this album feels like Dave Matthews meets Macy Gray. “Simple Pleasure” speaks to the conflicted emotions of casual sex, and the way the one-night stand, intended for a good feeling, can leave confusion and doubt. Great production by Ed Tatum (Eagles Eye Cherry & Alanis Morissette) brings focus to Jackson’s multiple talents.

—Dave Einstein

Deborah Coleman
“Confused” (Blind Pig)

Deborah Coleman is a rare find: a combination of vocal talent with a master’s command of the electric guitar. “Confused” is the first single from her second Blind Pig album, Soft Place to Fall. There will surely be Steve Ray Vaughn and Hendrix comparisons because of the exceptional technique and tone that Coleman displays seemingly with little or no effort. The title track, “Soft Place to Fall,” and “Don’t Lie To Me” offer other examples of Coleman’s mastery of the blues and rock guitar idiom. Legendary Jim Gaines (Santeria, Steve Ray Vaughn, Luther Allison) produced it.

—Dave Einstein

Garcia, Grisman, Rice
The Pizza Tapes (Acoustic Disc)

The story here is that Garcia left a tape of this jam session out on his kitchen counter from which a sly pizzaiello swiped it. A bootleg soon appeared, so this “official” version was released to bury the hatchet. This is a pristine recording of three masters jamming traditions like “Amazing Grace” and familiar tunes ranging from Miles Davis’s “So What” to Gereshwin’s “Summertime.” Hearing Garcia’s voice quiver on “Knockin’ On Heaven’s Door” is downright eerie. The real treat about The Pizza Tapes is the insight this honest record offers into the other side of Jerry. Here he is far away from the hippie type, just a dedicated roots musician offering up his soul—may it rest in peace.

—Jimmy Leslie

Los Lobos
“Cumbia Raza” (Hollywood)

This song from the album This Time features the songwriting of Cesar Rosas. The single also includes a Spanish language version that could get some very heavy play in the border states. David Hidalgo offers an immediately likeable Santana-esque guitar accompaniment that could fit right in the wave of Latin-influenced hits that have topped the charts in the past weeks. You can hear the soul of Losbo’s Mexican roots in this track.

—Dave Einstein

What is 24-7-jobs?
24-7-jobs is a new part of the Gavin Website (www.gavin.com) dedicated to the radio hiring process. It’s a site designed to make the job hunt and the talent hunt easier.

Why 24-7-jobs?
Each week at Gavin we talk to hundreds of radio stations. We hear constantly about talent switches, people moving cross-town, cross-country, etc. With our network of stations and the convenience the Internet brings to all of us, we see this as a natural progression for the radio industry and Gavin magazine.

What does this site offer station managers?
We’ve got talent, and they are online for your convenience. PDs can point and click to listen to hundreds of tapes or narrow down the field based on their specific needs. 24-7-jobs is proud to have this current library of radio talent online, all the time. Station managers can also post their jobs online at no charge. Any on-air or programming-related jobs are listed for a three-week run. We get the word out to the Gavin faithful 24/7.

What does this site offer talent?
Where do we begin?! You can place your tape and resume online at no charge. We create a resume page devoted to you, and it includes your resume, aircheck, and photo (if you dare). For the cost of one mailing your tape is available to stations all over the map, all of the time! You can also check out our job listings. At Gavin, we’re talking to station decision makers every day and we know where the hot jobs are. Now you can find radio’s hot jobs at one place, 24-7.

Do I have to submit my picture onto my online page?
You don’t have to use a picture, but think of how proud your mother would be.

So if I get a job through GAVIN, do I have to pay you?
Absolutely not. If you reply to a job listing and you get it, congratulations! If you’re listed in our talent library, your contact information is available on your page to stations that can get in touch with you directly (don’t worry, the talent library is a password protected part of the site). We don’t try to get in the middle of your deal and we don’t take a cut.

Is there anyone I can actually talk to about 24-7-jobs?
We have several people here who can give you more information. As a matter of fact, we have a toll-free number devoted to 24-7-jobs: (800) 838-1700. All other Gavin-related calls can still go to (415) 495-1990.

So many radio job sites have old jobs on them. Are your jobs current?
24-7-jobs gets the job listings right from the source: the PDs. We list the jobs as we get them and they stay on the site for three weeks. Period. Leaving jobs online may make a site look important, but it’s a big waste of time for the talent and the stations.

Where do I find you guys?
Look for the 24-7-jobs link on our website (www.gavin.com). From there you can check out the job listings, post a job, submit your resume or check out talent.

How do I submit my tape?
Send a recent aircheck (on a standard audio cassette or CD) and resume to: 24-7 Jobs, PO. Box 51909, Pacific Grove, CA 93950. Make sure you stop by the 24-7-jobs site first to complete and print out the submission form. Please include this form with your material.

How do I submit jobs?
In a variety of ways: Tell your Gavin format editor about it. You can also visit the site and submit them online, email them to us info@gavin.com or fax them to our offices at (815) 648-5204. If you’re the social type, give us a call! We’ll take them over the phone, (800) 838-1700.

How can I view all of the super cool talent you have online?
Just call the 24-7-jobs offices using our super cool toll-free number: (800) 838-1700.

What if I see my current job listed on your service?
Better send us a tape.

How long will my tape and resume stay active?
Your talent page will be active as long as you want. When you get a job, just let us know and we’ll deactivate your page. Each month, we check in with each member of the talent library and if we don’t hear from you, your page is automatically removed.

Can I submit all of my talent material online?
At this time, no. To maintain the format of each talent page, we need your material sent to our offices at 24-7-jobs, P.O. Box 51909, Pacific Grove, CA 93950. Thanks!

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“Just the beginning for this stirring presence... the chops and artistry to fuel a bonfire.”
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Tara MacLean

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**Spins in **BLUE **are ADDS**

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www.americanradiohistory.com
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**Mike Viola and the Candy Butchers**

**"Falling Into Place"**

**Already In Place:**
- KTAD, KTHX, WHFC, WERU, KUWR, WMFO, WJB, WKZE, WYXU, KRV, KCTV

**Newly fallen:**
- KPFT, KNBA, KBAC, WNWU, KSPN, WAPS, WAER, WHRV, KBU

Witness the spellbinding performance of Mike Viola at the R&R Awards lunch Saturday, June 17th at 1pm.
BY STEVE WILLIAMS

In his book, *What To Listen For In Music*, Aaron Copland writes, "Everything in music may be said, in the final analysis, to be directed at the listener."

As music director of KJazz, Sacramento's straight ahead jazz station, Gary Vercelli relates well to this concept and takes every opportunity to stay in touch with listeners, recognizing the importance of having more than one viewpoint to consider.

"As the station evolved, we felt we were losing listeners to the Smooth jazz station across town," says Vercelli. "We wanted them back, and started doing research. That's where KPLU-Seattle Program Director Joe Cohn came into the picture. KPLU has been one of the premier stations to invest in research, making it a part of their budget. Joe needs to be commended for having the mindset that used to only be found in the realm of commercial radio."

Being a native of Southern California, Vercelli is accustomed to spending time in the car. Instinctively, he put himself in the place of his listeners by listening to music behind the wheel. "My car is the best environment for listening. I don't have the cellular phone, fax machine, or anything in there."

"I've logged a lot of miles between Sacramento and the Bay Area to get to yoga classes and to catch up on my listening. I look for those musical elements where the artist says 'I love you' musically. A sound of surprise is what you look for, something compelling..."

To use a phrase from one of Vercelli's yoga class, the mantra here is, "Take everything into account."

If that really is the case, then Grammy award-winning N-Coded Music President Carl Griffin has the best seat in the house. One meeting with this gentleman either through listening to records he produced or chatting with him over dinner, and you know he's got all the bases covered. He can claim experience in every aspect of the music business, from the bottom up.

"I started as a singer, dancer, and disc jockey in the club scene—five years in New York, and three years in L.A. One of the clubs was called the Ginza and we had dancing girls in cages, and laughs! I will go on record to say that I was one of the first go-go boys in New York City. And there's my career being turned right there [laughs]."

But as he was to find out, his career was very secure. One night at the Ginza, Griffin's eclectic mix of jazz, rock, soul, pop, and Brazilian music caught the attention of Motown records founder Berry Gordy. Griffin remembers, "He was so impressed by my knowledge of music that he called me a week later and asked me to work in his New York office. They put me in charge of Stevie Wonder in publishing. I was working at Motown during the day and the clubs during the night. I was also moonlighting as a production stage manager for rock & roll shows. That I enjoyed more than anything else."

After that, he produced huge concert tours, working with Ben Vereen, and 10 years as A&R chief for Griffin records.

It's clear that Griffin's psychology of selection has to do with more than just listening. "The first thing is song structure. I tell all the young kids I work with, check out the classics in an attempt to get some grounding—the history—to get a grasp of the basics. You gotta know where it all came from. Then it all (the music) makes sense. We have the new stars, but Santana walked away with eight Grammies!"

"It is insufficient to merely hear music in terms of the separate moment at which it exists. You must be able to relate what you hear at any given moment to what has just happened before and what is about to come afterward." —Aaron Copland

Although most of us, like Carl Griffin, had to work the ranks to gain perspective, there are some who seem to be born with all the tools for listening to and evaluating music effectively.

I was lucky enough to work with someone like this during my time at WQCD in New York. He's Rick Laboy, music director at CD 101.9. "As far back as I can remember I was always moved by music. My mother tells me that when I was born there was a radio in the room. She tells me from the minute I could walk, I was constantly wanting to listen to music. I guess I can say that having listened to music since early childhood, and being surrounded by different musical tastes. I'm one of six children and the youngest so I was turned on to various types of music. It really expanded my musical tastes and allowed me to be able to listen to music for WQCD and not be prejudiced by one sound," he says.

I asked Laboy if he considered his tastes to be comparable to the listeners. "I think so," he says. "I get it when I meet people at concert events. Lots of times they throw names of bands or artists that happened to be those that I've already selected. I look at the reaction that other types of music get, pop, hip-hop, R&B... because I want to be able to create a similar level of excitement with our music. In the music meeting, it's always about what I think the listeners would react to. Good melodies...I want the music to sound like a well-composed piece of music."

I'm also concerned about how the music will blend in with the rest of the music on the station. I also bring in music (to the meeting) that I think will do very well in our music tests.

So what's the moral of this story? I turn once again to the wisdom of Aaron Copland:

"In a sense, the ideal listener is both inside and outside the music at the same moment, judging it and enjoying it, wishing it would go one way and watching it go another... Whether you listen to Mozart or Duke Ellington, you can only deepen your understanding of music only by being a more conscious and aware listener—not someone who is just listening, but someone who is listening for something."

# Gavin Jazz/Smooth Jazz

## Gavin Jazz

### Chart Topper Trend

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### Jazz Reports Accepted

- **Thursday**: 9 A.M.-3 P.M.
- **Gavin Station Reporting**
- **Fax**: (415) 495-2580
- **Email**: blake@gavin.com

### Gavin Jazz

#### Jazz most added

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<td><strong>Darrell Grant</strong></td>
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<td><strong>David Murray</strong></td>
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### Mandolin Project

#### Xenoblast

Xenoblast is the third release for the Jazz Mandolin Project and their Blue Note debut. The band has toured heavily in recent years, earning them a large and devoted following. Their music is a brand of modern jazz that is in the same vein as, well, nothing—it's just stuff. JIMP is Jamie Masefield (mandolin, mandola, and the band's brainchild, Chris Dahlgren (bass), and Ari Hoenig (drums). Previous drummers for JIMP include Keith Jarrett's son Gabe, and Phish's Jon Fishman. Trey Anastasio (also of Phish) makes a guest appearance on "Hang Ten."—Jimmy Leslie

### Artist Profile

**Medeski, Martin & Wood**

**Album**: Tonic

**Label**: Blue Note

Wizard keyboardist John Medeski, percussion god Billy Martin, and wonder bassist Chris Wood began performing together in the early '90s. In the beginning they were a piano-led trio on the Knitting Factory Downtown scene, but they soon morphed into a hard-groving organ combo. The band's uncanny ability to make jazz danceable almost instantly won them a devoted live following and a recording contract.

MMW toured the college circuit relentlessly in the fashion of neo-Hippe bands Phish and Blues Traveler, and much of their popularity can be attributed to the jam band crossover audience. The combo's three mid-'90s albums, It's A Jungle In There, Friday Afternoon In the Universe, and Shack-Man earned them the reputation as the world's foremost instrumental groove band.

Medeski, Martin & Wood signed with Blue Note in 1997 and released the phenomenal Combustication. The record took their fusion of funky jazz a step further by incorporating elements of hip-hop and bringing in trumpeter D.J. Logic for several cuts. Combustication was popular with critics, consumers, and Jazz programmers.

Since that success, the members of MMW have been in demand. Chris Wood appeared on John Scofield's latest recording, Bump (MM&W added as Sco's band for his Very Release A Go Go), John Medeski fulfilled a dream by performing with and producing the Dirty Ocean Brass Band, and Billy Martin recorded a couple of projects of his own.
GavinJazz/Smooth Jazz

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**Smooth Jazz & Vocals**

JAZMasters III (5) London Chimes (Hardcastle)  
JEFF GOLUB (5) Dangerous Curves (GRP)  
MICHAEL LINTON (3) Vivid (Samson)  
ACOUSTIC ALCHEMY (3) The Beautiful Game (Higher Octave)

**SpinCREASE**

B. James/R. Braun | +132  
Brenda Russell | +109  
George Benson | +88  
Brian McKnight | +74  
Jay Beckenstein | +71

**Review**

**Soundscape UK**

Uptown Groove  
(Institut)

Throwing Smooth Jazz into the pulsing and not so smooth life of New York and London is Soundscape UK. Uptown Groove, their third release, is a sonic stew of dance beats, jazz fusion, and Smooth Jazz. With the vision of keyboardist Mick Talbot and arranger/producer Chris Bangs, the album also features guitarists Nigel Price, saxophonist Lisa Graham, trumpeter Dave Priseman, Cyril McGannron on Fender Rhodes, Martin Payne on vibes, and the sweet stylings of vocalist Opa.

—Kathleen Richards

**ARTIST PROFILE**

Sherry Winston

**Album:** Life is Love & Love is You  
**Label:** Flying Flute/Orpheus

Sherry Winston is many things: Grammy-nominated musician, former record company executive, author, and accomplished athlete. She's played Carnegie Hall and The Today Show, and performed with Quincy Jones and Robert Flack. Her new disc, Life is Love and Love is You, is one of the hottest records to hit this year, and features one of the last performances of the late Grover Washington, Jr.

Winston's career began in earnest after she earned a music degree from Howard University and toured the country with her own band which included a then-unknown pianist named Robert Flack. Winston's debut, Do It for Love soared to Number One on the Black Radio Exclusive Jazz chart. She followed up with Love Meditations which was a Gavin top five hit. Her third CD, Love Is, was nominated for two Grammys and won the WBLS Quiet Storm Award.

If you haven't heard of Sherry Winston it's because she left life at the major labels behind for a career on her own terms. Winston performed mainly at corporate events for clients like The Wall Street Journal, Adidas Coors Company, and Coca Cola. In short, the lady gets paid. Winston also runs her own record label, eMusic, which owns the record's opening track "Love and Marriage." She hooked the listener straight away and the grooves just keep on flowing from there.

—Jimmy Lee

**GRP and Elektra, she knows what she's doing.**

**Life is Love and Love is You features Winston's elegant flute melodies surrounded by soft R&B and hip-hop grooves. The record is a mixture of originals and covers, three of them being Steve Wonder compositions. Najee, Jon Lucien, and Curtis Harmon of Pieces of a Dream make stellar guest appearances as does the legendary Grover Washington, Jr. His creamy horn fits with Winston's electric flute on the melody of the record's opening track "Love and Marriage." They hook the listener straight away and the grooves just keep on flowing from there.

—Kathleen Richards

**Smooth Jazz Reports**

**accepted MONDAYS**

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FAX: (415) 495-2580  
EMAIL: BLAKE@GAVIN.COM

**SPIN**

- Scott Wilkie (Narada)  
- Cornelius Bumpus (Pimetti)  
- Smooth Africa (Heads Up)  
- Bebel Gilberto (Six Degrees)  
- Gene Dunlap (Avenue)  
- Count Basic (Instinct)  
- Daryl Stuermer (Urban Island)  
- Slim Mann (BDM)  
- Robert's Brothers (BDM)

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KEZO  KOMP  KLAQ  WBUZ and many more!!

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