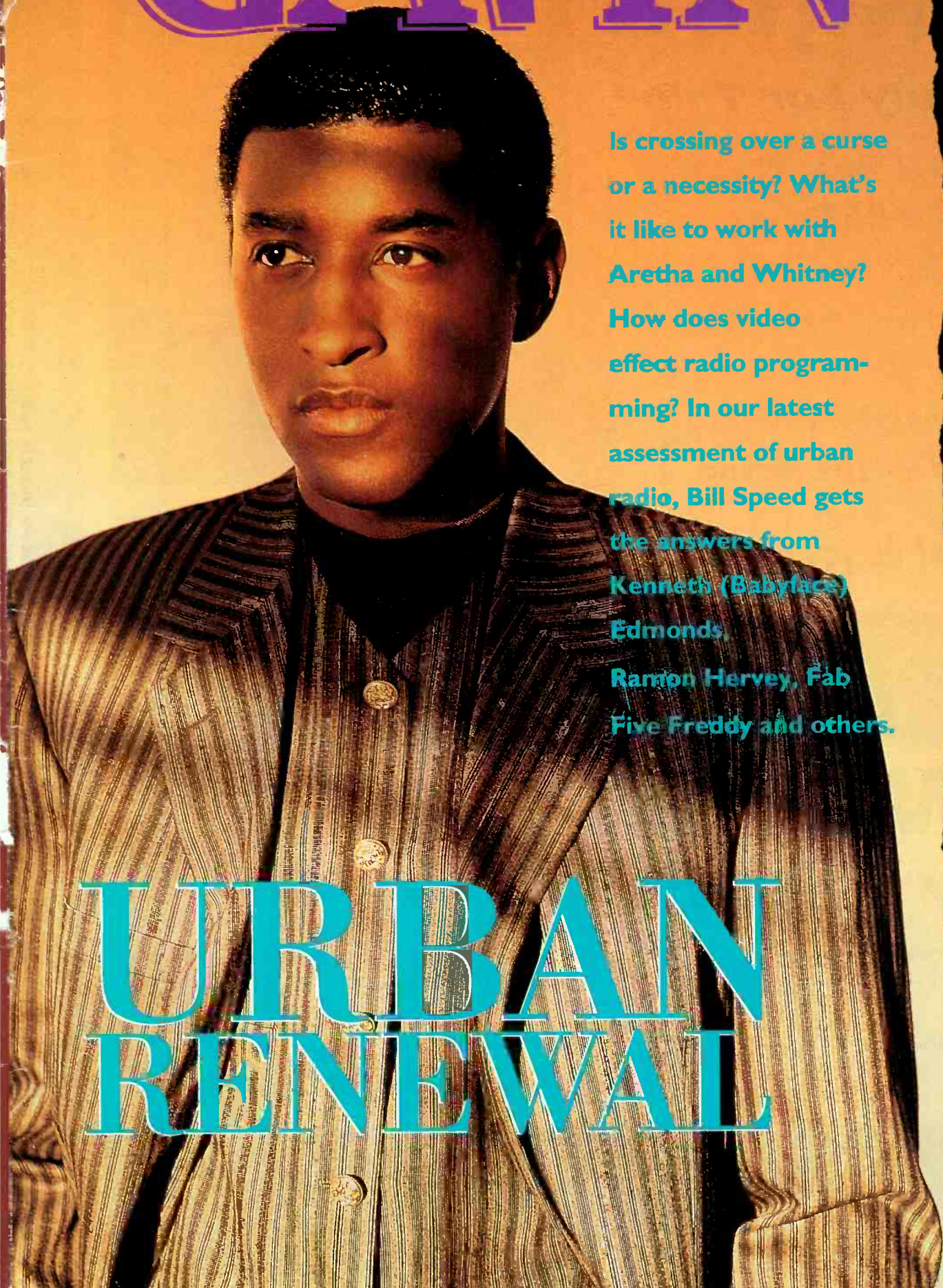


GAVIN



Is crossing over a curse or a necessity? What's it like to work with Aretha and Whitney? How does video effect radio programming? In our latest assessment of urban radio, Bill Speed gets the answers from Kenneth (Babyface) Edmonds, Ramon Hervey, Fab Five Freddy and others.

URBAN RENEWAL

This Week.....

Happy **ReNEWal** Year! It's **January**, and that means it's time to take a close look at what's going on at **urban contemporary**, from **radio** to **records** to **video**. No less than **Babyface** himself (cover) makes an appearance, and gives **insight** into



what it's like to be one of the format's **hottest entrepreneurs**. He's got it all—**solo stardom**, **songwriting** and **producing** credit, and his own **company**. Turn the pages and find out how this **soft-spoken artist** juggles all those **balls**. We also spoke to **WDXK** program director **Andre Marcel** about a growing trend—going back to calling **"urban"** radio **"black"** radio.



In news, **Warner Bros.** chairman **Danny Goldberg** (top) made the long-expected, but still **unofficially official announcement** that **Steve Baker** will preside over the **bunny**, and **Howie Klein** (center) is president of **Reprise**. Also, **Pearl Jam** plans to tour despite their ongoing feud with **Ticketmaster**, and **Tom Petty** sells tickets to **HIS** upcoming



tour **via television**; **Bob Dylan** goes **interactive** and **Elton John** re-fires his **Rocket**. **GOing crazy** on the **GO**

chart are the **Eagles**, **Martin Page**, **Dionne Farris** (bottom) and **Queensryche**. Oh, and don't forget—the **10th Gavin Seminar** is only three weeks away. **New Orleans** is going to be **JUMPING**. We're not kidding! The hotels are filled to overflowing, a record number of **radio programmers** have signed up, and the **gumbo** is brewing.

Critique...off to a fast start in '95



unlimited

"Get Ready For This"

- Over **1400** BDS spins
- Billboard Hot 100 **#53***
- **#32*** R&R Mainstream Chart
- **#28*** Billboard Mainstream Monitor
- ABC TV Spring Sweeps Theme song!
- Beavis and Butthead are dancing to this!
- Added to **MTV's "The Grind"**



What more proof do you need? "Get Ready For This" is a hit!



Next up...

NEWTON

"Sky High"

Kahuna - KLRZ, New Orleans:

"Phones blowin' 'sky high'. Instant response in two days of testing"

Kozman - KKXX, Bakersfield:

"I feel like I just hac sex . . . This is the coolest. Has instant familiarity, very hip. If you don't have it, get it."

• **Early add at: WXKS - Boston**

• **BDS play on:**

KMXV - Kansas City

WFHN - Providence

KDWB - Minneapolis

WFLZ - Tampa

WXKB - Ft. Meyers

KLRZ - New Orleans, 42 PLAYS!

WXKS - Boston

WKSS - Hartford

WFLY - Albany

WAPE - Jacksonville

KQKS - Denver

KBFM - McAllen, TX

Going for adds January 30!

GAVIN AT A GLANCE

RECORD TO WATCH

AMERICANA

MARTIN ZELLAR

Born Under (Rykodisc)

TOP 40

BLESSID UNION OF SOULS

"I Believe" (EMI)

RAP

THUG LIFE

"Cradle To The Grave" (Out Da Gutta/Interscope)

URBAN

MARY J. BLIGE

"I'm Going Down" (Uptown/MCA)

A/C

CHRIS REA

"Fool (If You Think It's Over)" (eastwest/EEG)

COUNTRY

CHELY WRIGHT

"Sea Of Cowboy Hats" (Polydor)

A3

THE COURAGE BROTHERS

Wood (Eastern Front)



JAZZ

PAT METHENY GROUP

We Live Here (Geffen)

ADULT ALTERNATIVE

LARRY CORYELL

I'll Be Over You (CTI)

ALTERNATIVE

MASSIVE ATTACK

"Protection" (Virgin)

COLLEGE

TEAM DRESCH

Personal Best (Chainsaw/Candy-Ass)

GAVIN ROCKS

SOLITUDE OF AETURNUS

Through The Darkest Hour (Pavement)

MOST ADDED

AMERICANA

MARTIN ZELLAR

Born Under (Rykodisc)

MICHAEL FRACASSO

When I Lived In The Wild (Bohemia Beat/Rounder)

TOP 40

MELISSA ETHERIDGE

"If I Wanted To" (Island)

RICHARD MARX

"Nothing Left Behind Us" (Capitol)

RAP

NONCE

Mix Tapes (Remix) (Wild West/American)

PHARCYDE

My Soul (Mad Sounds/Motown)

URBAN

BRANDY

"Baby" (Atlantic)

GERALD LEVERT

"Answering Service" (Elektra/EEG)

A/C

GLORIA ESTEFAN

"Everlasting Love" (Epic)

JOHN WAITE

"How Did I Get By Without You?" (Imago)

COUNTRY

VINCE GILL

"Which Bridge To Cross" (MCA)

JOE DIFFIE

"So Help Me Girl" (Epic)

A3

TIMBUK 3

A Hundred Lovers (High Street)

MASSIVE ATTACK

Protection (Virgin)

JAZZ

CHRISTIAN MCBRIDE

Gettin' To It (Verve/PolyGram)

PAT METHENY GROUP

We Live Here (Geffen)

ADULT ALTERNATIVE

PAT METHENY GROUP

We Live Here (Geffen)

LARRY CORYELL

I'll Be Over You (CTI)

ALTERNATIVE

BELLY

"Now They'll Sleep" (Sire/Reprise)

BETTIE SERVEERT

Lamprey (Matador/Antonic)

COLLEGE

BETTIE SERVEERT

Lamprey (Matador/Antonic)

CASPER BROTMANN MASSAKAR

Home (Thirsty Ear)

GAVIN ROCKS

SOLITUDE OF AETURNUS

Through The Darkest Hour (Pavement)

CIRCLE OF DUST

(R.E.X.)

GAVIN HOT

AMERICANA

SPANIC FAMILY

Spanic Family Album (East Side Digital)

TOP 40

MELISSA ETHERIDGE

"If I Wanted To" (Island)



RAP

DA YOUNGSTA'S

"Mad Props" (eastwest/EEG)

URBAN

SHABBA RANKS

"Let's Get It On" (Epic)

A/C

GLORIA ESTEFAN

"Everlasting Love" (Epic)

COUNTRY

VINCE GILL

"Which Bridge To Cross" (MCA)

A3

JAYHAWKS

"Blue" (American)

JAZZ

CLARK TERRY

Remember The Time (Mons)

ADULT ALTERNATIVE

PAT METHENY GROUP

We Live Here (Geffen)

ALTERNATIVE

COLLECTIVE SOUL

"Gel" (Atlantic)

COLLEGE

THROWING

MUSES

University
(Sire/Warner
Bros.)



GAVIN ROCKS

TESTAMENT

Low (Atlantic)

Inside.....

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Urban contemporary's movers and shakers give Bill Speed the 411 on the state of the format

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By John Lund

NEXT WEEK

Dancehall Special

Relegated to specialty shows, Dancehall, a consistent retail winner, is gaining mainstream popularity. Thembisa S. Mshaka talks to some of Dancehall's champions

GAVIN

Founded by Bill Gavin—1958

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un A UNITED NEWSPAPERS PUBLICATION



"I'm sure it will be massively bootlegged. I think it's just one of those things you have to accept."

— Nick Angel
see below

P-Jam Seeks Sites; VH1 Sidesteps Ticketmaster

We might not have baseball, but we'll have Pearl Jam.

Pearl Jam's war with Ticketmaster over service charges on tickets may have cut them off from major venues, but the band is working on a way to get on the road this summer.

According to the band's manager Kelly Curtis, they're considering performing at



race tracks and open fields, and to get around working with Ticketmaster, Pearl Jam plans to set up mail-order ticket distribution.

Despite their massive popularity—their current album, *Vitalogy* is in the top five on the retail charts—Pearl Jam didn't perform last summer because they refused to work with Ticketmaster, which is the country's largest ticket agency. The band wanted to keep ticket prices at \$20, but Ticketmaster

balked at having to lower service charges to accommodate them. The battle escalated, with Pearl Jam filing an anti-trust complaint, saying that the vendor pressured promoters not to book Pearl Jam's summer tour (GAVIN, June 3, 1994). The matter remains unresolved.

In a related matter, 16,000 tickets to Tom Petty & the Heartbreakers upcoming tour were put up for sale last week, but not through Ticketmaster. The ticket agency may have yet another thorn in its side, this time from VH1, who offered the Petty tickets via an 800 number, with a four-ticket per caller limit. Celebrities including Moon Zappa, (wo)manned the phones during the sale.

In addition, subscribers to America Online will be able to retrieve information about Petty's ticket sales and where he's playing. And although buying through VH1 is an alternative to Ticketmaster, the service charge is still there, and it will be just about the same.

U2's Latest: Not In Stores

Think of it as a '90s, non-holiday version of the records the Beatles used to make up for their fan club members.

U2 are issuing a new album, *Melon*—comprised of nine dance remixes of six songs from earlier U2 albums (*Zooropa* and *Achtung Baby*)—but it will be available only to subscribers to their international fan magazine, *Propaganda*.

And they'll get it for free.

The new album, which will be in the mail in a week or so, is "just a belated Christmas gift to fans," said their U.S. publicist, Paul

Wasserman.

Dance-club mixers re-



worked the U2 songs, "Lemon," "Numb," "Salome,"

Warner Bros. Taps Baker and Klein

Though they haven't signed their contracts yet, as expected, Steven Baker has been named president of Warner Bros. Records and Howie Klein president of Reprise Records.

According to a label spokesman, Warner Bros. chairman Danny Goldberg made the announcement at a luncheon on Tuesday (January 24).

In a Wednesday (January 25) morning conversation with GAVIN, Klein commented, "With longtime alternative radio stations like KROQ, Live 105 and WHFS becoming market dominators, and usually successful stations like Z100, WMMS and WBCN going in a more alternative direction, I feel that people like myself and Steven Baker, who have long been

involved in progressive artists and music, have come to a time where we're ready to take over the world—but I'd like to try to break Filter and the Muffs first."

Also named to new posts were Jeff Gold, who's executive vice president/general manager of Warner Bros. Records and Richard Fitzgerald, who take the same title at Reprise.

The New College Try

BY DAVID BERAN

GAVIN reporter WXYC-Chapel Hill, N.C. has become the first radio station to simulcast 24-hour programming on the air and on the global computer network. On-line broadcasting officially began November 7, 1994, and the "experiment" is an unqualified suc-

cess. People all around the globe are able to tune in to the University of North Carolina's alternative station and even make e-mail requests by simply downloading information onto their Macs.

"We didn't announce it for a long time because it's an experimental type of thing," says Mike Shoffner, a management member at the station. According to Shoffner, making net radio a reality was a team effort, and UNC law students did extensive research to determine the legalities of broadcasting on-line. Meanwhile, WXYC teamed up with technicians at sunSITE, a nearby think tank, to tackle some of the software problems. They settled on the CU-SeeMe software developed at Cornell, and reconfigured it to simulcast the radio station's signal.

David McConville, a sunSITE technician claims that the idea was born out of a simple need. "We didn't want to put radios in every sunSITE office, and we're in the basement, so we wanted to hook up to

the net." WXYC's non-profit status allows it to broadcast on-line the same way a TV listing-type station can legally transmit a radio station in the background.

Response to the "netcasting" has been positive. "We've gotten e-mail from Norway and Japan, and a lot of people have asked us to announce Greenwich Mean Time," says McConville. "Other big fans are UNC alumni who missed hearing 'XYC, because they can't get it any way except on-line."

On-line sound quality is basically the same as AM, but Shoffner stresses that "This is not good enough for a commercial application, and is more of an indication of what the Internet can be." Because existing copyright laws are being debated in Congress the future of smaller stations like WXYC broadcasting on the Internet is in question.

Macintosh users hooked up to the Internet can download the software for free by accessing [HTTP://sunsite.unc.edu/wxyc](http://sunsite.unc.edu/wxyc). —

Lennon Retrospectives

Since his assassination in December, 1980, former Beatle John Lennon has been spared tribute albums or retrospectives.

That will change this summer, when two albums will be put out, one on Capitol Records, for whom Lennon recorded when he was a member of the Fab Four, and one on Hollywood Records, which was not in existence when Lennon was alive.

The former has been authorized by Lennon's widow, artist Yoko Ono, who is actively seeking the participation of, among others, Elton John (who is Godfather to Lennon's son Sean), David Bowie, Pearl Jam, and fellow Beatle Paul McCartney.

The Hollywood album is being organized by manager Lindy Goetz (Red Hot Chili Peppers, Candlebox), who says that those bands, plus Stone Temple Pilots, Live, Flaming Lips, George Clinton

and White Zombie are already in the studio. Proceeds from both will benefit charity.

The main difference between the two is that Capitol has Ono's backing. "We want to get comprehensive songs not just from his catalogue, but perhaps things that have never been released and recorded before," says label president Gary Gersh. "We'll have Yoko and Sean involved, and use John's own artwork." And though he downplayed any competition between the two albums, Gersh said, "The Lennon estate will not acknowledge the Hollywood Records tribute and will not be involved in any form."

Goetz feels there's enough music for everybody. "Lennon wrote some of the best songs in the world," Goetz said, "and there's enough for three or four albums."

— BEVERLY MIRE

Miami Super For WEDR in ARBs

Arbitron's response rate continued to climb as the last of the Fall 1994 ratings were released. The company says that the average metro response rate for all 174 markets is up 12.6% over the same time last year. The entire survey will end at 4.5 above Fall 1993.

Another Spanish station is making inroads, this time in Miami. WRMA/FM jumped from 2.0-5.6. However, that may have been at the expense of competitor WAOI, which dropped two full points from 6.6-4.6. On top in the Super Bowl city is Urban WEDR at 6.1. In Phoenix, perennial winner, country KNIX, has more to celebrate—a point-plus gain, 7.1-8.2.

MIAMI

		Su '94	F '94
WEDR/F	Urb	5.8	6.1
WLYF/F	A/C	6.7	6.0
WRMA/F	Span	2.0	5.6
WAOI/A	Span	6.6	4.6
WKIS/F	Cntry	3.7	4.6
WPOW/F	D/T40	4.5	4.5
WHQT/F	Urb A/C	4.7	4.2
WHYI/F	T40	4.4	4.2
WIOD/A	N/T	3.4	3.9

PHOENIX

		Su '94	F '94
KNIX/F	Cntry	7.1	8.2
KMLE/F	Cntry	7.6	6.6

KFYI/A	N/T	5.4	6.5
KTAR/A	N/T	6.6	5.8
KKFR/F	T40	4.7	5.7
KOY/A	Nost	6.7	5.7
KUPD/F	Alb	4.5	5.6
KSLX/F	Cl Rk	3.9	5.1
KKLT/F	A/C	3.7	4.3
KDKB/F	Alb	4.7	3.8

NEW ORLEANS

		Su '94	F '94
WQUE/F	Urb	13.7	13.6
WNOE/F	Cntry	9.0	10.1
WYLD/F	Urb A/C	9.5	8.2
WWL/A	N/T	8.4	7.3
WEZB/F	T40	5.8	5.2
WLMG/F	A/C	5.4	5.2
WLTS/F	A/C	5.3	5.1
KJLZ/F	Jazz	1.8	4.8
KMEZ/F	Urb Old	4.3	4.5
WTKL/F	Oldies	5.1	4.2

NASHVILLE

		Su '94	F '94
WSIX/F	Cntry	14.8	15.9
WSM/F	Cntry	12.4	10.2
WGFY/F	Cl Rk	4.9	6.4
WKDF/F	Alb	6.0	5.9
WQKQ/F	Urb	7.3	5.5
WJXA/F	A/C	6.3	5.4
WYHY/F	T40	5.1	5.1
WLAC/A	N/T	4.3	4.6
WLAC/F	A/C	4.0	4.4
WRMX/F	Oldies	4.4	3.9

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Elton Fires Off Rocket Again

Elton John, who in the midst of his first burst of success in the '70s founded Rocket Records, is bringing it back.

The label, based in London and distributed by PolyGram, will debut with John's next album, *Made in England*, in late March.

John also expects to hook up again with Billy Joel for concerts this spring. The pair did a wildly successful tour of stadiums last summer. Following this year's tour, John would continue on his own world tour.

Meantime, Joel, who was touring in Japan when the devastating 7.1 earthquake struck Kobe, has pledged proceeds from one of his Japanese concerts to earthquake relief there.

Joel had to reschedule two Osaka concerts after the quake hit.

Joel arrived in the country January 8 for a nine-show tour. "Having shared this experience," he said, "we feel a commitment to the people of Kansai...All of us (band and crew) are very aware of our very good fortune in having survived this tremendous earthquake. We are among the lucky ones. We are going to donate the profits from the Osaka concerts to the relief efforts."

Eagle Flies To Gavin Seminar

Roger Wimmer's research firm, the Eagle Group will reveal the results of its 1994 study on Radio's Place in the New Media Landscape at this year's GAVIN Seminar in New Orleans. The presentation is scheduled for 12 Noon on Thursday, February 16. The extensive media usage study is normally sold for \$500 per book, but this hour-long multi-media summary is open to all seminar registrants.

Among the study's most revealing statistics are:

- 70% of the survey's respondents listen to radio daily
- 74% of respondents say they hear "blue/offensive humor" on the radio.
- 36% of the population listens to radio on the job, 63% of on-the-job listeners listen to what they want and 25% settle for the choice of a co-worker.
- 54% of persons who begin listening to a new station find it by accident.

This session is one more reason to attend the GAVIN Seminar in New Orleans February 15-18. For registration information call (415) 495-3200.

ARTIST PROFILE

THE HARDLINERS



THE HARDLINERS ARE:

Karl Kanga, singer/songwriter/producer; Jens Hylander, Hammond Organ; Hakan Nyberg, Drums; Johan Valentin, Bass; and Swedish guitar hero Pelle Jernyr

LABEL: CORE Entertainment

CORE PROMOTION CONTACTS:

Rob Kingrey @ (800) 862-6732

Heavy Lenny Promotions @

(310) 450-6224

DEBUT ALBUM:

... Have Arrived ...

HOMETOWN: Malmo, Sweden, a short 45-minute boat ride from Copenhagen

ABOUT THE MUSIC: Imagine Steve Earle, John Mellencamp & Gram Parsons jamming together in one kickin' band ...

KEY KUTS: "One More Day," "Inside Every Man," "Ain't Gonna Miss You," "Lonesome Road," "Self Destruction Blues"

ABOUT THE ALBUM: Recorded inside an old re-built countryside church in South Sweden

TOUR PLANS: The group will run through the Southeast & Southwest during Feb-March '95 with a return trip to the U.S. in May

THE STORY: Crammed inside a 1975 Dodge Dart Special Edition, the Hardliners arrived at that silent countryside church in South Sweden. Women and children wept. Grown men ran for cover, and the sky darkened as The Hardliners unloaded their instruments. Amps were connected, drum kits raised, feedbacks were suffered and curses were uttered as The Hardliners recorded. Soon afterward, birds started singing and bees started buzzing with delight over what they had heard ...

ADVERTISEMENT

Grammy Gets Own Label

The National Association of Arts and Sciences (NARAS) entered the business of making records last week when they announced the formation of Grammy Recordings, which will spotlight annual Grammy nominee compilations. The label will also release Hall of Fame and material from the Grammy archives. The material will be sent to Academy members, who would be able to listen to nominated songs. In turn, NARAS members would be able to use the recordings as a way to promote their artists.

Initial releases will be distributed by Sony Music, with the first coming out through Columbia. NARAS has indicated that the deal with Sony is short-term, and that distribution will be rotated.

A compilation of selections by this year's nominees are slated to hit stores immediately. "It will showcase these acts in a sampler fashion and give the public an opportunity to hear something they might not otherwise get a chance to," says NARAS president Michael Greene. "A Grammy nomination is a 'Good Housekeeping' seal of approval to the average listener."

Grammy releases could be a boon to labels whose artists pick up awards. "We've tracked sales of Grammy winners and performers for years and there is an amazing effect—in every category," says Greene. In that spirit, NARAS will release multiple nominee albums. "It's no more difficult to do ten as it is one," says Greene. "The first year we're just putting out one to provide a prototype for the labels, artists, managers and so on. The touchiest part is clearing everything, so we need to show the music community what the series is capable of."

And who benefits? It's a 50-50 split between NARAS, and the artists and labels. The academy's money will go to the NARAS Foundation, to support archive and preservation programs.

We are Still The World

As it is with all major anniversaries, the passage of time is so fast, what we're celebrating seems like it happened only yesterday.

So it is with "We Are The World" which, remarkably, took place ten years ago this month.

Put together in large part by manager/author Ken Kragen, USA for Africa was a way for artists to channel their efforts to ending hunger and homelessness in Africa. The multi-million selling single, "We Are The World," brought together an unprecedented number of luminaries, including the song's writer, Michael Jackson, producer Quincy

Jones, the legendary Ray Charles and Harry Belafonte, and everyone from Diana Ross to Hall & Oates to Bruce Springsteen. To-date, "We Are The World" has raised \$61.8 million.

To celebrate the event in style, this Monday (January 30), Westwood One will simulcast "We Are The World," via satellite, making it available to radio stations around the world. In addition, that evening following the American Music Awards telecast, people involved in the making of "We Are The World," will be honored. At the same time, a final \$700,000 in grants will be announced.

Academy Of Country Music Announces Initial Nominations

The Academy of Country Music has finalized the initial nominations its 30th annual Awards, which will be presented May 10 at the Universal Amphitheatre in Universal City, California and telecast on NBC. This year's award show coincides with the first annual GAVIN Country Seminar, which will be held May 7-9.

Here are this year's contenders:

ENTERTAINER OF THE YEAR

Alabama, Clint Black, Garth Brooks, Brooks & Dunn, Vince Gill, Alan Jackson, Reba McEntire, Sawyer Brown, George Strait, Tanya Tucker

TOP FEMALE VOCALIST

Mary Chapin Carpenter, Faith Hill, Patty Loveless, Kathy Mattea, Martina McBride, Reba McEntire, Pam Tillis, Tanya Tucker, Wynonna, Trisha Yearwood

TOP MALE VOCALIST

Clint Black, Garth Brooks, Joe Diffie, Vince Gill, Alan Jackson, Tracy Lawrence, Tim McGraw, John Michael Montgomery, George Strait, Clay Walker

TOP VOCAL DUET

John Anderson/Tracy Lawrence, Bellamy Brothers, Brooks & Dunn, Waylon Jennings/ Mark Chesnutt, George Jones/Alan Jackson, Reba McEntire/Natalie Cole, Tanya Tucker/Little Richard, Con-way Twitty/Sam Moore, Tammy Wynette/Wynonna, Trisha Yearwood/Aaron Neville

TOP VOCAL GROUP

Alabama, Blackhawk, Boy Howdy, Confederate Railroad, Diamond Rio, Little Texas, The Mavericks, Sawyer Brown, Shenandoah, The Tractors

TOP NEW FEMALE VOCALIST

Lisa Brokop, Dawn Sears, Victoria Shaw, Shania Twain, Chely Wright

TOP NEW MALE VOCALIST

David Ball, John Berry, Toby Keith, Neal McCoy, Tim McGraw, Rick Trevino

TOP NEW VOCAL DUET OR GROUP

Archer/Park, Brother Phelps, The Mavericks, The Tractors, John & Audrey Wiggins

SINGLE RECORD OF THE YEAR

"Callin' Baton Rouge" Garth Brooks, "Don't Take The Girl" Tim McGraw, "I Swear" John Michael Montgomery, "Livin' On Love" Alan Jackson, "She's Not The Cheatin' Kind" Brooks & Dunn, "Shut Up And Kiss Me" Mary Chapin Carpenter, "Third Rock From The Sun" Joe Diffie, "Tryin' To Get Over You" Vince Gill, "Who's That Man" Toby Keith, "Wink" Neal McCoy

SONG OF THE YEAR

"Don't Take The Girl" Tim McGraw, "He Thinks He'll Keep Her" Mary Chapin Carpenter, "How Can I Help You Say Goodbye" Patty Loveless, "I Swear" John Michael Montgomery, "Little Rock" Collin Raye, "Livin' On Love" Alan Jackson,

"When Love Finds You"

Vince Gill, "Who's That Man" Toby Keith, "XXX's And OOO's" Trisha Yearwood, "Your Love Amazes Me" John Berry

ALBUM OF THE YEAR

In Pieces Garth Brooks, *Kickin' It Up* John Michael Montgomery, *Not A Moment Too Soon* Tim McGraw, *Read My Mind* Reba McEntire, *Stones In The Road* Mary Chapin Carpenter, *Third Rock From The Sun* Joe Diffie, *The Tractors* The Tractors, *Waitin' On Sundown* Brooks & Dunn, *When Love Finds You* Vince Gill, *Who Am I* Alan Jackson

Ballots will be mailed out to members January 27 and final ballots will be mailed March 20.

CAMPAIGN OF THE WEEK



MASSIVE ATTACK Protection

A big-selling import preceded *Protection's* stateside release, and now the album's getting rave reviews and impressive out-of-the-box airplay. Virgin will augment Massive Attack's strong grassroots support with an aggressive campaign.

LABEL: Virgin

RADIO: Label going for adds at college, alternative, A3 and A2. Working single, "Protection" which features Everything But The Girl's Tracey Thorn on vocals. Radio was sent postcards and stickers starting in December, and a second phase went out in early January.

RETAIL: Album hit the streets on January 24. Album already sold well as an import. Retail package includes "bounceback" card. Fans who return it to Virgin get a free video collection; label in turn will compile a mailing list of band's fans. Retailers were also targeted in postcard and sticker campaign.

PRESS: Band went on press junket in November in the U.K. Received key early press from Details and Papers. Coming to New York in early February L.A. to visit press and radio stations. Tracey Thorn tentatively slated to join junket, to help promote single.

ADVERTISING: First stage ads will be taken out in *DJ Times*, *Paper*, *Urb*, *Raygun*, *Street Sound*, *Axcess*, *Underground News*, *Update USA*.

INTERNET: Label made available, via CompuServe, bio information, 3-D art, snippets of music. 400 fans downloaded information on the first day. Fans were also able to contact label to receive sampler.

VIDEO: "Protection," featuring Thorn, is being serviced to major video outlets.

BY BEVERLY MIRE

THAT'S SHO-BIZ



ACCORDING TO
DAVE SHOLIN

FLASH!

BY JULIE GORDON



Los Angeles was ablaze over **Presidents of the United States of America** last week, and I am not referring to **Bill Clinton's** visit to the Southland. This **Staci Slater**-managed three-piece shares a drummer with **Atlas** recording artists' **Love Battery**, and their L.A. gigs were very well attended. Lawyers on hand included **Stacy Fass**, **Eric Greenspan**, **Fred Davis**, **Bill Berrol**, and **Brian McPherson**. Especially interested in having those Presidents on their label rosters are **Rick Rubin** at **American**, **Tim Sommer** at **Atlantic**, **Josh Sarubin** at **Columbia**, **Deborah Shallman** at **Geffen** and **Guy Oseary** at **Maverick**. In the meantime Presidents will be putting out a full-length record on Seattle-based **Pop Liama**, and it's scheduled for release on President's Day. They also have plans to put out singles on two L.A.-based indie labels... The trend of being in more than one band at a time seems to be growing. **Rocket from the Crypt** and **Drive Like Jehu** share a member. **Dish** and **Motocaster** share a member, and **Sunny Day Real Estate's Nate** has been moonlighting in **Dave Grohl's** new band, **Fu Fighters**... On the East Coast, many A&R types were focusing on Boston band **Orbit**, who played at Brownies. Suitors include **Atlantic**, **A&M**, **Interscope**, **Radioactive**, **Geffen**, and **Hollywood**. Publishers orbiting around include **Peer** and **MCA**. **Orbit's** next New York gig is February 25th at Under Acme, but they have other Boston shows before that date... **Geffen** is courting Florida band **For Squirrels**... Over at **Epic West Coast**, "da new guy" is **Ted Lowe**, who joins **Epic Associated** as director of A&R. He previously was an A&R rep under **Benny Medina** at **Warner Bros**... **Jason Flom's** new **Atlantic** imprint is called **Double Eagle**. He will remain head of A&R at **Atlantic** during the transition period while a new head is being named. Expect **Jill Sobule's** record, due out in March (and by the way, the **Brad Jones**-produced record sounds great), to be on **Double Eagle**... **Emily Kaye** has left **A&M** records to work for **Jim Guerinot's** **BMG**-funded imprint... There is a tale circulating of a high-level executive who tried to resign his position to take another position at a different label, but his resignation was not accepted at his current place of employment... Look for **THE FLASH** at the Nashville Extravaganza, February 1-5. Among the bands playing there worth checking out are **Emmet Swimming**, **Shannon Worrell**, **Billy Goat**, **Band de Soleil**, **Son of Slam**, **Hundred Year Sun**, **Tim Ferguson**, **Verve Pipe**, and **Adam Schmitt**... **John Hiatt** is out of his **A&M** deal and looking for a new home. **Capitol** seems to have the inside track... **Chris Whitley's** five nights at the **Dragonfly** in Los Angeles were filled with industryites including **THE FLASH**. His newest release will be on the new West Coast imprint, **Work** (the label formerly known as **Chaos**). Opening acts that had their share of attention from the A&R community were **Flourescein**, **Pomegranate**, **Elephant**, and **Extra Fancy**, all unsigned. Closing for **Chris Whitley** on his last night were **Sony 550 Music/Loosegrooves** artists **Satchel** with a big turnout including their A&R person, **Michael Goldstone**. Definitely in Los Angeles last week, **Dragonfly** was the place to be... **Bill Berger** is returning to the label fold as senior vice president of international at **Elektra**. Most recently he was general manager of **Chameleon Records**... Rumors are swirling of a partnership label venture being launched by **Daniel Glass** and **Chris Wright**, who are said to be shopping for funding and a major label partner...

Julie Gordon publishes an A&R tip sheet, *Gordon's Flash*, and will appear in *GAVIN* twice monthly. For information call (310) 657-6787 or e-mail JGFLASH@aol.com.

SHO-BITZ

WDST-Woodstock (yup, that Woodstock) PD **Jimmy Buff** is heading down to New York City. Midday personality **Dave Doud** was promoted to APD... **Jim Rondeau** crosses town to work as afternoon driver at **ARROW 93FM**-Hollywood. He was at **KOST**... New program director at **B-95 (KBOS)**-Fresno is **GAVIN** Top 40 Award nominee **Mark Adams**, who was acting as interim PD since the departure of **Don Parker**. **B-95** has an opening for an on-air MD, so send those T&Rs to Adams at 2020 E. McKinley Ave., Fresno, CA 93703... **Chad Elliot** has exited **KFAV**-St. Charles/St. Louis, Mo. to take the overnight slot at **Y-107 (KTXV)**-Jefferson City/Columbia, Mo... At A3 pioneer **KIOT**-Albuquerque, **Honey Harris** remains morning personality, but is no longer MD. PD **Mike Marone** picks up those duties. Also at **KIOT**, **Rich Robinson** is now APD... New to middays on **MIX 96 (WVNC)**-Canton/Potsdam/Ogdensburg, N.Y. is **Joel Murphy**, who held down the same shift at **WSNN**-Potsdam. Murphy replaces **Ed Thomas**, and will also take the title assistant music director. Also at **MIX 96**, **Becky Myers** is upped to APD/MD... Veteran jazz/AA programmer **Shirley**

WHO AM I?

A couple of my early groups were called **Kippington Lodge** and **Three's A Crowd**, and in 1974 the band I was in made an appearance in the film **Stardust**. I've produced albums for countless artists including **Graham Parker**, **The Damned** and the **Fabulous Thunderbirds**. I once named a 4-track **EP Bowi**, and in 1979 I married **Johnny Cash's** step-daughter. Who am I? See page 9 for the answer...

A bad roof in Malibu wouldn't come close to matching the number of leaks in the *L.A. Times* regarding the new appointments made at **Warner Bros.** and **Reprise** this week. Confirmed so far: Warner's new president is **Steven Baker**, who was VP product management, with senior VP creative services **Jeff Gold** ascending to executive VP at the label. Across the hall at **Reprise**, **Sire** VP/GM **Howie Klein** assumes the presidency while senior VP **Rich Fitzgerald** becomes executive VP/GM. There's also word that **Warner/Reprise Nashville** president **Jim Ed Norman** has renegotiated his deal and will remain in charge until the year 2000. Meanwhile, in New York, VP publicity **Liz Rosenberg** has been upped to senior VP. Will more announcements be forthcoming?

K-101 (KIOI/FM)-San Francisco helped to heat things up in the battle of the Sans—Diego and Francisco. The station produced a spot to run on San Diego TV featuring morning talent **Don Bleu** proclaiming, "We're very proud of our little friend San Diego. You're in the **Super Bowl**, but it's your first one, so listen up on how to be a Super Bowl town." With a handful of Super Bowl rings he taunts **Charger** fans by telling them to, "accessorize. Oh, that's right, you don't have any of these—oops!" The commercial run in San Diego has aroused the ire of lots of folks. When a TV outlet ran it in the 5 p.m. news, K-101 OM **Dave Shakes** says he got flooded with calls from Chargerland. Other stunts include **KMEL/FM** PM driver **Rick Chase** and **Z90 (XHTZ)** afternoon talent **Nick Monroe** trading places and jibes while **KYCY**, the "Young Country" station in the City by the Bay, has been temporarily transformed into "**Steve Young Country**."

Place the name of former **KHKS**-Dallas PD **J.J. McKay** in serious contention for the vacant PD post at **G105 (WDGG)**-Durham/Raleigh.

Is **A&M** or **Warner Bros.** close to striking a deal with **Terry Ellis** for **Imago**?



Looking cable-ready as they pose in the midst of the **Western Show** in Anaheim are (left to right): **Randy Phillips**, **Stiefel-Phillips**

Entertainment; **Jeff Bernstein**, **Cable Positive**; **Les Garland**, **The Box**; **Toni Braxton**; **Arnold Stiefel**, **Stiefel-Phillips Entertainment**. **Cable Positive** raises funds for AIDS research and raises awareness about the illness.

Northwest promo vet **Fred Zaehler** joins **EMI** to handle "super regional" duties, while Seattle rep **Anne Eason** segues to handle West Coast album duties, based in the grunge capitol. Head of special projects **Steven Glass** has left the label while rumors swirl of more changes TBA.

Now that client **KPRR**-El Paso boasts a 13-share 12-plus in the just-released **ARB**, that places three out of five stations consulted by **Bob Mitchell** in double-digits.

Former **Elektra** Atlanta rep **Cheryl Khaner** fills the long-vacant **Columbia** promo slot in Northern California.

Our sympathies are with **Mary Resnik**, wife of GAVIN's **Steve Resnik**. Only several weeks ago Mary lost her dad and just last week her mom **Nancy Corsick** passed away. Sincere condolences to Mary and her family.

Plan on Top 40 **WHHT**-Bowling Green/Glasgow, Ky. making a flip to A/C by month's end. Will the new PD be promoted from within?

Remove the word "interim" from **Mark Adams'** title at **KBOS (B95)**-Fresno. Adams, who has held the title since former PD **Don Parker** moved to "The Rocket" in Houston, waited patiently while a search went on for a successor. It's not surprising to see him get the official nod. Now, Mark needs an MD/air talent. Send a T&R to him at 2020 E. McKinley Avenue, Fresno, CA 93703.



Anyone want to guess which one of these three are "Whip Smart"? In for a group hug at the plush studios of **Z100 (WHTZ)**-New York are director of operations and pro-

grammer **Steve Kingston**, **Matador/Atlantic** singer **Liz Phair** and PM drive Z-Jay **Elvis Duran**.

Lots of the bubbly was being poured at **KJYK**-Tucson where the AM Top 40 jumped a full share (2.8 to 3.8) and scored number one in teens with a whopping 39.1. The bright light you see shining in the southwest is PD **Jowcol "M.C. Boogie D." Gilchrist** who hasn't stopped grinning. Also proud is mentor and former PD, now MD at **Power 106 (KPWR)**-L.A., **Bruce St. James**.

Brainstorm of the week honors go to **Island** VP A&R **Carter** for his three-cent stamp plan. Why not a **Jordanaires** stamp to attach next to **Elvis**? Or the **Famous Flames** for **James Brown**? **The Crickets** for **Buddy Holly**? It's time to start a crusade for the three-cent "back up stamp." Tell the postmaster that Carter told you to call.

Ex-**KHOP**-Modesto, Calif. PD **Wayne Coy** has landed, taking over mornings at **KTXV (Y107)** in Jefferson City, Mo.

Former **K-101 (KIOI/FM)**-San Francisco marketing director **Linda Clark** resurfaces crosstown in the same role at **KFRC**.

Call **Caliber's Robin Wren** if you want to re-enact **Woodstock '94**. Sad to report the rains have left their mark on Robin's home in L.A. Those interested in a mud bath can try his pool.

Expect plenty of programmer support for new **Arbitron** GM **Pierre Bouvard**. PDs who worked with Pierre at **Coleman Research** have nothing but praise for his expertise.

Less than two weeks after arriving at **KZFM**-Corpus Christi, OM/PD **Mike Steele** flashes an up book 11.0 to a 13.0. Good timing huh?

As predicted, that "Americana" buzz is getting louder. Tuesday's (January 24) edition of **USA Today** featured a column on GAVIN's newest format.

Maldonado is the new PD at **KLJZ**-New Orleans.

Maldonado moves down from New York, where she was at **WQCD**. She replaces **Richard Black**, who returned to **WNOE/FM** in his old job as music director...The new lineup at alternative network **WDRE** has been solidified. As follows, it's **Jody Vale** and **Mike DeFosses** in the morning; **Jodi Shawback**, middays; **Loscalzo**, afternoons; **Cousin Ed**, nights; former personality **Gary Cee** is handling production. Out are former morning hosts **Donna Donna** and **Hillary**, and middayer **Malibu Sue**. Loscalzo and Vale are the only staffers to survive the shakeup.

DeFosses is in from **WHCN**-Hartford, Shawback from **91X (XHTZ)**-San Diego; and **Ed** from **WROX**-Norfolk. An overnighter is TBA. OM/PD **Russ Mottla** also indicated that in addition to the expected tighter playlist, the network's name, **WDRE Modern**

Rock Network, will be changed...Satellite format service **Radio One** is offering localized alternative programming. For information and a demo tape call (303) 949-0909...Things are hoppin' at the **House of Blues**. **Mark Schiller** has been named VP of House of Blues Media, and will oversee implementation of House of Blues Online and House of Blues Software. Schiller is a film journalist who has consulted film and entertainment companies...The **Radio**

Mercury Awards is looking for the year's best radio advertising. \$200,000 in cash prizes will be awarded, so dust off your tapes. Call (212) 387-2156 for entry info...**Pierre Bouvard** has been appointed general manager of **Arbitron Radio**. Bouvard was executive vice president and a principal of **Coleman Research**...

Sad to note the death of **C+C Music Factory's David Cole** of complications from spinal meningitis on Tuesday, January 24. He was 32. Cole was also renowned for his production work. Funeral arrangements are pending.

ROTATIONS: This week it was officially announced that **Jon Leshay**



has joined **Columbia Records** as senior vice president, special projects.

Leshay was at **Elektra Entertainment** for four years, most recently senior vice president, promotion. "Jon's varied skills combined with his knowledge and love of music, will surely have a positive impact on the success of Columbia Records Group artists," said label president **Don Ienner**...**Doug**



Daniel, formerly vice president, black music promotion, has moved to **Elektra**

Entertainment, where he's been named senior vice president, blackmusic promotion...Also made official this week was **Brian Samson's**



appointment at **MCA Records** as national director of promotion and mar-

keting, rap music, black music division. Formerly at **Mercury**, Brian rose to fame as GAVIN's first rap editor...**Steve Griffin** has been named president of **EMI Christian Music Group's** new distribution arm

Chordant Distribution Group. He segues from **Nest Entertainment, Inc.** where he was president and CEO...The **Warner Music Group** has started up a joint venture with **Palomar Pictures**. Their projects will include video, long-form programming and interactive entertainment. The company is headed up by **Anne-Marie Mackay**, **Jonathan Ker** and **Tony Shiff**... This column can't

end without a mention of the **49ers**. We want a win, but no matter what happens on Super Bowl Sunday, it was a Super Season. We hope our favorite addition, **Deion Sanders** (who, by

Friends Of Radio

EMILIO ESTEFAN, JR.



Grammy Award-winning producer Miami

What radio stations did you grow up listening to?

They didn't have radio stations where I grew up so it was a new thing for me when I came to the States and heard radio for the first time.

What radio stations do you listen to now?

I love all kinds of music, so I listen to Y-100, Power 96, Exitosa, Radio Ritmo, FM92 and El Sol.

If you owned a radio station, you would...

Play all kinds of music. I wouldn't limit the station to playing just one style of music. Of course, I'd play lots of Gloria Estefan!

Your most memorable career moment to-date?

Gloria winning the Grammy Award for Mi Tierra. It was a triumphant moment because this project had come from our hearts and our heritage.

Your proudest achievement to-date?

My two children, Nayib and Emily.

What artist would you like to work with in the future?

I've been very fortunate to work with some great musicians over the years, but I'd love to work with Mariah Carey. Her vocal range is so incredible that I'd love to produce with her.

Future ambitions:

I want to continue to work with talented artists, and I want my new label, Crescent Moon, to become the Motown of the '90s.



the way, came to GAVIN's Christmas party), runs back a touch-down for our favorite Sanders fan, the rap/urban department's **Jackie McWilliams**...●

SHO-PIECES



GARTH BROOKS

It's hard to imagine country superstar Garth Brooks ever being an opening act, but before his success as a recording artist, Brooks warmed up the crowd for such headliners as Reba McEntire, The Judds, Kenny Rogers and The Statler Brothers.

JON SECADA

Jon Secada's latest album, *Heart Soul & A Voice*, has been certified triple platinum by the RIAA.

CRASH-TEST DUMMIES

Canada's Crash-Test Dummies may be up for a Best New Artist Grammy this year, but American radio has been playing the band's singles since "Superman's Song" was released in the summer of 1991.

HENRY ROLLINS

Henry Rollins will follow up his role in the film *The Chase* starring Charlie Sheen with a new film due next month called *Johnny Mnemonic* which stars Keanu Reeves.

PHIL COLLINS

As part of the his current divorce proceedings, Phil Collins is surrendering his 10-bedroom Tudor mansion in Beverly Hills to his ex-wife. The 65-year-old home's previous owners have included Cole Porter, Debbie Reynolds and Phil Spector.

BOB SEGER

It was 26 years ago this month that Bob Seger had

his first hit single, "Ramblin' Gamblin' Man." He was performing under the group name the Bob Seger System. It wasn't until seven years later, in 1976, that he formed the Silver Bullet Band.

DAN HARTMAN

As a writer/producer, the late Dan Hartman's biggest hits have been a solo single "Free Ride," "Living In America," which James Brown sang in *Rocky IV*, and "I Can Dream About You" from the *Streets Of Fire* soundtrack.

TLC

Lisa "Left Eye" Lopes of TLC has been sentenced to a halfway house and a \$10,000 fine for torching the million dollar mansion of her boyfriend, Atlanta Falcon wide receiver Andre Rison. Now she's facing a million dollar lawsuit from Lloyds Of London, who insured the property.

PEABO BRYSON

Peabo Bryson and Earth, Wind & Fire's Philip Bailey are in rehearsals for a road-show version of the Broadway musical *Raisins*.

EDIE BRICKELL

Edie Brickell and New Bohemians contributed their version of Bob Dylan's "A Hard Rain's Gonna Fall" to the soundtrack of the film *Born On The Fourth Of July*.



BRUCE SPRINGSTEEN

Bruce Springsteen's *Greatest Hits* album due next month will include "This Hard Land" a song leftover from a batch of songs that were intended for his *Born In The U.S.A.* album. The set will also include two newly recorded songs with a re-formed E Street Band said to include both Steve VanZandt and Nils Lofgren.

EAGLES

Twenty years ago this month the Eagles had their first number one single in GAVIN with "Best Of My Love."



LYLE LOVETT

Lyle Lovett took time off between scenes on the set of the movie *Ready To Wear* to make a long-form video of his song "Penguins." The video includes interviews with director Robert Altman and actress Lauren Bacall.

MELISSA MANCHESTER

Melissa Manchester has written the music for a new Broadway musical, *I Sent A Letter To My Love*, which is based on Bernice Rubens' novel of the same name. It was also a movie that became Simone Signoret's final film role.

BABYFACE

Right out of high school in Indianapolis, Kenneth "Babyface" Edmonds joined the band Manchild and later The Deele with L.A. Reid. Babyface and Reid later formed a production team and then their record label LaFace, which they still own and run despite their creative separation in 1993.

SAM PHILLIPS

The current resurrection of Nancy Sinatra's "These Boots Are Made For Walking" brings to mind that the 54-year old Ms. Sinatra is about to release a new album, *One More Time*, on Cougar Records which is distributed by Quality. Sinatra will also appear in what she

describes as a "tastefully" nude layout in the May issue *Playboy*.

DIAMOND RIO

Country's Diamond Rio has a similar sounding band name as Diamond Reo, the Pittsburgh band from the mid-70s that had a modest hit with a cover of Marvin Gaye's "Ain't That Peculiar" on Big Tree.

BRANDY

Brandy says her brief stint in the cast of *Thea*, the 1993 ABC television sitcom, was not fun. "I'm always smiling and happy," says Brandy, "other people on the set weren't. I couldn't wait for it to go off the air."

DONOVAN

Donovan Leitch, best known for his mellow folk/pop songs like "Sunshine Superman," "Hurdy Gurdy Man" and "Mellow Yellow" has signed to record with Rick Rubin's American Recordings.

PRINCE

February 1 marks the anniversary of the closing of Prince's owned and operated, WEA-distributed record label, Paisley Park.

FOUR SEASONS

In 1962 The Four Seasons were billed as "The Four Seasons featuring the sound of Frankie Valli." Some say the Four Seasons referred to the fancy restaurant in New York City and some say it comes from a Newark, New Jersey bowling alley for which the group hoped to be the resident lounge band.



WHO AM I?: Nick Lowe

Sho-Bitz: Beverly Mire
Who Am I: David Beran
Friends Of Radio #80:
Annette M. Lai
Sho-Pieces: Ron Fell
Sho-Dates: Diane Rufer

Sho-Dates

Our Best Wishes and HAPPY BIRTHDAY To:

- Coyote Calhoun** WAMZ-Louisville, KY 1/29
- Russell Moenich** WUJC-Cleveland, OH 1/29
- Roddy Frame** (Aztec Camera) 1/29
- Eddie Maxwell** KASH-Anchorage, AK 1/30
- Marty Balin, Phil Collins** 1/30
- Robert Lai** 1/31
- Darrell Anderson** Hightone Records 1/31
- Michael Shishido** KSSK/FM-Honolulu, HI 1/31
- Bryan Switzer** Atlantic Records 1/31
- James Cooper** KRUS-Ruston, LA 1/31
- Wendy Rice** WXRT-Chicago, IL 1/31
- John Lydon** 1/31
- Shannon West** WIVY-Jacksonville, FL 2/1
- Brent Hayes** KFBD-Waynesville, MO 2/1
- Rick James, Eric Eden, Don Everly, Howard Jones** 2/1
- Todd Cavanah** B96-Chicago, IL 2/2
- Linda Silver** WROX-Washington D.C. 2/2
- Allan Arquette** KFML-Little Falls, MN 2/2
- Laurie Adamson** KRNO/FM-Reno, NV 2/2
- Graham Nash, Rick Astley, Howard Bellamy** (Bellamy Bros.) 2/2
- Lynda Tice** TJ Promotion 2/3
- Andy Foster** WOHS-Shelby, NC 2/3
- Nancy Newcomer** KMGQ-Santa Barbara, CA 2/3
- Max Miller** KOSO-Modesto, CA 2/3
- Dave Davies, Melanie, Matraca Berg** 2/3
- Tim Booth** (James), **Alice Cooper, Clint Black, Tim Ryan** 2/4

BIRTHS

Our **CONGRATULATIONS** to **NANCY NEWCOMER**, program director at KMGQ-Santa Barbara, CA, and her husband, **MORGAN DeLUCIA**, on the birth of their daughter, **JULIANNA LISA**. Born January 11 at 2:48 p.m., 8 lbs. 11 oz. and 20 inches in length.

...**CONGRATULATIONS** to **LIANE WONG** and **PAUL CHUCK** on the birth of their first child, a son, **RIO DAVIS CHUCK**. Born January 1st, weighing 4 lbs. 12 oz. and 19 inches in length.

GAVIN TOP 40

EDITOR: DAVE SHOLIN
ASSOCIATE EDITOR: ANNETTE M. LAI



TW		Weeks	Reports	Adds	SPINS	TREND	70+	50+	30+	10+
1	BOYZ II MEN - On Bended Knee (Motown)	14	196	0	8966	+596 9	66	93	28	
2	MADONNA - Take A Bow (Maverick/Sire/Warner Bros.)	7	206	2	8456	+1035 2	47	118	37	
3	BON JOVI - Always (Mercury)	17	168	0	6600	+518 1	39	89	39	
4	TOM PETTY - You Don't Know How It Feels (Warner Bros.)	12	166	1	5936	+595 1	19	98	48	
5	HOOTIE & THE BLOWFISH - Hold My Hand (Atlantic)	26	161	3	5883	+544 1	20	88	50	
6	THE REAL McCOY - Another Night (Arista)	22	134	1	5662	+328 4	41	57	32	
7	4PM - Sukiyaki (Next Plateau/Island)	22	137	1	5352	+377 3	31	67	35	
8	R.E.M. - Bang And Blame (Warner Bros.)	7	175	5	4975	+882 0	5	77	88	
9	INI KAMOZE - Here Comes The Hotstepper (Columbia) †	17	136	1	4914	+282 10	20	46	59	
10	CORONA - The Rhythm Of The Night (Elektra/eastwest) †	12	142	7	4819	+850 5	18	62	52	
11	DES'REE - You Gotta Be (550 Music)	29	139	6	4799	+741 1	18	73	41	
12	JADE - Every Day Of The Week (Giant)	14	133	0	4730	+412 1	13	82	37	
13	TLC - Creep (LaFace/Arista) †	12	134	4	4685	+676 7	21	49	54	
14	VANESSA WILLIAMS - The Sweetest Days (Wing/Mercury)	12	153	3	4573	+364 0	6	68	77	
15	JON SECADA - Mental Picture (SBK/EMI)	10	140	3	4051	+374 0	4	60	73	
16	SHERYL CROW - Strong Enough (A&M)	5	165	14	3812	+1060 0	0	41	115	
17	GREEN DAY - When I Come Around (Reprise) †	6	160	8	3796	+739 0	9	36	110	
18	ANDRU DONALDS - Mishale (Metro Blue/Capitol)	12	129	8	3689	+599 0	10	47	67	
19	TONI BRAXTON - I Belong To You (LaFace/Arista)	9	122	1	3592	+521 0	7	45	69	
20	EAGLES - Love Will Keep Us Alive (Geffen) †	6	133	9	3473	+837 0	3	48	75	
21	FREEDY JOHNSTON - Bad Reputation (Elektra/EEG) †	13	127	2	3375	+345 0	1	42	82	
22	GIN BLOSSOMS - Allison Road (A&M)	18	107	0	3352	-31 0	4	57	46	
23	MELISSA ETHERIDGE - I'm The Only One (Island)	28	99	0	3338	+171 2	14	41	42	
24	WEEZER - Buddy Holly (DGC) †	7	141	6	3158	+565 0	6	26	105	
25	DIONNE FARRIS - I Know (Columbia)	3	162	30	3113	NEW 0	1	23	112	
26	JANET JACKSON - You Want This (Virgin)	15	94	0	3111	-466 1	9	46	38	
27	THE CRANBERRIES - Zombie (Island) †	16	108	2	2585	-95 2	3	22	81	
28	MARTIN PAGE - In The House Of Stone And Light (Mercury)	13	121	28	2573	+538 0	1	39	55	
29	MELISSA ETHERIDGE - If I Wanted To (Island)	2	148	42	2314	NEW 0	0	20	90	
30	BRANDY - I Wanna Be Down (Atlantic)	15	72	1	2278	-15 4	8	19	39	
31	COUNTING CROWS - Rain King (DGC)	14	77	1	2097	-663 0	2	29	45	
32	BLACKSTREET - Before I Let You Go (Interscope/Atlantic)	11	60	3	2073	+184 3	13	14	27	
33	ZHANE - Shame (Hollywood/Jive)	11	69	0	2035	-102 2	6	16	45	
34	PEARL JAM - Better Man (Epic) †	7	72	9	1876	NEW 0	8	18	39	
35	SHERYL CROW - All I Wanna Do (A&M)	28	72	0	1849	-276 0	2	20	50	
36	BOYZ II MEN - I'll Make Love To You (Motown)	24	63	0	1816	+83 1	3	21	38	
37	CE CE PENISTON - Keep Givin' Me Your Love (West End Mix) (Columbia)	4	86	11	1805	NEW 0	3	16	57	
38	JOHN MELLENCAMP - Dance Naked (Mercury)	15	64	0	1792	-528 0	1	25	38	
39	ACE OF BASE - Living In Danger (Arista)	17	59	0	1761	-471 0	4	23	32	
40	MADONNA - Secret (Maverick/Sire/Warner Bros.)	17	65	0	1671	-374 0	3	21	41	

Chartbound

	Reports	Adds	SPINS	TREND
JAMIE WALTERS - "Hold On" (Atlantic)	92	31	1391	+726
BROWNSTONE - "If You Love Me" (MJJ/Epic)	78	21	1547	+650
RICHARD MARX - "Nothing Left Behind Us" (Capitol)	73	39	1061	+429
COLLECTIVE SOUL - "Gel" (Atlantic) †	71	21	971	+362

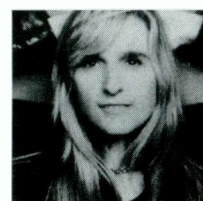
RECORD TO WATCH

BLESSID UNION OF SOULS "I Believe" (EMI)

A smash at Q102 in the group's hometown of Cincinnati, word is spreading quickly that this one is real!

Most Added

MELISSA ETHERIDGE (42)



"If I Wanted To" (Island)

RICHARD MARX (39)

"Nothing Left Behind Us" (Capitol)

GLORIA ESTEFAN (39)

"Everlasting Love" (Epic)

JAMIE WALTERS (31)

"Hold On" (Atlantic)

DIONNE FARRIS (30)

"I Know" (Columbia)

MARTIN PAGE (28)

"In The House Of Stone And Light" (Mercury)

Top New Entry

DIONNE FARRIS

"I Know" (Columbia)

Hot

MELISSA ETHERIDGE

"If I Wanted To" (Island)

Top Tip

PETE DROGE

"If You Don't Love Me" (RCA/American)

Crossover Action

URBAN/DANCE

SOUL IV REAL - "Candy Rain" (MCA)

IMMATURE - "Constantly" (MCA)

TEVIN CAMPBELL - "Don't Say Goodbye Girl" (Qwest/Warner Bros.)

TLC - "Red Light Special," "Diggin' On You" and "Waterfalls" (LaFace/Arista)

BRANDY - "Baby" (Atlantic)

N II U - "I Miss You" (Arista)

K-CI HAILEY - "If You Think You're Lonely Now" (Mercury)

BOYZ II MEN - "Water Runs Dry" (Motown)

SPANISH FLY - "Daddy's Home" (Upstairs)

JEWELL - "Woman To Woman" (Death Row/Interscope)

2 UNLIMITED - "Get Ready For This" (Critique/BMG)

ADINA HOWARD - "Freak Like Me" (Elektra/EEG)

ALTERNATIVE

SIMPLE MINDS - "She's A River" (Virgin)

OASIS - "Live Forever" (Creation/Epic)

PORTISHEAD - "Sour Times (Nobody Loves Me)" (Go! Discs/London)

DEADEYE DICK - "Perfect Family" (Ichiban)

FLAMING LIPS - "She Don't Use Jelly" (Warner Bros.)

HOLE - "Doll Parts" (DGC)

NIRVANA - "The Man Who Sold The World" (DGC)

THE CRANBERRIES - "Ode To My Family" (Island)

CRASH-TEST DUMMIES - "The Ballad Of Peter Pumpkinhead" (RCA)

† = Daypart

Total Reports This Week 233 Last Week 215

Reports accepted Monday and Tuesday 8:30am - 4pm

Station Reporting Phone: (415) 495-1990 Gavin Fax: (415) 495-2580

Up & Coming

Reports	Adds	SPINS	TRENDS	
75	5	1274	+236	QUEENSRYCHE - Bridge (EMI)
67	16	1135	+344	PETE DROGE - If You Don't Love Me (RCA/American)
66	5	1298	+200	WILLIE ONE BLOOD - Whiney, Whiney (What Really Drives Me Crazy) (RCA)
65	6	1506	+59	HUEY LEWIS & THE NEWS - Little Bitty Pretty One (Elektra/EEG)
62	1	1204	+2	VERUCA SALT - Seether (DGC/Minty Fresh)
62	9	1046	+310	VAN HALEN - Don't Tell Me (Warner Bros.)
58	—	1338	+12	CELINE DION - Only One Road (550 Music)
58	8	1234	+408	IMMATURE - Constantly (MCA)
56	11	871	+214	DEADEYE DICK - Perfect Family (Ichiban)
55	—	1107	-96	SOUNDGARDEN - Fell On Black Days (A&M)
55	39	611	+541	GLORIA ESTEFAN - Everlasting Love (Epic)
51	1	1290	-73	LUTHER VANDROSS - Always And Forever (LV/Epic)
48	10	785	+103	FLAMING LIPS - She Don't Use Jelly (Warner Bros.)
47	5	1321	+176	2 UNLIMITED - Get Ready For This (Critique/BMG)
45	7	1020	+346	LIVIN' JOY - Dreamer (MCA)
43	—	882	0	CANDLEBOX - Cover Me (Maverick/Sire/Warner Bros.)
41	5	792	-4	HOLE - Doll Parts (Geffen)
40	18	537	+310	SIMPLE MINDS - She's A River (Virgin)
35	1	877	+229	TEVIN CAMPBELL - Don't Say Goodbye Girl (Qwest)
35	2	829	-55	LURE - A World Without You (Girlthing)
35	4	799	+120	AIMEE MANN - That's Just What You Are (Giant/Imago)
32	1	1026	+106	N II U - I Miss You (Arista)
32	1	808	-158	DAN HARTMAN - The Love In Your Eyes (Chaos)
32	—	787	-183	LIVE - I Alone (Radioactive)
31	2	620	+138	JOHN WAITE - How Did I Get By Without You? (Imago)
30	1	788	+95	ALL-4-ONE - (She's Got) Skillz (Blitz/Atlantic)
29	—	645	+22	BARRY WHITE - Practice What You Preach (A&M/Perspective)
25	5	307	+102	JONI MITCHELL - How Do You Stop (Reprise)
23	1	764	+192	LIL' SUZY - Promise Me (Metropolitan)
22	10	234	+97	CRASH-TEST DUMMIES - The Ballad Of Peter Pumpkinhead (RCA)
21	1	502	-113	BARENAKED LADIES - Jane (Sire/Reprise)
21	—	463	-25	JIMMY PAGE & ROBERT PLANT - Thank You (Atlantic)
20	—	799	+53	K-CI HAILEY - If You Think You're Lonely Now (Mercury)
20	1	465	-24	HARRY CONNICK, JR. - (I Could Only) Whisper Your Name (Columbia)
20	7	248	+157	WHIGFIELD - Saturday Night (Curb)
20	16	174	+76	* BLESSED UNION OF SOULS - I Believe (EMI)
19	4	506	+141	THE REAL McCOY - Run Away (Arista)
19	1	497	+26	MARY J. BLIGE - Be Happy (Uptown/MCA)
18	4	489	+174	SOUL IV REAL - Candy Rain (MCA)
18	1	332	+34	ANITA BAKER - I Apologize (Elektra/EEG)
17	3	426	+154	* BOYZ II MEN - Water Runs Dry (Motown)
17	2	336	+189	OASIS - Live Forever (Creation/Epic)
17	8	289	+266	* LONDDNBEAT - Come Back (MCA)
17	10	242	+119	* PORTISHEAD - Sour Times (Nobody Loves Me) (Go!Discs/London)
16	7	435	+256	* BRANDY - Baby (Atlantic)
16	10	168	+114	* ERASURE - I Love Saturday (Mute/EEG)
16	16	112	+112	* TAKE 6 - You Can Never Ask Too Much (Of Love) (Reprise)
15	2	486	+64	TLC - Red Light Special (LaFace/Arista)
15	—	471	-49	CHANGING FACES - Footin' Around (Big Beat/Atlantic)
15	3	371	+126	CRYSTAL WATERS - What I Need (Mercury)
15	1	277	+38	PATTY SMYTH - Look What Love Has Done (Theme From Junior) (MCA)
15	7	264	+52	* THE CRANBERRIES - Ode To My Family (Island)
14	—	254	-19	THE MURMURS - You Suck (MCA)
13	6	237	+84	* THE NOTORIOUS B.I.G. - Big Poppa (Bad Boy/Arista)
12	2	269	-23	BOB SEGER AND THE SILVER BULLET BAND - In Your Time (Capitol)
12	5	175	+84	* HOOTIE & THE BLOWFISH - Let Her Cry (Atlantic)

* Indicates Debut

Inside Top 40

While Dallas suffers a **Super Bowl** drought for the first time in two years, it wasn't that long ago one couldn't find Top 40 on the radio menu in that top ten market. But after some 18 months of listening to explanations such as "Top 40 just won't work here anymore," **Gannett** president **Gerry DeFrancesco** gave the go-ahead for the company to make a renewed commitment at **KHKS** and prove the disbelievers wrong.

Following his highly successful stints at **KDWB**-Minneapolis and **Z104 (WZEE)**-Madison, Wis., APD/MD "Mr. Ed" **Lambert** trotted down to Big D and joined the team about a year after the transition. Lambert credits DeFrancesco and GM **Brenda Adriance's** support as a major factor behind what the staff has been able to accomplish. He notes that from its inception, "The vision for **Kiss** was doing old-fashioned Top 40, which is pretty much what this station is about. If they're hits for Dallas we play 'em."

If the "play the hits" theory drives the music then the other piece of the puzzle is attitude, which in the case of **Kiss**, says Lambert is one word—fun! The fun factor starts in

the morning with market veteran and former **KEGL** personality **Kidd Kraddick**. According to Lambert, "Kraddick's addition was a big part of this station's success because he brought a lot of listeners with him and has a solid fan base in this city." Lambert also subscribes to the belief that it's possible to feel the vibe of a winning or losing station in the lobby. "Everybody here wants to win," he says. "They can't wait to come to work, and that comes through the speakers. Listeners can't verbalize it but they can hear it and feel it."



As Lambert and PD **John Cook** seek to determine what the hits are for Dallas each week they also are careful to insure that the **Kiss** sound remains consistent. "Anytime someone turns on the radio—morning, noon or night they know what they're going to get when they hit 106.1," Lambert claims. Though the station dipped slightly 12-plus in the fall **ARB**, it's number one 18-34 and number four 25-54. "Personally," Ed confides, "I never thought Top 40 was dead. We've weathered the worst and the cyclical nature of radio is pointing to the up cycle for our format. '95 is going to be a good year."

What's Going On

An overview of early indications from a select panel of **GAVIN** Only Correspondents

STEVE GILINSKY, PD, WGRG-BINGHAMTON, N.Y. "Green Day's 'When I Come Around' is really doing well—it's number one on our *Hot Eight At 8*. Response continues to be good for **Pearl Jam's** 'Better Man.' We added **Dionne Farris's** 'I Know' after testing it for two weeks and we're getting some early phone action."
KAHUNA, PD, KLRZ-LAROSE, LA. "We tested 'Move On Baby' by **Capella** on **London** over the weekend and got quick response. Same for **Whigfield's** 'Saturday Night,' which has been in test play for a week."
STEVE MCKAY, PD, WSBG-STROUDSBURG, PA. "After just a few plays, the **Flaming Lips's** 'She Don't Use Jelly' has exploded on the phones. Huge 12-24 response. A friend turned me onto **Sponge's** 'Plowed.' We're playing with this track at night. **Jamie Walters's** 'Hold On' is a personal favorite."
JON NORTON, MD, KYYY-BISMARCK, N.D. "Adults are going wild for the new **Four Seasons's** track, 'Book Of

Love.' We put it on *Smash Or Trash* and it turned out to be an overwhelming smash. Expect us to go with **Bonnie Raitt's** 'You Got It' next week—we like it a lot."
DICK O'NEIL, PD, WTNV/FM-WATERTOWN, N.Y. "We're getting big phones on **Pearl Jam's** 'Better Man,' which is in our *Hot Five*. We're also getting curiosity calls on **Jamie Walters's** 'Hold On,' which we just added after testing it for about a week."
ED KANOI, PD, KONG-LIHUE, KAUAI, HAWAII "This market has always been into remakes, so we're jumping on the **Manhattan Transfer/Frankie Valli** ('Let's Hang On') and the **Keith Chagall** ('While My Guitar Gently Weeps') cuts. We're opening up the daypart on **Blackstreet's** 'Before I Let You Go' and **K-CI Hailey's** 'If You Think You're Lonely Now' because of phones."
BOB HART, PD, KLYK-LONGVIEW/KELSO, WASH. "It's great to hear **Simple Minds** back with 'She's A River' and sounding better than ever. **Martin Page's** 'In The House Of Stone And Light' is generating interest. We're getting huge teen phones on **Green Day's** 'When I Come Around.'"

GAVIN GO CHART

TW		SPINS	TREND
1	MADONNA - Take A Bow (Maverick/Sire/Warner Bros.)	4207	+443
2	BOYZ II MEN - On Bended Knee (Motown)	3810	+211
3	TOM PETTY - You Don't Know How It Feels (Warner Bros.)	3531	+195
4	BON JOVI - Always (Mercury)	3353	+161
5	HOOTIE & THE BLOWFISH - Hold My Hand (Atlantic)	3149	+173
6	VANESSA WILLIAMS - The Sweetest Days (Wing/Mercury)	2891	+168
7	R.E.M. - Bang And Blame (Warner Bros.)	2626	+326
8	JON SECADA - Mental Picture (SBK/EMI)	2612	+278
9	EAGLES - Love Will Keep Us Alive (Geffen)	2476	+573
10	DES'REE - You Gotta Be (550 Music)	2381	+264
11	SHERYL CROW - Strong Enough (A&M)	2272	+481
12	4PM - Sukiyaki (Next Plateau/Island)	2127	+149
13	JADE - Every Day Of The Week (Giant)	2057	+118
14	MARTIN PAGE - In The House Of Stone And Light (Mercury)	2032	+312
15	GIN BLOSSOMS - Allison Road (A&M)	1940	-12
16	FREEDY JOHNSTON - Bad Reputation (Elektra/EEG)	1885	+160
17	TONI BRAXTON - I Belong To You (LaFace/Arista)	1881	+226
18	INI KAMOZE - Here Comes The Hotstepper (Columbia)	1869	+151
19	GREEN DAY - When I Come Around (Reprise)	1848	+304
20	ANDRU DONALDS - Mishale (Metro Blue/Capitol)	1790	+294
21	DIONNE FARRIS - I Know (Columbia)	1636	NEW
22	WEEZER - Buddy Holly (DGC)	1600	+197
23	THE REAL MCCOY - Another Night (Arista)	1565	+78
24	CORONA - The Rhythm Of The Night (Elektra/eastwest)	1550	+204
25	HUEY LEWIS & THE NEWS - Little Bitty Pretty One (Elektra/EEG)	1486	+126
26	TLC - Creep (LaFace/Arista)	1470	+258
27	COUNTING CROWS - Rain King (DGC)	1445	-40
28	MELISSA ETHERIDGE - I'm The Only One (Island)	1375	+48
29	JOHN MELLENCAMP - Dance Naked (Mercury)	1334	-152
30	ROLLING STONES - You Got Me Rocking (Virgin)	1311	+4
31	AEROSMITH - Blind Man (Geffen)	1247	-61
32	THE CRANBERRIES - Zombie (Island)	1246	+40
33	MELISSA ETHERIDGE - If I Wanted To (Island)	1168	NEW
34	STING - When We Dance (A&M)	1152	-31
35	CELINE DION - Only One Road (550 Music)	1143	+127
36	AMY GRANT with VINCE GILL - House Of Love (A&M)	1129	+11
37	JANET JACKSON - You Want This (Virgin)	1128	-45
38	ACE OF BASE - Living In Danger (Arista)	1110	-28
39	QUEENSRYCHE - Bridge (EMI)	1052	NEW
40	CE CE PENISTON - Keep Givin' Me Your Love (West End Mix) (Columbia)	991	NEW

COSMO LEONE, PD, KGRS-BURLINGTON, IOWA "Blessid Union Of Souls' 'I Believe' will be huge in a couple of formats. The new **Melissa Etheridge**, 'If I Wanted To,' is already picking up phones and boosting sales. A concert appearance in the area by **Amy Grant** has boosted sales for 'House Of Love.'" **DAVE BAVIDO, PD, WDEK-DEKALB, ILL.** "The best sounding single of the year so far? **Simple Minds**' 'She's A

River.' **Collective Soul's** 'Gel' sounds like a strong night record. We're testing **Tony Bennett's** *Unplugged* version of 'I Left My Heart In San Francisco' on our morning show. He's hot right now." **DAVE CHRISTOPHER, PD, KSLY-SAN LUIS OBISPO, CALIF.** "We're always looking for those uptempo pop songs, and **Londonbeat's** 'Come Back' is all that and it's got a memorable hook. I expect **The Real McCoy's** 'Run

Go Chart Most Added

MELISSA ETHERIDGE (22)

JAMIE WALTERS (17)

DIONNE FARRIS (15)

Away' to be in powers in a few weeks."

MARK MURPHY, PD, KGOT-ANCHORAGE, AK.

"We're getting early requests and curiosity calls on **Martin Page's** 'In The House Of Stone And Light.' We were spiking it in PM drive and evenings."

MITCH COOLEY, PD/MARK REID, APD/MD, KQKY-KEARNEY, NEB.

"The *Dumb and Dumber* soundtrack is as hot as the movie, with **Willie One Blood's** 'Whiney Whiney' our number one requested song and **Pete Drogge's** 'If You Don't Love Me' with top ten phones. **Green Day's** 'When I Come Around' is a solid number two request item. **Simple Minds'** 'She's A River' is a hit!"

BRIAN GARVIN, PD, KDOG-MANKATO, MINN.

"**Simple Minds'** latest is testing well. **Dionne Farris'** 'I Know' is pulling in 25-plus demos. **Hootie & The Blowfish, Green Day** and **Van Halen** are the top three acts at retail."

TODD WISE, MD, KBKB-Ft. MADISON, IOWA

"We're getting big requests on **Pete Drogge's** 'If You Don't Love Me.' **Collective Soul's** 'Gel' is off to a strong start. *The Jerky Boys* movie could prove to be the sleeper comedy of the year. Now that the **Flaming Lips'** 'She Don't Use Jelly' has been upped to *Buzz Bin* status on MTV, will more radio programmers get hip to these cult faves?"

BRAD ANDERSON, PD, KSSZ (KISS/FM)

FARGO, N.D. "**Weezer's** 'Buddy Holly' is top three at retail and getting a lot of calls. We're getting good initial response to **Todd Snider's** 'Seattle Grunge Rock.'"

SKIP CARR, MD/PAULA PAREZ, PD, WAVT-

POTTSVILLE, PA.

"Personal faves are **Simple Minds'** 'She's A River,' **Richard Marx's** 'Nothing Left Behind Us' and **Gloria Estefan's** 'Everlasting Love.'" Paula says, "Yeah, plus **2 Unlimited's** 'Get Ready For This.'"

TOM MORGAN, PD, 94KX (WQKX)-

SELINGROVE, PA.

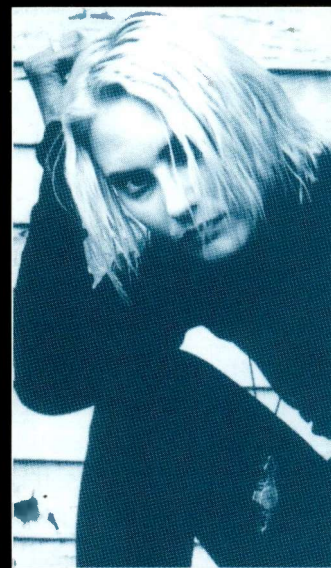
"We're getting female phones for **John Waite's** 'How Did I Get By Without You?' **Queensryche's** 'Bridge' remains strong with all demos, male and female. We should've added **Freedy Johnson's** 'Bad Reputation' earlier."

MARTHA STEELE, PD, KTRS-CASPER, WYO.

"After two weeks, **Royal Jelly's** 'Ceiling' is picking up phone response. It sounds sooooo good on the radio when it comes on. We get immediate requests for **Dionne Farris'** 'I Know,' mainly from women 18-plus."

ARTIST PROFILE

AIMEE MANN



HOMETOWN: Richmond, Va.

BIRTHDATE: September 8

LABEL: Giant/Imago (for current single only)

HEAD OF PROMOTION-GIANT: Ray Carlton

CURRENT SINGLE: "That's Just What You Are" (from *Melrose Place, The Music*)

PRIMARY MUSICAL

INFLUENCES: "The Beatles, the Zombies, Allan Sherman, the Sex Pistols, Gilbert O'Sullivan, Rutles, Badfinger and Burt Bacharach."

LIKES: "Oasis (the band), my new telecaster, 1/2 diminished chords and Rickenbacker transasonic fuzztortion."

DISLIKES: "The music business."

FAVORITE PASTIME: "Surfing on the Internet."

LAST BOOK READ: "Sister Carrie by Theodore Dreiser."

TOUR PLANS: "I'm still working on my album. I probably won't tour before March."

FUTURE AMBITION: "To write a song with Noel Gallagher from Oasis."

MANN ON HER LATEST

SINGLE: "Glenn Tilbrook and Chris Difford are gods—they sing on it."

GO STATION PANEL: The GO Chart is based on reports by 140 GAVIN correspondents who are not part of *Radio & Record's* or *Billboard's* panels. Underlines indicate upward movement, while blue entries highlight a stronger performance than on the main Top 40 chart.

TRAFFIC REPORTS: YES OR NO?

We always like to have reliable research to back up our decisions. Sometimes we have that desire just so we have someone else to blame, but for the most part we want to be sure our assumptions are correct.

Every element of a radio station's programming counts in the overall effect on the audience. Traffic reports are just one of those niggling features that begs the question: "Does my audience really care about traffic when they are tuned to my station primarily for music?" This is one of those times to check your assumptions with research.

Metro Traffic Control this past summer commissioned The Research Group to investigate the importance of traffic reports to radio listeners. They found that 85 percent of the respondents considered traffic reports important during commute times. The consistency by format was an amazingly narrow range running from 80 percent for country listeners to a high of 91 percent for urban listeners.

This data seems logical, as we would expect traffic problems to be less in the country than in the city. Yes, you may argue that country radio's audience isn't exclusively in the country. But we also know that there is a more suburban slant to country listeners. And in the suburbs, traffic is somewhat less snarled. Remember though, that the point is an 11 percentage point swing really is not very much in this type of data.

The screening criteria are important in evaluating the data from this

study. The qualifications included being between the age of 18 and 54; listening to the radio for at least 30 minutes in a typical day; listening to a traffic report; living in the test cities of Chicago, Los Angeles, Minneapolis or Denver.

These criteria are certainly aimed at radio's money demos and dealing with real radio listeners. There is a slight bias introduced by the "listen to a traffic report qualification," but just keep this in mind when evaluating the data. The biggest bias in the study is that the smallest market is Denver at market rank 24. It may be axiomatic that the larger the market the more the traffic, hence the more traffic problems, therefore the greater need for traffic reports.

The study indicated that traffic information was most important in morning drive (83 percent, but afternoon drive was close behind (80 percent). Listeners agreed that information on traffic congestion, road construction, accidents and alternate route information were all important to them.

The question for a music intensive station of course is whether listeners want their music interrupted for traffic. Ted Dorf, vice president of affiliate relations for Metro Networks responds to this concern: "Radio programmers don't have to abdicate traffic to news/talk stations." Dorf further explained that the study revealed that listeners that turn away from a music station for a traffic report remain with that competitor at least five minutes.

There goes a quarter hour!

The amount of time a person spends in their automobile for the

commute is finite. If they spent more time in the car beyond their commute we would see parking lots filled with people listening to their car radios. In the larger markets, commutes are about 30 minutes each way. A radio station cannot expand this time; they can only hope to capture those two quarter hours in each direction.

The study also indicated that traffic reports were needed from 6 a.m.-9 a.m. and 3 p.m.-7 p.m. This will vary by market and by station based on my experience with diary analysis.

Some of the other interesting findings in this study that was presented for the first time at the 1994 NAB Radio Show in Los Angeles:

- 55 percent of radio listeners get their traffic reports from a music station.
- Of those who get their traffic information from a music station, 92 percent say traffic reports during commute times are not an interruption but are important information.
- 47 percent of music listeners have a tendency to switch around for traffic information when in a traffic jam.
- How often do music listeners want to hear traffic reports during the morning and afternoon commute times? The average was 21 minutes but 64 percent want them at least every 15 minutes.
- 85 percent of both music and news/talk listeners expect to hear traffic reports on a predictable basis on the radio.

Test your assumptions about your music listeners. They have need for information. What type? How much? When? Traffic reports are just one element from the service palette you can select to paint on the radio airwaves. Now there is at least some research that may help you in your decision to include traffic reports in your programming—yes or no? ●

"Listeners that turn away from a music station for a traffic report remain with that competitor at least five minutes."

Country Programmers!

Look for your **GAVIN Country Video Magazine** enclosed with this issue. For information on future **GAVIN Video Magazines** contact **Rick Galliani** at **(414) 459-3703**.

**I WANT
MY GTV**

GAVIN URBAN



EDITOR: BILL SPEED

2W	LW	TW		WEEKS	Reports	Adds	H	M	L	HIT FACTOR
3	2	1	BROWNSTONE - If You Love Me (MJJ/Epic)	13	75	0	69	4	2	97%
2	1	2	TLC - Creep (LaFace/Arista)	12	71	0	61	8	2	97%
7	5	3	TONI BRAXTON - I Belong To You (LaFace/Arista)	9	68	0	50	15	3	96%
1	3	4	BOYZ II MEN - On Bended Knee (Motown)	12	66	0	55	4	7	89%
6	6	5	ANITA BAKER - I Apologize (Elektra/EEG)	10	63	0	48	12	3	95%
19	10	6	SOUL IV REAL - Candy Rain (MCA)	10	68	3	36	21	11	84%
9	8	7	CHANGING FACES - Foolin' Around (Big Beat/Atlantic)	13	62	0	34	24	4	94%
4	4	8	MARY J. BLIGE - Be Happy (Uptown/MCA)	16	60	1	44	9	7	88%
14	14	9	KARYN WHITE - Can I Stay With You (Warner Bros.)	10	63	0	21	32	10	84%
17	13	10	JEWELL - Woman To Woman (Death Row/Intrscp/Priority/Atl)	7	59	1	26	21	12	80%
5	7	11	K-CI HAILEY - If You Think You're Lonely Now (Mercury)	13	53	0	38	11	4	92%
23	18	12	TEVIN CAMPBELL - Don't Say Goodbye Girl (Qwest)	9	61	0	17	29	15	75%
13	17	13	TRISHA COVINGTON - (Why You Wanna) Play Me Out? (Columbia)	16	58	0	15	29	14	76%
13	11	14	LUTHER VANDROSS - Always And Forever (LV/Epic)	12	54	1	25	19	10	81%
23	22	15	SUBWAY - This Lil' Game We Play (Motown)	9	57	8	18	21	15	68%
29	25	16	MISS JONES - Where I Wanna Be Boy (StepSun)	11	50	0	18	22	10	80%
26	24	17	IMMATURE - Constantly (MCA)	10	52	1	17	23	12	77%
11	9	18	JADE - Every Day Of The Week (Giant)	10	49	0	25	15	9	82%
35	28	19	N I U - I Miss You (Arista)	12	50	2	13	24	13	74%
22	23	20	EL DEBARGE - Slide (Reprise)	11	51	1	11	25	15	71%
NEW	21	BRANDY - Baby (Atlantic)	9	58	32	11	17	26	48%	
13	15	22	CHANTE MOORE - Old School Lovin' (Silas/MCA)	14	43	0	21	15	7	84%
8	12	23	ZHANE - Shame (Hollywood/Jive)	12	40	0	23	15	2	95%
NEW	24	MARY J. BLIGE - I'm Going Down (Uptown/MCA)	4	41	12	17	12	10	71%	
15	19	25	BLACKSTREET - Before I Let You Go (Interscope/Atlantic)	19	38	0	24	8	6	84%
12	21	26	BARRY WHITE - Practice What You Preach (A&M/Perspective)	18	38	0	17	13	8	79%
2	20	27	BRANDY - I Wanna Be Down (Atlantic)	21	35	0	19	12	4	89%
NEW	28	CHRISTOPHER WILLIAMS - Dance For Me (Giant)	3	49	13	3	15	31	37%	
40	30	29	AFTER 7 - Not Enough Hours In The Night (Giant)	9	41	0	4	23	14	66%
NEW	30	BEBE & CECE WINANS - Love Of My Life (Capitol)	3	47	7	4	12	31	34%	
39	31	31	JAMECIA - Rodeo Style (Mercury)	8	39	1	7	14	18	54%
—	37	32	CRAIG MACK - Get Down (Bad Boy/Arista)	8	42	1	5	14	23	45%
—	32	33	THE NOTORIOUS B.I.G. - Big Poppa (Bad Boy/Arista)	7	40	1	6	14	20	50%
27	27	34	HOWARD HEWETT - This Love Is Forever (Caliber)	14	36	0	10	16	10	72%
23	26	35	AALIYAH - Age Ain't Nothin' But A Number (Blackground Enterprise/Jive)	9	35	0	8	16	11	69%
NEW	36	ADINA HOWARD - Freak Like Me (eastwest/EEG)	3	41	9	2	13	24	37%	
NEW	37	SOUNDS OF BLACKNESS - I'm Going All The Way (Perspective/A&M)	4	36	5	3	13	19	44%	
16	16	38	GERALD LEVERT - I Can't Help Myself (Elektra/eastwest)	13	32	0	10	15	7	78%
NEW	39	GERALD LEVERT - Answering Service (Elektra/eastwest)	1	40	27	5	8	23	33%	
—	38	40	ALL-4-ONE - (She's Got) Skillz (Blitz/Atlantic)	7	29	1	6	16	6	76%

Most Added

BRANDY

"Baby" (Atlantic)

GERALD LEVERT

"Answering Service" (eastwest)

BLACKGIRL

"Let's Do It Again" (Kaper/RCA)

Hot

SHABBA RANKS

"Let's Get It On" (Epic)

Top Tip

BE BE & CE CE WINANS

"Love Of My Life" (Capitol)

RECORD TO WATCH

MARY J. BLIGE

"I'm Going Down" (Uptown/MCA)

Inside Urban

STREETLIFE SIGNS FREDDIE JACKSON



Streetlife Records continues its expansion by adding crooner Freddie Jackson to their roster. His debut album for the label Private party is slated to hit the streets February 28. The first single, "Rub Up Against You," was produced by Gerald Levert. Streetlife is going for ads February 6. Pictured taking a break from a session are left to right: Kevin Evans, president of Streetlife/Scotti Bros. urban music division; Beau Huggins, Jackson's manager; Jackson; and Gerald Levert.

You won't believe some of the things we have in store for you in New Orleans. Anticipation is starting to kick in around here. I'm happy to hear that so many of you are planning to attend the seminars and I'm also glad you decided to come to New Orleans, because at the Gavin seminars, you'll see where our industry is headed—not react to what has happened to it. These are very different times we're working in and it's very necessary to stay abreast of what's happening...I'm very happy and proud that the group Brownstone made it to #1

Chartbound

	Reports	Adds	Heavy	Medium	Light	Hit Factor	Weeks
SHABBA RANKS "Let's Get It On" (Epic)	37	19	5	6	25	30%	4
SHANICE "I Wish" (Motown)	31	1	5	13	13	58%	10

Total Reports:
This Week 78 Last Week 79

Hit Factor is a percentage of stations which will have it in Heavy or Medium rotation.

Reports accepted:
Monday at 8am through 3pm Tuesday

Station Reporting Phone: (415) 495-1990
Gavin Fax: (415) 495-2580

Album Cuts

MARY J. BLIGE "My Life" (Uptown/MCA)

BRANDY "Bestfriend" (Atlantic)

Up & Coming

Reports	Adds	
29	5	MINT CONDITION - So Fine (Perspective/A&M)
32	7	* CARLEEN ANDERSON - Mama Said (Virgin)
26	1	JOHNNY "GUITAR" WATSON - Hook Me Up (Wilma/Bellmark)
21	3	* TLC - Red Light Special (LaFace/Arista)
32	18	* USHER - Think Of You (LaFace/Arista)
21	—	Viscious - Nika (Epic Street/MJJ)
24	6	* SWEET SABLE - Love Thang (Street Life/Scotti Bros.)
24	4	* PHIL PERRY - If Only You Knew (GRP)
20	1	PETE ROCK & C.L. SMOOTH - I'll Take You There (Elektra/EEG)
17	—	CAMED - Slyde (W2F)
20	3	* METHOD MAN - Bring The Pain/P.L.O. Style (RAL/Def Jam)
18	1	* DANA DANE - Record Jock (Maverick)
17	12	* WHITEHEAD BROS. - Sex On the Beach (Motown)
15	2	* ICE CUBE - What Can I Do? (Priority)

* Indicates Debut

SCOPING WITH HOWARD HEWITT



Caliber Records artist Howard Hewitt (I) is shown here scoping with Diane Blackmon-Bailey and Lee Bailey of RadioScope. The trio were hanging out at RadioScope's Celebrity Caravan, an annual event that benefits the Watts Willowbrook Boys and Girls Club.

on the urban chart. When I listened to the album before its release I knew that record was a hit! 'Nuff said. Congratulations to the MJJ and Epic staffs for a job well done...Special congratulations go out to Gavin's John Austin, and his wife, Sharon on the birth of their third grandchild. Paige Mona Butler came into the world January 24 weighing 7 lbs and 6 oz...David Dickinson has been appointed music director at WHUR FM-Washington, D.C. In addition to the music director duties he will handle speciality music programs, assist in music scheduling and act as the station's liaison to record companies. Dickinson starts February 6. He comes from KGRM-Grambling, La where he served as operations manager...Ronnie Jones has exited his post as Capitol Records West Coast regional rep...James Boyce has exited his post at EMI records on the West Coast...Atlantic Records recently congratulated Roberta Flack for 25 years with the label. The four-time Grammy winner celebrated with the release of her latest album, Roberta and another grammy nomination in the category Best Traditional Pop Vocal performance...Ichiban Records are celebrating

their tenth anniversary. What started in 1985 in John Abbey and Nina Easton's garage, is now home to a 40-artist roster...Check out Sherry Winston when she performs and hosts several of BET's Jazz Central programs shows. They will air between January 24 and March 7...Gerald Levert's second solo album, Groove On, is now gold-plus. Levert is celebrating ten-plus years in the industry with a national tour and an album titled Duets recorded with his father Eddie Levert, lead singer of the legendary O'Jays... "Fats" Domino will be honored for lifetime achievement by the Rhythm & Blues Foundations 1995 Pioneer Awards program. The March 2 award program will also bestow \$220,000 on eight eminent vocalists and instrumentalist, one duo and three ensembles at the Hollywood Palladium...WJDY-Salisbury is requesting record service. Call Ron Brewington at (410) 742-5191...Johnna Johnson, has joined the staff at GRP Records in New York as urban promotion co-ordinator...GRP's George Howard will be part of The Jazz Exposition Tour,

CARLEEN DISPLAYS TRUE SPIRIT



Virgin Records artist Carleen Anderson recently performed songs from her debut album, True Spirit at Luna Park in Los Angeles. Her single, "Mama Said," is on Gavin's up & coming chart. Pictured backstage are Brenda Walker, director of product management; Anderson; and Kaz Utsunomiya, executive vice president, A&R.

which will begin February 21. On the road with Howard will be George Duke, Phil Perry, Dianne Reeves and Shiela E...I spoke to GRP's Doug Wilkins about the direction the label has taken under Tommy LiPuma's presidency. He says "We are going after the Black adult contemporary radio stations, as part of our strategy. It will work in tandem with our strength with NAC stations. We have a heavy release schedule and all of the artists are radio-friendly and will be targeted to the Black A/C market. In fact we're in the process of staffing. We have brought on Rhonda Nolen, who is our Midwest rep out of Detroit; we have Junius Thomas, who will handle the Southwest region out of Dallas; Hapte Merriam will handle the southeast region from Atlanta and Valerie Marable will handle the Northeast...There will be more discussion about the Black A/C market at this year's Gavin seminar. Remember to send us your photos and news to: GAVIN, Urban Music Department, 140 Second Street, 2nd Floor, San Francisco, CA 94105.

—Peace, Bill

New Releases

2ND NATURE
"Can U Show Me"

(Inter-Mix)

Those of you who think that slow jams and sports don't mix, need to hear 2nd Nature's first single, "Can U Show Me." This Seattle based group was formed by accident when each member was trying to get their own musical careers. "Can U Show Me," written by group member Darnel Alexander, is a warm slow jam from a heart begging for sweet love. The B-side is a beautifully harmonized rendition of "Lift Every Voice And Sing." The group features former San Diego Chargers wide receiver Leland 'L.A.' Allen. Look for more flava on 2nd Nature's upcoming album, What Comes Natural.

—MJJ MCWILLIAMS

PETE ROCK & CL SMOOTH
"Take You There" (Elektra)

The sweet soul brothers from "Money Earnin'" Mt. Vernon, New York deliver the soulful goods with the second single culled from their latest LP, The Main Ingredient. For this cut, Pete Rock has hooked up a butter smooth track wick revolves around samples of Keni Burke's "Rising To The Top" and an infectious chorus featuring a silky voiced female chanteuse. Add to this CL Smooth, who comes with the hypnotical flow, letting his rich laid back tone melt over the sultry beats and you've got a track with "HIT" written all over it. Check it out with the quickness

—SPENCEDOOKEY

ARTIST PROFILE

LARRY BLACKMON



BIRTHDATE: About 700 B.C.

CURRENT RESIDENCE:

Atlanta, Ga.

CURRENT SINGLE: "Slyde"

CURRENT ALBUM: (Cameo)

In The Face Of Funk

NEXT SINGLE: "You Are My Love"

LABEL: Way 2 Funky

MUSICAL INFLUENCES:

James Brown, Otis Redding, Jimi Hendrix, Earth, Wind, and Fire

FAVORITE RECORD: Jimi Hendrix's Band Of The Gypsies

LAST RECORD YOU

BOUGHT: Cameo

FAVORITE FOOD:

Food that is alive.

SOMETHING YOU DON'T

LEAVE HOME WITHOUT:

Direction

BEST ADVICE YOU'VE

RECEIVED: Walk By Faith,

Not By Sight

LAST TIME YOU CRIED?:

When Tomi's father passed on.

IF I WASN'T A RECORDING

ARTIST.... Hard to say, maybe I'd work in the Gavin mailroom.

URBAN

Winds Of Change

BY BILL SPEED

Changes are taking place on every level of urban radio, and they are indicative of how quickly our industry is moving toward the 21st century. New technology is helping us to communicate in entirely new ways. We've watched the BDS and SPW systems emerge, and the jury is still deciding which one best serves urban radio. The format is continuing to splinter. With the enormous popularity of black music and artists crossovers, some traditional black radio stations feel slighted and some programmers are leaning toward Black adult contemporary, while others are staying the course of mainstream urban and are adding more hip-hop artists to their playlists to keep their stations sounding fresh.

Many listeners are tired of "the same-ole song" and are they're looking for alternative forms of entertainment so they're leaning toward talk and oldies on the radio, and video, video games, and comedy on television.

We're changing the way we do business. The industry has become more results-oriented than ever. Is that bad, or is it about time? We asked a number of industry people for their thoughts on where the winds of change are taking us. Andre Marcell, program director of WDKX-Rochester, tells what urban radio needs to do to stay competitive; Kenny "Babyface" Edmunds talks about crossover records, radio in general and his songs. Ramon Hervey, whose list of clients includes his wife Vanessa Williams and Babyface, talks about his role in their lives.

We also caught up with the colorful Fab 5 Freddy, the original host of *YO! MTV Raps*. An actor, artist and in-demand music video director, Freddie gives us his insights on making successful videos. We talked to several execs at Rhino Records, the re-issue kings, on how they're marketing past hits to urban radio. Finally, we spoke to entrepreneur Russell Simmons, who among many other things, created the *Def Comedy Jam*, and WDEF, a new 24-hour radio network. Simmons addresses his reasons for developing alternative entertainment.

— EDITORIAL ASSISTANCE BY BEVERLY MIRE

Innovative Radio: Survival Techniques

Many black-formatted radio stations refuse to accept the urban contemporary label for their stations. WDKX is proud to be a black station. Program director Andre Marcel believes being black radio is the only way to survive these challenging times.

THE DKX STANDS FOR (FREDERICK) DOUGLASS (DR. M.L.) KING AND (MALCOLM) X

Describe your station

AM: Eclectic R&B. I don't fit into the true A/C category because I believe that rap music should be used, because if it's dayparted right it really won't hurt you. Some of the A/Cs I've been hearing are boring. My home base is R&B.

The industry seems to be splintering? Why is that?

AM: In some markets, where minorities are the majority, white stations are doing urban contemporary more than black stations. The black community is more critical of the black stations than they are of mass-appeal stations. If a white station plays a record I'm playing, all of a sudden my market blames me for them playing it. Sometimes a white station will play the un-edited version of a record and I'll get blamed for that too. We Blacks are ready to blame ourselves rather than blame the mass-appeal stations. It seems as though black radio is being wrestled right out of our hands.

Describe your programming.

AM: I'm a student of black radio. I talk to people I respect, and who have been in the game for some time—people like Lee Michaels, Ray Boyd and others. I'm doing some of the things they did years ago. I'm not re-inventing anything; I'm doing what has always worked.

How do you decide to add a record?

AM: The first thing I look for is the groove that fits the 25 to 40 year old listener. Everybody seems to be going back to the '70s. Also, we're pretty much artist-oriented, not singles-driven. If my listeners want to hear Mary J. Blige, I'm going to play the hell out of her. I can't play enough Luther, I can't play enough Sade. Why should I

have an hour and thirty minute separation when my audience wants to hear more of that artist?

There's a saying that black radio has to be all things to all people. You seemed to have merged that theory into your programming.

AM: That's how black radio was born and that's how it's going to survive. You've got to stay ahead of your core audience tastes, or you'll lose them.

Many programmers say they are singles-driven, but black radio's image has always been the black artists.

AM: That's how we have survived all these years, and that's how we're going to survive in the next millennium.

What is the true strength of black radio?

AM: Dollars and cents. Black radio is viable and it makes money. There is a huge amount of disposable income in the black community. That's why black radio won't go away, but it's being taken out of black people's hands. That's happening with record companies, too. It's sad when someone else tells me what my folks want to hear.

Would you say that Black radio has to start doing alternative things to continue to survive?

AM: In some markets yes. When you have a strong urban contemporary that's really kicking butt and taking the 25-34 year olds, by single-driving and holding that market, you have to go into what I call an eclectic R&B mode. We are the black station in our market and that has enabled us to survive for the past 21 years—and we're proud of that. We're locally owned and everybody else is part of some sort of combo. I'd like to see more programmers interface with each other, so we can compare notes. These days egos are so big that nobody wants to talk to each other. We have to trade ideas. If we get together we can make certain people do certain things.

Does video effect what you play?

AM: Yes. For some time programmers didn't want to admit that but I will. A smoking video can bring a definite reaction from the person who sees it. Video hasn't affected my older cells as much because adults don't react the same way as younger people do. Shocking people into taking notice sometimes works.

Facing The Music: A conversation with Kenny "Babyface" Edmonds

Since his debut on the music scene a few years ago as a member of The Deele, Kenny "Babyface" Edmonds' name has become a rubber stamp for success. He has become one of the industry's most successful songwriter/producers. He and former Deele member L.A. Reed began LaFace Records and have spawned the careers of TLC, Toni Braxton and Usher Raymond. The hit soundtrack *Boomerang* has helped their presence on multi-format playlist. Edmonds has his own multi-platinum solo career, but he still takes the time to write and produce records for Whitney Houston, Aretha Franklin, Boyz II Men and many others. We caught up with him by phone while he was on the road with Boyz II Men.

Who have you worked with that you find inspirational and at the same time challenging?

A lot of artists. It's not so much challenging as it is mutual respect and admiring what an artist brings to the table. Whitney Houston, Boyz II Men, and Aretha Franklin are great singers. Working with them isn't really a challenge because what they do comes to them naturally. It's easy when you're dealing with great singers.

How do you decide to work with an artist?

I have to like them and feel that I can write something for them. I don't want to work with just anyone.

How do you decide to work with an unproven artist, for instance Toni Braxton?

It was hearing her voice and seeing her perform. I could hear sincerity in her voice and immediately felt that I could write for her. I knew she could deliver some messages with her

songs.

When I mentioned to several staffers that I was going to be interviewing you, one of the questions that came up was why do you write male-oriented women's songs? For example "Breathe Again" seems to be a man's interpretation of how a woman feels. Do you think you write from a male's point of view or just tell a story of the event?

A song like "Breathe Again" doesn't especially have to do with a woman in particular, it has to do with feelings. People can relate to it. Sometimes, when songs are too dark,



people don't like to listen to them. When you think of it, "Breathe again" is kind of dark, but that's the way people feel sometimes when they're in love. That has nothing to do with a "woman thing"; it just has to do with people

Who inspires you?

Everyone in music. There are many inspirations; artists like Stevie Wonder, Jackson 5 and The Beatles. Today it can be Luther Vandross, Silk, Boyz II Men, Tracy Chapman.

What's on the horizon for you in terms of business?

Trying to keep LaFace Records successful and making another solo record.

Marketing and Managing Mass- Appeal Artists

RAMON HERVEY II
HERVEY & COMPANY
ARTIST MANAGEMENT

Ramon Hervey II is the president of Hervey & Co., a management company whose clients include his wife Vanessa Williams and Kenny "Babyface" Edmonds. His company has done extensive public relations campaigns for the careers of people Little Richard, Patrice Rushen and Chaka Khan. In addition to his management duties, Hervey also operates a very successful artist showcase called *R&B Live*.

You've been fortunate enough to work with artists that cross over into the mainstream. Do you think of crossover as a necessary evil, or is it important in how you do business?

Crossing over means selling multi-platinum records. It isn't easy to understand why some records cross over more easily than others. For African-American artists, it's important that the doors are open to crossover. It's just as important that artists don't compromise their integrity. People used to think you had to homogenize an urban record to get it to crossover, but over the past couple of years more traditional R&B music is crossing over. Crossover fills a void at Top 40 radio. If an African-American artist sounds too pop, their song will go up against pop artists who usually take available slots.

A couple of artists haven't gotten airplay because they've gone too far away from the middle.

I don't want to name names, but it's a proven fact that there is a fine line between maintaining strong R&B ingredients and going so far the other way that you lose what's unique. If a song loses what makes it special you won't be providing radio with what they're looking for.

As a manager of so many huge artists, how much say do you have when the record comes out?

Very little, particularly when it comes to an artist like Babyface. I can't tell him what to write but we do bounce

ideas off of each other. We talk about what the direction and feel of a record, and what he's thinking about writing, and the content of a record. But when it comes down to it, I don't get to choose. I might say we still need this and we still need that, but it's really up to Babyface to take my opinion into consideration. *It seems like your main role is to be a*



RAMON HERVEY II

third eye. Most of the artists I work with respect my opinion, but I don't pretend to be a producer. Most of us are only working on instincts anyway. If anyone had a formula for making hit records, all we'd do is make hit records. But it's all guesswork on what seems to work at radio and what your judgment of a good song really is. It always comes back to the song. An album is a collection of great songs, and if you feel that the quality of the song is going to win out in the end, people are going to respond to it. *Now that you're so successful what's your biggest challenge?*

Finding new talent. It has been a real pleasure to work with someone of Kenny's (Babyface) stature because he has so much to offer. It's great to see someone realize their goals.

Having him go on his first solo tour is great and the response to it is nothing short of phenomenal. It's great to be in the initial meetings, to talk creatively about what kind of show we want to put together and then to see him on stage delivering. That's really rewarding. As long as I can keep that in my life and career I'll be happy. Another thing I'm most proud of is *R&B Live*.

Talk about that.

This is my way of paying homage to R&B music. It's a place for the artists that I've worked with over the years to show their wares. *R&B Live* takes them back to the "chitterlings" circuit. I'm very close to finalizing a television series for *R&B Live*. I think there are many other things that we can

realize with this venture. We will try to use established artists, because people want to come out and see the name acts. Our goal is to stress the art of black music. With all of the modern technology and the programming, people forget that 15 or 20 years ago the Marcus Millers and the George Dukes carried the music. *R&B Live* is about what we feel R&B music has to offer; it's a message to younger musicians who are getting so wrapped up in programming and sampling that they've forgotten the music is all about. The artists that are on *R&B Live* really have to be able to deliver on stage.



The Catalog Cache: Selling Gold In Today's Market

JIM NEILL, NATIONAL DIRECTOR OF PROMOTIONS

JENNI SPERANDEO, NATIONAL MANAGER OF RADIO/VIDEO PROMOTION

Rhino Records has one of the most impressive catalogs of any record label. They are now using black radio to market their extensive R&B catalog material. Jim Neill and Jenni Sperandeo tell GAVIN why urban radio is an important factor in their continuing success.

Your catalog releases have become well-received at urban radio over the past year.

JN: When we hooked up with Atlantic Records a couple of years ago, we became the caretakers of their vault—the proprietors of one of the most impressive R&B libraries in



JIM NEILL

the country, if not the world. We began to release deluxe and straight re-issues from many artists that are the staples of the R&B world. We released anthologies from artists like Aretha Franklin, Wilson Pickett and Otis Redding.

How do you promote your catalogs to radio?

JN: As more and more stations acknowledge the effect catalog material has on their playlists, we work with them through marketing and promotions by making sure stations have copies of these releases. Up to now we have been working primarily

with urban gold stations through giveaways. When we release product we ask the stations to do promotions with us and talk the records up on the air. We ask them to let listeners know these aren't just dusty old records; that they have been re-manufactured and re-packaged. We don't work radio stations like we have a new release, but we do keep in touch.

Give us an example of the type of promotion you do.

JN: Right now we're starting a month-long "Deep In the Groove" promotion ten major markets. Top stations



JENNI SPERANDEO

are giving away Rhino R&B catalogs. For our "Share Your Soul" promotion, everybody who wins something wins two copies, and they go on the air and say who they are going to share their soul with—who they're going to share their extra copy with. The grand prize is two full Rhino R&B catalogs: One for them and one for the charity of their choice—Charities like the Al Wooten center here in L.A. Wooten was killed in a drive-by shooting in South Central L.A. and the center, which was created by his mother, is for kids in South Central.

JS: The "Deep In The Groove" campaign is essentially our announcement to the urban radio and retail communities that we are interested in working more closely with them. It also will put the word out about our extensive catalog. Radio stations have been very excited about the things we have and the things we want to do. This big chill thing is really starting to organize itself at urban radio. We've had a lot of success with urban A/C stations.

Are the boomers keeping the music alive?

JN: I think a new generation of people are discovering it. It happens in all genres of music. Once people get interested in a style of music they start looking backward. People who grew up with R&B are getting it on CD for the first time now. We want people to know Rhino is in fact a player in the R&B catalog field. *What the biggest difficulty of being a catalog company?*

JN: Dealing with radio stations that want to sell us advertising more than program the music. They see us more as a potential client than a library. We understand that's part of how a station survives. At this point sales on our catalog material isn't big enough

DEEP IN THE GROOVE



ARETHA FRANKLIN, OTIS REDDING

to justify spending a whole lot of money on radio advertising. We also have a lot of retailers who still think advertising needs to be in print. That's the way they're used to working. We're always arguing for as many dollars as we can get for radio because we want to support the stations that support us, and we know that sometimes the dollar speaks louder than a CD.

Is Rhino structured like a record company?

JN: We are a WEA company so we have reps at our disposal. We just opened up an urban department which is headed by Shannon Williams and Ron Wiggins. Wiggins is the national manager of urban sales and his duties include coordinating efforts with the WEA staff. We have been hired for our expertise on the catalog we market. Atlantic stuff is a different story; they are still in the business of breaking new artists, but we handle their archives.

What's the profile of your target station.

JS: Stations that play the best mix of hits and oldies—stations like WVAZ-Chicago, Mix-92 in Detroit, WBLS-New York. We've also had great success working with heritage announcers like Herb Kent in Chicago and Hal Jackson in New York—people who've been on the air for a number of years and whose weekend shows are citywide institutions.

The future looks bright for the past.

JS: I'm really excited and pleased that Rhino has made this commitment, especially at a time when urban departments at a lot of labels are being cut back. The guys who own this label and who put out the music have been doing it for a long time, and we're here because we love it.



Video: The movement In Pictures

Fab 5 Freddy was the original host of MTV's *Yo! MTV Raps*. He is also an actor, and a music video director of music videos. He tells us why video outlets like The Box, MTV and BET have proven themselves to be invaluable to the record industry.

How important are videos to breaking an artists?

F5F: Video is probably the most important tool for rap artists or artists with a heavy urban background. Radio still isn't rap-friendly, so MTV, BET, The Box, local shows and public access are instrumental because they provide a window to the culture. *Would you say video has saved the record companies time and expense in breaking acts?*

F5F: Yes. As Andy Warhol said, everybody will have 15 minutes of

CONTINUED ON PAGE 23

SMALL MARKET SUCCESS

Welcome to beautiful LaCrosse, Wis., which lies right on the Mississippi River. The University of Wisconsin at LaCrosse is located here, as is Western Wisconsin Technical College. And 25 miles from here is the home of Cody the Buffalo, who rose to fame in the Academy Award-winning film, *Dances With Wolves*. Top 40 radio is alive and well here too at WIZM/FM (Z93), where we catch up and chat with **program director Samantha Strong and music director Kelly Wilde**. Tell us a little about Z93. We've been a Top 40 station for 29 years. It's a heritage station in the market and a mainstay here. Our musical focus has changed over the years, but we're just staying with the trends in music. We lean a little more alternative now than we did five years ago. We do daypart some titles, but if you turned on our station during any one quarter hour around the clock, you'd hear consistency from hour-to-hour. We feel that is very important to the image of our station.

You hear about staff that's been with a station for years, but Z93 really has some veteran employees.

Yes, our general manager, Dick Record (his real name), has been with WIZM for 27 years. Kelly has been here eight years and we have some salespeople who've been with us for 15 years. I've been with Z93 for the last nine years. I think staff longevity has been a big factor in the station's success.

Do you have a good relationship with your sales department?

Yes, an excellent one. In fact, a lot of the time they make our jobs easier. They understand what our goals are and go out and sell to the benefit of the station's integrity. They just don't go out and sell anything to make a buck. We're not giving away oil changes on the air just because a client bought a schedule. We also stay very promotionally active. Every year we have a Bowl For Kids' Sake, the World's Largest Toy Box and an annual Chileda Run (a fundraiser for a local home for handicapped kids). We enjoy staying active in public service and in turn our listeners treat

us like we're neighbors. We're very community-oriented.

Do your music retailers stay involved with the station?

Without a doubt. If they have any questions regarding new releases, they'll give us a call. We talk with them weekly about their best sellers and we also try to get into the stores once a week to find out what music the retailers like and to what artists they're giving that extra push.

Does your retail situation help your record relationships?

Actually it has helped over the past few years. They seem to be paying more attention to what's selling in the market and what effect Z93 is having on those sales. It feels good to know you have an effect on retail

in your market. We believe that both the retailers and the record companies both realize this fact.

Any final comments from either of you?

Strong: Radio is still the best thing going. However, I do feel it's undervalued by not only the people who buy radio time, but by those who work in it.

Wilde: I've found a great station, a great town and I have a wonderful family. What more could you look for in radio? And it's all in one package. ●

Paul E. Swanson is director of secondaries for Jeff McClusky & Associates Editorial assistance by Annette M. Lai

BY PAUL E. SWANSON

GAVIN CHART CONNECTIONS

TOP 40		A/C	URBAN
1	BOYZ II MEN - On Bended Knee (Motown)	5↑	4
2	MADONNA - Take A Bow (Maverick/Sire/Warner Bros.)	3↑	
3	BON JOVI - Always (Mercury)	12↑	
4	TOM PETTY - You Don't Know How It Feels (Warner Bros.)	19	
5	HOOTIE & THE BLOWFISH - Hold My Hand (Atlantic)	15↑	
7	4PM - Sukiyaki (Next Plateau/Island)	29↑	
11↑	DES'REE - You Gotta Be (550 Music)	17↑	
12	JADE - Every Day Of The Week (Giant)		18
13	TLC - Creep (LaFace/Arista)		2
14	VANESSA WILLIAMS - The Sweetest Days (Wing/Mercury)	2	
15	JON SECADA - Mental Picture (SBK/EMI)	7	
16↑	SHERYL CROW - Strong Enough (A&M)	24↑	
19↑	TONI BRAXTON - I Belong To You (LaFace/Arista)		3↑
20↑	EAGLES - Love Will Keep Us Alive (Geffen)	1↑	
23	MELISSA ETHERIDGE - I'm The Only One (Island)	16	
28↑	MARTIN PAGE - In The House Of Stone And Light (Mercury)	18↑	
30	BRANDY - I Wanna Be Down (Atlantic)		27
32↑	BLACKSTREET - Before I Let You Go (Interscope/Atlantic)		25
33	ZHANE - Shame (Hollywood/Jive)		23
36↑	BOYZ II MEN - I'll Make Love To You (Motown)	34	
40	MADONNA - Secret (Maverick/Sire/Warner Bros.)	35	
	LUTHER VANDROSS - Always And Forever (LV/Epic)	8↑	14
	ANITA BAKER - I Apologize (Elektra/EEG)	30↑	5↑

FACT FILE

WIZM/FM Radio
432 Cass Street
LaCrosse, WI 54602
(608) 782-1230
Owner: Midwest Family Radio
General manager: Dick Record
Program director: Samantha Strong
Music director: Kelly Wilde
Consultant: Bill Richards
Frequency: 93.3 FM
Watts: 100,000
Target demo: 18-49 females
Positioning statement: "The best of the '80s and '90s."
Major industries: Gunderson Clinic and St. Francis Hospitals are major employers; plus the Trane Company (air conditioners) and LaCrosse Footwear

Z93 SAMPLE HOUR

(4 p.m., Thursday, January 19, 1995)
 Top of the Hour I.D.
 4 P.M. - "Sukiyaki"
 ELTON JOHN - "Simple Life"
 AEROSMITH - "Blind Man"
 ENIGMA - "Return To Innocence"
 Jock/Stopset/Weather
 SIMPLE MINDS - "She's A River"
 UB40 - "The Way You Do The Things You Do"
 MADONNA - "Take A Bow"
 Jock (backsell)/PSA/Stopset/Promo
 BONNIE RAITT - "I Can't Make You Love Me"
 HADDAWAY - "What Is Love"
 GREEN DAY - "When I Come Around"
 Jock/Weather/Stopset/Liner
 THOMAS DOLBY - "She Blinded Me With Science" (Way Back Attack)
 CRYSTAL WATERS - "100% Pure Love"
 RICHARD MARX - "Nothing Left Behind Us"

Inside Connections

This week's GAVIN Connections consensus comes from the playlists of 227 A/C stations, 78 urbans and 233 Top 40s. The three-way total is 538.

Congratulations to **Boyz II Men**, who've now closed their second consecutive single within the top five of all three connected formats. Both A/C and Top 40 have 196 current players. That's 392 out of a possible 460.

Totally unconnected are three strong singles with just a home format in which to succeed at the moment. In urban radio, **Brownstone's** "If You Love Me" stands at #1, while at Top 40 **The Real McCoy's** "Another Night" is an exclusive and at A/C **Amy Grant/Vince Gill's**, "House Of Love" is an exclusive play.

Top 40 and A/C agree that **Gloria Estefan's** "Everlasting Love" and **Melissa Etheridge's** "If I Wanted To" are must-adds, as nearly 20% of the combined stations are out of the box on Estefan and 15% launch the Etheridge, which has already landed inside the GO chart at #33 in just its first full research week.

On the GAVIN GO chart, **The Eagles'** "Love Will Keep Us Alive" is a stand-out with its #9 ranking on the GO versus its #20 on the main chart. Also doing extraordinary things on the GO are **Martin Page's** "In the House Of Stone And Light," which is at #14 on the GO, while #28 on the main, and **Huey Lewis & the News'** "Little Bitty Pretty One" at #25 on the GO while still unnumbered on the main. —RON FELL

GAVIN RAP

EDITOR:
THEMBISA MSHAKA



RA	LW	TW	
—	5	1	ICE CUBE - What Can I Do? (Remixes) (Priority)
\$	6	2	CHANNEL LIVE - Mad Izm (Capitol)
\$	3	3	THE GROUP HOME - Supa Star (Payday/FFRR)
—	4	4	BOOGIEMONSTERS - Strange (Pendulum/EMI)
\$	12	5	CRAIG MACK - Get Down (Bad Boy/Arista)
\$	2	6	METHOD MAN - Bring The Pain/P.L.O. Style (RAL/Def Jam)
—	1	7	ARTIFACTS - C'Mon Wit Da Git Down (Big Beat/Atlantic)
—	8	8	MOBB DEEP - Shook Ones Pt. II (Loud/RCA)
\$	14	9	THE NOTORIOUS B.I.G. - Big Poppa/Warning (Bad Boy/Arista)
—	10	10	THA ALKAHOLIKS - Daaam!!! (Loud/RCA)
—	9	11	PETE ROCK & C.L. SMOOTH - Take You There (Elektra/EEG)
\$	7	12	REDMAN - Rockafella (RAL/Def Jam)
\$	18	13	THE ROOTS - Proceed I & III (DGC)
—	17	14	FUNKDOOBIEST - Rock On (Immortal)
—	19	15	STREET FIGHTER SOUNDTRACK - Various Artists (Priority)
\$	11	16	KEITH MURRAY - The Most Beautifullest Thing In This World (Jive)
\$	15	17	LORDS OF THE UNDERGROUND - Tic Toc (Pendulum/ERG)
—	13	18	GANG STARR - Suckas Need Bodyguards/The ? Remainz (Chrysalis/ERG)
—	31	19	FUNKMASTER FLEX - Nuthin' But Flava (Wreck/Nervous)
\$	26	20	NINE - Whutcha Want?! (Profile)
—	27	21	O.C. - Born To Live (Wild Pitch)
—	22	22	DR. DRE & ICE CUBE - Natural Born Killaz (Death Row/Interscp/Priority/Atl)
—	25	23	CELLA DWELLAS - Land Of The Lost/We Got It Hemmed (Loud/RCA)
\$	16	24	SLICK RICK - Behind Bars (RAL/Def Jam)
—	23	25	NAS - One Love (Columbia)
—	29	26	ATBAN KLANN - Puddles Of H2O (Relativity)
—	21	27	BLACK SHEEP - Without A Doubt (Mercury)
—	30	28	MIC GERONIMO - Shit's Real (Remixes) (Blunt)
—	24	29	COMMON SENSE - i used to love h.e.r./Communism (Relativity)
—	38	30	CASH MONEY CLICK - 4 My Click (Blunt)
NEW	31	31	DA YOUNGSTA'S - Mad Props (eastwest/EEG)
—	35	32	K-DEE - The Freshest MC In The World (Lench Mob)
—	32	33	GRAVEDIGGAZ - 1-800-SUICIDE/Mommy, What's A Gravedigga? (Gee Street)
—	28	34	JERU THE DAMAJA - Can't Stop The Prophet (Payday/FFRR)
—	37	35	KING SUN - Hum DeeZ Nuts (Cold Chillin')
—	36	36	HARD 2 OBTAIN - Heels Without Souls/Hip Hop Lifestyles (Atlantic)
\$	33	37	SCARFACE - I Never Seen A Man Cry (Rap-A-Lot/Noo Trybe/Virgin)
NEW	38	38	NONCE - Keep It On Yawl/Mix Tapes(Remix) (Wild West)
—	34	39	BRAND NUBIAN - Word Is Bond (Elektra/EEG)
—	20	40	RED HOT & COOL: STOLEN MOMENTS - Pharcyde: Rubbers Song/Roots: Proceed Pt II (GRP)

Chartbound

- GRIPSTA** - Pop Goz The 9 (Tuff Break/A&M)
- DOUBLE X** - Make Some Noise/He Asked For It (Big Beat/Atlantic)
- FU-SCHNICKENS** - Sum Dum Munkey/Visions 20/20 (Jive)
- REDMAN** - I Can't Wait (RAL/Def Jam)

RECORD TO WATCH

THUG LIFE
Cradle To The Grave
(Out Da Gutta/Interscope)
They kept people watching with a hot BOX video and 2Pac's controversial Christmas break, so DJs are open to the tune of 8 new adds.

Most Added

NONCE
Mix Tapes (Remix)
(Wild West/American)

STATE OF EMERGENCY SOUNDTRACK



PHARCYDE
My Soul
(Mad Sounds/Motown)

Top Tip

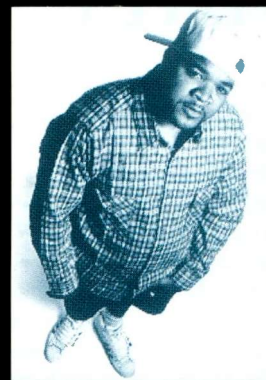
BRAND NUBIAN
Hold On/Alladat
(Elektra)

Like That!?

.....
AAAAAAAAAAAAAAAAAGGGGGGGGGH!
The Seminar is three weeks away, everybody! Here's some juicy info on what you have to look forward to: **Gramercy Pictures** are presenting a world premiere of *New Jersey Drive*, which features **Tommy Boy's** slammin' soundtrack. The flick will run three times on Friday, February 17. If that isn't enough, peep this: Your registration gets you in to our first exclusive awards ceremony, sponsored by the newly-formed **Elektra Entertainment Group**. Among the artists in the house will be **Busta Rhymes, MC Lyte, Pete & CL**, and **Ol' Dirty Bastard**...Still looking for a hotel room? Here's a hotline to call for info on what's available at this late date: (800) 366-8882. It's **Destination Management**, an accommodations placement firm that can point you in the right direction...If you want to place promotional items in **GAVIN** bags, want a video shown on our channels in each room at the Hyatt, or want to place an ad for the Seminar or Dancehall special issues, marketing wiz **John Austin** is your man. His digits are (215) 424-6571...If you're confused about the Seminar Awards ballots, don't be. A new round of them was sent out because of an accidental omission of the typographical ilk. If you need a new ballot, call me

ARTIST PROFILE

HURRICANE



BLOWIN' OUTTA:

Hollis, Queens, NY, but now residing in Atlanta.

CURRENT SINGLE:

"Four Fly Guys" from The Jerky Boys Soundtrack

LABEL: Grand Royal/Capitol

FORTHCOMING ALBUM:

The Hurra

ALBUM'S LEAD SINGLE:

"What's Really Goin' On" featuring MC Breed

HOW IT BEGAN: Though he'd been DJing for years, Hurricane got his break as **RUN-D.M.C.'s** bodyguard on the **Raising Hell** tour which also featured the **Beastie Boys** and **Davy D**. The **Beasties** needed a DJ to replace **Doctor Dre** (now at **HOT 97**). He took the job.

LITTLE KNOWN FACTS: The

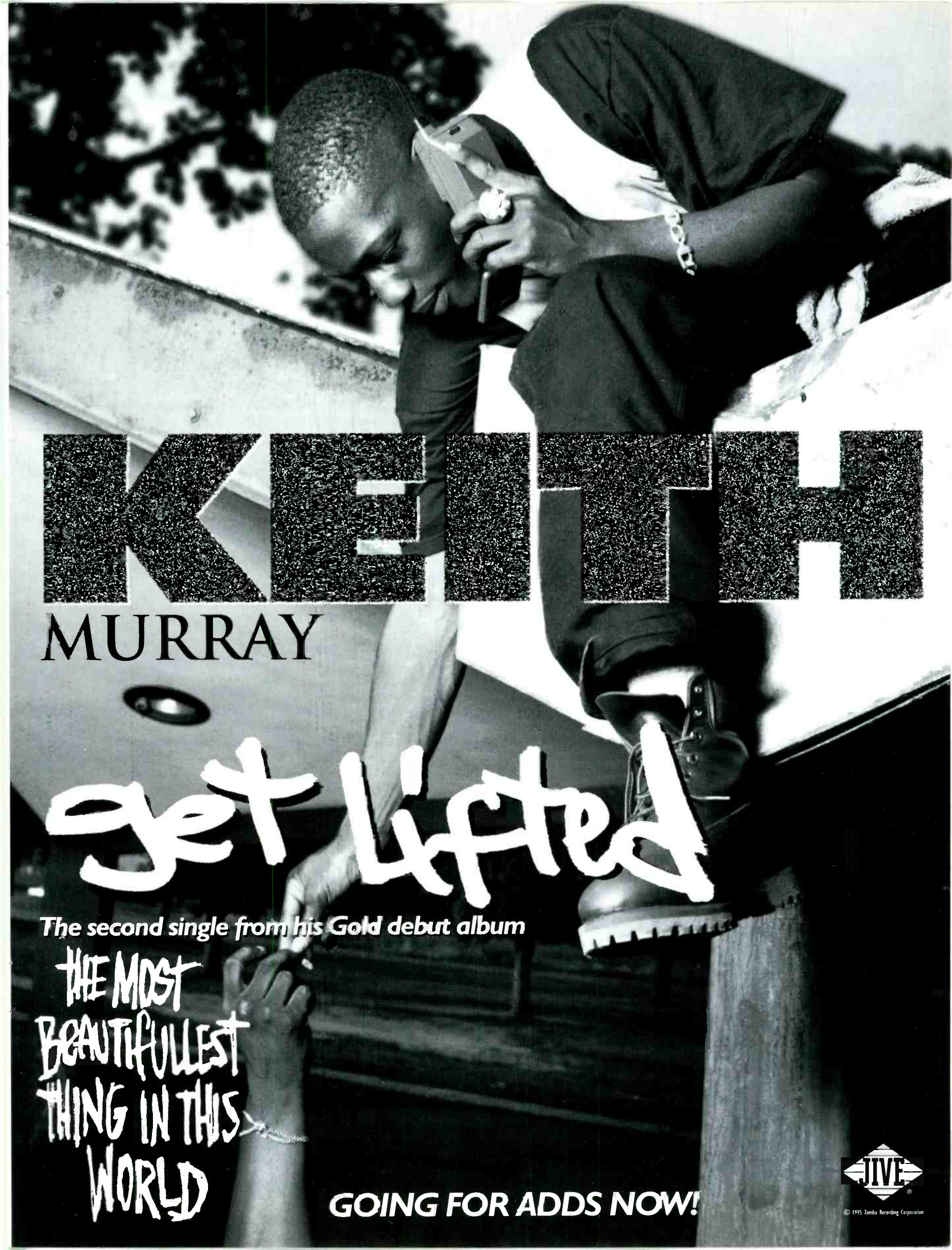
Hurra first rapped on wax on **Davy D's** classic album **Davy's Ride**. The two then formed the **Afros** and released **Kickin' Afrolicious**.

HURRA ON THE ALBUM: "Mike

(Diamond of the Beasties and president of Grand Royal) hooked up my deal. I'd always wanted to do it. It features **Cen-Dog of Cypress Hill**, and the **Beastie Boys**. The most exciting thing was having it finished."

HE SAYS: "I was so young when

I started scratchin' and rhymin', and rap was so new, I had to be involved. I never thought it would be my career, but when people were saying rap would fade out, I knew better."



KEITH

MURRAY

Get Lifted

The second single from his Gold debut album

THE MOST
BEAUTIFUL
THING IN THIS
WORLD

GOING FOR ADDS NOW!



© 1995 Zomba Recording Corporation

RAP RETAIL

SINGLES

2W	LW	TW	
2	2	1	METHOD MAN - Bring The Pain/P.L.O. Style (RAL/Def Jam)
1	1	2	SCARFACE - I Never Seen A Man Cry (Rap-A-Lot/Noo Trybe/Virgin)
3	3	3	KEITH MURRAY - The Most Beautifullest Thing In This World (Jive)
4	4	4	CRAIG MACK - Flava In Ya Ear (Bad Boy/Arista)
5	5	5	REDMAN - Rockafella (Def Jam/RAL/Chaos)
6	6	6	RED HOT LOVER TONE - #1 Player (Select)
7	7	7	INI KAMOZE - Here Comes The Hotstepper (Columbia)
9	8	8	BONE THUGS N' HARMONY - Thuggish Ruggish Bone (Relativity/Ruthless)
10	9	9	SHAQUILLE O'NEAL - Biological Didn't Bother (Jive)
11	10	10	69 BOYZ - Kitty Kitty (Downlow/Rip-It)
17	14	11	CHANNEL LIVE - Mad Izm (Capitol)
18	15	12	CRAIG MACK - Get Down (Bad Boy/Arista)
12	12	13	SLICK RICK - Behind Bars (Def Jam/RAL)
8	11	14	HEAVY D. & THE BOYZ - Black Coffee (Uptown/MCA)
19	19	15	THE NOTORIOUS B.I.G. - Big Poppa (Bad Boy/Arista)
13	13	16	SPICE 1 - Strap On The Side (Jive)
15	16	17	69 BOYZ - Tootsee Roll (Downlow/Rip-It)
25	22	18	THE GROUP HOME - Supa Star (Payday/FFRR)
—	24	19	NINE - Whutcha Want?! (Profile)
—	25	20	TOO SHORT - Cocktales (Jive)
16	18	21	LORDS OF THE UNDERGROUND - Tic Toc (Pendulum/ERG)
21	20	22	DANA DANE - Record Jock (Maverick)
22	21	23	DA BRAT - Fa All Y'All (So So Def/Chaos)
14	17	24	FU-SCHNICKENS - Breakdown (Jive)
20	23	25	THE ROOTS - Proceed I & III (DGC)

ALBUMS

2W	LW	TW	
1	1	1	SCARFACE - The Diary (Rap-A-Lot/Noo Trybe/Virgin)
3	2	2	METHOD MAN - Tical (RAL/Def Jam)
2	3	3	REDMAN - Dare Iz A Darkside (Def Jam/RAL/Chaos)
6	6	4	THE NOTORIOUS B.I.G. - Ready To Die (Bad Boy/Arista)
4	5	5	ICE CUBE - Bootlegs & B-Sides (Priority)
5	4	6	DR. DRE & ICE CUBE - Various Artists (Death Row/Intrscp/Priority/Atl)
7	7	7	SPICE 1 - Amerikkka's Nightmare (Jive)
9	8	8	SLICK RICK - Behind Bars (Def Jam/RAL)
8	9	9	KEITH MURRAY - The Most Beautifullest Thing In This World (Jive)
12	11	10	BONE THUGS N' HARMONY - Creepin' On Ah Come-Up EP (Relativity/Ruthless)
11	12	11	THUG LIFE - Volume I (Interscope/Atlantic)
10	10	12	CRAIG MACK - Project: Funk Da World (Bad Boy/Arista)
13	13	13	PETE ROCK & C.L. SMOOTH - The Main Ingredient (Elektra/EEG)
15	14	14	JASON'S LYRIC SOUNDTRACK - Jason's Lyric Soundtrack (Mercury)
14	15	15	BIG MIKE - Somethin' Serious (Rap-A-Lot/Priority)
16	16	16	BRAND NUBIAN - Everything Is Everything (Elektra/EEG)
19	17	17	RBL POSSE - Ruthless By Law (In-A-Minute)
24	22	18	STREET FIGHTER SOUNDTRACK - Various Artists (Priority)
21	20	19	BLACK SHEEP - Non-Fiction (Mercury)
—	21	20	SHAQUILLE O'NEAL - Shaq Fu: Da Return (Jive)
—	18	21	DA LENCH MOB - Planet Of Da Apes (Priority)
18	19	22	LORDS OF THE UNDERGROUND - Keepers Of The Funk (Pendulum/EMI)
NEW	23	23	SMIF N' WESSUN - Dah Shinin' (Wreck/Nervous)
—	24	24	UGK'z - Super Tight... (Jive)
23	23	25	A LOW DOWN DIRTY SHAME SONDTRACK - Various Artists (Jive)

or Jackie and it will be faxed to you. To get the best return, I extended the deadline to no later than **February 1, 1995**. Sorry for the inconvenience, y'all, but you must vote again for your vote to count...**KMEL** breaks the market wide open again with the only commercial reggae dancehall show in town, hosted by **Bay Area Radio Coalition** members **Tamu DuEwa** and **Sadiki Nia**. They set the irie vibes off with two hours' worth on **Bob Marley's** birthday, Sunday, February 6 (there's a national holiday we ought to consider!) The hosts need all the product they can get to spin and to give away. Contact Tamu at (415) 361-1061...The request lines are screaming

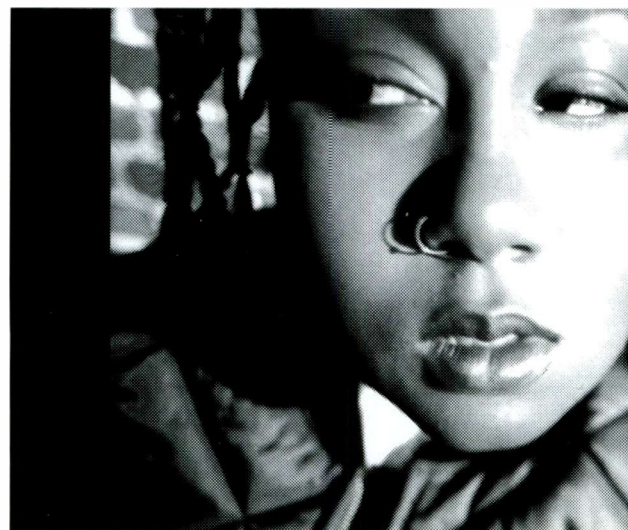
for dancehall more than ever, so as usual, our timing with another special is poifect. **WTCC's James Lewis** reports phones on fire over this new deejay by the name of **Shaka** (no direct relation). The jam is called "As-Salaam-Alaikum" on **eastwest** and with only a few pieces of test wax on the air, it's hot! **WHOV's Jay Wright** cites **Capleton** as a top request, and no wonder—that song is phat! On the not-so-DL, **Wildman Steve** is pumpin' a straight up hip-hop jam in response to mad requests. On **WBAU**, the underground demands to hear **The East Flatbush Project**, whose cut "Mad Man's Dream" is most requested for the fourth week in a row! Want

your copy? Call **Spencer** at **10/30 Uproar Records** (718) 940-4328... What's poppin' right about now? Without question the **Showbiz & AG** album *Goodfellas, Made in America*, **Kam's** monstrous sophomore triumph, and **Nikke Nikole's** track with **II Unorthodox** on Arista's *D&D Project Bootleg Sampler*. And if you ain't up on **11/5**, then I'm glad to be the one to bring you out of the dark. A **Garcia Vega** cigar comes in the spine of the CD, so you know it smokes! Call for a clean version of **DogDay's** first smash at (510) 835-1917...I'm out—gotta answer all your phone calls (smile)...*like that*.
—**One Love**, THEMBISA S. MSHAKA

New Releases

MILKBONE "Keep It Real" (Capitol)

Milkbone hails from Jersey and is down with Naughty, so it's no surprise that this single has the potential to bubble. "Keep It Real" boasts a head-bobbing dose of piano and solid, steady drums that punctuate Milkbone's call for an end to false-ness in hip-hop. Fully acknowledging rap's debt to soul, the track is even smooth enough to talk over, so keep it at the front of the crate. Contact Clint Works at Capitol (212) 492-5318. —THEMBISA S. MSHAKA



Blastin' fools in the 9 fever,
pop goes the 9 for all you non-believers

Gripsta

Pop Goz The 9

the single from the forthcoming *Tales From The Grip*



Executive Producer: Ice-T for Rhyme Syndicate Records
Produced by Hen Gee For Gee Enterprise and D.J. Ace for Rhyme Poetic Mafia
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CONTINUED FROM PAGE 18

fame. That continues to be true. Video is giving a lot of artists their 15 minutes, and it saves a lot of money because you don't have to take your artist door-to-door to expose them. *As a video director, do you try to make the artists palatable? or do you exercise creative license?*

F5F: I try to showcase an artist in the best possible light, and let the video become an extension of what they're saying on record. That's one of the video's main functions.

Are videos helping record companies sidestep tight playlists?

F5F: As video gets better it helps maximize exposure. One day I'd like to see a cooperative effort with radio and video that would be great for the industry at-large. Sometimes radio gets the product first, but I think video is trying to be more like radio. It's like these two forms are working hand in hand but are still independent of each other.

What's the future of music video?

F5F: I'm working on a project with MTV currently that's a concept for a new show that will allow directors to try some new things that will get videos out of the doldrums. Part of the problem with music videos is that a lot of the creativity that should be allowed to flourish is stymied by narrow-minded people at record companies who live a lot of their days in fear of losing their jobs. As a result, they become conformist and don't allow the directors and artists to perform. They see music videos as an eight by ten headshot. The viewing audience is becoming very savvy visually and they're getting hip to all the latest tricks. Alternative videos that the white kids get to do tend to be more experimental. You'll eventually see this trickle down to hip-hop and urban artists. Part of the idea we're working on at MTV is to let directors come in and work with artists without having to work directly for the record companies. That way the artists will be able to come in, do something purely creative, and push the forum into some new areas. Michael Jackson broke things open with "Thriller"; Now it's time now for another jolt.

What's your background?

F5F: I was one of the first graffiti artists to be taken seriously. I have exhibited my work in galleries and museums all over the world. Lots of major collectors have my paintings hanging on their walls. Being a video director allows me to reach an audience that perhaps I can't reach as a painter. I look at video as a canvas. I don't just want to follow, I want to invent things.

What's the most important element in a music video?

F5F: The song. You can have \$500,000 budget on a whack song but it's still

going to be a whack song. One of the great things about the medium is you can have an incredible song, and with a five or \$6,000 video you can blow it up. The song to a video is like a script to a film.

What would you like to see happen between directors and record labels?

Record companies should collaborate more with the director and the artist. Sometimes you can click with an artist and create an incredible piece of work, but the record company will want to try things that really may not be in that artist's best interest. They may not even have a real sense of what the group is all about. The pictures may be pretty and use the latest technique, but that doesn't mean it'll reflect what the artist really means.



Radio Free Fun: Creating Black Alternative Entertainment

RUSSELL SIMMONS

CREATOR OF DEF JAM RECORDS, THE DEF JAM COMEDY HOUR ON HBO, THE PHAT FARM CLOTHING LINE AND RUSH ASSOCIATED LABELS.

Russell Simmons is the definition of the word alternative. In the following conversation, he outlines why it's important for black entertainment to stay on the cutting edge.

Why do you think alternative black entertainment is so important?

RS: When you talk about youth culture, alternative black entertainment is what really kicks people in the ass. Young hip culture is all about rebellion. My friend Andre Harrell (CEO Uptown Records/executive producer



RUSSELL SIMMONS

of *New York Undercover*) used to be a rapper and he wore suits onstage. He made some incredible inroads. Look at Snoop Dogg; he's a bigger pop star than a lot of other black entertainers who are commercially successful and sell as many records. Snoop Dogg is more energy and more newsworthy.

What's your formula for success?

RS: I like to push buttons. I do things.

I just financed a movie that no one else would do. I'm not subtle. That's why *Def Comedy Jam* has got the energy it has, and the radio network we're starting will have the energy it's going to have. Look at the campaigns we do for our clothing company. We're making a hip-hop movie that may be too scary for some people because of some its energy and attitudes, but it reflects a real part of black culture. For something to be successful it doesn't have to be commercial. Jazz, blues and rock were alternative in the beginning. You don't have to be accessible to be successful. Salable is not the same as commercial. I've had projects that prove that. When the Beastie Boys first started they were the most hated thing on MTV, but at the same time they got the most requests. We ended up selling six million units.

Do you feel you have the Midas touch?

RS: I don't think I have the Midas touch. I make a lot of shit you've never seen. When I made my first rap record I was just hanging out with a lot of the guys who happened to go on to be the first big rappers. It was time for them to make a record, but they were rapping anyway. I didn't create anything. I was there, I was in the middle of it. It's not the same as being at home and thinking of something brand new; I was sitting next to something brand new.

Why did you diversify?

RS: The diversity keeps me from going crazy. My radio network is an interesting proposition.

Let's talk about that.

RS: WDEF is a 24-hour rap, hip hop, alternative, youth culture satellite radio network.

What's up next for you?

We're doing three pictures now and we have a lot more in development. On March 22 we'll debut a new show, *Def Comedy Jam Prime Time*, on the Fox network. It's a fast-paced comedy show like *Hee Haw* or *Laugh In*. It's nothing like *In Living Color*. The skits are very quick. We're in negotiations with a number of people who want to be in a partnership with Phat Farm clothing. We're going to make the clothing more accessible because right now everybody wants a Phat Farm shirt but they don't know where to go. We are also getting into a fragrance line with Revlon. We'll call it Flava Oil. We also have new records coming from LL Cool J, The South Central Cartel, a new Onyx and a new Sick Rick. Music is still our main focus.

Does the word alternative mean fresh and new?

RS: No, because fresh and new refers to things that are mainstream.

Alternative means to contend, to be something different. There's nothing formula about what's good in alternative. Alternative means taking a different route. ●

Question:

How in hell
can I get my
CD, cassette,
promo piece,
hat, t-shirt,
flyer, button,
pin, etc. etc. etc.
to the 2,000
attendees at
Gavin Seminar
1995?

Answer:

Lou Galliani
(805) 542-9999
Rick Galliani
(415) 459-3703



GAVIN A/C

EDITOR: RON FELL
ASSOCIATE EDITOR: DIANE RUFER



TW		Weeks	Reports	Adds	SPINS	TREND	20+	21+	14+	7+
1	EAGLES - Love Will Keep Us Alive (Geffen)	6	215	3	5716	+432	105	59	40	11
2	VANESSA WILLIAMS - The Sweetest Days (Wing/Mercury)	11	204	2	5596	-71	106	54	34	10
3	MADONNA - Take A Bow (Maverick/Sire/Warner Bros.)	7	216	4	5538	+491	100	56	37	22
4	AMY GRANT with VINCE GILL - House Of Love (A&M)	14	200	1	5360	+6	101	59	26	13
5	BOYZ II MEN - On Bended Knee (Motown)	11	196	5	5126	+334	97	46	34	18
6	RICHARD MARX - Nothing Left Behind Us (Capitol)	11	198	2	5111	-18	88	56	46	8
7	JON SECADA - Mental Picture (SBK/EMI)	12	194	6	4714	+189	78	48	47	20
8	LUTHER VANDROSS - Always And Forever (LV/Epic)	12	168	7	3787	+383	48	55	43	22
9	HUEY LEWIS & THE NEWS - Little Bitty Pretty One (Elektra/EEG)	8	168	6	3605	+271	45	54	39	30
10	STEVE PERRY - Missing You (Columbia)	12	161	4	3335	-875	34	41	60	26
11	BOB SEGER AND THE SILVER BULLET BAND - In Your Time (Capitol)	8	155	4	3322	+195	42	46	47	20
12	BON JOVI - Always (Mercury)	17	118	2	3053	-55	56	25	24	12
13	STING - When We Dance (A&M)	15	145	4	3007	-661	41	29	42	32
14	PATTY SMYTH - Look What Love Has Done (Theme From Junior) (MCA)	10	160	18	2941	+500	20	42	67	29
15	HOOTIE & THE BLOWFISH - Hold My Hand (Atlantic)	22	129	9	2920	+169	41	31	37	19
16	MELISSA ESTHERIDGE - I'm The Only One (Island)	21	109	2	2886	-113	52	28	22	7
17	DES'REE - You Gotta Be (550 Music)	12	122	22	2768	+431	42	23	36	19
18	MARTIN PAGE - In The House Of Stone And Light (Mercury)	25	137	31	2747	+715	36	25	41	33
19	TOM PETTY - You Don't Know How It Feels (Warner Bros.)	12	110	5	2588	+114	33	38	28	11
20	CELINE DION - Only One Road (550 Music)	15	114	1	2406	-726	23	40	32	19
21	WYNNONNA & MICHAEL ENGLISH - Healing (Curb)	13	115	1	2173	-127	17	34	38	26
22	JOSHUA KADISON - Picture Postcards From L.A. (SBK/EMI)	18	103	2	2138	-552	24	26	34	19
23	SEAL - Newborn Friend (Zit/Sire/Warner Bros.)	16	103	3	2013	+81	18	31	32	22
24	SHERYL CROW - Strong Enough (A&M)	5	113	17	1942	+383	10	26	47	30
25	DAN HARTMAN - The Love In Your Eyes (Chaos)	10	99	0	1941	-703	21	20	35	22
26	CARLY SIMON - Like A River (Arista)	11	118	2	1928	+58	8	27	48	35
27	GLORIA ESTEFAN - Everlasting Love (Epic)	3	122	50	1895	+920	8	21	54	38
28	MARK WILLIAMSON - Over And Over (Peak/GRP)	14	96	6	1785	+67	13	28	34	21
29	4PM - Sukiyaki (Next Plateau/Island)	9	97	26	1712	+473	13	19	30	34
30	ANITA BAKER - I Apologize (Elektra/EEG)	10	106	12	1608	+198	7	21	37	39
31	MOODY BLUES - This Is The Moment (Polydor)	14	91	3	1568	+85	9	18	40	23
32	JOHN WAITE - How Did I Get By Without You? (Imago)	4	103	38	1552	NEW	6	19	36	41
33	JONI MITCHELL - How Do You Stop (Reprise)	12	87	2	1444	+46	6	21	32	28
34	BOYZ II MEN - I'll Make Love To You (Motown)	23	67	0	1415	-204	17	15	17	17
35	MADONNA - Secret (Maverick/Sire/Warner Bros.)	16	71	0	1271	-446	9	15	23	24
36	MICHAEL BOLTON - Once In A Lifetime (Columbia)	15	65	1	1198	-479	7	22	16	20
37	SHAWN COLVIN with MARY CHAPIN CARPENTER - One Cool Remove (Columbia)	9	77	10	1103	NEW	2	9	36	30
38	GLORIA ESTEFAN - Turn The Beat Around (Crescent Moon/Epic)	19	49	0	1075	-150	15	8	16	10
39	ELTON JOHN - Circle Of Life (Hollywood)	25	55	0	1069	-141	11	10	18	16
40	SUBDUDES - Why Can't I Forget About You? (High Street)	9	60	7	990	NEW	5	9	30	16

Most Added

GLORIA ESTEFAN (50)

"Everlasting Love"
(Epic)

JOHN WAITE (38)

"How Did I Get By Without You?"
(Imago)

MARTIN PAGE (31)

"In The House Of Stone And Light"
(Mercury)

TAKE 6 (28)

"You Can Never Ask Too Much Of Love"
(Reprise)

MELISSA ESTHERIDGE (27)

"If I Wanted To"
(Island)

Top Tip

JOE COCKER

"Have A Little Faith In Me"
(550 Music)

Inside A/C

THE BIZ

A reminder; To qualify for the \$60 discount on full-rate registration to this year's GAVIN Seminar in New Orleans (February 15-18), checks must be postmarked no later than this Friday, February 3. Regular, at-the-door registration is \$395, but the early rate is just \$335.



The programming department of WJLK-FM Monmouth/Ocean City, NJ, surround **Jon Bon Jovi** for a photo op backstage after Bon Jovi's fifth annual Christmas concert in nearby Red Bank. Pictured (left to right) are the station's APD/MD **Dan Turi**, Bon Jovi, and PD **Gary Guida**.

THE MUSIC

For the first time since December 10, we have a new #1 A/C single. The **Eagles'** "Love Will Keep Us Alive" replaces **Vanessa Williams'** "The Sweetest Days" thanks to a 432 spincrease. **Madonna's** "Take A Bow" actually leads in station totals, but the desperados have nearly a 400-spin lead over Ms. Maverick.

It's possible that by this time next week we'll have seven singles rotating at 200 or more stations. Sometimes we haven't got one

Chartbound

JOE COCKER - "Have A Little Faith In Me" (550 Music)

Reports	Adds	SPINS	TREND
61	20	765	+231
53	18	747	+257

JAMIE WALTERS - "Hold On" (Atlantic)

RECORD TO WATCH

CHRIS REA
"Fool (If You Think It's Over)"
(Elektra/eastwest)

Gavin A/C #1 Hits From:

- 1/28/94 PHIL COLLINS - "Everyday"
- 2/1/91 WHITNEY HOUSTON - "All The Man That I Need"
- 2/3/89 ROD STEWART - "My Heart Can't Tell You No"
- 2/1/85 WHAMI - "Careless Whisper"

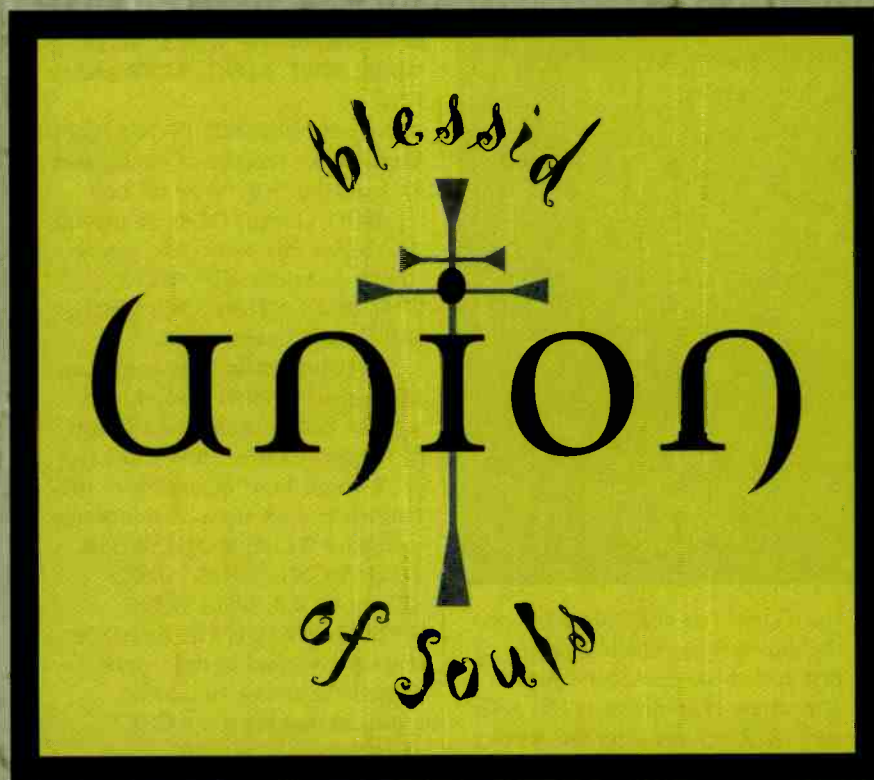
Total Reports:
This Week 227 Last Week 225

Reports accepted:
Monday at 8am through 2pm Tuesday
Station Reporting Phone: (415) 495-1990
Gavin Fax: (415) 495-2580

Know What We Had To Do To Get Radio
To Play This Single?

NOTHING.

When Brian Douglas and Jimmy Steal of Cincinnati's Q102 stepped out on Blessid Union of Soul's
debut single "I Believe", two months before its official release, they set off a chain reaction nationwide.



I BELIEVE

The debut single

Listen once...and you'll believe.

produced by: EMOSIA management: Mark Liggett for LIGOSA ENTERTAINMENT

EMI Records

EMI

SERVING THE MUSIC

Up & Coming

Reports	Adds	SPINS	TRENDS	
43	1	663	+33	EDIE BRICKELL - Tomorrow Comes (Geffen)
43	2	647	-7	JULES SHEAR - The Sun Ain't Gonna Shine Anymore (Island)
42	27	554	+340	MELISSA ETHERIDGE - If I Wanted To (Island)
35	23	395	+263	CHRIS REA - Fool (If You Think It's Over) (Elektra/eastwest)
32	7	411	+107	LIVES OF A CELL - Waitin' For You (MJM)
32	1	462	+11	3rd MATINEE - Family Tree (Reprise)
32	6	369	+84	GLORIA LORING - Slow Dancin' (Silk Purse)
30	2	698	+15	THE REAL McCOY - Another Night (Arista)
28	3	395	+87	BOB DYLAN - Dignity (Columbia)
28	28	283	+266 *	TAKE 6 - You Can Never Ask Too Much (Of Love) (Reprise)
27	8	360	+150	MIDSOUTH - Without You (I Haven't Got A Prayer) (Reprise)
26	2	302	+63	CLEVE FRANCIS & PATTI AUSTIN - We Fell In Love Anyway (Liberty)
26	26	273	+266 *	THE TRACTORS - Baby Likes To Rock It (Arista)
21	6	409	+85	TONI BRAXTON - I Belong To You (LaFace/Arista)
21	5	399	+101	ANDRU DONALDS - Mishale (Metro Blue/Capitol)
19	6	336	+136	R.E.M. - Bang And Blame (Warner Bros.)
18	6	287	+85	BOSTON - Livin' For You (MCA)
17	14	202	+180 *	LARRY CORYELL - I'll Be Over You (CTI)
14	1	334	+48	FREEDY JOHNSTON - Bad Reputation (Elektra/EEG)
14	8	144	+86 *	JERRY WOODWORTH - Where Have You Gone (SVR)
13	11	126	+108 *	MANHATTAN TRANSFER with FRANKIE VALLI - Let's Hang On (Atlantic)
11	6	121	+82 *	DIONNE FARRIS - I Know (Columbia)
10	4	138	+51 *	SOPHIE B. HAWKINS - As I Lay Me Down (Columbia)

Dropped: Gin Blossoms, Babyface & Lisa Stansfield, Sheryl Crow, Mary Chapin Carpenter.

* Indicates Debut



over the 200 threshold. At the very least, **Jon Secada's** "Mental Picture" and **Boyz II Men's** "On Bended Knee" will clear their second hundred A/C stations.

Huey Lewis & the News crack the top ten with "Little Bitty Pretty One." The average A/C playing it is now reporting better than three plays per day. Among the heaviest rotators are Q93, KGLE, WIVY, WCSO, WLBC, WQTU, WCKQ, KVICWGMT, WTSX and KXRO, all of whom report four-a-day or better.

Patty Smyth's "Look What Love

Has Done" has certainly outshone the movie from which it came, Arnold Schwarzenegger's *Junior*. The single is spinning at 160 A/Cs and 18 of 'em are new this week including WLMX, KTDY, K103, WMXB, KKLD, WKLI and WLEV.

On November 18 we rather boldly picked **Des'ree's** "You Gotta Be" as our A/C RECORD TO WATCH. Now, a little more than two months later, it's at #17 on the chart with more than half the format accepting it for what it is. Players with spins to back it up include K99, KSTP, KMZQ, WBXX, WRQX, WMXB, WIVY, KDMX, Z106 and 98Q.

The only record besides Des'ree's to penetrate the top 20 this issue is **Martin Page's** "In The House Of Stone And Light." Sixty of the 131 stations on it have come to the party in the last two weeks. This week's Page-turners include WAHR, WCKQ, WJBR, KCRE, WALK, WTSX, WTPI, KESZ, KELO, KXLK, KOSI and JOY 99.

HOTTEST track in the format is **Gloria Estefan's** three-week old single, "Everlasting Love." This week's spincrease was a mighty 920; that's 205 better than any other record. That any other record, by the way, is Martin Page's. The roster of early players includes KBIG, WBMX, WMJQ, KLSY, WRQX, K103, WMXV,

WLZW, WMT, KESZ, WLEV, KVIL, WKWK and WALK.

4PM's "Sukiyaki" has reached #29 in its first two chart weeks and more than half of its total base of 97 stations have added it in the past two weeks. Players now include WLIF, WMJQ, KOST, WMGN, WMJX, KLSY, WALK, KSTP, KQXT, KOSI, KVIL, KMZQ and KRNO.

Last issue's RECORD TO WATCH, **Joe Cocker's** "Have A Little Faith," picks up a score of ADDS on its way to becoming this issue's TOP TIP and one of only two CHARTBOUND. Among this new "faithful" are WQLR, WLSW, WTSX, WMT, KLOG, WTR and KJLS.

Our new RECORD TO WATCH is **Chris Rea's** remake of his biggest hit from the '70s, "Fool (If You Think It's Over)." Of its 35 players, 23 ADDED this week. The not so "foolish" include K99, WCKQ, WMT, KLKC, WLMJ, Q93, WBLG, KVYN, KOKO and KCRE.

The **John Waite** saga continues as Imago, the label momentarily without distribution, has a hit on its hands. Waite's "How Did I Get By Without You" is now over 100 stations and 38 are new this week including WEIM, WQLH, WHSB, WTPI, WGMT, WHAI, KDEC, KEYW, WQLR, WSUL, KVIC, WVNC and WSGL. The 38 ADDS ranked it second in the format behind the streaking Estefan.

Almost making the MOST ADDED box is our sixth most added, **The Tractors'** "Baby Likes To Rock It." The 26 out-of-the-boxers include WCKQ, K99, KTWN, KBMG, Q93, KLKC, KOKO, WGMT, WEIM, KLOG and WLET. Making the A/C MOST ADDED box in its first week is **Melissa Etheridge's** latest, "If I Wanted To." The credibility she's built up over the past two strong



Chris Rea

Management:
Steve Barnett
and Stewart
Young - Hard
To Handle

FOREIGNER

Until The End Of Time

ADD DATE
JANUARY 30



© 1995 Rhythm Safari

S/P/W

SPINS PER WEEK PER STATION

VANESSA WILLIAMS - The Sweetest Days (Wing/Mercury)	27.43
AMY GRANT with VINCE GILL - House Of Love (A&M)	26.80
EAGLES - Love Will Keep Us Alive (Geffen)	26.59
JON SECADA - If You Go (SBK/EMI)	26.54
MELISSA ETHERIDGE - I'm The Only One (Island)	26.48
BOYZ II MEN - On Bended Knee (Motown)	26.15
BON JOVI - Always (Mercury)	25.87
RICHARD MARX - Nothing Left Behind Us (Capitol)	25.81
MADONNA - Take A Bow (Maverick/Sire/Warner Bros.)	25.64
JON SECADA - Mental Picture (SBK/EMI)	24.30
TOM PETTY - You Don't Know How It Feels (Warner Bros.)	23.53
THE REAL McCOY - Another Night (Arista)	23.27
DES'REE - You Gotta Be (550 Music)	22.69
HOOTIE & THE BLOWFISH - Hold My Hand (Atlantic)	22.64
LUTHER VANDROSS - Always And Forever (LV/Epic)	22.54
GLORIA ESTEFAN - Turn The Beat Around (Crescent Moon/Epic)	21.94
HUEY LEWIS & THE NEWS - Little Bitty Pretty One (Elektra/EEG)	21.46
BOB SEGER AND THE SILVER BULLET BAND - In Your Time (Capitol)	21.43
SHERYL CROW - All I Wanna Do (A&M)	21.24
BOYZ II MEN - I'll Make Love To You (Motown)	21.12

Listed above are the top ranked singles based on the division of each song's total stations into its total spins.

SPINCREASES

RANKED INCREASE IN TOTAL SPINS

GLORIA ESTEFAN - Everlasting Love (Epic)	920
MARTIN PAGE - In The House Of Stone And Light (Mercury)	715
JOHN WAITE - How Did I Get By Without You? (Imago)	581
PATTY SMYTH - Look What Love Has Done (Theme From Junior) (MCA)	500
MADONNA - Take A Bow (Maverick/Sire/Warner Bros.)	491
4PM - Sukiyaki (Next Plateau/Island)	473
EAGLES - Love Will Keep Us Alive (Geffen)	432
DES'REE - You Gotta Be (550 Music)	431
LUTHER VANDROSS - Always And Forever (LV/Epic)	383
SHERYL CROW - Strong Enough (A&M)	383
MELISSA ETHERIDGE - If I Wanted To (Island)	340
BOYZ II MEN - On Bended Knee (Motown)	334
HUEY LEWIS & THE NEWS - Little Bitty Pretty One (Elektra/EEG)	271
THE TRACTORS - Baby Likes To Rock It (Arista)	266
TAKE 6 - You Can Never Ask Too Much (Of Love) (Reprise)	266
CHRIS REA - Fool (If You Think It's Over) (Elektra/eastwest)	263
JAMIE WALTERS - Hold On (Atlantic)	257
JOE COCKER - Have A Little Faith In Me (550 Music)	231
ANITA BAKER - I Apologize (Elektra/EEG)	198
BOB SEGER AND THE SILVER BULLET BAND - In Your Time (Capitol)	195

singles has been just the currency needed to be embraced by the format out-of-the-box this time around. Among the starters are WHSB, KELI, Z106, K99, WSPT, WALK, WCKQ, WRQX, WQTU, Q93, WBLG, WHAI, WKSQ and KOKO.

Great do-wop always has a place on a discriminating A/C playlist and instant airplay is already in

place at 28 A/Cs for Take 6's "You Can Never Ask Too Much Of Love" including WBMX, WTYD, KVIC, KOSO, WEIM, WMT, KFOR and KLZY.

Be aware that we will be adding as many as 20 new A/C stations to the mix next week, so total spins for every record should increase. It will be a good time to monitor Spins Per Station rather than spinincreases.

New Releases

BONNIE RAITT

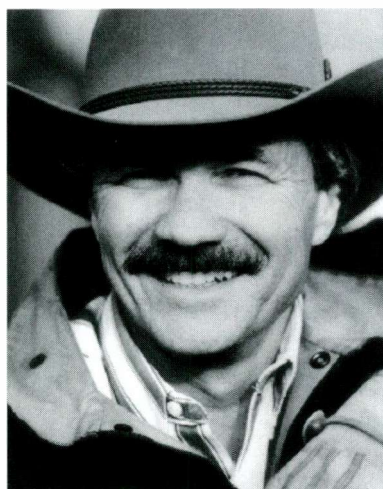
"You Got It" (Arista)

Only Bonnie Raitt could fine tune this Roy Orbison hit to the point where it could, should and will get considerable new A/C airplay. Her star quality, Orbison's legend and a probable hit movie (*Boys On The Side*) give it a better than average leg up.

LONDONBEAT

"Come Back" (Radioactive)

Isn't it just a bit ironic that this hot hot group from 1991 heralds its comeback with a song pleading for a comeback in a relationship. This fine young trio has an extremely danceable and instantly likeable re-entry vehicle.



DAVID GATES

"Save This Dance For Me" (Discovery)

After the minor identity crisis with his first single being labeled either too country or pop, this one finds Gates dancin' with the one who brought him. It's a straight-out pop ballad like those Bread 'n' butter delights of his salad days.

R.E.M.

"Bang And Blame" (Warner Bros.)

Stipe's angst bites the hand that used to feed it. "Bang and Blame" seems to be the result of some bad kiss 'n' tell. His genius as an oblique lyricist is most of his charm. The arrangement adds to the drama and makes it almost irresistible. Hot A/C will eat this one for lunch.

FOREIGNER

"Until The End Of Time" (Rhythm Safari/Priority)

Mick Jones and Lou Gramm continue to anchor Foreigner as they begin a new label deal with Rhythm Safari after 17 years at Atlantic. This one is a typically potent Foreigner power ballad...the kind A/C plays. Listen carefully for Duane Eddy's guitar.

A/C STATION PROFILE

WKWK-FM



88 Waddles Run Rd.

Wheeling, West

Virginia 26003

(303) 232-2250

Fax (303) 232-9725

Owned by Community Service Radio and Hawthorne

FREQUENCY: 97.3 Power 50,000

MARKET SIZE: #209 335,400 TSA

TARGET DEMOGRAPHIC: 25-54

GENERAL MANAGER: Mike Allodi

PROGRAM/OPERATIONS DIR:

Doug Daniels

HOW LONG HAS THE STATION

BEEN A/C? 5 years

AIR TALENT LINE-UP:

6 a.m. - 9 a.m. (K97 Breakfast Club)

Doug Daniels & Jennifer Lyn

9 a.m. - 2 p.m. Jim Conner

2 p.m. - 7 p.m. Jerry Kay

7 p.m. - 12 Mid. Denise Daniels Nite

Lite Love Songs

12 Mid-6 a.m. Al Davidson

weekends Neal Fischer, Rebecca

Robbins and Libby Hall

MUSIC MONITOR

FRIDAY, JANUARY 6, 1995

10 A.M. - 12 NOON

Steve Winwood - "Higher Love"

Vanessa Williams - "The Sweetest Days"

Hall & Oates - "Kiss On My List"

David Foster - "Love Theme from St. Elmo's Fire"

Toni Braxton - "Breathe Again"

Gloria Estefan & M.S.M. - "Bad Boy"

Four Tops - "I Can't Help Myself"

Madonna - "Take A Bow"

Survivor - "The Search Is Over"

Elton John/Kiki Dee - "Don't Go

Breaking My Heart"

Babyface - "When Can I See You Again"

Jon Secada - "Mental Picture"

Whispers - "Rock Steady"

Billy Joel - "Just The Way You Are"

Joshua Kadison - "Picture Postcards From L.A."

Whitney Houston - "Saving All My Love For You"

Mike + the Mechanics - "The Living Years"

Mellencamp/NdegeOcello - "Wild Night"

Gladys Knight & Pips - "Midnight Train To Georgia"

Genesis - "Throwing It All Away"

Celine Dion - "Only One Road"

Benny Mardones - "Into The Night"

Dan Hartman - "I Can Dream About You"

Elton John - "Can You Feel The Love Tonight?"

Luther Vandross - "Always & Forever"

Kennedy Loggins - "I'm Alright"

GAVIN COUNTRY

EDITOR: CYNDI HOELZLE
CONSULTING EDITOR: LISA SMITH



2W	LW	TW		WEEKS	Reports	Adds	H	M	L	HIT FACTOR
7	4	1	SAWYER BROWN - This Time (Curb)	11	207	0	193	11	3	99%
5	3	2	JOHN BERRY - You And Only You (Liberty)	16	204	1	188	12	4	98%
11	7	3	PATTY LOVELESS - Here I Am (Epic)	12	207	0	176	30	1	100%
8	5	4	DOUG STONE - Little Houses (Epic)	13	206	0	176	28	2	99%
12	8	5	TRACY BYRD - The First Step (MCA)	10	207	0	176	23	8	96%
4	2	6	BROOKS AND DUNN - I'll Never Forgive My Heart (Arista)	11	202	0	182	18	2	99%
14	10	7	COLLIN RAYE - My Kind Of Girl (Epic)	9	207	0	155	46	6	97%
13	9	8	MARY CHAPIN CARPENTER - Tender When I Want To Be (Columbia)	8	207	1	133	70	4	98%
15	12	9	WADE HAYES - Old Enough To Know Better (Columbia)	11	207	0	119	82	6	97%
3	1	10	PAM TILLIS - Mi Vida Loca (Arista)	11	180	0	157	19	4	98%
22	15	11	GEORGE STRAIT - You Can't Make A Heart Love Somebody (MCA)	5	206	3	80	120	6	97%
17	14	12	TRAVIS TRITT - Between An Old Memory And Me (Warner Bros.)	9	205	3	75	116	14	93%
18	13	13	SHENANDOAH - Somewhere In The Vicinity (Liberty)	9	206	4	72	119	15	93%
19	16	14	JOHN ANDERSON - Bend It Until It Breaks (BNA Records)	7	203	0	65	126	12	94%
21	18	15	NEAL MCCOY - For A Change (Atlantic)	6	206	4	48	147	11	95%
20	17	16	TOBY KEITH - Upstairs Downtown (Polydor)	9	204	2	58	131	15	93%
25	20	17	TRACY LAWRENCE - As Any Fool Can See (Atlantic)	5	207	4	29	164	14	93%
33	25	18	CLINT BLACK - Wherever You Go (RCA)	4	203	8	9	166	28	86%
34	26	19	CLAY WALKER - This Woman And This Man (Giant)	4	205	4	6	161	38	81%
27	23	20	LITTLE TEXAS - Amy's Back In Austin (Warner Bros.)	5	199	2	11	160	28	86%
24	24	21	BLACKHAWK - Down In Flames (Arista)	6	204	4	11	146	47	77%
23	21	22	SAMMY KERSHAW - Southbound (Mercury)	9	198	2	26	124	48	76%
36	27	23	TRISHA YEARWOOD - Thinkin' About You (MCA)	4	206	5	4	142	60	71%
32	30	24	GEORGE DUCAS - Lipstick Promises (Liberty)	8	195	8	5	110	80	59%
30	28	25	JAMES HOUSE - Little By Little (Epic)	10	189	6	11	105	73	61%
2	6	26	ALAN JACKSON - Gone Country (Arista)	9	143	0	97	27	19	87%
31	29	27	BOY HOWDY - True To His Word (Curb)	8	193	8	5	110	78	60%
35	31	28	KEN MELLONS - I Can Bring Her Back (Epic)	7	177	6	4	81	92	48%
40	33	29	BRYAN WHITE - Look At Me Now (Asylum/EEG)	6	184	14	1	74	109	41%
43	34	30	DAVID BALL - Look What Followed Me Home (Warner Bros.)	4	187	16	0	68	119	36%
37	32	31	LARRY STEWART - Losing Your Love (Columbia)	9	174	9	5	75	94	46%
45	35	32	DOUG SUPERNAW - What'll You Do About Me (BNA Records)	4	185	15	0	67	118	36%
1	11	33	REBA McentIRE - 'Til You Love Me (MCA)	12	119	0	73	29	17	86%
47	38	34	RHETT AKINS - I Brake For Brunettes (Decca)	4	175	21	0	52	123	30%
50	41	35	THE MAVERICKS - I Should Have Been True (MCA)	3	175	36	0	43	132	25%
42	37	36	THE TRACTORS - Trying To Get To New Orleans (Arista)	5	160	14	0	55	105	34%
41	39	37	LISA BROKOP - Take That (Patriot)	11	127	7	6	61	60	53%
NEW	38	38	JOE DIFFIE - So Help Me Girl (Epic)	2	163	122	1	14	148	9%
—	47	39	LARI WHITE - That's How You Know (RCA)	3	159	45	0	17	142	11%
NEW	40	40	VINCE GILL - Which Bridge To Cross (MCA)	1	148	133	1	14	133	10%
NEW	41	41	DIAMOND RIO - Bubba Hyde (Arista)	1	138	118	0	14	124	10%
49	46	42	SHANIA TWAIN - Whose Bed Have Your Boots Been Under (Mercury)	4	132	18	0	22	110	17%
—	49	43	RICKY VAN SHELTON - Lola's Love (Columbia)	3	118	15	0	23	95	19%
44	44	44	HANK WILLIAMS JR. - I Ain't Going Peacefully (MCG/Curb)	6	100	4	1	33	66	34%
48	48	45	CHRIS LeDOUX - Tougher Than The Rest (Liberty)	5	92	2	0	42	50	46%
NEW	46	46	DAVIS DANIEL - Tyler (Polydcr)	3	91	21	0	7	84	8%
—	50	47	PERFECT STRANGER - Ridin' The Rodeo (Pacific)	6	76	5	0	19	57	25%
NEW	48	48	CHELY WRIGHT - Sea Of Cowboy Hats (Polydor)	1	83	66	0	3	80	4%
NEW	49	49	GARTH BROOKS - The Red Strokes (Liberty)	5	62	5	7	13	42	32%
10	36	50	MARK CHESNUTT - Going Through The Big D (Decca)	13	57	0	14	28	15	74%

Total Reports: This Week 207 Last Week 208
Hit Factor is a percentage of stations which will have the song in Heavy or Medium rotation.
Reports accepted: Mondays - 8am through 5pm
Station Reporting Phone: (415) 495-1990 Gavin Fax: (415) 495-2580

Most Added

- VINCE GILL (133)**
"Which Bridge To Cross" (MCA)
- JOE DIFFIE (122)**
"So Help Me Girl" (Epic)
- DIAMOND RIO (118)**
"Bubba Hyde" (Arista)
- CHELY WRIGHT (66)**
"Sea Of Cowboy Hats" (Polydor)
- BILLY RAY CYRUS (46)**
"Deja Blue (Mercury)

Top Requests

- ALAN JACKSON**
- JOHN BERRY**
- PAM TILLIS**
- BROOKS & DUNN**
- REBA McentIRE**

RECORD TO WATCH

CHELY WRIGHT
"Sea Of Cowboy Hats"
(Polydor)
KDDK, KEBC, KIKF, WBKR,
WSM, KNIX, WDAF are some
of the eighty three stations
that think this could be the
record to break Chely.

Inside Country

RADIO NEWS

Lee Logan, former **KNEW/KSAN-SF** OM has taken over as OM of **KFRG/KOOJ**-San Bernardino, replacing **Jan Jeffries** who left late last year. Logan spent seven years at **KSAN**, many of them working with sister station **KZLA**-Los Angeles.

Meanwhile, back in the bay, things are heating up as **Larry Paregis** takes over the reigns at **Young Country**-San Francisco. Tapping into Super Bowl fever, the station began calling itself "**Steve Young Country**," and recruited the 49er quarterback to record some liners. **KNBR**, the market's sports station who owns the rights to the 49ers broadcasts, slapped **Young Country** with a Cease & Desist, which Paregis promptly read on the air. Needless to say, the phones went wild. The station also asked listeners what they would do to win a trip to the Super Bowl. One loyal female fan stood along the highway and flashed 49 semis in a row.

WYAY's Rhubarb Jones will host the Rhubarb Jones Celebrity Golf Classic to benefit the Leukemia Society of America, Georgia Chapter, May 1. So far, **Mark Collie**, **T. Graham Brown**, **Billy Dean**, **Randy Owen** and **Aaron Tippin** are signed up to play. For more info, contact entertainment chairman **Bruce Burch** at (615)

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Loaded With Extras.

Pasture, Highway, City,
This is what drives the Country.

STANDARD FEATURES

GRAMMY NOMINEE: *Best Country Performance By A Group With Vocal*

Debut Single: "Baby Likes To Rock It"

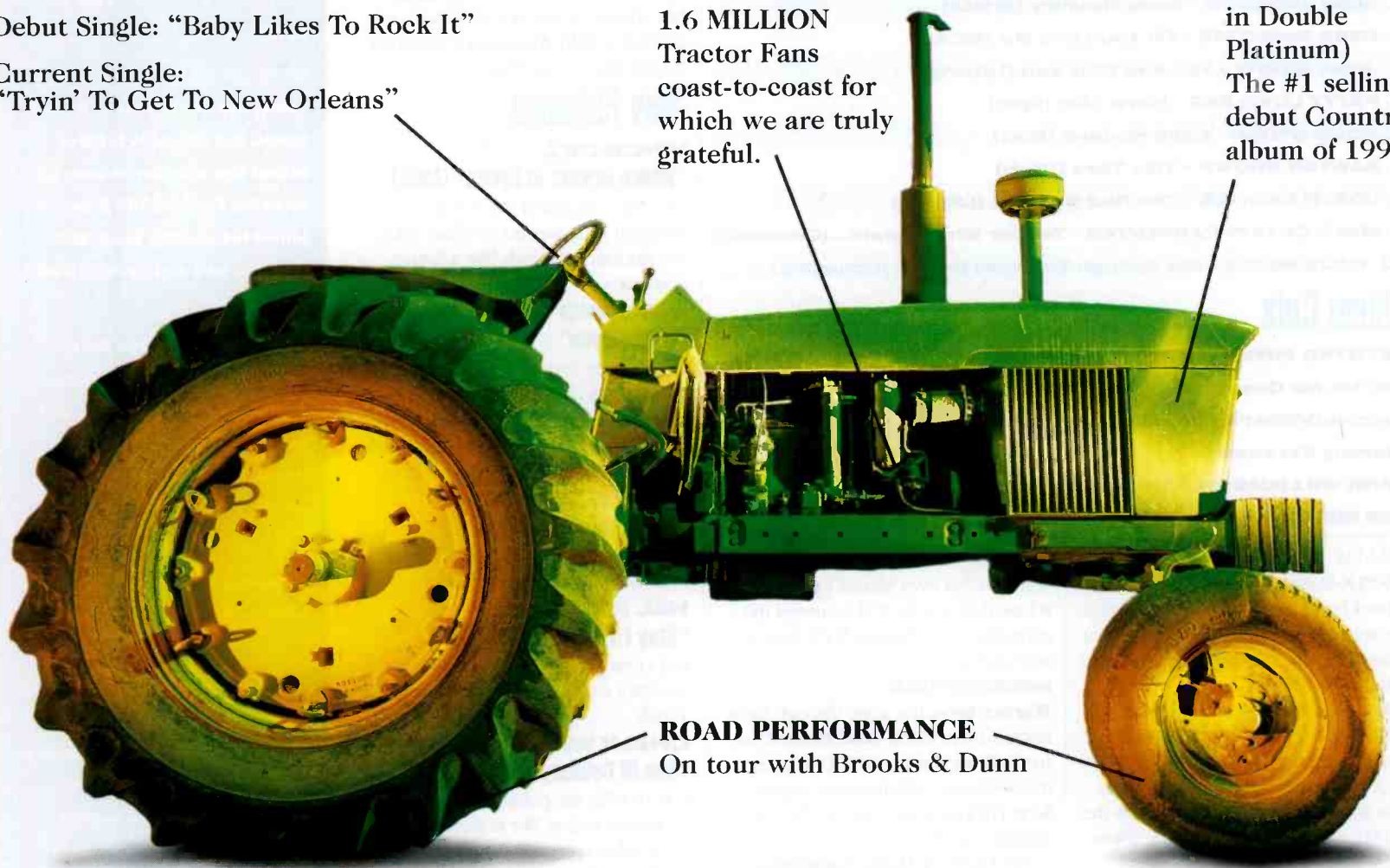
Current Single:
"Tryin' To Get To New Orleans"

RECOMMENDED FUEL

The continued support of Retail, Radio, TV and Print media, and more than 1.6 MILLION Tractor Fans coast-to-coast for which we are truly grateful.

COLOR

PLATINUM
(Soon available in Double Platinum)
The #1 selling debut Country album of 1994



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On tour with Brooks & Dunn

THE TRACTORS

1995 Series

"In loving reclamation of that time when Country, Rock, and Soul were just a beat apart. Go get the album!"
-CD Review

"This veteran Oklahoma quintet comes with a major league resume and a knack for laying down barrelhouse boogie and hard country with uninhibited joy. Grade : A"
-Entertainment Weekly

"★★★★ (Four Stars)"
-New Country Magazine

"Album of the Year!!!"
-TNN Country News

"Ripley refuses to compromise his musical vision, as a result he's come up with one of the year's best - and most honest - albums..."
-United Press International

"Road-tested veterans who have played with the best....and can play just about anything. Great music!"
-USA Today

Up & Coming

Reports	Adds	Weeks	
70	9	3	MARIE DSMOND - What Kind Of Man (Curb)
66	46	1	* BILLY RAY CYRUS - Deja Blue (Mercury)
58	7	6	RUSS TAFF - Love Is Not A Thing (Reprise)
51	1	5	PATRICIA CONROY - Somebody's Leavin' (WEA)
46	19	2	DON COX - Honey, Don't Pay The Ransom (Step One)
43	43	1	* HAL KETCHUM - Stay Forever (MCG/Curb)
39	31	1	* DARON NORWOOD - Bad Dog, No Biscuit (Giant)
26	25	1	* ALABAMA - Give Me One More Shot (RCA)
25	4	1	* KENDALLS - Make A Dance (Lonesome Dove)

Dropped: #19-Martina McBride, #22-Diamond Rio, #40-Tim McGraw, #42-Rick Trevino, #43-Aaron Tippin, #45-Jed Zeplin, Amie Comeaux, Noah Gordon, Kr sti Amos.

* Indicates Debut

Top Ten Videos

Courtesy of Country Music Television 

1. PAM TILLIS - Mi Vida Loca (Arista)
2. ALAN JACKSON - Gone Country (Arista)
3. REBA McENTIRE - Till You Love Me (MCA)
4. JOHN BERRY - You And Only You (Liberty)
5. PATTY LOVELESS - Here I Am (Epic)
6. DOUG STONE - Little Houses (Epic)
7. SAWYER BROWN - This Time (Curb)
8. GARTH BROOKS - The Red Strokes (Liberty)
9. MARY CHAPIN CARPENTER - Tender When I Want...(Columbia)
10. WADE HAYES - Old Enough To Know Better (Columbia)

Album Cuts

- SKYNYRD FRYNDS - Sweet Home Alabama (Alabama)/Don't Ask Me No Questions (Travis Tritt)/Simple Man (Confederate Railroad)/What's Your Name (Steve Earle)/I Know A Little (Sammy Kershaw)
- HANK WILLIAMS JR. - Hog Wild/It's A Start
- JOE DIFFIE - Good Brown Gravy/Junior's In Love

297-5134.

KPLX-Dallas sponsored a High School Food Drive last November, and the winning school was just given their prize: A private free concert in the gym with Rhett Akins.

Jay Walker called to report that KLIK AM-Jefferson City will began simulcasting on KZMO's frequency, 94.3, beginning February 1. New studios are being built, and as soon as the 50,000 upgrade is approved the "New KLIK FM" will be on the air. Stay tuned.

"Duelin'" Luke Dalton is the new PD at WGLR, replacing an exiting Dean Michael. Dalton moves North from KASE/KVET-Austin...Rita Jensen is the new promotion director at WOOZ-Carbondale, IL... KGKL's Jeremy Gibson has been promoted from AMD to MD, and will take calls Monday through Thursday from 3-4 p.m. PD Linda Stone will still take calls Monday through Thursday from 2-3 p.m.

ARTIST NEWS

Aaron Tippin proposed to his girlfriend and business partner Thea Corontzos over the holidays...Lari White will sing "That's How You Know," on *Late Show with David*

Letterman February 1...Marty Stuart will have his own Marvel Comic Book released in March. Will he reveal the mysteries of his hairdo? We'll have to wait and see...

INDUSTRY TALK

Warner Bros. has gone through some restructuring, hiring Brad Howell (formerly Brad West of KNIX) to cover the Southeast, which means mighty Ken Tucker moves over to the Mid-Atlantic region.

The Country Music Association's 29th Annual Awards will be held on Wednesday, October 4, and telecast on CBS. The CMA also announced that their talent buyers expo, SRO, will be held October 5-7. The organization has added Rick Murray as manager of marketing services, and Jim Moody as administrative services support assistant.

The Country Radio Broadcasters second regional conference, CRS Southeast, will take place October 20-21 in Charlotte, NC.

Congratulations to Fox/Hunter's Mitchell Fox and his wife Monica on the birth of their first child, daughter Elizabeth Grace, born January 17.

Songwriter Sam Hogin has joined the staff of Starstruck Entertainment as

the company's head of A&R...BNA Entertainment will now be known as BNA Records.

Leadership Music presented the first annual Nashville Music Awards (NAMMIES) last week. The awards show, which featured presenters Amy Grant, Trisha Yearwood, Martina McBride, Rodney Crowell and Guy Clark was a testament to the talent—from country to gospel to blues—calling Nashville home. WSIX was named Radio Station Of The Year, going up against popular AAA station WRLT. The awards show was dedicated to the memory of Dale Franklin, the founding executive director of Leadership Music, who died December 24.

OOPS

We were so excited about Magnatone's Shelby Lynne release that we flubbed up and mentioned it was the label's first release, when in reality they are gearing to Billy Montana's first single "Didn't Have You" March 13.

New Releases

VINCE GILL

"Which Bridge To Cross" (MCA)

Our "Hot" record of the week is a beautiful song written by Vince with Bill Anderson. Sounds like a future classic to us.

DIAMOND RIO

"Bubba Hyde"

Listeners are loving this humorous tale of Marty Jekyl's weekly transformation into Bubba Hyde. It's been one of the most popular cuts from Diamond Rio's Love A Little Stronger album.

BILLY RAY CYRUS

"Deja Blue" (Mercury)

Billy Ray comes through with a very radio-friendly, up-tempo rocker.

HAL KETCHUM

"Stay Forever" (MCG/Curb)

Hal's first single for MCG/Curb is a beautiful song he wrote with Benmont Tench.

CHELY WRIGHT

"Sea Of Cowboy Hats" (Polydor)

Lots of folks are pulling for this talented Kansas native. We're hoping this song, which she co-wrote with Dale Dodson and Jimmy Melton, will be the one to break Chely.

DARON NORWOOD

"Bad Dog, No Biscuit" (Giant)

Needless to say, this one's not about Daron's pet dog. However, it is a good time song that should light up the request lines.

ALABAMA

"Give Me One More Shot" (RCA)

This cut should easily earn its rightful place on their Greatest Hits III album.

KENDALLS

"Make A Dance"

(Lonesome Dove)
A great storyline and Jeannie Kendall's terrific voice make a really special combination.

ARTIST PROFILE

RICKY VAN SHELTON



FROM: Grit, Virginia

LABEL: Columbia

CURRENT SINGLE: "Lola's Love"

MUSICAL BEGINNINGS: As a youngster, Ricky played in rock bands, but when his brother bribed him with the chance to drive his Fairlane 289 if he joined his country band, Rick took the bait and country took over Ricky.

BIG BREAK: In 1986 Steve Buckingham, VP of Columbia A&R, heard Ricky perform and two weeks later they were in the studio working on his first album.

HOBBIES: Ricky still really is a "simple man," and he loves to work on his cars.

OTHER INTERESTS: In 1992, Ricky wrote and published *Tales From A Duck Named Quacker*, the first in a series of children's books. It has sold more than 75,000 copies so far and his second book, *Quacker Meets Mrs. Moo's* sales have already exceeded the first. The third book in the series of six, *Quacker Meets Canadian Goose*, hit bookstores in September.

PETS: Three dogs—Zeus, Chow and Red Dog.

HE SAYS: "When I was about five years old, I told my mama I wanted to sing and draw pictures. I never changed my mind and I never stopped believing that it would come true."

GAVIN CLASSIFIEDS

Limited to 25 words, free classified listings provide subscribers with job openings and available talent information. For classified listing information contact Stacy Baines at 415-495-1990 and fax at 415-495-2580. To advertise in GAVIN Classifieds, contact Chris L. Mitchell at 415-487-8995 and fax at 415-495-487-1753

The Lund Letter

ANALYSIS AND IMPROVING THE FALL RATINGS

Part 3

Continued from last week, action steps to assist your analysis and improving your Fall book.

10. Analyze the air staff's performance. Did they:

Employ the principles and basics of good radio programming?

Follow format requirements and music rotations?

Provide important service elements (weather, traffic, etc.)?

Provide listener and daypart relatives?

Talk too much and for too long?

Was the air staff: Prepared?

Genuinely enthusiastic when promoting the station name and position?

Bright, friendly, personable, conversational (but not verbose)?

Having a good time on the air?

11. Examine commercial content:

Was your commercial count too high as compared to competitors?

Did the "big winners" feature commercial free hours or promote that they played fewer commercials? If so, what was the unit/minute count of each?

12. How's your station's music policy?

Are you still executing the format as designed, or have subtle changes occurred over time that change the intended product?

Has the timing for current additions changed?

Are you exposing new product sooner than your competitors?

Are you changing your powers faster than in the past?

Have you adjusted the category exposure percentages?

Has the era balance shifted? Are you dayparting more?

If you made adjustments, were they based on research done for the station?

13. How many similarly formatted stations are there in your market?

14. Identify the differences that listeners may perceive between yours and similarly formatted radio stations.

Do they match your expectations?

Are the positive differences being properly promoted as listener benefits?

15. Are there format opportunities available in your market that would generate bigger ratings and revenue if properly executed?

16. Has the market changed since you last conducted perceptual research?

17. Design a sales strategy "regardless" of the book:

Look for good numbers in any demographic and spotlight them.

Use monthly trends (when available).

Average past books with current numbers.

Sell come over AQH if come is up. Ignore the book, sell knowledge, results, station familiarity, and record of effective service for clients.

Call it a fluke. It may have been! Plan for a strong turnaround in Spring.

18. Plan a strategy conference with consultant. Keep him up to date with what's happening on the station. Fax upcoming promotions and events., market activities, competition updates, etc. Being outside the market, he may notice trends that you don't see.

You have long days ahead as you prepare for the challenge in Spring. Make the time to meet with the staff and get their input. Surround yourself with a team that is creative, positive, full of energy, dedicated to working for a winner, and are not satisfied to be in second place.

JOHN LUND IS PRESIDENT OF LUND MEDIA RESEARCH AND THE LUND CONSULTANTS TO BROADCAST MANAGEMENT, INC., A FULL SERVICE RADIO RESEARCH PROGRAMMING, AND CONSULTING FIRM IN SAN FRANCISCO. CALL JOHN LUND, (415) 692-7777

By John Lund

CLASSIFIEDS

Job Openings

WZNY/FM Augusta, Georgia has an immediate opening for 7:00pm - 12mid. AT. Great phones, hot production and remotes. Great benefits and pay with very stable company. T&R: Bruce Stevens, 2743 Perimeter Parkway, Building 200, Suite 105, Augusta, GA 30909. EOE [1/27]

SPORTS DIRECTOR/Anchor needed for Midwest heritage N/T. Versatility, great ideas and understanding of 90's N/T a must. News writing, p-b-p a plus. T&R: Stacy Baines, 140 Second St., San Francisco, CA 94105. EOE [1/27]

WNNJ is searching for a great morning host. Hot AC in search of someone entertaining, creative and who wants to be part of a winning team. T&R: Program Director, PO Box 40, Newton, NJ 07860. EOE [1/27]

KWAV has evenings open in Monterey. Central California's top rated AC has a rare opening for evening drive/love songs til midnight. T&R: Bernie Moody, PO Box 1391, Monterey, CA 93942. [1/27]

ZAPIS COMMUNICATIONS CORPORATION is currently looking for a professional AT or team for one of our radio stations. We prefer candidates to have experience in this related area. T&R: Lee Zapis,

2510 St. Clair Ave., Cleveland, OH 44114. [1/27]

Available

LOOKING FOR SEATTLE on-air gig. Full or part-time. 15 years experience. AC, Country, Jazz. Excellent track record. JOHN: (206) 489-8594. [1/27]

HARDWORKING, reliable, young, talented, Brown Institute Graduate looking for first on-air job. Relocation is not a problem. PAUL: (612) 686-5279. [1/27]

RECENT GRAD seeking first on-air shot. Energetic, professional, hardworking, and willing to do anything. Shift/format open. CHRISTOPHER: (612) 257-5148. [1/27]

SEEKING medium to major market East Coast news reporting gig from station seriously looking for hardworking team player. Will relocate. SUSAN: (217) 359-1624. [1/27]

DEDICATED, HARD WORKER and loads of fun seeking first part-time AT position on a country station in small to medium market. TIM: (612) 345-5867. [1/27]

RADIO IS MY LIFE (at least for the last 25 years). Veteran broadcaster seeking stable OM/PD/AT position in medium or small market. MIKE: (419) 243-0043. [1/20]



The **FAT MUSIC** Show
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• Mail: Fat Music Network, P.O. Box 1889, Freedom, CA. 95019

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Job Tip Sheet

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We're the largest, most complete job listing service in radio averaging over 350 of the hottest jobs weekly in all markets/all formats for air talent, PD, MD, news, talk, production, promo & more. 22-years of on-air-experience helps me understand your needs. Compare us & you'll see the difference! We're BIGGER, BETTER & FASTER! Remember... your career is our business!



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GAVIN AMERICANA™

ASSOCIATE EDITOR:
ROB BLEETSTEIN



SEMINAR AGENDA:

Here's the roundup of Americana events for the New Orleans Seminar:

Thursday Feb. 16, 6p.m.

Americana Welcome Showcase with Discovery Recording Artists Blue Rodeo and Rounder recording artists The Delevantes.

Friday Feb. 17, 11a.m.

Americana roundtable: An informal gathering to map out the format's course, with special musical guests. Luncheon sponsored by Counterpoint Music Group immediately follows.

Friday Feb. 17, 1p.m.

Hightone Records Tulare Dust Showcase with Dave Alvin, Tom Russell, Rosie Flores, Joe Ely and Robert Earl Keen.

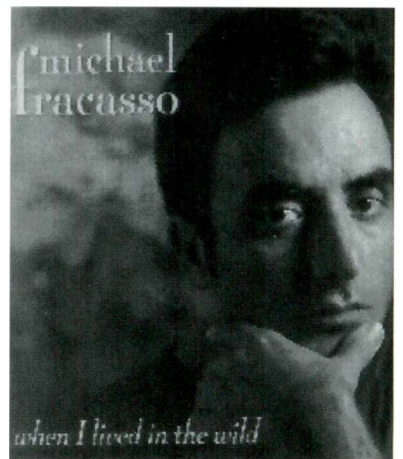
Friday Feb. 17, 9p.m.

Americana Showcase at Tipitina's: Tearing the roof off of New Orleans' legendary club will be MCA artist Joe Ely, Curb artist Junior Brown, Sugar Hill artist Robert Earl Keen, Atlantic artist Jim Lauderdale and Capitol artists Bone Pony.

Saturday Feb. 18, 3p.m.

Americana: Blazing the new trail. Panelists include Pete Anderson, producer/artist; Laura Hopper, KPIG radio; Dallas Dobro, KICE radio; Jon Grimson, Counterpoint Music Group; Abby Goldstein, KERA radio.

New Releases



MICHAEL FRACASSO When I Lived In The Wild (Bohemia Beat)

With his smoother than silk vocals and terrific songwriting, Michael Fracasso returns with a splendid outing. Packed with fourteen tracks, *When I Lived In The Wild* wisely kicks off with stark yet sweet versions of "Tell Mary," "The Widow's Son" and "Back To Oklahoma." Other standouts include "Big Sister," "One By One" and the title cut. Excellent musicianship abounds from the likes of Mike Hardwick and Ian McLagen, along with Dave McNair's tasty production. But it's Fracasso's vocals and songs that are forefront, and that's right where they should be.

Most Added

MARTIN ZELLAR (8)

MICHAEL FRACASSO (7)

HEATHER MYLES (7)

NICK LOWE (6)

MARY KARLZEN (5)

Top Tip



SPANIC FAMILY

Spanic Family Album
(East Side Digital)

Jumping onto this week's chart at 31, father and son Tom and Ian Spanic shed the rockabilly for some major country roots. There are lots of uptempo pedal steel laden numbers to choose from, especially "What's In Those Eyes" and "The Harder I Look." "She Waits" is a ballad to be reckoned with. Dig in.

Inside Americana

A big welcome to new reporter **Larry Weir** at KDHX/FM-St. Louis, Missouri. Send him the goods at KDHX, 3504 Magnolia, St. Louis, MO 63118. He'll take music calls on Thursdays 12-2 p.m. Central Time. Feedback to our first run has been rather good from all sides, especially radio. We're definitely onto something here, as noted by *USA Today*, *Entertainment Weekly*, *TNN Country News* and various dailies throughout the country.

LW	TW	Reports	Adds	H	M	L	
1	1	TULARE DUST (HighTone)	45	1	18	24	3
3	2	MARY CHAPIN CARPENTER (Columbia)	32	0	17	11	4
5	3	NICK LOWE (Upstart/Rounder)	38	6	6	21	8
2	4	NANCI GRIFFITH (Elektra/EEG)	31	0	11	17	3
6	5	ROBERT EARL KEEN (Sugar Hill)	29	0	9	15	5
4	6	GREG BROWN (Red House)	27	0	11	13	3
12	7	BLUE RODEO (Discovery)	24	1	7	12	4
7	8	LYLE LOVETT (Curb/MCA)	20	0	10	9	1
8	9	STEVE KOLANDER (River North)	25	3	3	13	8
9	10	THE MAVERICKS (MCA)	17	0	9	6	2
10	11	JIM LAUDERDALE (Atlantic)	23	3	4	11	7
11	12	THE TRACTORS (Arista)	17	0	9	7	1
15	13	BOTTLE ROCKETS (East Side Digital)	21	1	3	14	4
19	14	KATY MOFFATT (Watermelon)	25	2	2	13	9
18	15	BARRY & HOLLY TASHIAN (Rounder)	23	1	2	11	9
16	16	RAY WYLIE HUBBARD (Deja Disc)	20	1	1	13	6
17	17	LUCY KAPLANSKY (Red House)	17	2	4	10	3
21	18	TOWNES VAN ZANDT (Sugar Hill)	21	0	2	13	6
24	19	VICTORIA WILLIAMS (Mammoth)	18	0	3	14	1
35	20	IRIS DeMENT (Warner Bros.)	19	0	2	13	4
34	21	WAYLON JENNINGS (RCA)	15	0	8	4	3
23	22	GEORGE DUCAS (Liberty)	14	0	7	6	1
36	23	DAVID BALL (Warner Bros.)	14	0	7	6	1
13	24	SHAWN COLVIN (Columbia)	14	0	7	6	1
20	25	TISH HINOJOSA (Warner Bros.)	17	0	1	13	3
26	26	PHIL ALVIN (HighTone)	15	0	3	6	6
38	27	SONNY LANDRETH (Zoo/Praxis)	16	1	5	7	4
31	28	RODNEY CROWELL (MCA)	17	0	3	8	6
27	29	TOM PETTY (Warner Bros.)	12	0	6	4	2
—	30	PATTY LOVELESS (Epic)	12	1	5	6	0
—	31	SPANIC FAMILY (East Side Digital)	17	3	1	10	5
22	32	MERLE HAGGARD (Curb)	14	1	3	7	4
25	33	DAVE ALVIN (HighTone)	16	1	3	8	4
—	34	JOHNNY CASH (American)	14	0	2	8	4
37	35	JOHN GORKA (High Street/Windham Hill)	13	0	3	8	2
39	36	SHAVER (Zoo/Praxis)	14	0	1	10	3
—	37	ASLEEP AT THE WHEEL (Liberty)	13	0	3	7	3
—	38	WYLIE & THE WILD WEST SHOW (Cross Three)	16	2	0	9	6
—	39	WILLIE NELSON (Justice)	14	1	2	7	5
40	40	BILL KIRCHEN (Black Top)	14	0	0	10	4

Chartbound

Pete & Maura Kennedy (Green Linnet)

Don Walser (Watermelon)

George Jones (MCA)

Kimberly M'Carver (Philo)

Martin Zellar (Rykodisc)

Kate Mackenzie (Red House)

Chesapeake (Sugar Hill)

RECORD TO WATCH

MARTIN ZELLAR Born Under

(Rykodisc)

Impressive outing from former leader of Minneapolis' Gear Daddies. Rocking country arrangements doing well for WAKX, KTJJ, WFUV, KPIG, KSDM, WMNF, KOTO.

GAVIN AMERICANA 7*



Don't miss the **BLUE RODEO AMERICANA WELCOME SHOWCASE**
Thursday, February 16, 6pm at the Hyatt

"BLUE RODEO, a stylistic hyphenate (country-rock-folk) has made its fifth, and best album. This is an album to return to again and again." —Tony Scherman, *The New York Times*

"Among the year's highly recommended but largely overlooked gems: BLUE RODEO, *Five Days in July*. ...A celebration of pre-digital musical virtues: emotional honesty, spontaneity, and savvy songcraft." —Edna Gunderson, *USA Today*

"Five Days in July...a hand's down winner. Too long overlooked!" —Marilyn Gillen, *Billboard*

1995 Daze in America Tour continues...

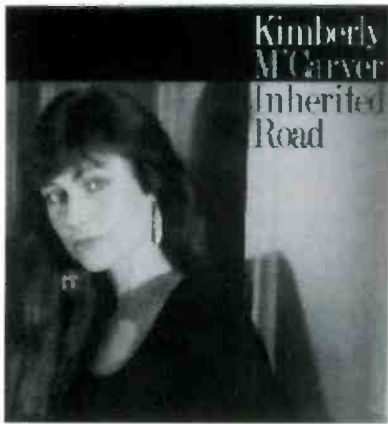
HIGHLIGHT DATES

Monday	3/13	Pittsburgh
Friday	3/10	Philadelphia
Friday	3/17	Chicago
Saturday	3/11	New York
Thursday	3/30	Los Angeles

Contact: Claudia Stewart / Discovery Records (800) 377-9620



DISCOVERY®



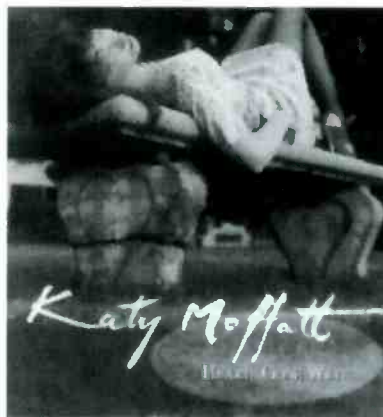
KIMBERLY M'CARVER
Inherited Road
(Philo)

For months I'd been hearing the name. Then I heard not only the voice, but the words it invoked, and I knew I was hearing something very special. M'Carver's *Inherited Road* is so full of that Texas border country-folk flavor that one should qualify for frequent flyer miles to that region after just a few listens. The title cut tells you right off the bat where M'Carver is coming from, and what follows

leaves no doubt as to where she's heading. "This Cold Night" and "Blue Norther" serve up that perfect blend of country-meets-blue-grass, with superb backing by Jerry Douglas & Stuart Duncan. But if you're looking for that one killer tune to hook you instantly, head for "Waiting" and M'Carver will remove any hesitation. "Alimentar Mi Alma" could also do for Americana what "Mi Vida Loca" has done for country. Inherit this one soon.

KATY MOFFATT
Hearts Gone Wild
(Watermelon)

One of music's true survivors, Katy Moffatt pushes the envelope once again with a powerful vocal performance on this collection of 12 songs from the heart. With co-writing help from the likes of Rosie Flores, Wendy Waldman and co-producer Tom Russell, Moffatt covers lots of musical terrain. There's barroom weepers ("Through With You"), love songs of all kinds ("Ruin This Romance," "Hellbound

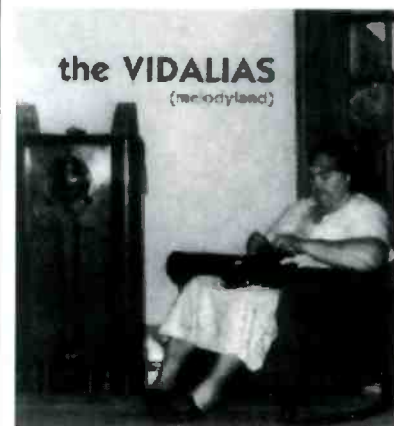


Heart") and lots of wild tales ("Crazy Dangerous And Blue"). Katy Moffatt is no red-headed stranger to many folks all over the world. If you're unfamiliar with her, *Hearts Gone Wild* is a perfect introduction.

THE VIDALIAS
Melodyland
(Upstart/Rounder)

Good 'ole country-rock is alive and well and coming straight outta Atlanta. Led by Chuck Walston's plaintive writing and melodies, what

really makes the Vidalias gel is the smooth pedal steel guitar work of Henry Bruns. One listen to "Tokens Of Affliction," "End Of The Night," or "Innocent Bystander" will most likely make you a believer. The heavy Duane Eddy-like twang of "I'm Gone" and the uptempo "Play Me For A Fool" could easily become Americana staples. *Melodyland* is high on country melody, with a distinct touch of non-mainstream vocalization. If my ears could drink I'd say The Vidalias are a fine Atlanta micro-brewery.



Americana Music Promotion

Get to the source.

Chuck Gregory

Ph: (914) 358-1775 Fax: (914) 358-7673

GAVIN JAZZ

JAZZ EDITORS:
KENT/KEITH
ZIMMERMAN



LW	TW		Reports	Adds	H	M	L
1	1	PHAROAH SANDERS QUARTET (Evidence)	86	1	70	13	2
2	2	WINARD HARPER (Epicure/Epic)	80	2	65	11	3
5	3	PROJECT G-5 (Evidence)	84	1	58	21	4
7	4	GERI ALLEN TRIO (Blue Note)	82	0	58	20	4*
12	5	DARRELL GRANT QUARTET (Criss Cross)	80	1	54	20	5
9	6	RON CARTER (Blue Note)	79	0	55	20	4
11	7	TEODROSS AVERY (GRP)	76	1	60	12	3
3	8	GERRY MULLIGAN QUARTET (Telarc Int'l)	75	0	57	18	0
6	9	CECIL BROOKS III (Muse)	76	2	55	18	1
15	10	HENDRIK MEURKENS (Concord Jazz)	79	1	43	25	10
16	11	PHILIP HARPER (Muse)	85	4	32	38	11
10	12	JAY HOGGARD (Muse)	76	0	51	18	7
14	13	JOSHUA BREAKSTONE QUARTET (Capri)	76	1	43	26	6
19	14	JAMES SPAULDING (Muse)	80	2	30	35	13
4	15	KEVIN MAHOGANY (Enja)	73	1	47	16	9
18	16	LEON PARKER (Epicure/Epic)	73	2	35	26	10
8	17	DAVID "FATHEAD" NEWMAN (Kokopelli)	68	1	45	19	3
13	18	TOOTS THIELEMANS (Private Music)	69	0	39	24	6
22	19	JOE LoCASCIO (Heart Music)	67	3	32	22	10
20	20	CHARLES BROWN (Verve/PolyGram)	58	0	35	16	7
25	21	SCOTT HAMILTON (Concord Jazz)	56	0	28	25	3
24	22	TOM TALBERT JAZZ ORCHESTRA (Sea Breeze)	63	0	22	27	14
37	23	MICHAEL LOGAN (Muse)	72	6	8	38	20
28	24	HANNIBAL (Muse)	60	1	14	40	5
31	25	RICKEY WOODARD (Concord Jazz)	59	1	20	26	12
32	26	JESSE DAVIS (Concord Jazz)	54	0	23	25	6
17	27	RAY BROWN TRIO (Telarc Int'l)	52	0	30	16	6
38	28	MICHAEL CARVIN (Muse)	64	2	10	31	21
49	29	CLARK TERRY (Mons)	71	10	6	28	27
35	30	MARK MURPHY (Muse)	62	2	11	29	20
27	31	DAVE KIKOSKI (Epicure/Epic)	51	0	19	27	5
23	32	JIMMY SMITH TRIO (Blue Note)	49	0	20	21	8
36	33	LASZLO GARDONY (Avenue)	56	4	12	29	11
21	34	WINSTON WALLS (Schoolkids')	49	0	14	27	8
—	35	CHARLES McPHERSON (Arabesque)	71	16	5	22	29
29	36	RON JACKSON (Muse)	52	0	8	32	12
26	37	GEORGE SHEARING (Telarc Int'l)	46	0	19	17	10
30	38	WESSELL ANDERSON (Atlantic)	45	0	19	18	8
—	39	GONZALO RUBALCABA (Blue Note)	72	13	2	21	36
40	40	GORDON LEE (Unity Label Group)	49	4	7	27	11
43	41	RON CARTER/RICHARD GALLIANO (Evidence)	48	1	6	25	16
33	42	MARK WHITFIELD (Verve/PolyGram)	41	0	14	19	8
—	43	MARK NIGHTENGALE (Mons)	57	15	2	19	21
34	44	TIGER OKOSHI (JVC)	36	0	13	15	8
50	45	BILLY ROSS (Milestone)	41	3	8	15	15
—	46	RIVERSIDE REUNION BAND (Milestone)	36	5	6	20	5
39	47	BETTY CARTER (Verve/PolyGram)	35	0	11	13	11
—	48	JON WEBER (IMI)	50	8	0	17	25
47	49	KEITH SAXTON & KEVIN HOLEVAR (KMH)	37	1	7	13	16
—	50	GRP ALL-STAR BIG BAND (GRP)	53	19	1	16	17

Most Added

CHRISTIAN McBRIDE (57)

Gettin' To It (Verve)

PAT METHENY GROUP (42)

ive Here (Geffen)

JOHNNY ADAMS (35)

The Verdict (Rounder)

CHIP WHITE (34)

Harlem Sunset (Postcards)

JEFF JARVIS (32)

Contents Under Pressure (Positive Music)

DORI CAYMMI (23)

If Ever... (Qwest/Warner Bros.)

ERIC REED (22)

The Swing And I (MoJAZZ/Motown)

BILL CUNLIFFE (22)

Bill In Brazil (Discovery)

Top Tip

CHARLES McPHERSON

First Flight Out (Arabesque)

GONZALO RUBALCABA

Diz (Blue Note)

Charles McPherson charts higher with three more heavies and mediums, while Gonzalo Rubalcaba squeaks ahead in total airplay 72 to 71.

RECORD TO WATCH

PAT METHENY GROUP

We Live Here

(Geffen)

Pat Metheny's latest group effort, with an increased presence from Lyle Mays, proves to be a double format delight.

Chartbound

*CHRISTIAN McBRIDE (Verve)

BILL CUNLIFFE (Discovery)

ERIC REED (MoJAZZ/Motown)

*CHIP WHITE (Postcards)

PAT METHENY GROUP (Geffen)

*DAVE SLETTEN (Igmood)

*JOHNNY ADAMS (Rounder)

*JACK DeJOHNETTE (Blue Note)

*BILLY CHILDS (Stretch/GRP)

*JEFF JARVIS (Positive Music)

TOM PERON/BUD SPANGLER (Monarch)

BETH ULLMAN/RICHARD HARNEY (Soul Prayer)

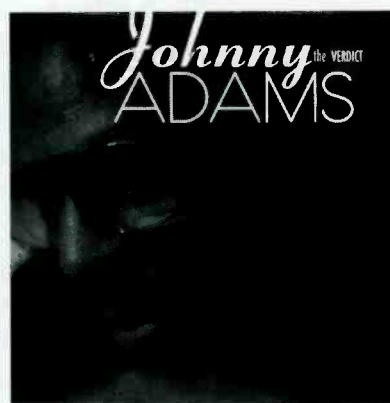
*CHICK COREA, ETC. (Stretch/GRP)

*JAZZ AT THE MOVIES BAND (Discovery)

Dropped: #41 Michel Camilo, #42 Marcus Roberts, #44 Dave Brubeck, #45 Sheila Jordan, #46 Patricia Barber, #48 Clayton/Hamilton.

JOHNNY ADAMS

The Verdict



Rounder 2135

See Johnny Adams
LIVE at Howlin'
Wolf's during the
Gavin Convention,
on Thursday,
February 16th

KXJZ	KSDS	KJAZ	KSJS
KCBX	KUOP	KAJX	KUVO
KMHD	KPLU	WSIE	WGLT
WVPE	KCKK	WEMU	KCND
KDSU	WOUB	WJAB	WUSF
WFPL	WTUL	WFSS	WTEB
WSHA	KNTU	WBGO	WBFO
WXXI	WDUQ		

For Jazz Radio promotion contact
Freddie Mancuso
(702) 457-8815

Brad Paul/Rounder Records
(617) 354-0700 x0

Blue numbers indicate new entry

Reports accepted Thursday only 9am - 3pm

Station Reporting Phone: (415) 495-1990 Gavin Fax: (415) 495-2580

GAVIN A²

ADULT ALTERNATIVE
EDITORS: KENT/KEITH
ZIMMERMAN



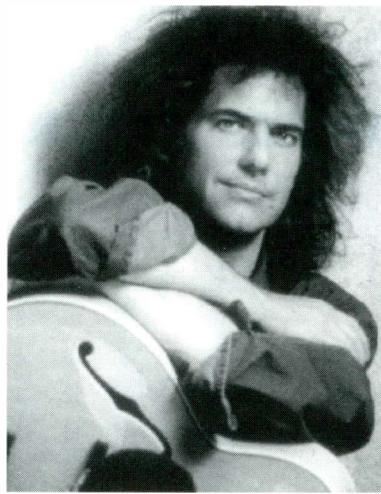
LW	TW		Reports	Adds	H	M	L
1	1	JEFF LORBER (Verve Forecast/PolyGram)	54	0	47	6	1
2	2	RICHARD ELLIOT (Blue Note Contemporary)	52	0	43	5	4
3	3	WARREN HILL (RCA)	50	0	44	5	1
4	4	AVENUE BLUE featuring JEFF GOLUB (Bluemoon)	51	0	35	13	3
6	5	ERIC MARIENTHAL (GRP)	49	0	38	7	4
5	6	ANDY SNITZER (Reprise)	48	2	33	10	4
7	7	ACOUSTIC ALCHEMY (GRP)	45	0	30	12	3
8	8	ROHN LAWRENCE (Atlantic)	46	0	26	15	5
10	9	DOC POWELL (West Coast)	45	0	21	22	2
9	10	DAVID BENOIT (GRP)	45	0	20	18	7
13	11	THE FANTASY BAND (DMP)	39	0	24	14	1
14	12	VANESSA WILLIAMS (Wing/Mercury)	38	0	25	12	1
11	13	ANITA BAKER (Elektra/EEG)	39	0	25	9	5
16	14	MARC ANTOINE (NYC)	39	1	22	12	4
15	15	JOE SAMPLE AND THE SOUL COMMITTEE (Warner Bros.)	39	0	17	16	6
33	16	PAT METHENY GROUP (Geffen)	46	13	19	7	7
17	17	CRAIG CHAQUICO (Higher Octave)	36	1	21	10	4
12	18	NAJEE (EMI)	38	1	15	16	6
19	19	RICHY KICKLIGHTER (Ichiban)	37	1	16	15	5
25	20	ALVIN DAVIS (TriStar Music)	36	0	6	24	6
22	21	RUSS FREEMAN & THE RIPPINGTONS (GRP)	33	0	16	11	6
18	22	SPECIAL EFX (JVC)	33	0	12	18	3
23	23	GERALD VEASLEY (Heads Up)	36	0	12	13	11
20	24	JAN HAMMER (Miramar)	34	1	12	15	6
—	25	BILLY JOE WALKER, JR. (Liberty)	42	8	7	20	8
21	26	JONATHAN BUTLER (Mercury)	32	1	13	13	5
24	27	HIROSHIMA (Qwest/Reprise)	34	0	9	13	12
26	28	KISS THE SKY (JVC)	30	0	8	15	7
27	29	LUTHER VANDROSS (Epic)	27	0	13	9	5
30	30	ENCHANTED (RCA)	31	1	5	17	8
29	31	NESTOR TORRES (Sony Latin)	27	0	6	18	3
28	32	KIM PENNSY (Shanachie/Cachet)	26	0	6	15	5
32	33	ROBERTO PERERA (Heads Up)	21	0	11	7	3
31	34	PETER WHITE (Sin-Drome)	23	0	11	5	7
49	35	POCKET CHANGE (BrainChild)	28	6	6	9	7
36	36	JONI MITCHELL (Reprise)	21	0	7	11	3
34	37	DIONNE WARWICK (Arista)	21	0	9	7	5
35	38	METRO (Lipstick)	20	0	6	7	7
37	39	ART PORTER (Verve Forecast/PolyGram)	19	0	5	4	10
39	40	MICHAEL WHITE (Noteworthy)	19	0	2	9	8
38	41	RYO KAWASAKI (Satellites)	19	0	3	7	9
40	42	EARL KLUGH (Warner Bros.)	16	0	4	6	6
44	43	TOOTS THIELEMANS (Private Music)	14	0	7	3	4
43	44	DROP SQUAD (GRP)	15	0	4	5	6
46	45	MIKE TOMARO (Positive Music)	14	0	3	6	5
42	46	ARNOLD McCULLER (Coyote)	15	0	1	6	8
47	47	SWING OUT SISTER (Mercury)	13	0	2	7	4
—	48	LARRY CORYELL (CTI)	24	12	1	4	7
—	49	NICK COLIONNE (Lake Shore Jazz)	16	2	2	3	9
41	50	GEORGE WINSTON (Windham Hill)	14	0	3	3	8

Blue numbers indicate new entry

Reports accepted Thursday only 9am - 3pm

Station Reporting Phone: (415) 495-1990 Gavin Fax: (415) 495-2580

Most Added



PAT METHENY GROUP (13)

We Live Here (Geffen)

LARRY CORYELL (12)

I'll Be Over You (CTI)

JOHN TESH PROJECT (12)

Sax On The Beach (GTS)

BILL CUNLIFFE (10)

Bill In Brazil (Discovery)

Top Tip

BILLY JOE WALKER, JR.

Life Is Good (Liberty)

Highest debut at #25 with 41 reports. Gonna be a monster.

RECORD TO WATCH

LARRY CORYELL

I'll Be Over You

(CTI)

In this era of soulful vocals, Larry's title track features Peabo Bryson and Grover Washington, Jr.

Chartbound

SYLVESTER HARPER (Metropolis)

BILL CUNLIFFE (Discovery)

PETER ELMAN (Acorn)

FREEWAY PHILHARMONIC (Sheffield)

QUINN (Shiro)

REBIRTH OF COOL (4th & Broadway)

*JOHN TESH PROJECT (GTS)

JAZZ AT THE MOVIES (Discovery)

*MIKE SMIAROWSKI (Smear)

EROTIQUES (Playfull)

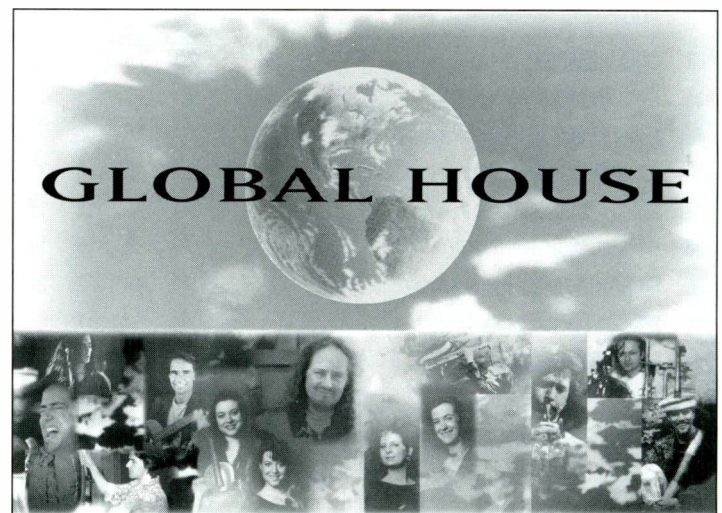
ROBERTA FLACK (Atlantic)

*BILL MacPHERSON (Third Beat)

*DORI CAYMMI (Qwest)

Dropped: #45 Tim Weisberg, #48 Pauline Wilson, #50 Dr. Dave.

Øystein Sevåg



On Your Desk Now!

Windham Hill Records 1995

POST-BOP

2W	LW	TW	
3	1	1	PHAROAH SANDERS QUARTET - Crescent With Love (Evidence)
5	5	2	TEODROSS AVERY - In Other Words (GRP)
9	3	3	WINARD HARPER - Be Yourself (Epicure/Epic)
12	7	4	GERI ALLEN TRIO - Twenty One (Blue Note)
15	10	5	DARRELL GRANT QUARTET - Black Art (Criss Cross)
7	6	6	RON CARTER - Jazz, My Romance (Blue Note)
8	2	7	GERRY MULLIGAN QUARTET - Dream A Little Dream (Telarc Int'l)
6	8	8	CECIL BROOKS III - Neck Peckin' Jammie (Muse)
18	14	9	PROJECT G-5 - A Tribute To Wes Montgomery (Evidence)
—	16	10	PHILIP HARPER - The Thirteenth Moon (Muse)
10	11	11	JAY HOGGARD - Love Is The Answer (Muse)
29	17	12	HENDRIK MEURKENS - Slidin' (Concord Jazz)
16	13	13	JOSHUA BREAKSTONE QUARTET - Sittin' On The Thing With Ming (Capri)
2	4	14	KEVIN MAHOGANY - Songs & Moments (Enja)
4	9	15	TOOTS THIELEMANS - East Coast West Coast (Private Music)
—	21	16	JAMES SPAULDING - Blues Nexus (Muse)
30	19	17	LEON PARKER - Above & Below (Epicure/Epic)
17	15	18	CHARLES BROWN - These Blues (Verve/PolyGram)
24	20	19	SCOTT HAMILTON - Organic Duke (Concord Jazz)
—	27	20	JESSE DAVIS - High Standards (Concord Jazz)
1	12	21	DAVID "FATHEAD" NEWMAN - Mr. Gentle Mr. Cool (Kokopelli)
—	30	22	RICKEY WOODARD - Yazoo (Concord Jazz)
28	25	23	JOE LoCASCIO - Silent Motion (Heart Music)
—	22	24	TOM TALBERT JAZZ ORCHESTRA - Duke's Domain (Sea Breeze)
25	24	25	HANNIBAL - One With The Wind (Muse)
11	18	26	RAY BROWN TRIO - Don't Get Sassy (Telarc Int'l)
NEW	27		CLARK TERRY - Remember The Time (Mons)
NEW	28		MICHAEL LOGAN - Night Out (Muse)
NEW	29		LASZLO GARDONY - Breakout (Avenue)
NEW	30		CHARLES McPHERSON - First Flight Out (Arabesque)

COMMERCIAL ADULT

2W	LW	TW	
1	2	1	WARREN HILL - Truth (RCA)
2	1	2	JEFF LORBER - West Side Stories (Verve Forecast/PolyGram)
3	3	3	RICHARD ELLIOT - After Dark (Blue Note Contemporary)
6	4	4	VANESSA WILLIAMS - The Sweetest Days (Wing/Mercury)
7	7	5	ERIC MARIENTHAL - Street Dance (GRP)
9	5	6	DOC POWELL - Inner City Blues (West Coast)
5	6	7	ANITA BAKER - Rhythm Of Love (Elektra/EEG)
16	10	8	AVENUE BLUE featuring JEFF GOLUB - Avenue Blue (Bluemoon)
8	8	9	ANDY SNITZER - Ties That Bind (Reprise)
17	12	10	ROHN LAWRENCE - Hangin' On A String (Atlantic)
11	11	11	DAVID BENOIT - Shaken Not Stirred (GRP)
12	13	12	ACOUSTIC ALCHEMY - Against The Grain (GRP)
4	9	13	NAJEE - Share My World (EMI)
12	13	14	ACOUSTIC ALCHEMY - Against The Grain (GRP)
NEW	15		PAT METHENY GROUP - We Live Here (Geffen)
14	17	16	RUSS FREEMAN & THE RIPPINGTONS - Sahara (GRP)
13	15	17	SPECIAL EFX - Catwalk (JVC)
15	16	18	JOE SAMPLE AND THE SOUL COMMITTEE - Did You Feel That? (Warner Bros.)
19	19	19	MARC ANTOINE - Classical Soul (NYC)
10	14	20	LUTHER VANDROSS - Songs (Epic)
23	20	21	KISS THE SKY - Millennium Skyway (JVC)
22	21	22	THE FANTASY BAND - Sweet Dreams (DMP)
27	22	23	CRAIG CHAQUICO - Acoustic Planet (Higher Octave)
25	23	24	RICHY KICKLIGHTER - Myakka (Ichiban)
20	24	25	HIROSHIMA - Hiroshima/L.A. (Qwest/Reprise)
24	26	26	GERALD VEASLEY - Signs (Heads Up)
26	27	27	PETER WHITE - Reflections (Sin-Drome)
28	28	28	JAN HAMMER - Drive (Miramar)
29	29	29	ALVIN DAVIS - Let The Vibes Decide (TriStar Music)
NEW	30		ENCHANTED - Enchanted (RCA)

Post-Bop compiled by a sample of Jazz intensive reports
 Commercial Adult compiled by a sample of Adult intensive reports

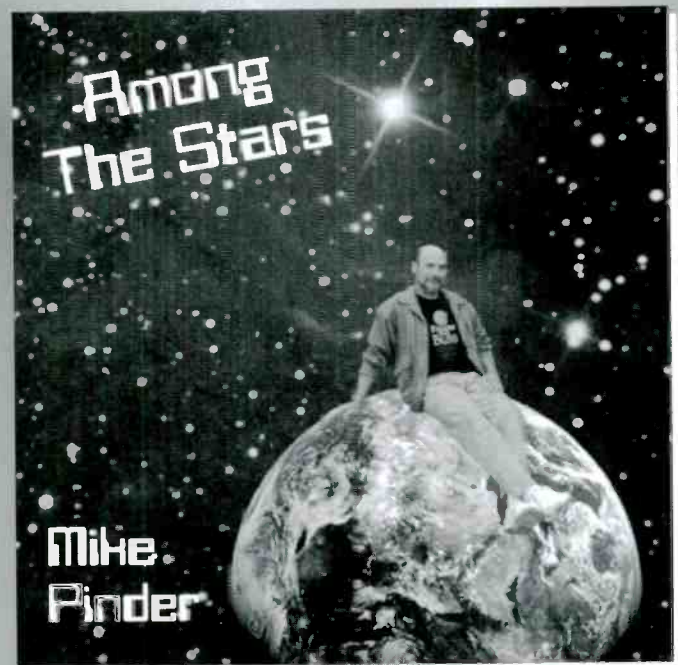
Mike Pinder

Co-Founder and Keyboardist
 of the Moody Blues

Mike's Mellotron was the sound behind the Moodies' albums from *Days of Future Passed* through *Octave*.

Mike wrote classic tracks such as "Thinking Is The Best Way To Travel," "Have You Heard?," "Melancholy Man," "Out and In," "Lost In A Lost World," etc.

A beautifully crafted album with Pinder's signature sound...



"Mike is back on the scene in the '90s with all his positive aspects of the '60s and '70s musical sensibilities intact. Mike's new music is a satisfying blend of his Mellotron-powered Moody sound, with just a hint of contemporary jazz. He still favors unexpected chord changes and moody modalities (much to the delight of fans of the "Classic 7" Moodies albums), but his music now has a strong, modern, more sophisticated flavor."

— Mark Murley,
 Higher & Higher Magazine

This could be your cup of tea!!

Contact: Mike Lee
 Callahan and Assoc.
 714-374-0426



One Step Records • P.O. Box 835 • Malibu, CA 90265
 Tel: 800.PINDER1 Fax: 800.PINDER4

Here's a tentative schedule of daytime Jazz/Adult Alternative meetings, events and showcases at the Gavin Seminar in New Orleans, February 16, 17 and 18. Everything is, of course, subject to change or retooling. We will announce all the musical guests as soon as we firm up productions details.

THURSDAY, FEBRUARY 16

12:30 p.m.

The official Jazz/A2 Whenjagettin? GAVIN Showcase Gig TBA

2:30 p.m.

Special Jazz/A2 Keynote Address with Bruce Lundvall

A seminar "view from the top" will feature Bruce Lundvall, the charismatic president of Blue Note Records. Whether it will be strictly an address by Lundvall, a one-on-one chat or a combination of the two, there will be time for questions and comments.

4:15 p.m.

Jazz Radio Expose

Playlists are one thing, but what if you could hear a "scoped" sample of a group of GAVIN Jazz radio reporters recorded on the same day at the same hour? Let's examine the state of Jazz radio using actual airchecks. Co-hosted by KPLU's Joe Cohn and Keith Zimmerman.

6:00 pm

Jazz/A2 Thursday Early Evening Showcase TBA

To avoid competing with the bustling New Orleans night scene, we've scheduled all of our in-the-hotel shows during early afternoon early evening so they won't collide with your dinner plans or club-hopping. How considerate!

FRIDAY, FEBRUARY 17

11:00 a.m.

Adult Alternative Radio Expose

Another GAVIN first! In the next week or so we'll select various A2 stations around the country, monitor each station at a given, uniform hour, telescope the tapes and then play them to the audience. A three-person board of judges will provide commentary. We will beep out any IDs so we can gauge impressions without bias. Then we can tackle key issues of programming and music philosophies.

1:00 p.m.

Friday Jazz/A2 Showcase TBA & Awards Presentation

Not only can you mingle and dig some top musical sounds, now you can cheer on the winners, as the Jazz/A2 GAVIN Award winners will be announced immediately after a scintillating performance. No more three-hour banquets with 100 other presentations to wade through. Plus, we get the results a day earlier.

4:30 pm

A GAVIN Jazz/A2 One-On-One with Tommy LiPuma

Another view from the top with

Tommy LiPuma, the new president of GRP, producer, executive and musical jack-of-all-trades. We'll trace LiPuma's colorful career, get his outlook on the GRP empire and explore viable issues pertaining to music and radio. Afterward LiPuma will take questions and comments from the audience.

6:00 p.m.

The GAVIN Cocktail Party

SATURDAY, FEBRUARY 18

10:00 a.m.

Jazz/A2 Breakfast Reception, Special Guest TBA

Be on hand as one of jazz and adult alternative's signature artists will be present for this informal get-together. This VIP meet-and-greet promises to be worth waking up for.

11:00 am

A2 Jukebox Jury

Everybody else has shamelessly copied our Jukebox Jury concept. But fear not. We have improved it immeasurably as the top radio ears examine hot new product that will raise issues and answers we all grapple with every day. No more thumbs up, thumbs down—and the top three highest-scoring records will be named at meeting's end. Also, we'll be using the GAVIN Applause-O-Meter to measure responses from the audience.

3:00 p.m.

Jazz/A2 Potpourri: The Zimmerman Group & Cypermarketing Jazz/A2

A doubleheader meeting to round out the seminar. "The Zimmerman Group" will be a lively discussion of programming issues and current musical events of the day modeled after, you guessed it, The McLaughlin Group. Our behinds are on the line with this one. Either we soar like eagles or fall on our faces. Which will it be? Be there to find out for yourself. Following the Zimmerman Group will be a discussion on the proliferation of jazz and adult alternative music over the Internet. How can the computer age help benefit the lineage of jazz and the progressive spirit of A2?

OFF-CAMPUS EVENTS FOR JAZZ/A2

In addition to meetings and showcases, there are at least two nightclub events, and possibly a third happening after our officially sanctioned meetings and in-the-hotel showcases. Around 8:00 or 8:30 p.m. Thursday, RCA/Novus is scheduling a special event featuring a couple of exciting new signings. Call Marla Roseman at 718-575-5573 for the latest information. On Saturday from 6:00 p.m. - 9:00 p.m. Atlantic will present the Gary Bartz Quartet at a special location. Call Eulis Cathey, Nicole Sutherland or Michelle Taylor for details. We'll let you know more as we announce all the showcase info, both on- and off-campus.

Jazz/A² Releases

**OYSTEIN SEVAG
Global House (Windham Hill)**

When we last spoke with Norwegian instrumentalist Oystein Sevag almost two years ago, he had plans to record a duo project with his guitarist, Lakki Patey. *Global House*, his latest, turns out to be a full band follow-up to *Link*, his marvelous 1993 Windham Hill debut. It's true that Sevag's compositions don't conform to Adult Alternative's current preference for smooth, urban-flavored sounds, and are markedly more cerebral. Instead of funk riffs, Sevag underscores his music with classical string quartets, recurring motifs and haunting cinematic ambiance. Sevag's acoustic piano breaks have a faint resonance of Bossa Nova, and his rhythmic electric keyboard fills conjure up vintage '70s Miles Davis—not to mention Nils Petter Molvaer's trumpet parts sounding like the man himself. There's plenty of melodic saxophone-oriented material to counter-balance *Global House's* more eclectic moments. The standout title track is a percussive "acid house" piece that blends with A2's current fixation with acid jazz. Unfortunately, it fades prematurely at 4:07. All in all, it's important that A2 radio not dismiss Sevag as some kind of post-new age instrumentalist. Every time he has released an album it's ended up as our year-end top ten favorite. *Global House* is flavored with classical discipline, indigenous didgeridoo, and an extra percussive feel not heard on Sevag's two previous releases.

**PAT METHENY GROUP
We Live Here (Geffen)**

Not much more needs to be said about the new Pat Metheny Group offering. The opening track, "Here To Stay," swings a la Marvin Gaye's *What's Going On* with Steve Rodby's throbbing acoustic bass. Besides being the consummate Jazz/A2 signature artist, Metheny is still the most inventive soloist going. He takes his time and says his thing without succumbing to post-Wes Montgomery clichés, whether the notes are spinning some kind of dramatic yarn, emulating lively conversation or, as Coltrane used to say, "scrambling them eggs.". *We Live Here* is a toss-up in terms of jazz and A2 appeal. Lyle Mays' keyboards make a much-needed comeback to the group sound, especially on the 12-minute opus, "To The End Of The World."

**RAY ANDERSON
ALLIGATORY BAND
Don't Mow Your Lawn (Enja)**

Ray Anderson has always had our vote for being the most inventive and talented trombone player in modern jazz. Onstage, the man is one of the

most awesome soloists around, and instead of making his usual avant garde statement on CD, Anderson has opted for a more festive stance, colored with the satirical anti-conformist anthem, "Don't Mow Your Lawn." Guitarist Jerome Harris and percussionist Frank Colon instill a raggedy '70s funk sensibility to Anderson's sextet. New York veteran trumpet player Lew Soloff competes head-on with Anderson's brand of jazz frenzy, especially when both men pull out their wah-wah mutes and trade off some raspy tongue-in-cheek phrases. For every arcane Anderson vocal selection like "Don't Mow..." or "Blow Your Own Horn" there's an equally wacky dancin' instrumental like "Alligatory Pecalillo" and the James-Brown-meets-Dixieland swing of "Disguise The Limit."

**GEORGE DUKE
Illusions (Warner Bros.)**

George Duke has kept a relatively low profile as a solo artist the last few years, but now his time has come again. His brand of syncopated keyboard funk is totally in vogue these days on major market A2 radio. The suave moods George has woven, at times in collaboration with Stanley Clarke, throughout the decades is more relevant now than ever. Remember, Duke was one of the first blistering fusion artists to go smooth. In our opinion, "500 Miles To Go" is destined to be a major A2 track. The grooves on *Illusions* are downright insatiable, and while not as honey-dipped as, say, love ballads from Fourplay, songs like "Simple Things" and "C'est La Vie" are snappy, simple and elegant. Check out the "right on" message behind "Life And Times" and the churning, satiny instrumental "No Greater Love." Now bring back the Dukey Stick!

**GRP ALL-STAR BIG
BAND
All Blues (GRP)**

The GRP All-Star Big Band has become more than just a one-shot deal. *All Blues* is the second studio rave-up where GRP artists like Eric Marienthal, Tom Scott and Nelson Rangell, who have enjoyed their biggest success on A2 radio, can migrate to a traditional big band jazz ensemble with relative ease. Egos continue to stay in check as big names like Chick Corea and B.B. King join others like Ramsey Lewis and Michael Brecker. For their third overall release, the overriding theme here is the ever-present blues in jazz lineage. Blues-tinged standards like "Goodbye Pork Pie Hat" and "All Blues" give the set list a nocturnal feel. B.B. King delivers a sizzling vocal on "Stormy Monday Blues." As expected, the musicianship is flawless, as compositions like Horace Silver's "Senor Blues" are slick and seamlessly executed.

GAVIN A³ BOOMER GRID

Album Adult Alternative

EDITORS:
KENT/KEITH
ZIMMERMAN



2W	LW	TW	Artist - Title (Label)	CDR	DMX	KBCO	KBYR	KCRW	KCSU	KEBA	KFAN	KFMG	KFOG	KGSR	KGWY	KINK	KIOT	KKCS	KMMS	KMITT	KOTR	KPG	KQBT	KRCL	KRSH	KRVM	KSCA	KSPN	KSUT	KTAO	KTCZ	KTRK	KUHR	KUNF			
1	1	1	TOM PETTY (Warner Bros.)	●	▲	▲	▲	○	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	○	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲			
3	2	2	DAVE MATTHEWS BAND (RCA)	▲	▲	▲	▲	▲	▲	▲	○	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	○	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲			
7	3	3	UNPLUGGED COLLECTION (Warner Bros.)	▲	▲	▲	▲	▲	▲	○	▲	▲	▲	▲	▲	▲	▲	○	▲	▲	▲	▲	○	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲			
2	5	4	JONI MITCHELL (Reprise)	●	●	●	●	●	●	●	●	●	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	○	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲			
5	4	5	R.E.M. (Warner Bros.)	●	●	●	●	○	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	○	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲			
4	6	6	TODD SNIDER (Margaritaville/MCA)	○	●	▲	▲	▲	▲	○	▲	▲	▲	▲	▲	▲	*	▲	▲	▲	▲	○	▲	▲	▲	▲	○	▲	▲	▲	▲	▲	▲	▲			
14	8	7	SONNY LANDRETH (Zoo/Praxis)	●	●	▲	▲	▲	▲	○	▲	▲	▲	▲	▲	▲	▲	○	▲	▲	▲	▲	▲	○	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲			
6	7	8	ERIC CLAPTON (Duck/Reprise)	●	▲	▲	○	○	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲		
12	10	9	BOXING GANDHIS (Mesa)	▲	●	●	●	▲	▲	*	○	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	○	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲		
10	9	10	THE CRANBERRIES (Island)	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	○	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲		
16	15	11	HOOTIE & THE BLOWFISH (Atlantic)	▲	●	○	●	▲	○	▲	▲	▲	▲	▲	▲	▲	▲	○	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	○	▲	*	▲	▲			
13	12	12	STING (A&M)	●	●	●	●	○	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	○	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲		
9	13	13	BLUES TRAVELER (A&M)	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	○	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	
17	19	14	BRYAN FERRY (Virgin)	●	●	○	○	○	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	
NEW	15	15	JAYHAWKS (American/Reprise)	●	●	○	●	*	○	▲	▲	▲	▲	▲	▲	▲	▲	○	▲	▲	▲	○	○	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	○	▲	
15	14	16	NANCI GRIFFITH (Elektra/EEG)	●	●	○	○	○	▲	▲	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	
19	17	17	LOWEN & NAVARRO (Parachute/Mercury)	●	●	●	●	○	●	●	●	●	●	●	●	●	●	○	▲	▲	▲	▲	○	○	▲	▲	▲	▲	○	○	○	○	○	○	○	▲	
-	27	18	SIMPLE MINDS (Virgin)	●	●	○	○	○	●	●	●	●	○	○	○	○	○	○	○	○	○	○	○	*	○	○	○	○	○	○	○	○	○	○	○	○	
8	11	19	LYLE LOVETT (Curb/MCA)	○	○	○	○	●	▲	○	○	○	○	○	○	▲	▲	▲	▲	▲	▲	▲	▲	○	○	○	○	○	○	○	○	○	○	○	○	○	
20	16	20	EAGLES (Geffen)	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	○	○	○	○	○	○	○	○	○	○	○	○	○	
22	18	21	VICTORIA WILLIAMS (Mammoth)	▲	▲	○	○	○	●	●	●	●	●	●	●	●	●	○	●	●	●	●	●	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	
23	22	22	JOHN HIATT & THE GUILTY DOGS (A&M)	●	●	●	●	●	●	●	●	●	●	●	●	●	●	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	
-	41	23	DIONNE FARRIS (Columbia)	*	*	●	●	○	*	○	*	○	*	○	*	○	○	○	○	○	○	○	*	*	*	○	○	○	○	○	○	○	○	○	○	○	○
-	29	24	NICK LOWE (Upstart/Rounder)	●	▲	●	○	○	*	○	*	○	▲	▲	▲	▲	▲	○	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	
25	20	25	PEARL JAM (Epic)	●	●	▲	▲	○	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	○	○	○	○	○	○	○	○	○	○	○	○	○	
31	24	26	BUDDY GUY (Silvertone)	▲	▲	●	●	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	
24	28	27	RUSTED ROOT (Mercury)	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○
18	21	28	MELROSE PLACE, THE MUSIC (Giant)	○	○	▲	▲	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○
32	30	29	JEFF BUCKLEY (Columbia)	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○
21	25	30	ROBBIE ROBERTSON & THE RED ROAD ENSEMBLE (Capitol)	▲	●	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○
28	34	31	WILLY PORTER (Don't)	▲	○	○	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○
50	33	32	SHERYL CROW (A&M)	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	*	▲	▲	▲	▲	▲	▲	▲	▲	○	○	○	○	○	○	○	○	○	○	○	○	○
29	26	33	MARY CHAPIN CARPENTER (Columbia)	●	●	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○
-	48	34	THE CHIEFTAINS (RCA)	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○
30	35	35	PAULA COLE (imgo)	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○
27	31	36	BIG HEAD TODD (Giant)	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○
35	37	37	WIDESPREAD PANIC (Capricorn)	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○
26	32	38	SHAWN COLVIN (Columbia)	▲	▲	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○
41	40	39	GOD STREET WINE (Geffen)	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○
NEW	40	40	THE COLUMBIA RADIO HOUR (Columbia)	○	*	○	○	○	○	*	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○
11	23	41	BOB DYLAN (Columbia)	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○
36	39	42	NIRVANA (DGC)	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○
33	36	43	LONE KENT (Relativity)	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○
43	42	44	GREG BROWN (Red House)	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○
40	45	45	BLUE RODEO (Discovery)	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○
NEW	46	46	BOTTLE ROCKETS (East Side Digital)	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○
34	38	47	ROLLING STONES (Virgin)	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○
-	49	48	READY TO WEAR (Columbia)	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○
44	46	49	CHRIS DUARTE (Silvertone)	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○
NEW	50	50	PORTISHEAD (London)	*	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○

GAVIN A³ BOOMER GRID

Album Adult Alternative

▲ = Heavy: 14+ plays per week
● = Medium: 7 - 13 plays per week
○ = Lite: Less than 7 plays per week
* = Add

Artist - Title (Label)	KRPT	KZLH	KZON	KZTR	SWEC	WBOS	WGBE	WCLZ	WDET	WEEK	WFUV	WVII	WVZE	WVMA	WVMM	WVMO	WVNY	WVNS	WVNY	WVRL	WVRY	WVSI	WVTS	WVAY	WVGO	WVWD	WVLE	WVPP	WVRT	WVPE
TOM PETTY (Warner Bros.)	○	●	▲		▲	▲	●	▲	▲	▲	○	▲	●	▲	▲	●	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲
DAVE MATTHEWS BAND (RCA)	▲	●	●		▲	●	▲		○	●		●	▲	○		○	●	▲	▲	▲	▲	▲	○	▲	▲	▲	▲	▲	▲	▲
UNPLUGGED COLLECTION (Warner Bros.)	●	●	●		▲	▲	●		○	●		*	▲	○		○	●	▲	▲	▲	▲	▲	○	○	▲	▲	▲	▲	▲	▲
JONI MITCHELL (Reprise)	●	○	▲		▲	●	▲		○	○		○	○	○		○	●	▲	▲	▲	▲	●	○	○	▲	▲	▲	▲	▲	▲
R.E.M. (Warner Bros.)	▲		▲		▲		▲		○	▲		▲	○	▲	○	○	●	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲
TODD SNIDER (Margaritaville/MCA)	▲	○			▲	○	▲			●		○	○	▲	○	○	●	▲	▲	▲	▲	▲	*	▲	▲	▲	▲	▲	▲	▲
SONNY LANDRETH (Zoo/Praxis)			●		▲	▲	▲		●	●	○	*	○	○		○	●	▲	▲	▲	▲	○	*	▲	▲	▲	▲	▲	▲	▲
ERIC CLAPTON (Duck/Reprise)		○	▲		▲	▲	▲		○	●		*	○	○		○	●	▲	▲	▲	▲	○	*	▲	▲	▲	▲	▲	▲	▲
BOXING GANDHI'S (Mesa)	●	●	*		▲	●	▲		○	●		*	▲		○	●	▲	▲	▲	▲	○	▲	▲	▲	▲	▲	▲	▲	▲	▲
THE CRANBERRIES (Island)	▲	●	▲		▲	▲	▲			●		*	▲	●	○	●	▲	▲	▲	▲	○	▲	▲	▲	▲	▲	▲	▲	▲	▲
HOOTIE & THE BLOWFISH (Atlantic)	▲	●	▲		▲	▲	▲		●	●		*	▲	●	○	●	▲	▲	▲	▲	○	▲	▲	▲	▲	▲	▲	▲	▲	▲
STING (A&M)	▲	○	▲		▲	▲	▲			●		*	▲	○	▲	○	▲	▲	▲	▲	○	▲	▲	▲	▲	▲	▲	▲	▲	▲
BLUES TRAVELER (A&M)	●	●	*		▲	▲	▲			●		*	▲	○	▲	○	▲	▲	▲	▲	○	▲	▲	▲	▲	▲	▲	▲	▲	▲
BRYAN FERRY (Virgin)	●		▲		▲	▲	▲		○	▲		*	○	○		○	▲	▲	▲	○	▲	▲	*	▲	▲	▲	▲	▲	▲	▲
JAYHAWKS (American/Reprise)		○			▲	▲	▲		○	▲		*	*	○		○	▲	▲	▲	○	▲	▲	○	●	▲	▲	▲	▲	▲	▲
NANCI GRIFFITH (Elektra/EEG)					▲	▲	▲			○		*	○	○		○	●	▲	▲	○	▲	▲	○	●	▲	▲	▲	▲	▲	▲
LOWEN & NAVARRO (Parachute/Mercury)	●	●	●		▲	○	▲		▲	▲		*	▲	○	○	●	▲	▲	▲	○	▲	○	○	▲	▲	▲	▲	▲	▲	▲
SIMPLE MINDS (Virgin)			●		▲	▲	▲		○	●		*	▲	○	○	▲	▲	▲	▲	○	▲	○	○	●	▲	▲	▲	▲	▲	▲
LYLE LOVETT (Curb/MCA)	●				▲	○	▲		▲	●		*	○	○		○	▲	▲	▲	○	▲	▲	○	●	▲	▲	▲	▲	▲	▲
EAGLES (Geffen)		○	▲		▲	▲	▲			●		*	○	○		○	▲	▲	▲	○	▲	○	○	●	▲	▲	▲	▲	▲	▲
VICTORIA WILLIAMS (Mammoth)					▲	●	▲			○		*	○	○		○	●	▲	▲	○	▲	▲	*	▲	▲	▲	▲	▲	▲	▲
JOHN HIATT & THE GUILTY DOGS (A&M)			●		▲	▲	▲		○	○		*	○	○		○	●	▲	▲	○	▲	▲	*	▲	▲	▲	▲	▲	▲	▲
DIONNE FARRIS (Columbia)					●	▲	▲		○	▲		*	▲	○	○	●	▲	▲	▲	○	▲	▲	○	○	▲	▲	▲	▲	▲	▲
NICK LOWE (Upstart/Rounder)					○	▲	▲		○	▲		*	○	○		○	●	▲	▲	○	▲	▲	○	○	▲	▲	▲	▲	▲	▲
PEARL JAM (Epic)					▲	▲	▲		○	▲		*	○	○		○	●	▲	▲	○	▲	▲	○	○	▲	▲	▲	▲	▲	▲
BUDDY GUY (Silvertone)			●		▲	▲	▲		○	▲		*	○	○		○	●	▲	▲	○	▲	▲	○	○	▲	▲	▲	▲	▲	▲
RUSTED ROOT (Mercury)	▲	○			▲	▲	*	○	●	○		*	○	○		○	●	▲	▲	○	▲	▲	○	○	▲	▲	▲	▲	▲	▲
MELROSE PLACE, THE MUSIC (Giant)	●		▲		▲	○	▲		*	○		*	○	○		○	●	▲	▲	○	▲	▲	○	○	▲	▲	▲	▲	▲	▲
JEFF BUCKLEY (Columbia)		○			▲	○	▲		*	○		*	○	○		○	●	▲	▲	○	▲	▲	*	○	○	▲	▲	▲	▲	▲
ROBBIE ROBERTSON & THE RED ROAD ENSEMBLE (Capitol)	●				○	○	▲			○		*	○	○		○	●	▲	▲	○	▲	○	○	▲	▲	▲	▲	▲	▲	▲
WILLY PORTER (Don't)			●		○	▲	▲			○		*	○	○		○	●	▲	▲	○	▲	▲	○	○	▲	▲	▲	▲	▲	▲
SHERYL CROW (A&M)		●	●		○	▲	▲			○		*	○	○		○	●	▲	▲	○	▲	▲	○	○	▲	▲	▲	▲	▲	▲
MARY CHAPIN CARPENTER (Columbia)		○	●		○	▲	▲			○		*	○	○		○	●	▲	▲	○	▲	▲	○	○	▲	▲	▲	▲	▲	▲
THE CHIEFTAINS (RCA)					○	▲	▲			○		*	○	○		○	●	▲	▲	○	▲	▲	○	○	▲	▲	▲	▲	▲	▲
PAULA COLE (Imago)		●	●		○	▲	▲			○		*	○	○		○	●	▲	▲	○	▲	▲	○	○	▲	▲	▲	▲	▲	▲
BIG HEAD TODD (Giant)			●		○	▲	▲			○		*	○	○		○	●	▲	▲	○	▲	▲	○	○	▲	▲	▲	▲	▲	▲
WIDESPREAD PANIC (Capricorn)		●	●		○	▲	▲			○		*	○	○		○	●	▲	▲	○	▲	▲	○	○	▲	▲	▲	▲	▲	▲
SHAWN COLVIN (Columbia)	●	●	●		○	▲	▲			○		*	○	○		○	●	▲	▲	○	▲	▲	○	○	▲	▲	▲	▲	▲	▲
GOD STREET WINE (Geffen)		●	●		○	▲	▲			○		*	○	○		○	●	▲	▲	○	▲	▲	*	○	○	▲	▲	▲	▲	▲
THE COLUMBIA RADIO HOUR (Columbia)					○	▲	▲		*	▲		*	○	○		○	●	▲	▲	○	▲	▲	*	○	○	▲	▲	▲	▲	▲
BOB DYLAN (Columbia)					○	▲	▲			○		*	○	○		○	●	▲	▲	○	▲	▲	*	○	○	▲	▲	▲	▲	▲
NIRVANA (DGC)					○	▲	▲			○		*	○	○		○	●	▲	▲	○	▲	▲	*	○	○	▲	▲	▲	▲	▲
LONE KENT (Relativity)					○	○	▲			○		*	○	○		○	●	▲	▲	○	▲	▲	*	○	○	▲	▲	▲	▲	▲
GREG BROWN (Red House)					○	○	▲			○		*	○	○		○	●	▲	▲	○	▲	▲	*	○	○	▲	▲	▲	▲	▲
BLUE RODEO (Discovery)					○	○	▲			○		*	○	○		○	●	▲	▲	○	▲	▲	*	○	○	▲	▲	▲	▲	▲
BOTTLE ROCKETS (East Side Digital)					○	○	▲			○		*	○	○		○	●	▲	▲	○	▲	▲	*	○	○	▲	▲	▲	▲	▲
ROLLING STONES (Virgin)	▲	*			○	○	▲			○		*	○	○		○	●	▲	▲	○	▲	▲	*	○	○	▲	▲	▲	▲	▲
READY TO WEAR (Columbia)					○	○	▲			○		*	○	○		○	●	▲	▲	○	▲	▲	*	○	○	▲	▲	▲	▲	▲
CHRIS DUARTE (Silvertone)					○	○	▲			○		*	○	○		○	●	▲	▲	○	▲	▲	*	○	○	▲	▲	▲	▲	▲
PORTISHEAD (London)					*	○	○			○		*	○	○		○	●	▲	▲	○	▲	▲	*	○	○	▲	▲	▲	▲	▲

This Week's GRID...
Bonnie Slikin, fighting the flu, reports the Hootie man going platinum with a Letterman show due on February 9 as the band moves 15-11 after seven months. Lotca big jumps this week including the Jayhawks who debut at #15! Welcome Simple Minds to the A3 Top Twenty, 27-18. Biggest news is Dionne Farris injecting R&B to A3, a magnificent 41-23 leap. As if the chart isn't ethnically diverse enough, the Chieftains are doing brisk Celtic business. 46-34. Good to see the Columbia Radio Hour debut at #40. Other interesting debuts are the indie Bottle Rockets at #46. Look out for Portishead at #50. Zimmerman pick to clicks in the crowded GRIDbound include Massive Attack. On the Most Added front, High Street sets a personal best record with 31 Timbuk 3 A3 adds.



GAVIN A³

EDITORS:
KENT/KEITH
ZIMMERMAN



Album Adult Alternative

Most Added

TIMBUK 3 (31)

A Hundred Lovers (High Street)

MASSIVE ATTACK (14)

Protection (Virgin)

KIRSTY MACCOLL (12)

Galore (IRS)

MARY KARLZEN (9)

Yelling At Mary (Atlantic)

CHUCK PROPHET (8)

Balinese Dancere (Dutch East)

Top Tip

THE JAYHAWKS

"Blue" (American)



DIONNE FARRIS

Wild Seed-Wild Flower (Columbia)
Viva la difference! A3 embraces the new Jayhawks as the highest debut at #15 followed by this week's biggest jump by Dionne Farris, 41-23!

and Austin funk as Timbuk careens between its A3 foundation and an Alternative savviness. After all, this duo's ode to shades was one of the cornerstones of the rock of the eighties movement. As a four-piece, Timbuk 3 is back with sharp guitars and clever lyric work.

LITTLE AXE

The Wolf That House Built (OKeh)

Grandmaster Flash. Living Colour. Tackhead. Howlin' Wolf. If these names haven't scared you away and you're still reading, congratulations. Little Axe is a unique slice of modern dance blues, just the thing you'd expect on the revived

RECORD TO WATCH

COURAGE BROTHERS

Wood

(Eastern Front)

Stations like KMTT, WNCS, KTAO heed the call of Courage. Adds include KIOT, WXLE, KSPN, WCLZ, KUWR, and KKOS.

Gridbound

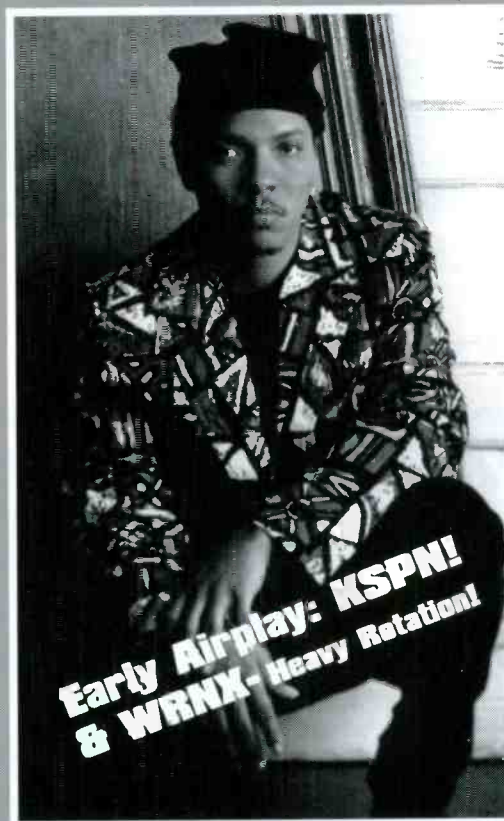
- * TIMBUK 3 (High Street)
- * MARY KARLZEN (Atlantic)
- * DEL AMITRI (A&M)
- * DEBORAH HOLLAND (Dog & Poney)
- * PAT METHENY (Geffen)
- * STONE ROSES (Geffen)
- * MATT KEATING (Alias)
- * KIRSTY MacCOLL (IRS)
- * LAURIE ANDERSON (Warner Bros.)
- * MASSIVE ATTACK (Virgin)
- * COURAGE BROTHERS (Eastern Front)
- * BETTIE SERVEERT (Matador/Atlantic)
- * PETE & MAURA KENNEDY (Green Linnet)
- * CHUCK PROPHET (Dutch East)
- * HAPPY RHODES (Aural Gratification)
- * SMASHING PUMPKINS (Virgin)
- * SONIA DADA (Capricorn)
- * THE HELLECASTERS (Pacific Arts)
- * THE THE (550 Music)
- * RICHARD SHINDELL (Shanachie)
- * KEVIN SALEM (Roadrunner)
- * MARTIN ZELLAR (Rykodisc)

Dropped: #43 Carly Simon, #44 Page/Plant, #47 Black Crowes, #50 Dead Can Dance.

COURAGE BROTHERS Wood (Eastern Front)

Beautiful, clear, loving and heartfelt. Next to a pint of Courage, the Courage Brothers are the best thing to settle those jagged nerves. With a tubby snare, clean guitars, boomy bass and ribbons of Hammond B3, this Massachusetts five-piece recalls Paul Carrack's early work with Ace. The opening "Salmon Song," "Believing In You," and "Living In Between" pretty much sets the groove. Courage Brothers aren't afraid to take their time, get mellow and kill you with a fervent respect for sonic kindness. We already like these guys and we've never met. One listen and you'll feel like old friends.

Ivan Neville "Don't Cry Now"



Early Airplay: KSPN!
& WRNX - Heavy Rotation!

Going for airplay now!

"He plays rock'n'roll the way it was meant to be: lowdown and swampy, with a snarling edge and an unceremonious sense of dread and delight, kindled by a voice as undeniable as a nagging conscience."

- Billboard, 1994

From the forthcoming album Thanks
Appearing at Gavin 2/16 - House Of Blues

IGUANA RECORDS
(914) 428-5100


BRYAN FERRY

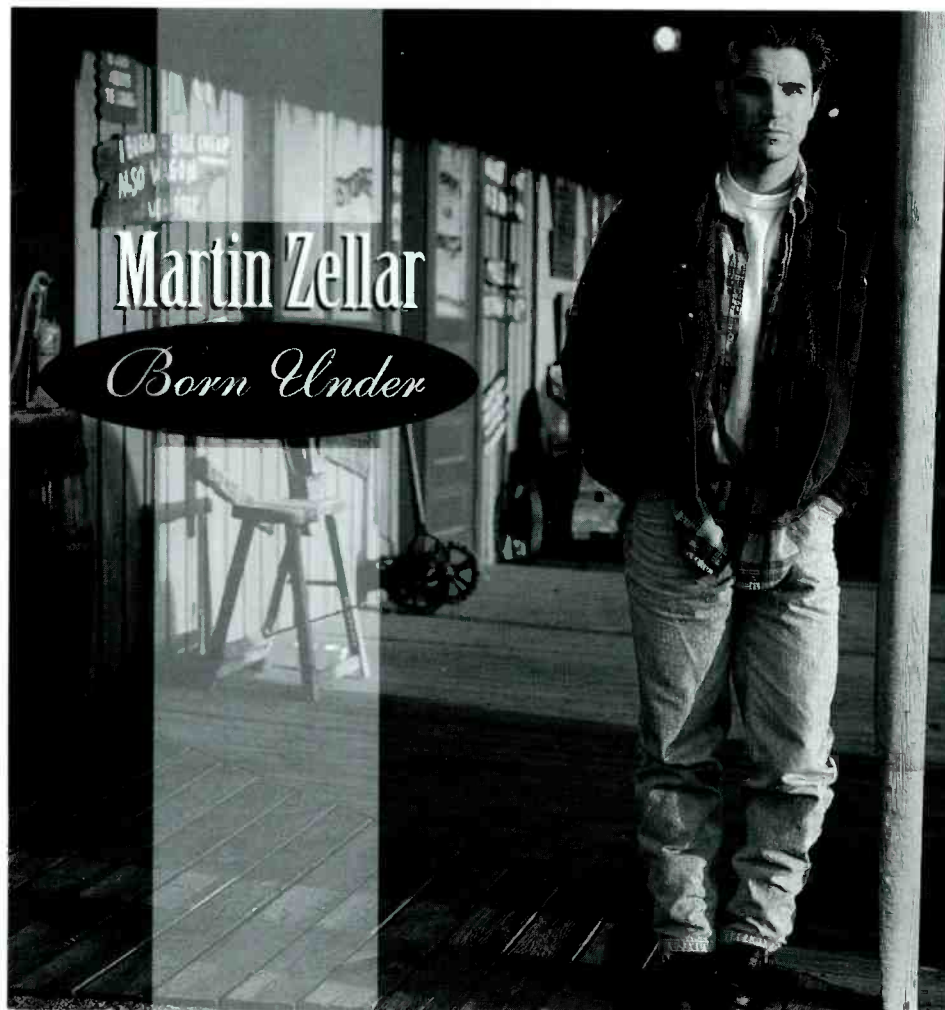
"Don't Want To Know"

from the album MAMOUNA

Produced by Bryan Ferry & Robin Trower

Management: David Enthoven &
Juliet Mann at I.E. Management;
Andy Gershon at Cohen Brothers Management

©1994 Virgin Records Ltd. 



Martin Zellar

Born Under

Featuring the first single

"LIE TO ME"

BORN UNDER
is the first solo album from
MARTIN ZELLAR,
former leader of Minneapolis's Gear Daddies.

"Writers — from Dylan to Springsteen — often tell us far more about the human condition by concentrating on life's everyday moments. That's the strength of Martin Zellar."
— Robert Hilburn,
Los Angeles Times

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A³ Seminar Agenda



For easy reference, here's a listing of Gavin A3 On-Site Meetings. Many of you are calling conveying your excitement about New Orleans. Hopefully this info will add to it! Get your planner books out and mark in these time and dates We're especially excited about Sonia Dada, Morphine with Martin Zellar, Blue Rodeo and Steve Forbert (as well as some spectacular surprise guests) all playing at the Hyatt. We promise firm times on those events by next week.

THURSDAY, FEBRUARY 16

12 Noon to 2p.m. A3 Whenjaetin
4:15p.m. First Annual A3 Radio Aircheck Expose
6p.m. Special A3 On-Site Showcase!

FRIDAY, FEBRUARY 17

3p.m. A3 On The GRIDdle co-hosted with KSCA's Mike Morrison
5:30p.m. Gavin Cocktail Performance!

SATURDAY, FEBRUARY 18

11a.m. A3 Commercial Realities Small Breakout Session
11a.m. Roots, Rock & Jazz Non-Comm Breakout: Newt Vs. Non-Comm
1p.m. A3 Awards Luncheon
5:30p.m. A3 Send-Off Reception

Weekend Off Site Club Guide

Here's the club lineup we have been able to assemble up to now. Please remember, while most clubs are being groovy about GAVIN Badge entrance, some may require hard tickets (i.e. House Of Blues). It's always a good idea to ask the promo person whose act you want to see about the ticket policy. **Since these gigs are booked beyond our jurisdiction, please note that GAVIN can not be responsible for what happens at these outside venues, so always be street smart.**

TIPITINA'S

Wednesday, February 15

Subdudes
Sonny Landreth
special guest Todd Snider
(ask John Vernile about the Crawfish Monica!)

Thursday, February 16

P.J. Harvey
Ned's Atomic Dustbin
Peabody

Friday, February 17

GAVIN A3/Americana Night!
Joe Ely
Junior Brown
Robert Earl Keen
Jim Lauderdale Band
Bone Pony

Saturday, February 18

Bad Religion
SNFU
Korn

JIMMY BUFFETT'S MARGARITAVILLE

Thursday, February 16

Todd Snider
Marshall Chapman
special guests Boxing Ghandis

CAFE ISTANBUL

Thursday, February 16

RCA Jazz/Groove Town Showcase
Omar and the Brooklyn Funkessentials

Battle of the deejays, Andrew Jervis and Dee Jay Jazzy Nice

HOUSE OF BLUES

(Please note: Avoid embarrassment at the House Of Blues. The club has chosen not to set aside room for badges. Hence GAVIN Badges will not be honored at the door. However individual labels have purchased tickets. You'll need to obtain a hard ticket from your label rep.)

Tuesday, February 14

Barenaked Ladies
special guest Jules Shear

Wednesday, February 15

Spin Doctors
Joan Osborne

Thursday, February 16

Blues Traveler
Ivan Neville
The Caulfields

Friday, February 17

Dave Matthews Band
The Samples

Saturday, February 18

Jayhawks
Graham Parker (solo)
Pete Droge
Timbuk 3
Special House Of Blues/Rhino Doc Pomus Listening Party, 7p.m.-9p.m.

THE PRALINE CONNECTION

Thursday, February 16

Gospel and Blues Hall
Elektra Recording Artists: Better Than Ezra
(shuttles from Hyatt)

Saturday, February 18

Atlantic Jazz presents at 6p.m.
Gary Bartz Quartet

JIMMY'S

Thursday, February 16

Columbia Records Showcase
Dionne Farris
Ned's Atomic Dustbin
Heather Nova

Friday, February 17

Priority Records Showcase
Magnapop
Sons Of Elvis
Vibrolux

STATE PALACE THEATER

Friday, February 17

Warner Bros. Showcase
Belly
The Poster Children
Goo Goo Dolls
Fossil

CHECKPOINT CHARLIES

Thursday, February 16

WTUL presents
Sebadoh
Kicking Giant
and Friends

GAVIN ROCKS

ASSOCIATE EDITOR:
ROB FIEND



TW		SPINS	TREND
1	MEGADETH - Youthanasia (Capitol)	468	+41
2	CORROSION OF CONFORMITY - Deliverance (Columbia)	467	+91
3	KORN - Korn (Immortal/Epic)	380	+76
4	DEMON KNIGHT SOUNDTRACK - Various Artists (Atlantic)	345	+85
5	NATIVITY IN BLACK COMPILATION - Various Artists (Columbia)	336	+45
6	TESTAMENT - Low (Atlantic)	332	+96
7	SLAYER - Divine Intervention (American)	309	+37
8	QUEENSRYCHE - Promised Land (EMI)	277	+74
9	PEARL JAM - Vitalogy (Epic)	277	+35
10	SICK OF IT ALL - Scratch The Surface (Elektra/eastwest)	271	+48
11	DANZIG - Can't Speak (American)	255	+27
12	KERBDOG - Kerbdog (Mercury)	224	+39
13	MELVINS - Stoner Witch (Atlantic)	216	+26
14	MONSTER VOODOO MACHINE - Suffersystem (D-Tribe/RCA)	214	+54
15	TREE - Plant A Tree Or Die (Cherrydisc)	213	+15
16	WIDOWMAKER - Stand By For Pain (CMC International)	203	+8
17	GODFLESH - Selfless (Earache/Columbia)	194	+9
18	ENGINES OF AGRESSION - Inhuman Nature (Priority)	183	+20
19	OVERDOSE - Progress Of Decadence (Futurist)	164	+19
20	MERCYFUL FATE - Time (Metal Blade)	162	+22
21	MACHINE HEAD - Burn My Eyes (Roadrunner)	153	+57
22	MARY BEATS JANE - Mary Beats Jane (Geffen)	146	-6
23	OFFSPRING - Gotta, Come Out And Play, Self Esteem (Epitaph)	145	-1
24	GROOVEZILLA - Groovezilla (Mausoleum)	138	+22
25	L.A. GUNS - Killing Machine, Long Time Dead (A&M)	135 NEW	
26	TAD - Live Alien Broadcasts (Futurist)	135	+84
27	WOODSTOCK '94 - Various Artists (A&M)	130	+50
28	CINDERELLA - Still Climbing (Mercury)	127	+11
29	SEX LOVE MONEY - Era (Rockworld)	126	+42
30	KYUSS - Demon Cleaner (Elektra/EEG)	115	+41
31	THE MIGHTY MIGHTY BOSSTONES - Kinder Words (Mercury)	106	-21
32	LEEWAY - The Simple Life? (Futurist)	105	+11
33	TYPE O NEGATIVE - Christian Woman, Black (Roadrunner)	102	+19
34	DOWNSET - Downset (Mercury)	100	+44
35	NEW IDOL SUN - Reach (Pavement)	100	+3
36	BIOHAZARD - Tales From The Hard Side (Warner Bros.)	100	+52
37	DREAM THEATER - Awake (eastwest/Atlantic Group)	96	-30
38	SOUNDGARDEN - My Wave, Fell On Black, Black Hole, (A&M)	96	+26
39	BAD RELIGION - Stranger Than Fiction (Atlantic)	95	+43
40	FIFTYLASHES - Harder (Doctor Dream)	93	+25
41	FRONT LINE ASSEMBLY - Millennium (Roadrunner)	89	-16
42	FUDGE TUNNEL - Rudge With A G (Earache)	87	+9
43	INSULT TO INJURY - Point Of This (Century Media)	87	+9
44	SWEATY NIPPLES - Bug Harvest (Megalorce)	83	-6
45	RED SQUARE BLACK - Violent Pause (Zoo)	81	+6
46	NAKED RHYTHM - Fatbox (Master)	79 NEW	
47	D GENERATION - D-Generation (Chrysalis/EMI)	78	-10
48	BODYCOUNT - Born Dead (Virgin)	73	+11
49	MARILYN MANSON - Portrait Of An American Family (Nothing/Interscope/AG)	72	+2
50	EXTREME - Hip Today (A&M)	71	+9

Most Added

SOLITUDE AETURNUS (25)

Through The Darkest Hour (Pavement)

CIRCLE OF DUST (24)

Circle Of Dust (R.E.X.)

KORN (22)

"Blind" (Immortal/Epic)

CORROSION OF CONFORMITY (21)

"Clean My Wounds (Columbia)

WIDOWMAKER (20)

"Killing Time" (CMC)

KYUSS (14)

"Demon Cleaner" (Elektra/EEG)

BOLT THROWER (14)

...For Victory (Earache)

Top Tip

L.A. GUNS

"Killing Machine" (A&M)

L.A. Guns captures this week's highest debut thanks to heavy spins from KZRX(18), KOFX(17), DMX(12), WJVO(12), WXZR(9) and WMHB(8).

Top Requests

CORROSION OF CONFORMITY

KORN

MEGADETH

SLAYER

SICK OF IT ALL

RECORD TO WATCH

SOLITUDE AETURNUS Through The Darkest Hour

(Pavement)

32 Gavin rocks stations are already on this awesome display of doomsday rock. The low-end dual guitars and meticulous rhythms of this band puts the gloom in gloomy.

Chartbound

Flesh (65) (Colorblind)

* Bush (65) (Trauma/Interscope)

* Butt Trumpet (62) (Chrysalis/EMI)

At The Gates (59) (Futurist)

Meshuggah (48) (Relapse)

Dropped: #36 Green Day #41 Gilby Clarke, #43

Reign, #47 Sheer Terror, #48 B-Thong,

Inside Rock

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Glendale, AZ 85301

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Fax: 602-970-5871

Watts: 2,000

40 hours of hard rock/metal programming.

Contact: Freeze Fresquez

By the time most of you read this, the San Francisco 49ers will be the world champions unless Steve Young is carjacked or Deion Sanders is abducted at an ATM. As long as members of the Niners keep their weapons on automatic, they should be all right...Our new phone system is slowly coming to life, as all the kinks are being smoothed out. To reach me directly dial 618 any time during the automated message. I mentioned this before but I guess some people thought I was kidding. Well I'm not. 618 is really my extension...The Seminar is just three weeks away. Can you believe it!?

The Rocks panels are completed so call me if anyone would like a list of the panelists. I don't have the official list of radio registrants but I do have a pretty good idea of who's attending, so if you're curious about who will be there or just want to know who won't be home so you can break into their house and leave promo material scattered all over the place, give me a ring. The agenda for all format meetings was printed in last week's issue. General sessions and showcase information will be announced in upcoming issues. There's still space available to showcase your bands. I highly recommend showcasing a group, particularly if it's a hard rock band that leans alternative, because it's a great way to expose your artists to radio people from all over the country, regardless of format. Call me for details. I've had requests from college reporters who are interested in volunteering for the Seminar in exchange for a badge.

Unfortunately, all positions have been filled. If you're a college station and would like to attend the Seminar, call me for information on how to register without spending your life savings or giving up your first born...This week's chart reflects mostly positive trends because 90 percent of the Rocks reporters are up and running. There are still a few stragglers, but overall most stations got their reports in on time. A reminder to radio promotion people: Artists are boldfaced underline only if their trend is positive. There

shouldn't be a lot of emphasis put on the actual chart numbers because the number of spins required for each number changes every week...**Pavement Record's Solitude Aeternus** is getting the nod from several stations this week, making it the number one most added. If you haven't checked out the band's dark Sabbath-y riffs you're either way too high or you just don't like massive slabs of low-end guitars. **Relapse's Meshuggah** is clinging onto chartbound with only 48 spins despite praise from many Rocks stations. A very confusing development. If the record is good, regardless of what it is, it should be played more than once a week, especially if the station has ten or more hours of hard rock/metal programming...In the wonderful world of singles we have **Chrysalis/EMI's Butt Trumpet** going for adds on January 30-31 with their single, "I'm Ugly And I Don't Know Why," while **Moist** is looking for adds February 6-7 for their single "Machine Punch Through." **Earache's Pitch Shifter** is launching the single "The Remix War" to rock radio on January 30-31. Also look out for **Elektra/EEG's Sick Of It All** with their single "Step Down," which features "Borstal Breakout" and "Straight Ahead." **Atlantic's Melvins** are going for January 30-31 adds with their single "Revolve," which includes two live tracks, "Anaconda" and "Let God Be Your Gardner." Also included is "Instant Larry," taken from the *Demon Knight* soundtrack... **Mausoleum Records** has announced that they are extending their food drive into February. For every Mausoleum Record added, one can of food is donated to the New York City area food bank. Any Mausoleum record that jumps up ten chart positions in any trade results in 100 cans of food donated to the food bank. Pretty cool wouldn't you say?...Co-founder of **Sector 2**

Records, Shawn Barusch (right) has created a new label, **Cage Records**. Based in Houston, the company will focus on Rock and Alternative markets in the Texas area. The newly-formed label is currently accepting unsolicited material which can be sent to Cage Record Inc. Highland Village 3935 Westheimer, #301 Houston, TX 77027 or call (713) 621-0193 for further information. Thanks goes out to **Warner Bros. Linnea Nan** for hooking me up with tix for



the **Slayer/Biohazard/Machine Head** show last Saturday night (January 21). It was a ripping show that produced one of the largest and most dangerous pits I've ever witnessed. I pity the fool who lost their footing in that tangled mesh of writhing bodies. I must say that Slayer not only rocked but their light show was completely amazing. Make every effort to see this concert even if you have to cut off Granny Newsbomb on the way to the show...Until next time sports fans. Vegetables, rice and peace.

Rock Releases

NAKED RHYTHM Fatbox (Massacre)

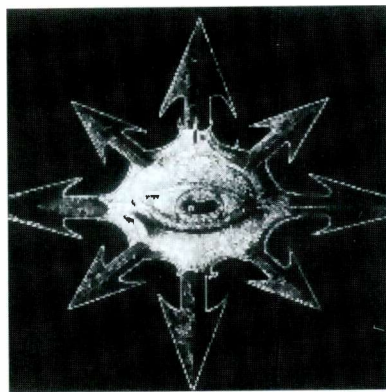
The word groove has been used in almost every music review ever written. I'm totally guilty with the over use of this word, but there's no way to avoid when you're reviewing a band like Fort Lauderdale's Naked Rhythm. Whether it's the thrashy rock jams of "Eyeballs" or the funk-riddled rhythms of "Break You," Naked Rhythm (Joseph Roland, vocals; Joe Digiovanni, guitar; Dan Paul, bass; Jeff Baron, drums) have more grooves than a thousand-year-



old redwood. This band's distinct and original sound is already getting spins at several Rocks stations, and was last week's number three most added with 15 adds. *Fatbox*, the band's debut album, was produced by Phil Varone and it offers several tracks that will appeal to alternative and rock radio. Rock and metal stations should check out the above mentioned tracks as well as "My Fault," "Fuck This Place" (great song) and "Brown Billy Goat" for your fix of edgy guitar hooks. *Fatbox* is swelling with infectious guitar grooves and intricate melodic schemes. A must-play for anyone into '90s rock.

BOLT THROWER ...For Victory (Earache)

England's Bolt Thrower are armed with low-end dual guitars, devilish bass lines, crashing drums and growling vocals. A combination of thrash, hard core and death metal, Bolt Thrower (Karl Willets, vocals; Barry Thompson, guitar; Jo Bench, bass; Gavin Ward, guitar; Andy Whale, drums), delivers their charis-



matic and bludgeoning approach to hard rock with their latest release, *...For Victory*. This is their fourth release for Earache Records, and it demonstrates their ability to consistently create rhythms and melodies through dark, hostile guitar riffs and sinister bass plucks. Bolt Thrower sidesteps death metal's repetitious bog, and instead presents a fresh dose of speedy guitar rhythms and sardonic melodies. "War," "Armageddon Bound," "Graven Image" and "Silent Demise" are just a few of my faves. Besides offering ten new tracks, *...For Victory* includes a second CD of live tracks. Recorded at Manchester in '92, this brutal display of death metal merits a listen. For truth, justice and your right to stomp, embrace *...For Victory*.

MUMBLESKINNY Head Above Water (Sector 2)

Mumbleskinny, a five-piece from Texas, offers a sound that hovers between alternative and hard rock with an infectious blend of psychedelic guitar hooks and hard rock rhythms. This is one of those bands that will struggle for airplay because they don't fit the criteria of what the majority of metal directors consider metal, and they have too much of an edge for most alternative stations. Nevertheless, Mumbleskinny (Mark Thiele, vocals; Gus Salmon, bass; Sean Salinas, drums; Wally, percussion; Earl Schuk, guitar) will attract those with an ear for current rock. *Head Above Water* offers ten tracks rich with driving rhythms and intricate melodies that follow an unpredictable path of swirling grooves dripping with psychedelia. The percussion sets the groove for each



track and is the band's strongest element. The slick mix of percussion and wiry guitar licks, along with Thiele's hypnotic vocals, can be compared to the rhythm section of 1 Mother Earth and Mother Love Bone. "Where The Prison Begins," "Beat Of My Heart," "Devilman" and "Hands Are Tied" are a few tracks that deserve closer attention. To keep your *Head Above Water*, throw on Mumbleskinny and let the psychedelic guitars and flowing melodic rhythms carry you to your happy place.

HOLY GANG Free Tyson Free! (Roadrunner)

Front 242's Richard 23 has a bone to pick with the American justice system, particularly their treatment of Mike Tyson, and together with Marc du Marais, formerly of La Muerte, and Jean-Pierre Everaerts, relieved his frustration by creating Holy Gang. Clashing elements of industrial and metal, Holy Gang is a electrifying display of digital programming that meshes metallic guitars with fast drum beats and robotic vocals. Richard 23 is an avid boxing enthusiast and a Mike Tyson fan who believes Tyson was wrongly accused of rape. The title track is a demand for the Tyson's immediate release and is surrounded by a frenzy of industrial metal grooves. "Murder As Religion" is another intense track that features metallic guitar chords and various sound effects that act as the background to the verbal assaults on America's prison system. "Sanity Fair," which has three different mixes, offers an array of electronic spuzz and guitar hooks while sinister vocals discuss the fate of a fallen hero. A heavy EP both in music and lyric content, Holy Gang dish up a huge helping of controversy with *Free Tyson Free!*

MARY BEATS JANE "Old" (Geffen)

Swedish rockers Mary Beats Jane have enjoyed substantial airplay at rock radio the last few months. If you're like me and can't get enough of this rock heavy band, I suggest you add their latest single "Old." Taken from MBJ's self-titled debut album, "Old" is an aggressive hard rockin' track that features metallic chords, punishing drum beats and intense vocal yells. Also included are the rip roaring riffs of "Corn," also taken from their debut album, and a new track, "No Illusions." There's nothing better than a barrage of hard guitars to get you through the day and Mary Beats Jane will relieve cravings for chunky riffs and will please your listeners with their brand of '90s hard rock.

GAVIN ALTERNATIVE

EDITOR: LINDA RYAN
ASSOCIATE EDITOR:
SEANA BARUTH



Inside Alternative

Did you notice how easy it was to get your fax through to us this week? That's 'cos we've got two new fax machines, which should make all of our lives a little easier. And I'll take this opportunity to remind you that our deadline is 3 p.m. PST.

Big news this week as **Howie**



Klein—host of **GAVIN's** alternative **Jukebox Jury** session this and every year—becomes president of **Reprise Records**.

Although this move has been predicted for quite some time, it was made official last week at a company luncheon. With high praise for the alternative format, Howie says, "With longtime alternative radio stations like **KROQ**, **Live 105** and **WHFS** becoming market dominators, and successful stations like **WMMS**, **Z-100** and **WBCN** going in a more alternative direction, I feel that people like myself and **Steven Baker**—who have long been involved with progressive artists and music—have come to a time where we're ready to take over the world (but I'd like to try to break **Filter** and **The Muffs** first)." Congratulations, Howie. You've been a great source of inspiration to many of us.

A couple of stations request your service: First, please welcome back **Sat Bisla** to the world of alternative radio. Sat is producing/hosting an alternative show that airs every Saturday night from 10 p.m.-1 a.m. on **KRZR-Fresno**. He's looking for both major and indie service, and it can all be sent to: *6824 E. Belmont Ave., Fresno, CA. 93727*. Sat can be reached at (209) 251-7076.

And **KBXR-Columbia** is also looking for alternative music for their **Brave New World** program, which airs five nights a week for two hours. Neat stuff can be sent to **Brent Gardner** at **KBXR**, *503 Old 63 North, Columbia, MO. 65201*. Brent can be reached at (314) 449-1520.

This was certainly the week for meeting some awfully nice people. **Monster Voodoo Machine**—despite what you think they might be like because of their music—are a bunch of softies. **Live 105**-San Francisco's **Steve Masters** and I had a great time talking with them about Snowboarding, Stiff Little Fingers and how come they don't get any airplay in their native Canada.

Lunch with **The Stone Roses** has me still shaking days later. I expect-
Continued from page 50

TW		SPINS	TREND
1	PEARL JAM - Spin/Black Circle, Tremor Christ, Better Man (Epic)	2187	+57
2	R.E.M. - What's/Frequency, Bang&Blame, Currencies, Crush (Warner Bros.)	1429	-85
3	GREEN DAY - When I Come Around, Paradise (Reprise)	1404	+33
4	THE CRANBERRIES - Zombie, Ode/Family, I Can't Be, Dreaming (Island)	1301	+23
5	STONE ROSES - Love Spreads, Ten Storey, Begging You, Tightrope (Geffen)	1287	+148
6	NIRVANA - About A Girl, The Man Who, Lake/Fire, Jesus Doesn't (DGC)	1260	+51
7	PORTISHEAD - Sour Times (London)	1241	+115
8	BUSH - Everything Zen, Monkey (Trauma/Interscope/AG)	1184	+123
9	OASIS - Live Forever, Supersonic, Rock And Roll Star (Epic)	1179	+209
10	OFFSPRING - Gotta, Come Out And Play, Self Esteem (Epitaph)	1072	+9
11	WEEZER - Buddy Holly, Undone, My Name Is (DGC)	1049	-100
12	STONE TEMPLE PILOTS - Unglued, Interstate Love Song, Pretty Penny (Atlantic)	952	-68
13	VERUCA SALT - Seether, Number One, Victrola, Spiderman (Minty Fresh)	906	+24
14	LIVE - I Alone, Lightning Crashes (Radioactive)	901	+196
15	SIMPLE MINDS - She's A River (Virgin)	892	+232
16	FLAMING LIPS - She Don't Use Jelly (Warner Bros.)	797	-41
17	THROWING MUSES - Bright Yellow Gun (Sire/Warner Bros.)	780	+154
18	SHERYL CROW - All I Wanna, Strong Enough (A&M)	774	+129
19	NINE INCH NAILS - Piggy, March, Closer (Nthng/TVT/Interscope/ARG)	714	-34
20	BAD RELIGION - Stranger Than, 21st Century, Incomplete, Infected (Atlantic)	657	-108
21	LETTERS TO CLEO - Here & Now (Giant)	617	+146
22	LIZ PHAIR - Supernova, Whip-Smart (Matador/Atlantic)	605	+62
23	HOLE - Doll Parts, Asking for It, Violet (DGC)	579	-108
24	SMASHING PUMPKINS - Landslide, Frail And Bedazzled (Virgin)	574	-131
25	ASS PONYS - Little Bastard (A&M)	545	+103
26	JERKY BOYS - Collective Soul, L7, Superchunk (Atlantic)	503	+177
27	SARAH McLACHLAN - Hold On (Netwerk/Arista)	503	+123
28	THE THE - I Saw The Light (550 Music)	484	NEW
29	SOUNDGARDEN - My Wave, Fell On Black, Black Hole, (A&M)	471	-51
30	CLERKS SOUNDTRACK - Soul Asylum, Alice In Chains (Columbia)	464	+61
31	WOLFGANG PRESS - Going South (4-AD/Warner Brothers)	446	+212
32	DINK - Green Mind (Capitol)	425	-23
33	RANCID - Roots Radical (Epitaph)	423	+24
34	MAZZY STAR - Halah (Capitol)	414	-45
35	DAVE MATTHEWS BAND - What Would You Say (RCA)	382	+65
36	BETTIE SERVEERT - Ray Ray Rain (Matador/Atlantic)	357	+74
37	HOOTIE & THE BLOWFISH - Hannah Jane (Atlantic)	357	+13
38	SPELL - Superstar (Island)	356	-34
39	SPONGE - Plowed (Chaos)	332	+35
40	ELECTRAFIXION - Zephyr (WEA)	278	NEW
41	DINOSAUR JR. - I Don't Think So, Feel The Pain (Sire/Reprise)	277	-132
42	GRANT LEE BUFFALO - Lone Star Song (Slash/Reprise)	254	-2
43	WEEN - Voodoo Lady, Can't Put My Finger On It (Elektra/EEG)	251	-120
44	DANZIG - Can't Speak (American)	244	+24
45	BELLY - Now They'll Sleep (4-AD/Sire/Reprise)	226	NEW
46	FACE TO FACE - Disconnected (Victory/A&M)	222	NEW
47	MELROSE PLACE, THE MUSIC - Aimee Mann, James, Letters To Cleo (Giant)	219	-141
48	DEAD CAN DANCE - Toward The Within (4-AD)	211	-60
49	LORDS OF ACID - Voodoo U (American/White Label)	203	NEW
50	LUSCIOUS JACKSON - Deep Shag (Grand Royal/Capitol)	201	NEW

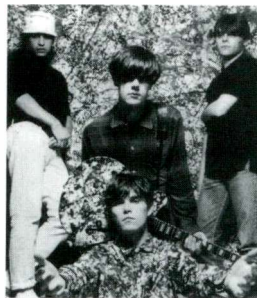
Most Added

- BELLY (24)**
"Now They'll Sleep" (Sire/Reprise)
- BETTIE SERVEERT (16)**
Lamprey (Matador/Atlantic)
- MASSIVE ATTACK (15)**
"Protection" (Virgin)
- WOLFGANG PRESS (15)**
Funky Little Demons (4-AD/Warner Bros.)

Top Tip

THE THE
"I Saw The Light" (Epic)
Hank Williams goes alternative? Close. The The debuts at #28 this week.

Top Requests



- STONE ROSES**
- GREEN DAY**
- WEEZER**
- PEARL JAM**
- BUSH**

RECORD TO WATCH

MASSIVE ATTACK "Protection" (Virgin)

EBTG's Tracey Thorn stars on this ultra-smooth winner, which can already be heard on WDST, Rev 105, WHTG, WCBR, WMNF, etc.

Chartbound

- SONS OF ELVIS** - "Formaldehyde" (Priority)
- COLD WATER FLAT** - "Magnetic North Pole" (Ft. Apache/MCA)
- RUSTED ROOT** - "Send Me On My Way" (Mercury)
- MASSIVE ATTACK** - "Protection" (Virgin)
- BETTIE SERVEERT** - "Ray Ray Rain" (Matador/Atlantic)

Reports accepted Monday 8:30am - 4pm and Tuesday 8:30am - 3pm
Station Reporting Phone: (415) 495-1990 Gavin Fax: (415) 495-2580

THE MIGHTY MIGHTY BOSSTONES

PICTURES TO PROVE IT

LOM

QUESTION THE ANSWERS



"Pictures To Prove It" Produced by Paul Q. Kolderie and
Mixed by Jason Corsara
Management: Gary Hobbib/High Noon Entertainment

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COME SEE

Kevin Weatherly
Kurt St. Thomas
Marco Collins
Russ Mottla
Jonathan Rosen
Seanboy Ziebrath
Mary Moses
Steve Masters
Gene Sandbloom
Howie Klein
Kevin Cole
Boy Troy
Robert Benjamin
Kevin Stapleford
Rick Lambert
Sandy Horovitz
Lisa Worden
Matt Pinfield
Heather Lose
Jeanne Atwood
Lynn Barstow
Darcy Fullmer
Chris Corley
Matt Markel
Mark Jackson
Oedipus
Alan Smith
Max Tolkoff
Mike Halloran
Tom Calderone
Kerri Lee
Allison Strong
Christian Unruh
Tommy Wilde
David Sadof

1995 ANNIVERSARY
GAVIN **10**
SEMINAR

COME HEAR

PJ Harvey
Ned's Atomic Dustbin
Sebadoh
Bad Religion
Better Than Ezra
Nine Inch Nails
Belly
Kittywinder
Magnapop
Bare Naked Ladies
Wolfgang Press
Dirt Merchants
Sons Of Elvis
Fossil
Goo Goo Dolls
Poster Children
Dionne Farris
Deadeye Dick
Pop Will Eat Itself
Timbuk 3
Prick

BE THERE



GAVIN COLLEGE

ALTERNATIVE EDITOR:
LINDA RYAN
COLLEGE EDITOR: SEANA BARUTH



2W LW TW

2	1	1	ASS PONYS - Electric Rock Music (A&M)
3	2	2	PORTISHEAD - Dummy (London)
—	15	3	THROWING MUSES - University (Sire/Warner Bros.)
24	14	4	STONE ROSES - Love Spreads, Begging You, Tightrope (Geffen)
40	10	5	18TH DYE - Done (Matador)
—	21	6	BETTIE SERVEERT - Lamprey (Matador/Atlantic)
15	7	7	GASTR DEL SOL - Mirror Repair (Drag City)
1	3	8	JON SPENCER BLUES EXPLOSION - Orange (Matador)
4	8	9	DEAD CAN DANCE - Toward The Within (4-AD)
8	9	10	TREEPEOPLE - Actual Re-enactment (C/Z)
6	6	11	ALL VIRGOS ARE MAD - K. Smith, Red House P., Wolfgang P., Air Miami (4-AD)
45	20	12	TUSCADERO - The Pink Album (Teen Beat)
41	39	13	BUSH - Everything Zen, Monkey (Trauma/Interscope/AG)
—	37	14	HELIUM - Pat's Trick, Ghost Car (Matador)
NEW	15		LOIS - Shy Town EP (K)
NEW	16		WOLFGANG PRESS - Funky Little Demons (4-AD/Warner Brothers)
5	5	17	PALACE SONGS - Hope (Drag City)
NEW	18		BRAINIAC - Bonsai Superstar (Grass)
38	32	19	JESSAMINE - Jessamine (Kranky)
NEW	20		ZUMPANO - Look What The Rookie Did (Sub Pop)
13	13	21	SILVER JEWS - Stariite Walker (Drag City)
43	22	22	CHROME CRANKS - Chrome Cranks (PCP)
14	4	23	VERUCA SALT - Seether, Number One, Victrola, Spiderman (Minty Fresh)
—	40	24	KICKSTAND - Kickstand (Queenie)
12	12	25	CATHERINE - Sorry! (TVT)
—	26	26	LOU BARLOW AND FRIENDS - (A Collection of Home Recordings) Volume 2 (Mint)
NEW	27		POND - The Practice Of Joy Before Death (Sub Pop)
16	16	28	CRANES - Loved (Dedicated/Arista)
11	11	29	LORDS OF ACID - Voodoo U (American/White Label)
28	28	30	R.E.M. - What's/Frequency, Bang&Blame, Currencies, Crush (Warner Bros.)
31	31	31	RED HOT & COOL: STOLEN MOMENTS - Pharcyde, The Roots, MC Solaar (GRP)
NEW	32		NEW RADIANT STORM KING - August Revival (Grass)
44	44	33	BLAST OFF COUNTRY STYLE - Rainbow Mayonnaise Deluxe (Teen Beat)
NEW	34		TECHNICAL JED - Southern States (SpinArt)
18	24	35	WEDDING PRESENT - Yeah Yeah Yeah, Gazebo (Island)
—	36	36	PLASTIKMAN - Musik (NovaMute)
10	17	37	GUIDED BY VOICES - I Am A Scientist EP (Scat)
NEW	38		KITCHENS OF DISTINCTION - Cowboys And Aliens (A&M)
NEW	39		MASSIVE ATTACK - Protection (Virgin)
NEW	40		SWANS - The Great Annihilator (Invisible)
33	33	41	ANTIETAM - Rope-A-Dope (Homestead)
35	38	42	LIZ PHAIR - Supernova, Whip-Smart (Matador/Atlantic)
39	18	43	LAURIE ANDERSON - Puppet Motel, In Our Sleep, Bright Red (Warner Bros.)
NEW	44		LOVE 666 - American Revolution (Amphetamine Reptile)
NEW	45		SAMMY - Kings Of The Inland Empire (Smells Like Records)
—	46	46	AIR MIAMI - Airplane Rider, Stop Sign (Teen Beat)
—	47	47	PASTELS - Yoga (Matador)
25	25	48	WHY POPSTARS CAN'T DANCE - Jupiter Sun, Boyracer, Stereolab, Henry's (Slumberland)
48	49	49	WEEN - Voodoo Lady, Can't Put My Finger On It (Elektra/EEG)
—	50	50	LATIMER - World's Portable (World Domination)

Most Added

BETTIE SERVEERT (18)
Lamprey (Matador/Atlantic)

CASPER BROTZMANN

MASSAKER (17)
Home (Thirsty Ear)

MASSIVE ATTACK (16)
Protection (Virgin)

WOLFGANG PRESS (16)
Funky Little Demons (4-AD/Warner Bros.)

BIM SKALA BIM (16)
Eyes & Ears (BiB Records)

Top Tip

LOIS

Shy Town EP (K)
KALX, KSJS, KUCI, WNUR, WRFL, WRVU and WXCI report Heavy action on *Shy Town* this week; that support—along with a slew of Mediums and seven new ADDS—scores the Lois Top Tip honors with an impressive #15 debut.

RECORD TO WATCH

TEAM DRESCH Personal Best

(Chainsaw/Candy-Ass)
Although *Personal Best* didn't make the Most Added column, the disc racked up 12 ADDs this week—from KDVS, KCMU, KCSB, KFSR, KUCI, WRFL, WRUV, WRVU, WSMU, WTUL, WUNH and WVKR. There's more to come, I'm certain, 'cause this is one of the young year's most talked-about and deserving releases.

Chartbound

THE THE - I Saw The Light (550 Music/Epic)

PEST 5000 - Toast EP (No Life)

CHRIS CONNELLY - Shipwreck (Wax Trax!/TVT)

NEW BOMB TURKS - Information Highway Revisited (Crypt)

THIS IS FORT APACHE - Various Art sts (Fort Apache/MCA)

JENNIFER TRYNIN - Cockamamie (Squint)

EOSEL - Detroit Folly (Grass)

CRASH WORSHIP - Triple Mania II (Charnel)

Dropped: #19 Lisa Germano, #23 Smashing Pumpkins, #27 Fastbacks, #29 Echobelly, #30 Heavenly, #34 Pizzicato Five, #35 Big Audio, #41 Picasso Trigger, #42 Dog Faced Hermans, #43 Soul Coughing, #45 London Suede, #48 Nirvana.

Inside College

We're (finally) back in full swing with 94% of stations reporting, and that contributed to an unprecedented conundrum this week: The chart's top three records received the *same* number of points.

Therefore, technically, the **Ass Ponys**, **Portishead** and **Throwing Muses** tied for the number one spot. The decision to place the Ass Ponys at #1, Portishead at #2 and Throwing Muses at #3 was based on the following: Although the Muses had more actual reports (36) than the Ass Ponys (32) or Portishead (26), ten of those reports were ADDs, which (experience tells me) may not necessarily convert to rotations next week. So, the Ass Ponys had the highest number of *rotations*, and since Portishead and the Throwing Muses had lower but equal rotations (26), Portishead, the incumbent, holds onto its #2 seat.

Sub Pop is proud to announce they've hired a Director Of College Promotion to replace the departed **Adam Bernstein**. The skilled **Kristen Myer**, currently one-half of **Mammoth's** promo team, will be stepping in. Other shuffling took place with **Donovan Finn**, who's moved from college promotions at **Beggars Banquet** to the same position at **Zero Hour**. And, **Darren at Mechanic** reported today that he's leaving the label to go back to school and finish his degree, a course of action that (I think) takes a bunch o' courage and initiative. Congrats to everyone.

Stations that have been lucky enough to score Rhino's **Monkees** re-issues, take note: The *Head* soundtrack is an long-ignored gem that's missing from most station libraries. If you haven't had *Head* in your library (low-brow types pause and chuckle here), you might consider adding it to your new bin or to rotation. It's a fab soundtrack to a film that was quite alternative in its time. Those who still believe the Monkees weren't skilled musicians should listen to **Peter Tork's Head** contributions, "Do I Have To Do This All Over Again" and "Can You Dig It." They rule.

I know I haven't been real consistent with Birthdays listings (why bother? Now you can get a complete list in the GAVIN 1995 Executive Planner), but there's a run of 'em around now, so shout-outs to **Amy Seidenwurm** (1/22) **Ben Goldberg** (1/22), **Anthony Del Rosario** (1/24), **Linda Ryan** (1/25), **Dave Sanford** (1/26), **Eric Greenwood** (1/27), **Russell Moenich** (1/29) and **Mark Eitzel** (1/30, I think).

Continues on page 52

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Continued from page 46



ed one of two things: I'd be so much in awe I just couldn't talk to them, or they'd be so full of their own self worth that I wouldn't want to talk to them. But they were *so* nice! A genuinely down-to-earth bunch of guys. Shortly before I went weak at the knees, this photo was taken to preserve the moment. L-r: the Stone Roses' John Squire, Gavin's Linda Ryan, the band's Mani, Renni and Ian Brown.

Did you get your copy of **Sparks'** "When Do I Get To Sing 'My Way'" in last week's **GAVIN**? This special collector's single shows Sparks is as viable in the '90s as they were throughout the '80s. Lend a special ear to the **Vince Clarke** (Erasure) remix.

And speaking of unusual pairings, have you heard **Smashing Pumpkins'** version of **Depeche Mode's** "Never Let Me Down Again?" Both **Live 105**-San Francisco and **Rev 105**-Minneapolis are playing this special BBC radio version, which, at present, is only available on import. Do yourself a favor and send an intern out to pick this one up.

And while they're at it, have him or her find **Supergrass'** "Caught By The Fuzz," **The Charlatans'** "Crashing In" and **Oasis'** "Whatever." And don't forget to pay them back.

While we're on one of my favorite subjects—**Oasis**—their video for "Live Forever" becomes an **MTV Buzz Clip** this week. It's already getting top five phones at **91X**, **WFIT** and **KNDD/The End**, and jumps 12-9 on the chart this week, and are the only new entry in the top ten.

Looking farther down the chart, **The The** make a solid debut at #28, making "I Saw The Light" this week's Top Tip. Five new players join **Matt Johnson's** ever-growing fanclub: **Live 105**, **WAQZ**, **WPFM**, **KNNC** and **X-96**.

Another nice debut comes from **Electrafixion**, the band comprised of ex-**Echo & The Bunnymen** stalwarts, **Ian McCulloch** and Will Seargent. "Zephyr" debuts squarely at #40, while **KACV**, **WEQX**, **KEDG**, **WQNF**, **Q-101** and **KNNC** come in with adds. Expect a big increase in spins per week on the next chart.

As you can see from the seminar ad in this section, there are quite a large number of programmers coming to New Orleans. Obviously,

ARTIST PROFILE

POND



FROM: Portland, Oregon

LATEST RELEASE: *The Practice Of Joy Before Death*

LABEL: Sub Pop

CONTACT: Amy Seidenwurm
(206) 441-8441

THEY ARE: Charlie Campbell, guitar and vocals; Chris Brady, bass and vocals; Dave Triebwasser, drums.

IT'S SAID: "Surely there's something going on in Portland. Throw in labelmates **Sprinkler** and the newly minted **Heatmiser**, and yup, you've got the raw meat (or vegetables) alternative music seems to thrive on nowadays: a genuine, bona fide scene." —Spin

HE SAYS: "I like to sleep in, say 11 hours, then you get really great dreams 'cause your brain's really active. I dreamt once that I was actually dead. I thought, 'I must be dreaming.' But the dream went on and on. It was so realistic.

'This is not a dream, I'm dead.' We all need to sleep more; no animal sleeps as little as we do." —Charlie Campbell

ENCAPSULATED: "Pond layers discrete shreds of hard psychedelia under oddball guitar tunings and...powerful vocals. No nudnick brooding, no flannel-flying, no slacker posing; just three regular guys who happen to have a flair for incendiary riffs and engaging hard-edged melodies."

—Request

She was pushed.



THE CRAMPS

"Naked Girl Falling Down The Stairs"

From the new album: *FlameJob*

Now On Tour

1/19	Vancouver, BC	2/2	Dallas, TX
1/20	Seattle, WA	2/3	Austin, TX
1/21	Portland, OR	2/4	Houston, TX
1/23	Sacramento, CA	2/7	Nashville, TN
1/25	Palo Atlo, CA	2/8	Birmingham, AL
1/27	Los Angeles, CA	2/9	New Orleans, LA
1/28	San Diego, CA	2/10	Atlanta, GA
1/30	Mesa, AZ	2/12	Memphis, TN
		2/14	Columbia, MO
		2/15	Oklahoma City, OK
		2/16	Tulsa, OK
		2/18	Albuquerque, NM
		2/19	Tuscon, AZ



THE MEDICINE LABEL

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SUGAR

"Gee Angel"
The new single from
FILE UNDER: EASY LISTENING

"The sweep of the album confirms Mr. Mould as a premier alternative rocker of the last 15 years, every bit the equal of a David Byrne or a Chrissie Hynde, and more influential than either."

— New York Times

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RYKO

you've been misinformed about exactly who will or will not be there, and we're setting the record straight.

Finally, please welcome back WBCN-Boston to Gavin's alternative reporting panel. Oedipus and Steve can be reached at (617) 266-1111. Give 'em a call and welcome them back.

THE MIGHTY MIGHTY BOSSTONES
"Pictures To Prove It"
 (Mercury)

This is the one many hoped would be the next single—count WFNX, Rev 105, KUKQ, KPNT and KKNB as early supporters of "Pictures To Prove It." The first 30 seconds of "Pictures..." is a guitar-fest for the ears, and then the ska closely associated with The Bosstones kicks in. This one's hot—and The Bosstones (unlike that horrible "Date Rape" song by Sublime) are the real deal.
 —Linda Ryan

JEFF BUCKLEY
"Last Goodbye" (Columbia)

Until now, Jeff Buckley has been embraced more readily by the music press, while radio kinda sat there with folded arms. Well, "Last Goodbye" is Jeff Buckley's waltz, and with stations like X96, WROX, WFNX, WBCN, KNDD/The End and WOXY signing on, Jeff's dance card might soon be full. He's got the talent, the reputation, and now he's got the radio song. Give this one a spin.
 —Linda Ryan

MATT KEATING
"McHappiness" (Alias)

Until now, bands like Nirvana or Green Day had the market cornered when it came to songs about despair and disillusionment. Matt Keating offers a biting look at life in America that not only makes you think, it makes you feel. And he does it with

an acoustic guitar. I guess you could say Matt Keating walks softly and carries a big stick—and McHappiness is one helluva big stick.
 —Linda Ryan

THE WOLFGANG PRESS
Funky Little Demons (4AD)

There's so much to appreciate when you listen to The Wolfgang Press, and *Funky Little Demons* is truly a refreshing progression from their last album, *Queen*. On the first four tracks The Wolfgang Press prove that they've learned to groove on one hip and attach a chorus to the other and be completely happy with it. Their soulful songs are interlocked with ambient melodies as heard on "Chains," where Mick Allen, whose voice is a finely-tuned instrument, shows he's willing to expand his singing style. Like the single, "Going South," both "11 years" and "Christianity" have enough guitar and keyboard noise to be rock songs. However "11 years," with its liberal use of horns and backup singers, is a testament to how much The Press has grown. Other solidly-written tracks include "She's So Soft" and "People Say." Listen to *Funky Little Demons* in one sitting. It offers a full range of The Wolfgang Press's sound.
 —SANDRA DERIAN

CERTAIN DISTANT SUNS
Happy On The Inside (Giant)

Hailing from the outskirts of Chicago, this 5-piece is poised to make its mark outside of the Midwest. Most of these ten tracks were culled from previous EPs, and all were remixed for this compilation-of-sorts. "Talk" plugs into a swirling groove of guitars and squawking samples as Justin Mroz's adrenalin-curdling vocals seize the listener's attention. The funk of "Mine All Mine" features writhing guitars and distorted vocals, and radio should prick up their ears to it. Other cuts to zero in on are the epic "Crustacean" and the psychedelic "Bitter." Fans of Wolfgang Press and the guitar/percussive mix of Ned's Atomic Dustbin will be at home on Certain Distant Suns.
 —David Beran

Continued from page 49

Speaking of birthdays, **Relativity's Kerri Savage** kindly sent this photo of **Sharon Joffe's** birthday gathering. Blissed-out attendees include (left to right) somebody named **Henry, Chris White, Sharon, Kerri, Carolyn Wolfe, Kris Gillespie, Julie Underwood** and **Jeff Sperber**.



Finally, please remember to return your GAVIN Awards ballot. Response has been excellent, so thanks to those who already voted. Also, look for our forthcoming **GAG** 'zine for a seminar update, gig guide and selective results to the 1994 Superlative Survey conducted by the

mentioned Ms. Savage. In your mailbox soon.

Guess that's it for now. See you next week with all the gossip that's good to go and then some.

P.S. AOL ditchdiggers take note: there are at least four (4) items above that could be defined by zealots as conflict of interest. Happy sleuthing.

College Albums

POND
THE PRACTICE OF JOY BEFORE DEATH
 (SUB POP, P.O. BOX 20645,
 SEATTLE, WA 98102)

Although I don't remember being at all moved by Pond's self-titled debut disc (released in 1993), the band's new long-player, *The Practice Of Joy Before Death*, strikes a more resonant chord. On this sophomore effort, Pond (Chris Brady, Charlie Campbell and Dave Trieswasser) explore the limitations of the rock-trio configuration—and pretty much determine that there aren't any. Like fellow Northwesterners Built To Spill, Pond are relentlessly hooky without being simplistic, driven by a ever-so-flexible guitar, and unafraid to stretch out and ride the rock wave to its expiration. However, whereas Built To Spill auteur Dug Martsch specializes in arty asides and muse-y meanderings, Pond guitarist Charlie Campbell indulges in the kind of loopy sonic riffing, scraping and groove that—especially when accessorized by straining harmonies—recalls prog- (rather than art-) rock. That kind of Cream and Tull-influenced progressive psychedelia might be the backbone of *The Practice Of Joy Before Death*, but Pond references more contemporary artists as well: "Rock Collection" and "Sideroad's" vocals nod to J. Mascis; "Union" boasts Dando-ish hooks that melt into a My Bloody Valentine barrage, and "Artificial Turf" flirts with sludge. Check out all of the above (especially "Union") as well as the fabulous "Ol' Bluehair," "Happy Cow Farm Family" and "Gagged & Bound."
 —SEANA BARUTH

TRANCE MISSION
MEANWHILE... (CITY OF TRIBES
RECORDS, 3025 17TH STREET,
SAN FRANCISCO, CA 94110)

Since the early, '90s San Francisco-based Trance Mission have been exploring the outermost regions of multiworld phonics. Their latest effort, *meanwhile...*, is filled with bits and pieces of polyphonic transmissions borrowed from Australia, the Middle East, Africa. Asia and the digitized realm of virtual reality, all coming together in one cohesive sonic blend. Comprised of Beth Custer on clarinets, Stephen Kent on didgeridoos, John Loose on percussion, and Kenneth Newby supplying winds and digital noise, Trance Mission have created a non-stop ambient cluster of hypnotic washes of digitized atmospherics, rough-hewn aural organics emitting from the didgeridoo, clarinets tuned to a mournful Middle Eastern tonal scheme and infectious tribal rhythms. Vocal enhancement is provided by Eda Maxym, her ethereal chants further add to the deeply trance-like atmosphere of the music. The rest of the album features richly textured instrumentals like "Bindi," a clarinet-dominated piece with serpentine notes that twist and squeeze among the raw hum of the didgeridoo and the primal percussive rhythms. With *meanwhile...* Trance Mission have elevated ambient music to the next plane by infusing ancient musicology with modern day technology. The result is sonically charged futuristic primitivism; an all encompassing, melodious spiritualistic enhancement for the dreamtime inclined.
 — SPENCEDOOKEY



1. STONE ROSES - LOVE SPREADS
2. THE CRANBERRIES - ODE TO MY FAMILY
3. LIVE - LIGHTENING CRASHES
4. PORTISHEAD - SOUR TIMES
5. BUSH - EVERYTHING ZEN
6. OFFSPRING - GOTTA GET AWAY
7. BELLY - NOW THEY'LL SLEEP
8. OASIS - LIVE FOREVER
9. WOLFGANG PRESS - GOING SOUTH
10. BAD RELIGION - INFECTED

Edited by Seana Baruth

GAVIN PICKS

Singles

KEITH MARTIN
Never Find Someone Like You (Ruffhouse/Columbia)

By Valentine's Day expect spins to be out of control for this newcomer from Philly who counts Boyz II Men among his buddies. Co-written by Marti Sharron (who co-wrote Regina Belle's "If I Could") and Danny Sembello, this entry sure sounds like a slam dunk.

LONDONBEAT
Come Back (Radioactive/MCA)

After several months of being played down the phone line to a lot of programmers, it hits the street. Uptempo pop music is what mainstream Top 40s are demanding, and this trio's unbeatable hit formula couldn't arrive at a better time.

BONNIE RAITT
You Got It (Arista)

Somewhere up there one gets the sense that Roy Orbison is looking down with a great big grin. Who more perfect to offer an interpretation of Roy's last big hit? Now the song gets immortalized on the soundtrack to the new Whoopi Goldberg film, *Boys On The Side*.

K-CI HAILEY
If You Think You're Lonely Now (Mercury)

Following a great run at urban radio, the man who powers Jodeci is ready to roll at Top 40. Co-written

by the great Bobby Womack, this version is up to 60-plus spins at Power 106-Los Angeles, Jammin' 94.5-Boston, Hot 97.7-San Jose, KDON-Monterey/Salinas and KMEL-San Francisco.

ADINA HOWARD
Freak Like Me (east-west/EEG)

Anyone ever tally up how many songs over the years have mentioned the word "freak"? It's easy to hear why urban and Top 40 music programmers are freakin' for this sexy lyric and tune borrowed from an old Bootsy Collins song. Added at the Power Pig-Tampa, Z93-Dayton and Z90-San Diego.

TAKE 6
You Can Never Ask Too Much (Of Love) (Reprise)

After achieving critical acclaim and numerous Grammys, Take 6 is on the brink of busting at Top 40, thanks to this beauty written by the group's Cedric Dent, producer David Foster and Linda Thompson. Moving from the Gospel world into the realm of secular contemporary music, Take 6 remains true to their special sound by creating a spirit that's sure to move lots of folks.

NIRVANA
The Man Who Sold The World (DGC)

On paper it seems odd to think of Nirvana taking on this David Bowie composition. But their performance of it on *MTV Unplugged* remains a lasting reminder of Kurt Cobain's artistic sensitivity.

Albums



PATTY LOVELESS
When The Fallen Angels Fly (Epic)

Throughout her career, Patty Loveless has not only been one of country's finest voices, she's also never failed to put great songs on all of her albums. *When The Fallen Angels Fly* just may be the crown jewel in the latter department. Loveless does it all on this album too. The ballads "A Handful Of Dust" and "Here I Am" (both written by Tony Arata) are complete scorchers, and the rocking covers of Jim Lauderdale's "Halfway Down" and Gary Burr's "I Try To Think About Elvis" are unadulterated good times. But it's Loveless' tremendous outpouring on Billy Joe Shaver's title cut that's the icing on this cake. Emory Gordy's fine production has Patty Loveless flying high again.

—ROB BLEETSTEIN

VARIOUS ARTISTS
Music From The Television Series My So-Called Life (Atlantic)

The theory that soundtracks are the K-Tel collections of today is proven on this varied, cool-enough-for-school assembly. Juliana Hatfield's "Make It Home" features meditative vocals meshed with a forlorn acoustic guitar, and captures the TV program's muted hopefulness. Madder Roses' "Drop A Bomb's" rousing chorus

employs siren-like guitars and carefree vocals, and the Archers Of Loaf turn in an unreleased, distortion-laden jamboree on "South Carolina." Other standouts are the Lemonheads' dizzying "Dawn Can't Decide" and Daniel Johnston's minstrelly "Come See Me Tonight."

—DAVID BERAN

SHOWBIZ
FEATURING AG
Goodfellas (Payday/FFRR)

No filler, no gimmicks, just raw rhymes and some of the tightest production that the original East-coast style (remember that sound?) has to offer. Their masterful presentation of trim metaphor, sophisticated tracks that glorify rich samples and clever cuts, and



thematic consistency combine for incredible listening pleasure. *Goodfellas* goes to show that if you stay with and improve upon your own style, you can't lose. Contact Fuzzy at Payday (212) 603-7677.

—THEMBISA S. MSHAKA

MELISSA MANCHESTER
If My Heart Had Wings (Atlantic)

It's sure to be a significant comeback when you get legendary producer Arif Mardin to orchestrate your

musical comeback. It has to have been a decade since Manchester's album on MCA, but you'd never know it by her up-to-speed presentation. She gets to the main course quickly, as two of the set's strongest are right at the beginning, "The House That Love Built" is near gospel in its arrangement, and it's followed by "In A Perfect World," a torched ballad of wishful thinking that has been chosen as the first single.

—RON FELL

OYSTEIN SEVAG
Global House (Windham Hill)

It's only a matter of time before Norwegian composer and keyboardist Oystein Sevag scores a major motion picture soundtrack gig. His music has that hypnotic, large-scale sound canvas that would make a superb translation onto the big screen. Meanwhile, *Global House* is commercially cerebral, geographically exotic and classically disciplined all rolled into one. Check out the "acid house" flavor on the title cut. Nils Petter Molvaer's brooding trumpet is often an uncanny dead-ringer for Miles Davis.

—KEITH ZIMMERMAN

MY SO-CALLED LIFE
Music From The Television Series (Atlantic)

Here's a soundtrack project that unconsciously salutes the stupidity of the American network television system. Juliana Hatfield, Frente! and others front an alternative compilation of tunes from the acclaimed series, *My So-Called Life*. Trouble is, ABC-TV has already "put the show on hiatus" (aka "cancelled") after a dozen episodes, ignoring the cries of critics and fans of the show as the series grew dramatic legs. And you thought radio was unforgiving.

—KENT ZIMMERMAN

By Dave Sholin

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1995 GAVIN SEMINAR

ANNIVERSARY 10

1995 GAVIN SEMINAR

Wednesday, February 15

3 p.m.-9 p.m. Registration

Thursday, February 16

8 a.m.-9 p.m. Registration

10:30 a.m.

KEYNOTE ADDRESS: STRAUSS ZELNICK

With his background in film (president/CEO of 20th Century Fox) and software (president/CEO of Crystal Dynamics), BMG's president can place radio and music into the context of the much-vaunted information superhighway.



12:00 Noon

THE OFFICIAL JAZZ/A2 WHENJAGETTIN? GAVIN Showcase Gig TBA

DINKY PICKLE ALIVE II

Scott Carter, your friendly A&M promotion rep, reprises last year's successful "Show Me On The Dolly Where The Monkey Bit You." It's not quite a game show, it's not really a panel, and it's certain to have a more clever title once Carter gets back to us.

RADIO'S PLACE IN THE NEW MEDIA LANDSCAPE

A multi-media presentation from the strategic and tactical research firm, The Eagle Group outlines who listens to radio, why and how much they listen, and why they don't. Where is the real competition to radio and what can radio expect in the near and distant future? This \$30,000 survey conducted in 1994 is presented by Eagle's Matt Hudson.

2:30 p.m.

WHY SALES IS IMPORTANT TO PROGRAMMERS

A session devoted to sales for programmers conducted by John Lund of The Lund Consultants. We'll explore the ways programmers can most effectively deal with their sales and promotion departments, how sales presents each station's programming to its clients, and how programmers can sell ideas up and down each station's change of command.

SPECIAL JAZZ/A2 KEYNOTE ADDRESS WITH BRUCE LUNDVALL

A seminar "view from the top" will feature Bruce Lundvall, the charismatic president of Blue Note Records. Whether it will be strictly an address by Lundvall, a one-on-one chat, or a combination of the two, there will be time for questions and comments.



1995 RAP RADIOLYMPICX

Programmers and DJs will be asked to register by applause the quality and competitive radio playability of never-before-released songs. Roundtable discussion to follow. Co-moderated by GAVIN rap editor Thembisa S. Mshaka and Darryl James, *Rap Sheet's* editor-in-chief.

THE RIOT ACT: HARD MUSIC RADIO

Defining hard music's niche in the industry and its impact in the AOR/COR market. How long is the road to crossing hard music into formats that have been held hostage to a business-as-usual atmosphere?

ALTERNATIVE JUKEBOX JURY

Hosted by Howie Klein. This year's Jukebox Jury goes visual. Howie's got a "new kid on the block" theme, so expect to see KROQ's Lisa Worden, WDRE's Russ Mottla and more TBA.

4:15 p.m.

BLACK ADULT CONTEMPORARY: THE NEXT GIANT STEP

This panel discussion will focus on the growing trend of urban stations that are taking the giant step toward re-defining their on-air image, and marketing themselves to an adult audience.

JAZZ/A2 POTPOURRI: THE ZIMMERMAN GROUP & CYPERMARKETING JAZZ/A2

A doubleheader to round out the seminar. *The Zimmerman Group* will be a lively discussion of programming issues and current musical events of the day modeled after, you guessed it, The McLaughlin Group. Our behinds are on the line with this one. Either we soar like eagles or fall on our faces. Which will it be? Be there to find out for yourself. Following *The Zimmerman Group* will be a discussion on the proliferation of jazz and adult alternative music over the Internet. How can the computer age help benefit jazz's lineage and A2's progressive?

MAXIMIZING TOP 40'S POTENTIAL IN THE '90S

KZFM-Corpus Christi, Texas PD Mike Steele will lead this session. Meeting features a step-by-step analysis of how to retrieve accurate research on a small pocketbook. Database marketing methods and other ways of marketing small and medium-sized Top 40s will be covered.

COLLEGE AND ALTERNATIVE SOUTHERN MIXER

Break the ice, drain the kegs and get first-round schmoozing, your demands for servicing and debates on programming out of the way. Entertainment TBA.

A3 KICKOFF: A3 RADIO EXPOSE

Imagine an audio still-life, an overview of A3 stations recorded on the same day, at the same hour. GAVIN spies catch key stations in the act of broadcasting, after which the entire room—and a distinguished panel of experts—will discuss and evaluate the format based on actual scoped airchecks. Emphasis will be placed on the different market-by-market approaches. Secret musical guests follow!

Friday, February 17

8 a.m.-8 p.m. Registration

11:00 a.m.

PUTTING THE A BACK IN ALTERNATIVE

Hosted by KUKQ's Jonathan Rosen. Session in the round with X-96's Sean Zeibrath, Rev105's Kevin Cole and more TBA.

AMERICANA ROUNDTABLE, PLUS LUNCHEON WITH SPECIAL SHOWCASE

An informal kickoff of GAVIN's new Americana format. Come meet your peers as we lay out the format's groundwork and direction.

A/C MUSIC AND AWARDS LUNCHEON

A moveable feast. Exploring the format's music is just the beginning. Stick around for a great buffet lunch, a special acoustic showcase from a famous musician and the GAVIN Adult Contemporary Awards ceremonies.

ADULT ALTERNATIVE RADIO EXPOSE

Another GAVIN first! Various A2 stations around the country will be monitored at a given hour. We'll telescope the tapes and then play them to the audience. A three-person board of judges will provide commentary. We will beep out any IDs so we can gauge impressions without bias. Then we can tackle programming and music philosophies.

URBAN AWARDS LUNCHEON

Join us as we congratulate GAVIN Urban Award winners and network with leading industry personnel.

1:00 p.m.

PD To PD

Is your GM listening? Paul Drew, former Gavin PD Of The Year, first recipient of The Bill Gavin Heritage Award and one of the first six Gavin correspondents, explains how to derive the most benefit from the PD/GM relationship. Culled from his numerous seminars, this session will give programmers insight on their worth.



JAZZ/A2 BLUENOTE SHOWCASE AND AWARDS PRESENTATION

Not only can you mingle and dig some top musical sounds, you can mingle with Jazz/A2 GAVIN Award winners, who will be announced immediately after a scintillating musical performance. No more three-hour banquets with a hundred other presentations to wade through. Plus, we get the results a day earlier.

PRESSURE, PROMOTION AND PRIORITIES IN RAP RADIO

Panelists will discuss preferential treatment of commercial over college/community stations, singles, sales and more! Moderated by Tyesh Harris, Columbia's national director of rap promotion.

Sign Up For Service

Good service is crucial to any business. In music, radio needs record service, so this year we're offering "Sign Up for Service" at the Seminar. Radio stations can fill out a quick form at the Seminar Information Desk, and GAVIN will make sure it gets to the right people at the right labels. Record service—with a smile.

SEMINAR AGENDA

Registration Hotline

(415) 495-3200

Hotel Registration (800) 233-1234

Plane Reservations (800) 747-2144

RECONVERGING: TEN YEARS LATER, COLLEGE AND COMMERCIAL ALTERNATIVE RADIO SEEK COMMON GROUND

Join us for a one-on-one discussion between an experienced College Radio MD and a commercial programmer. How wide is the chasm?

3:00 p.m.

AN AFTERNOON WITH CLIVE DAVIS

GAVIN's Top 40 editor Dave Sholin speaks one-on-one with Arista's Clive Davis, one of the most successful and innovative record executives of our time. The appearance marks Davis' first before a radio industry conference in ten years. Audience Q&A will follow.



A3 ON THE GRIDDLER—THE INTERACTIVE VERSION

Every year, a new way of doing it. This year we debut the GAVIN Applause-O-Meter allowing the whole room to contribute to the final point ratings of key upcoming releases. By request, we'll be listing all the scores. Also, a very special musical guest.

I JUST WANT TO BE TIED TO THE BACK OF YOUR CAR

...and other ways college radio staffers can navigate and utilize the ever-more-confounding and over-hyped Information Highway.

4:30 p.m.

GATHERING OF THE TRIBES

Max Tolkoff hosts this fast-paced session that will touch on a bevy of hot commercial alternative topics. Panelists include Russ Mottla-WDRE, Robert Benjamin-WHFS, Alexa Tobin-WEQX, Christian Unruh-WZRH, Kevin Stapleford and Mike Halloran-91X, Sandy Horowitz-WWDX, plus more to come.

HARD MUSIC, HARD WOMEN

How women have penetrated the "Boys Club." Women have made dynamic inroads in metal, a format traditionally looked at as male-oriented. Whether managing bands, running label departments or programming stations, women are making themselves known—and are being heard—in a business dominated by men.

A GAVIN JAZZ/A2 ONE-ON-ONE WITH TOMMY LI PUMA

Another view from the top with Tommy LiPuma, the new president of GRP, producer, executive and musical jack-of-all-trades. We'll trace LiPuma's colorful career, get his outlook on the GRP empire, and explore viable issues pertaining to music and radio. Afterward LiPuma will take questions and comments from the audience.



URBAN RADIO AT THE CROSSROADS! URBAN OR CHURBAN?

Who really represents the music?

5:30 p.m.

THE GAVIN COCKTAIL PARTY

Get ready for our best gig yet!

Saturday, February 18

9 a.m. - 4 p.m. Registration

9:30 a.m.

TOP 40 BRUNCH/STATE-OF-THE-FORMAT

Where do we go from here? What will be the issues uppermost in the minds of Top 40 programmers and label executives over the next 12 months? Join us in a first-ever off-campus session, that will include our Top 40 Awards ceremony. Event sponsored by Atlantic, Columbia and MCA. Brunch will be served.

10 a.m.

JAZZ/A2 BREAKFAST RECEPTION, SPECIAL GUEST DAVID SANBORN

Be on hand, as one of jazz and adult alternative's signature artists will be present for this informal get-together. This VIP meet-and-greet promises to be worth waking up for. Event sponsored by Elektra.

11:00 a.m.

GAVIN ROCKS JUKEBOX JURY AND AWARDS LUNCHEON

Come hear the latest music going to rock radio. Be it hard rock, metal, thrash or punk—you be the judge of what is and isn't worthy of rock radio airplay. Afterwards, witness the presentation of this year's GAVIN Rocks Awards.

SIMULTANEOUS BREAKOUTS:

Commercial Realities—Intimate breakout session designed for commercial radio. A list of issues culled from the Award Ballot responses will serve as the agenda.

Non-Comm Breakout: Roots, Rock & Jazz—First on the list of issues is the new Republican Congress' declared war on the Corporation For Public Broadcasting. How are stations coping? Blessing or curse?

A2 JUKEBOX JURY

Everybody else has shamelessly copied our Jukebox Jury concept. But fear not. We have improved it immeasurably as the top radio ears examine hot new product that will raise issues and answers we all grapple with every day. No more thumbs up, thumbs down—and the top three highest-scoring records will be named at meeting's end. Also, we'll be using the GAVIN Applause-O-Meter to measure responses from the audience.

1:00 p.m.

A3 AWARDS LUNCHEON starring Giant Recording artist Steve Forbert. Live music as an old friend and his buddies who'll provide a perfect backdrop, as GAVIN honors A3's best.

EVERYTHING BUT THE MUSIC/AC RADIO EXPOSED, PLUS JUKEBOX JURY

Adult Contemporary radio goes under a new microscope as everything that goes into successful stations, except the music, is explored with some of the brightest minds in A/C radio. It will be immediately followed by the seventh annual Jukebox Jury. Music not yet released will be played for a discriminating panel of experts who'll give the proverbial and literal thumbs up and down after just one listen. Hits are born every year at the A/C Jukebox Jury. No sequestering allowed.

RAP: SHUT 'EM DOWN?!

How to protect, promote and/or move beyond your radio show and into the executive circle of power. Radio personalities, directors and other industry insiders will tell you how to make your show indispensable or how to power-move up the ladder.

ALTERNATIVE AND COLLEGE AWARDS LUNCHEON

We'll keep it short, (bitter)sweet and entertaining. Vegetarians accommodated.

3:00 p.m.

AMERICANA: BLAZING THE NEW TRAIL

Moderator: Rob Bleetstein, Americana associate editor. Panelists include Pete Anderson, record producer and artist, Jon Grimson, Counterpoint Music; Abby Goldstein, KERA/FM-Dallas; Dallas Dobro, KICE/FM-Bend, Oregon; Laura Hopper, KPIG/FM-Monterey, Calif.

JAZZ RADIO EXPOSE

Playlists are one thing, but what if you could hear a "scoped" sample of a group of GAVIN Jazz radio reporters recorded on the same day at the same hour? Let's examine the state of Jazz radio using actual airchecks. Co-hosted by KPLU's Joe Cohn and Keith Zimmerman.

ALTERNATIVE URBAN: MAKING IT WITHOUT THE MAINSTREAM

Urban consumers are now merging many different forms of entertainment. It's not just records anymore, and the records that are huge hits aren't necessarily radio hits. This panel looks at what's hot outside the mainstream.

RAP AWARDS/LUNCHEON/SHOWCASE

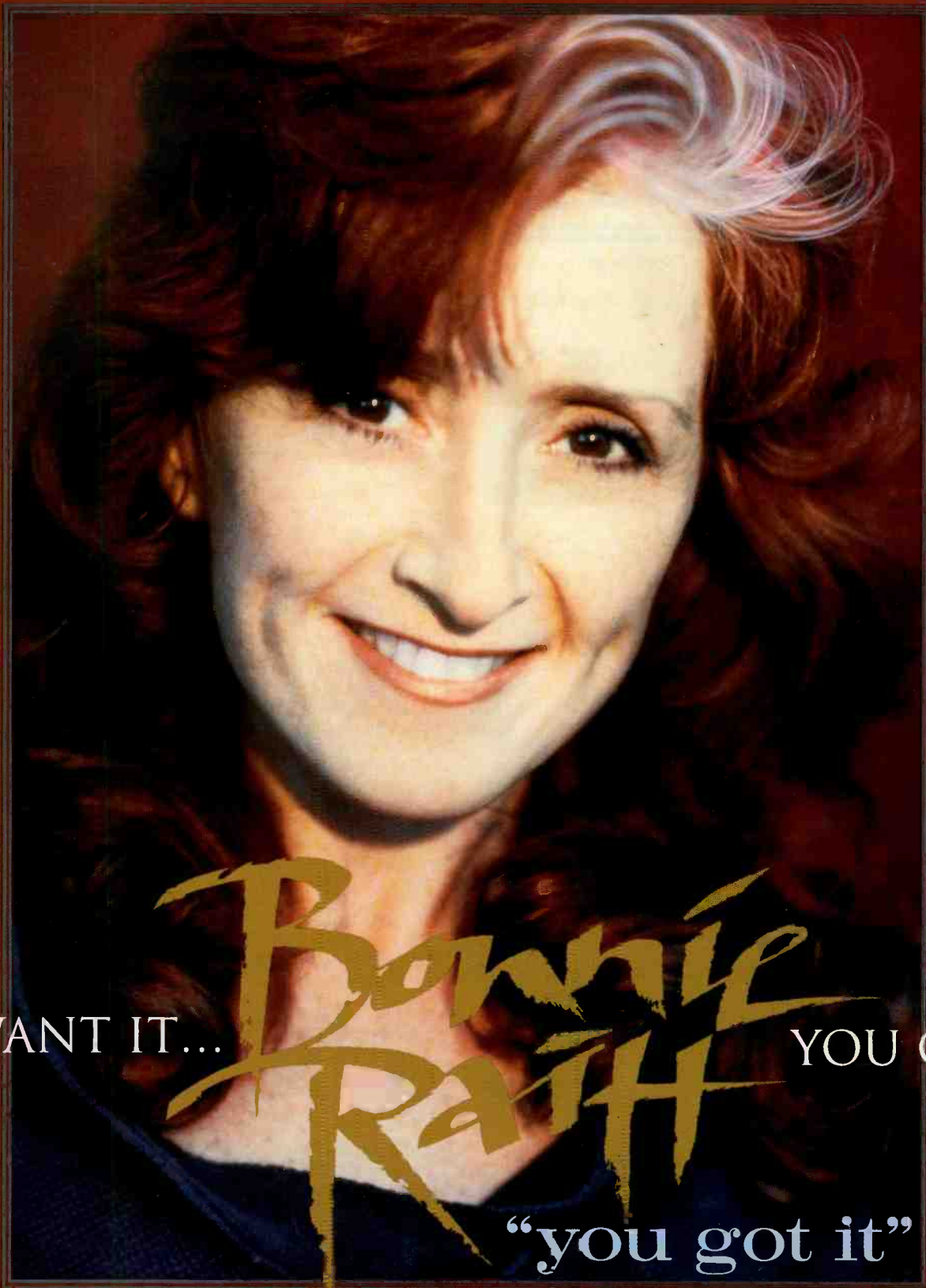
Celebrate GAVIN rap's nominees and winners at our own ceremony. All we ask is that you look and smell good. Surprises, food and fun will be in full effect.

PLUS, ARTIST SHOWCASES YOU WON'T WANT TO MISS!

MORE TO COME IN FUTURE GAVIN ISSUES!

Welcome To The Club
Be sure to visit and make use of Club GAVIN at the Hyatt Regency. It's a schmooze lounge; a place for registrants to relax between sessions, and to meet old friends—or make new ones. Club GAVIN—where you belong.

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YOU WANT IT...

YOU GOT IT

“you got it”

PRODUCED BY DON WAS AND BONNIE RAITT

THE FIRST SINGLE FROM
BOYS ON THE SIDE

THE ORIGINAL SOUNDTRACK ALBUM

FILM OPENS FEBRUARY 3RD

OFFICIAL AIRPLAY DATE
JANUARY 30TH

ARISTA

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